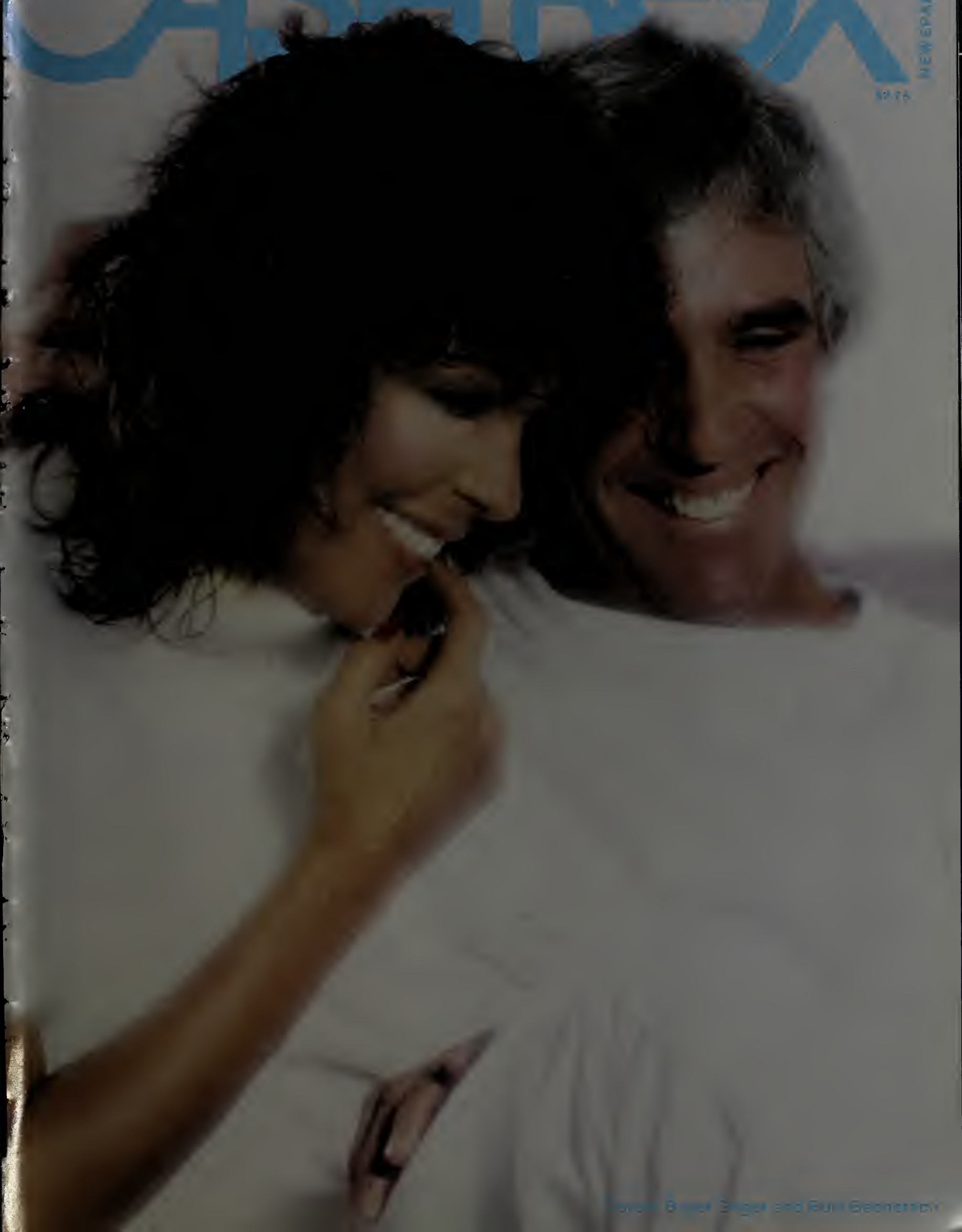


CASHBOX

WEDNESDAY 15, 1991

NEWSPAPER

NO. 75



London, Bruce Springsteen, and Billie Jean King

PRIVATE EYES

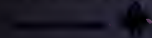


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MANAGEMENT AND DIRECTION: TOMMY MOTTOLA

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CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL In The Pocket

The proposal advanced at last week's NARM Retailers Advisory Committee meeting — that the industry embark on a nationwide institutional advertising campaign funded by record and tape sales — has merit. In this time of retrenchment in the industry, such an aggressive marketing proposal deserves a close look.

While the NARM proposal will place an initial burden on the record labels, with its voluntary ½ cent per album or tape unit sold assessment to fund the campaign, the potential returns could well be far greater than the investment. As an expansion of the already successful "Gift of Music" campaign, NARM's new proposal is a bold step forward that could reach and expand a relatively untapped market, in addition to creating a greater level of

awareness for our industry's product than ever before.

Just as similar campaigns have expanded the markets for dairy and Florida citrus product — creating an adult market for milk and a non-breakfast market for orange juice — NARM's plan could firmly establish records and tapes as year-round gift items suitable for all ages and all occasions.

With current research studies showing records and tapes garnering an ever-increasing share of the gift market, the potential of this campaign is obvious. While alternate funding mechanisms may become necessary if the initial burden on the labels proves unfeasible, **Cash Box** nevertheless feels this proposal shouldn't be overlooked.

NEWS HIGHLIGHTS

- NARM's Joe Cohen proposes label-funded "Gift Of Music" ad campaign (page 7).
- Hearing date set for appeal on Goody verdict (page 7).
- Full schedule of workshops slated for NRBA convention (page 7).
- "He's A Liar" by the Bee Gees and the Pretenders, "Louie Louie" (new and developing artist) are the top **Cash Box** Singles Picks (page 17).
- "It's Time For Love" by Teddy Pendergrass and Novo Combo's self-titled LP (new and developing artist) are the top **Cash Box** Album Picks (page 18).

TOP POP DEBUTS	
SINGLES	80 HERE I AM — Air Supply — Arista
ALBUMS	21 THE INNOCENT AGE — Dan Fogelberg — Full Moon/Epic

POP SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
B/C SINGLE
ENDLESS LOVE Diana Ross and Lionel Richie Motown
COUNTRY SINGLE
TIGHT FITTIN' JEANS Conway Twitty MCA
JAZZ
BREAKIN' AWAY Al Jarreau Warner Bros.



Conway Twitty

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

CASH BOX TOP 100 SINGLES

September 19, 1981

	Weeks On	Chart
	9/12	Chart
1 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	1	12
2 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	2	17
3 SLOW HAND POINTER SISTERS (Planet/Elektra P-47925)	3	17
4 STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336)	4	9
5 URGENT FOREIGNER (Atlantic 3831)	5	12
6 WHO'S CRYING NOW JOURNEY (Columbia 18-02241)	7	10
7 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)	14	6
8 THE BEACH BOYS MEDLEY (Capitol P 5030)	10	9
9 (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP (RCA PB-12254)	9	13
10 HOLD ON TIGHT ELO (Jet/CBS Z55 02408)	12	9
11 STEP BY STEP EDDIE RABBITT (Elektra E-47174)	13	9
12 LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)	8	14
13 FOR YOUR EYES ONLY SHEENA EASTON (Liberty P 1415)	16	9
14 THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47147)	6	19
15 START ME UP ROLLING STONES (Rolling Stones/Atlantic RS 21033)	18	5
16 JESSIE'S GIRL RICK SPRINGFIELD (RCA PB-12203)	11	26
17 THE VOICE THE MOODY BLUES (Threshold/PolyGram TR 602)	19	7
18 COOL LOVE PABLO CRUISE (A&M 2349)	17	12
19 REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)	20	12
20 I COULD NEVER MISS YOU (MORE THAN I DO) LULU (ALFA ALF-7005)	22	8
21 FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529)	15	10
22 THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)	25	5
23 FEELS SO RIGHT ALABAMA (RCA PB-12236)	23	15
24 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12298)	36	4
25 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	21	20
26 BREAKING AWAY BALANCE (Portrait/CBS 24-02177)	26	11
27 DRAW OF THE CARDS KIM CARNES (EMI-America 8057)	29	7
28 HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02488)	36	4
29 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G/205F)	32	7
30 IN YOUR LETTER REO SPEEDWAGON (Epic 14-02457)	33	7
31 CHLOE ELTON JOHN (Geffen 49788)	31	9
32 WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49745)	38	8
33 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	37	6

	Weeks On	Chart
	9/12	Chart
34 GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS (MCA-51148)	34	9
35 YOU COULD TAKE MY HEART AWAY SILVER CONDOR (Columbia 18-02268)	35	9
36 SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1450)	44	3
37 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2038)	41	5
38 I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)	43	5
39 BACKFIRED DEBBIE HARRY (Chrysalis CHS 2526)	39	6
40 STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND (Arista AS 0618)	40	8
41 TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)	47	2
42 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND (Beserkley/Elektra E-47149)	26	18
43 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	50	5
44 I'M IN LOVE EVELYN KING (RCA PB 12243)	45	9
45 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA PB-12246)	46	9
46 THAT OLD SONG RAY PARKER, JR. & RAYDIO (Arista AS 0616)	27	11
47 BURNIN' FOR YOU BLUE OYSTER CULT (Columbia 18-02415)	52	6
48 SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)	67	2
49 I DON'T NEED YOU KENNY ROGERS (Liberty 1415)	24	15
50 BOY FROM NEW YORK CITY MANHATTAN TRANSFER (Atlantic 3816)	42	18
51 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46315)	48	14
52 ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)	63	4
53 SQUARE BIZ TEENA MARIE (Gordy/Motown G 7202F)	49	10
54 THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186)	61	5
55 SILLY DENICE WILLIAMS (ARC/Columbia 18-2406)	57	6
56 HEAVY METAL (TAKIN' A RIDE) DON FELDER (Full Moon/Asylum E-47175)	53	9
57 LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	60	4
58 DON'T GIVE IT UP ROBBIE PATTON (Liberty P 1420)	51	11
59 YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)	56	11
60 A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)	62	7
61 THE SUN AIN'T GONNA SHINE ANYMORE NIELSEN/PEARSON (Capitol P 5032)	54	7
62 NICOLE POINT BLANK (MCA-51132)	58	13
63 OUR LIPS ARE SEALED 30-30'S (I.R.S./A&M IR-9901)	70	4
64 WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)	73	3
65 ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)	59	6

	Weeks On	Chart
	9/12	Chart
66 FALLING IN LOVE AGAIN MICHAEL STANLEY BAND (EMI-America 8090)	55	7
67 THE STROKE BILLY SQUIER (Capitol P-5005)	64	19
68 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI-America P-A-8093)	85	2
69 IN THE DARK BILLY SQUIER (Capitol P-A-5040)	83	2
70 TEMPTED SQUEEZE (A&M 2345)	65	9
71 SAUSALITO SUMMERNIGHT DIESEL (Regency RY 7339)	84	2
72 SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	68	7
73 HEARTS MARTY BALIN (EMI-America 8084)	66	18
74 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	71	17
75 YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008)	87	2
76 EASY TO LOVE AGAIN CAROLE BAYER SAGER (Boardwalk NB7-11-118)	79	3
77 AT THIS MOMENT BILLY & THE BEATERS (Alfa ALF-7005)	80	3
78 YOU'RE MY GIRL FRANKE & THE KNOCKOUTS (Millennium JH-11808)	69	12
79 THE ONE THAT YOU LOVE AIR SUPPLY (Arista AS 0604)	72	19
80 HERE I AM AIR SUPPLY (Arista AS 0626)	—	1
81 STAY AWAKE RONNIE LAWS (Liberty P-A-1424)	81	3
82 THE SENSITIVE KIND SANTANA (Columbia 18-02178)	74	8
83 BETTE DAVIS EYES KIM CARNES (EMI-America 8077)	76	26
84 MORE STARS STARS ON 45 (Radio Records/Atlantic RR 3863)	—	1
85 OH NO COMMODORES (Motown M 1527F)	—	1
86 IN THE AIR TONIGHT PHIL COLLINS (Atlantic 3824)	77	17
87 I'LL DO ANYTHING FOR YOU DENROY MORGAN (Becket BKA45-5)	89	2
88 MONY MONY BILLY IDOL (Chrysalis CHS 2543)	—	1
89 TOUCH ME WHEN WE'RE DANCING CARPENTERS (A&M 2344)	75	14
90 NO TIME TO LOSE THE TARNEY/SPENCER BAND (A&M 2366)	—	1
91 EVERLASTING LOVE REX SMITH/RACHEL SWEET (Columbia 18-02169)	78	13
92 STARS ON 45 — MEDLEY STARS ON 45 (Radio Records/Atlantic RR 3810)	86	24
93 NOT FADE AWAY ERIC HINE (Montage P-A-1260)	88	4
94 IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS Z36 02105)	82	17
95 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 7197F-1)	90	18
96 GEMINI DREAM THE MOODY BLUES (Threshold/PolyGram TR601)	92	16
97 DEDICATED TO THE ONE I LOVE BERNADETTE PETERS (MCA-51152)	91	7
98 ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN (Epic/Cleveland Int'l. AET 1232)	93	17
99 WE CAN GET TOGETHER ICEHOUSE (Chrysalis CHS 2530)	95	7
100 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-10152)	94	21

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Heart In (Headquarters Artist/Irving — BMI)	60	Fire And Ice (Rare Blue/Big Tooth/Discot/Denise Barry — ASCAP)	21	Mony Mony (Big Seven — BMI)	81
Alien (Low Sal Music — BMI)	52	For Your Eyes (United Artists — ASCAP)	13	More Stars (Various Publishers — BMI/ASCAP) ..	84
All I Have To Do (House Of Bryant — BMI)	65	Gemini Dream (W.B./MCA — ASCAP)	96	Nicole (Hanserin — BMI)	62
Arthur's Theme (Irving/Woolnough/Unichappel/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP)	7	General Hospi-tale (Sky's The Limit/Solid Smash — ASCAP — SESAC)	34	Not Gettin' Over Me (Rick Hall — ASCAP)	9
At This Moment (WB Music + Vera Cruz Music — ASCAP)	77	Give It To Me (Jobete & Stone City — ASCAP) ..	95	Not Face (Wren Music — BMI)	93
Atlanta Lady (Mercury Shoes/Great Pyramid — BMI)68		Hard To Say (Hickory Grove Admin. By April Music — ASCAP)	28	No Time To Lose (ATV Music — BMI)	90
Backfired (Chic — BMI)	39	Here I Am (Al Gallice/Turtle — BMI)	80	Oh No (Jobete + Commodores Entertainment — ASCAP)	85
Beach Boys-Medley (BMI)	8	In The Air (Effectsound Ltd./Pun — ASCAP)	56	Our Lips (Gotown/Playent Visions — ASCAP) ..	63
Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI)	83	In The Dark (Songs Of The Knight — BMI)	69	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI)	24
Boy From New York (Trio — BMI)	50	In The Dark (Songs Of The Knight — BMI)	69	Queen Of Hearts (Drunk Monkey — ASCAP)	2
Breaking Away (Daksel — BMI)	26	In Your Letter (Siam Durk — ASCAP)	30	Really Wanna (Rondor, Adm. By Aimo/High Wave — ASCAP)	19
Burnin' For You (B.O 'Cuit — ASCAP)	47	It's Now Or (Giady's — ASCAP)	94	Rock And Roll (Neverland/Lost Boys — BMI) ..	98
Chloe (Intersong — ASCAP)	31	I've Done Everything (Warner-Tamerlane-BMI) ..	38	Sausalito Summernight (Southern — ASCAP) ..	71
Cool Love (Irving/Pablo Cruise — BMI/Almo — DEDAP)	18	Just Once (ATV/Mann & Weil — BMI)	33	Say Goodbye To Hollywood (Blackwood — BMI) ..	48
Dedicated To The One (Duchess MCA — BMI)	97	Lady (Jobete & Commodores — ASCAP)	12	Shake It Up Tonight (April — ASCAP)	72
Don't Give It Up (British Rocket/Adel — ASCAP) ..	58	Love All The (Irving/Liesrika Music — BMI)	57	Share Your Love (Duchess Music Corp. (MCA) — BMI)	36
Double Dutch (Wimot/Frashion/Supermarket BMI) ..	74	Love On A Two (Gambli — BMI)	51	She's A Bad Mama Jama (Jim/EOD — BMI)	43
Draw Of The Cards (Appian/Almo/Pants Down/Black Mountain — ASCAP/BMI)	27			Silly (Rosebud)	55
Easy To Love Again (Unichappel/Begonia Melodies — BMI/Hidden Valley — ASCAP)	76			Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	3
Elvira (Acuff-Rose — BMI)	25			Somedays Are (Tree — BMI)	6
Endless Love (PGP/Brockman/Intersong — ASCAP Administered)	1			Square Biz (Jobete — ASCAP)	45
Everlasting Love (Rising Sons — BMI)	91			Stars On (Various Publishers — BMI/ASCAP) ..	92
Falling In Love (Bema/Michael Stanley — ASCAP) ..	66			Start Me Up (Coigems-EMI — ASCAP)	15
Feels So Right (Maypop — BMI)	23			Step By Step (Briarpatch/Deblave — BMI)	11



Exceptionally heavy radio activity this week



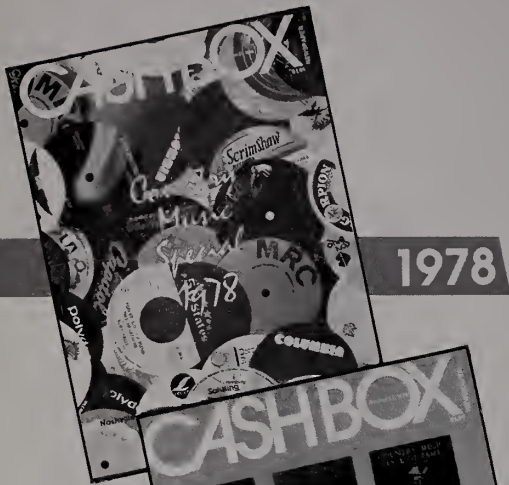
Exceptionally heavy sales activity this week



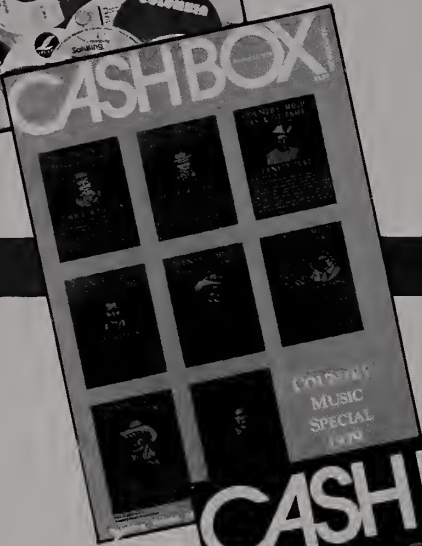
Stephanie



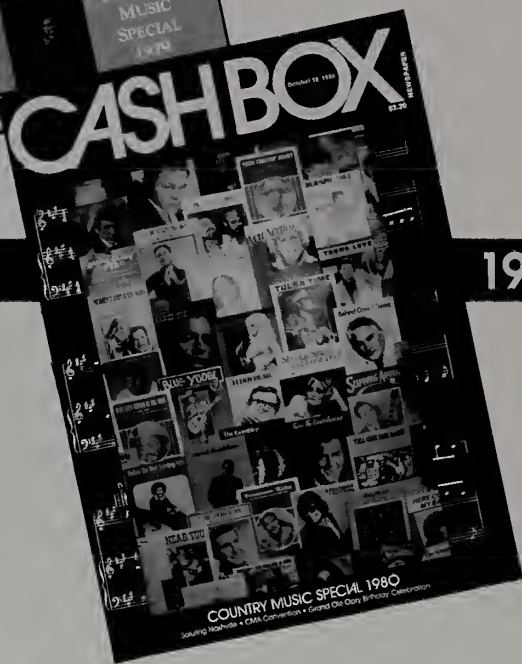
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1978



1979



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1981

NASHVILLE & ITS ARTISTS

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SEPTEMBER 30, 1981

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CASH BOX NEWS



RCA HONORS JOHN DENVER — RCA Records recently presented John Denver with the company's first RCA Records Premier Artist Award. The award was given in recognition of worldwide sales of 10,000,000 copies of the album, "John Denver's Greatest Hits." Denver (l), is pictured accepting the award, a crystal tetrahedra designed for Steuben Glass by Lloyd Atkins, from Thorton F. Bradshaw, chairman of the RCA Corporation. It is the first time in the 80-year history of RCA Records that an artist has sold 10,000,000 copies of a single album.

Labor Day Sales Up; Dealers Cite Demand For 2-LP Sets

by Michael Glynn

LOS ANGELES — Inclement weather throughout much of the U.S. and a strong series of new releases, led by double album sets from superstars Bob Seger and Dan Fogelberg, accounted for surprisingly healthy Labor Day Weekend sales at most record retail outlets. A Cash Box survey of 15 major chains across the country revealed that sales for the five-day period, Sept. 3-7, were up an average of 15-20% over the same time last year, with the benefit of little or no major advertising and few promotions.

"It was an excellent weekend for us," said Ed Berson, buyer for the 120-store Record Bar chain based in Durham, N.C. "Our figures show that business was up about 19-20% over last year and still going strong through Tuesday. It didn't hurt having rain throughout most of our regions, particularly on the southeast coast. But business has been so soft lately that any increase like this looks great."

Cable And Sales Issues Highlight NRBA Convention

by Larry Riggs

NEW YORK — The benefits and potential danger cable-TV poses to radio, emerging use of satellite technology, workshops and legal issues will highlight the National Radio Broadcasters Assn. (NRBA) convention, to be held Sept. 13-16 at Miami's Fontainebleau Hotel.

Despite the on-going air traffic controllers strike, attendance is expected to equal last year's total of 4,500, according to Sis Kaplan, NRBA president. The convention schedule will consist mostly of workshops on sales, promotion, finance, programming, management and engineering.

The keynote address Monday morning will be delivered by Rep. Cecil Heftel of Hawaii, a former radio broadcaster.

This year's convention, however, lacks large scale record company participation, in contrast to last year's convention and the National Assn. of Broadcasters (NAB) con-

(continued on page 15)

Berson, like many of those queried, pointed out that new double LP sets, most notably Bob Seger's live "Nine Tonight" on Capitol and Dan Fogelberg's "The Innocent Age" concept package on Full Moon/Epic, contributed heavily to profits with their hefty price tags (Capitol has set a \$12.98 list for "Nine Tonight," and although CBS has dropped list pricing, most retailers interviewed, including The Record Bar, stated they were tagging "The Innocent Age" at \$13.98.) The Rolling Stones' "Tattoo You" on the Rolling Stones/Atlantic label was reported at most accounts as the number one seller among new releases, followed by Journey's "Escape" on Columbia, Stevie Nick's "Bella Donna" on Modern/Atlantic, Pat Benatar's "Precious Time" on Chrysalis and ELO's "Time" on Jet/CBS.

Sales Surprisingly Good

Joe Bressi, vice president of purchasing for the North Canton, Ohio-based Stark/Camelot organization, which includes the 185 Camelot Music and Grapevine stores, echoed Berson's statements, saying that weekend sales were "strong," up "about 18-20% over last year." Like others, Bressi indicated that the chain does not usually encounter heavy traffic during the Labor Day holiday due to the fact that "most people spend their time with relatives or friends" and therefore the chain does not run very much advertising.

"We were pretty much at ease as far as advertising or promotions go," stated Bressi. "We tended to rely pretty much on traffic from the malls, since 95% of our stores are located in those areas."

In the mid-Atlantic area of the country, Kenny Dobin, record and tape buyer for the Washington, D.C.-based Waxie Maxie chain, said his 17 stores had "a great week and a great weekend . . . one of the best of the year" over the Labor Day period.

"One of the surprising things is that other than some TV activity on selected product, we had very light advertising," noted Dobin. "Because we are located in an urban area, having a good mix of strong new black music and white pop releases really helped overall sales. Among our top new sellers were LPs by Bob Seger, Patti LaBelle, Donald Byrd and Luther Vandross."

One of the more significant points brought out in the survey was that back-to-

(continued on page 14)

Cohen Urges Label-Funded 'Gift Of Music' Ad Campaign

by Richard Imamura

CARLSBAD, Calif. — Joe Cohen, executive vice president of the National Assn. of Recording Merchandisers (NARM), last week proposed a multi-million dollar, label-funded institutional advertising campaign for the music industry. Keyed to NARM's ongoing "Gift Of Music" campaign, Cohen's proposal called for a voluntary 1/2 cent per album or tape unit quarterly contribution by the labels to fund the effort.

Speaking before nearly 50 music industry representatives gathered at the LaCosta Hotel here Sept. 10 for a meeting of the NARM Retailers Advisory Committee, Cohen proposed that the contributions formula go into effect Jan. 1, 1982, with initial promotion push set for Mother's Day, Father's Day and school graduations.

The fund and campaign would be administered and supervised by a "Gift of Music" Advisory Committee consisting of representatives from all segments of the industry.

Campaign Cost

For 1982, the cost for the ad campaign would total "approximately \$2 million," said Cohen. The campaign, aimed primarily at the 18-34 age group, consists of approximately two-thirds of the expenditure allotted for network television and lesser shares for network radio and national consumer print advertising.

"NARM's plan for the 'Gift of Music' expansion is designed to increase awareness of our logo and slogan, reaching the consumer with a clear cut 'Give The Gift of Music' message; increase sales and incremental sales by taking advantage of non-Christmastimes of the year; and redefine records and pre-recorded tape as thoughtful, personal and inexpensive," Cohen said.

Label representatives — both majors and independents — were enthusiastic but non-committal on the proposal. Many requested more details from Cohen and all welcomed his announcement that the same proposal was scheduled to be considered at the upcoming executive board meetings of the Recording Industry Assn. of America (RIAA), the Country Music Assn. (CMA) and the Black Music Assn. (BMA).

Predictably, retail representatives were enthusiastic about the proposal, with one even suggesting that they also contribute 1/2 cent per unit themselves to the fund. The retailer dropped his proposal following ad-

vice from the NARM counsel suggesting that discussion of pricing was inappropriate for the meeting.

The retailers' enthusiasm, however, was fueled by Cohen, who said, "As you might expect, 50% of all December sales are gifts. That's great, but this also suggests that if we mobilize our merchandising muscle around such special occasions as Mother's

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Platt Asks That His Court Hear Reassignment Plea

by Dave Schulps

NEW YORK — At a status call on the Sam Goody case last week, Federal District Court Judge Thomas C. Platt asked that any action taken by the government on its request that a new judge be assigned to the case be presented in his court.

Platt said on Sept. 11 that a hearing in his court would "give all parties the opportunity to be heard."

On July 30, a letter of intention to request reassignment of the case to another judge was submitted to Platt by Thomas P. Puccio, attorney-in-charge of the Department of Justice's Organized Crime Strike Force (Cash Box, Aug. 8). However, Puccio has not yet filed the formal motion necessary to begin action on Platt's removal.

The status call came during a week in which an article in the *New York Post* had charged Judge Platt with sabotaging the prosecution's efforts in the case. In the piece, entitled "Sabotage on the Bench," reporter Jerry Capeci accused Judge Platt of having "hampered the Justice Department team of prosecutors" from the start of the case. Capeci also alleged that Platt had made "wild, unsubstantiated charges" in overturning the jury's guilty verdict and ordering a retrial on the grounds that FBI agent Richard Ferri's recanting of earlier testimony might have had a prejudicial effect on the jurors. Platt had used the phrases "false testimony" and "an attempted coverup of false statements" in presenting his reasons for overturning the verdicts, according to the *Post* article.

A hearing on the Justice Department's appeal against Judge Platt's dismissal of the guilty verdicts against the Goody chain

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JUICY GOLD — Capitol recording artist Juice Newton recently received an Australian gold record for her single "Angel Of The Morning" during a presentation at Capitol's Hollywood headquarters. Pictured are (l-r): Otha Young, Newton's partner (also recipient of gold record); Richard Landis, Newton's producer/manager (and recipient of gold award); Newton; Peter Jamieson, managing director EMI Records Australia; Bhaskar Menon, chief executive officer of EMI Music; and Don Zimmermann, president of the Capitol Records Group.

Retailers Step-Up Use Of Computers Despite Lack Of Bar-Coding Standard

by Fred Goodman

NEW YORK — Despite the lack of an industry-wide bar-coding system, the use of computers for a myriad of functions continues to rise, with several larger record chains on the verge of installing point-of-purchase terminals in their outlets. Most executives surveyed by **Cash Box** agreed that the in-store terminals are the next logical step for companies that have made full-scale commitments to the use of computers in their home offices.

Citing such advantages as quick feedback, operation cost reductions and unification of information, merchandisers will be looking to extend these benefits when they install the terminals.

Island Charges WEA Int'l Album Exploits Marley

by Larry Riggs

NEW YORK — In the wake of WEA International's release of "Chances Are," an album of the late Bob Marley's works between 1968 and 1972, Island Records has issued a statement saying it "deplores" WEA International's decision to put the LP out. Marley recorded on Island from 1972 until his death last May 11.

In addition, Island charges that WEA International:

- Overdubbed tracks of "Chances Are" using musicians other than the Wailers, Marley's band.
- Released "Chances Are" against the wishes of Marley's family.
- Presented "Chances Are" as a "new" Marley album.
- Misrepresented Marley on the album sleeve by showing a photograph of Marley in his later years.
- Engaged in "cynical exploitation" of Marley's name and reputation.

According to Fred Haayen, senior vice president of WEA International, the company bought the masters of "Chances Are" from Danny Sims, Marley's former manager, "about seven weeks ago." He said he "is not aware of any overdubbing" on the album.

Regarding the charge he released "Chances Are" against the wishes of Marley's family, Haayen responded, "It's not true. I spoke to everybody involved in Jamaica." He added that he had tried to make a deal with Rita Marley, Bob's widow, to release some unrecorded Marley material, but "the deal fell through."

Haayen emphasized that the cover art of "Chances Are" makes it clear that the album contains only songs Marley recorded between 1968 and 1972. "It's printed on the sleeve in bigger letters than the names of the producers," Haayen said. The

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Mike Polster, data processing manager for Sacramento, Calif.-based Tower Records, reports that the chain's computer system has grown dramatically since it purchased its first computer over three years ago. "It's really sped things up quite a bit," said Polster. "If we didn't have the computers, our main office operation would have to be two or three times its present size. Right now it's handling our inventory, payroll, sales analysis, the whole shebang."

Although other companies, like Stark Records and Tapes, are planning to use terminals for transmitting payroll information, Tower will initially limit the use of its in-store computers to sales and inventory information. "We're starting installation at our Sacramento outlet now," said Polster, "and we plan to have it in operation by Christmas. After that we'll expand to the rest of our stores. The managers will be able to know exactly how much the store has sold by the next morning, and what their inventory looks like on an ongoing basis."

The Record Bar chain, based in Durham, N.C., has already begun using an in-store terminal at its Tracks superstore in Norfolk, Va. But like Tower's terminal, the Tracks computer is presently serving a limited function. "They (computers) keep up with their bestsellers and keep an on-going inventory," said Gene Hester, director of data processing for Record Bar. "They just do a lot of the work for themselves that we do here in the office for the other stores. We're considering point of sales terminals for all the stores, but we haven't decided exactly which direction we're going with it."

'Stumbling Block'

The absence of bar-coding on many albums is an issue that has been sidestepped by Record Bar, through the development of its own tag system. All product is entered into a computer inventory through its in-house tag designation. But obviously, not all merchandisers can make the commitment to developing their own system.

The California-based Licorice Pizza chain has had access to computers through agreements with private companies, and hopes to buy its own computer next year, as well as bar-coding readers for its stores. But the chain's Melody Richardson makes it clear that the present status of bar-coding is a stumbling block to the implementation of a point-of-purchase system. "We hope more companies will be bar-coding by the time we put our readers in," she said. "We're not going to create our own system; we just think it's too expensive."

Stark Records and Tapes has just installed an IBM System 38 computer in its Canton, Ohio home office to be used for tracking inventory, analyzing sales figures and patterns, payroll and advertising disbursement. Terming its applications "prac-

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HENSEL'S GOLD EXERCISE — Mirus Music, Inc. execs Ron Schaefer (l) and Ron Laforano (r) presented Carol Hensel with a gold record recently in recognition of the LP "Carol Hensel's Exercise & Dance Program" achieving sales of more than 500,000 units. The album, originally titled "Dancersize," is presently being repackaged and rereleased under the new name.

NARM Rack Jobber Conference Is Set For Scottsdale, Az.

LOS ANGELES — Bringing into clearer focus the relationship between record and tape manufacturers, rack jobbers and mass merchandisers is the goal of the Second Annual National Assn. of Recording Merchandisers (NARM) Rack Jobbers Conference.

To be held Oct. 21-23 at the Registry in Scottsdale, Az., the conference is scheduled to conduct several one-on-one manufacturer/merchandiser meetings to open up lines of more specific communications.

The 1981 Rack Jobbers confab is being sponsored by NARM's Rack Jobbers Advisory Committee, chaired by Harold Oskinow, president of Lieberman Enterprises, a major national rack. Conference chairman for the meeting is Eric Paulson, senior vice president of Pickwick International's rack services division.

Opening the initial business session is Norman Matthews, president of the 35-store Gold Circle web, who will spotlight the role of the mass merchandiser in the three-way relationship. Following Matthews are two presentations aimed at highlighting the rack jobbers potential in '80s, which will be advanced under the conference's theme "Our Future Growth . . . Together."

Demographic expert Leo Shapiro will aim his comments at how shifting demographics have fueled chain store expansion, thus creating greater opportunity for rack jobbers, in a discussion titled "The Shape Of Things To Come in the Consumer Market."

In another presentation, Mickey Kapp, president of Warner (Communications) special products; and Dr. Martin Fishbein, professor of psychology at the University of

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CRT Asks For Comment On Royalty Indexing

WASHINGTON — The Copyright Royalty Tribunal wants to know whether it should hold a hearing on indexing the mechanical royalty rate. The tribunal asked for comment from interested parties by Oct. 1.

Last June the U.S. Appeals Court in Washington told the Tribunal that its plan to hold annual proceedings to adjust the rate to take into account inflation was beyond the Tribunal's authority. It is presumed that the publishers and authors would be in favor of some method of annual adjustment, while record manufacturers would be just as happy to forget such a plan. The Appeals Court did, however, uphold the Tribunal's order raising the mechanical royalty rate to four cents a song, effective July 1.

CASHBOX



Alone, he's composed such classics as "Walk On By," "What The World Needs Now" and "Raindrops Keep Fallin' On My Head" and she's penned the lyrics to such hits as "Midnight Blue," "Nobody Does It Better" and "When I Need You." Together they're magic — Burt Bacharach and Carole Bayer Sager.

A classic teaming of the two occurred recently when Neil Bogart's Boardwalk label brought them together for "Sometimes Late At Night," Carole's debut LP for the company.

The duo's soft and sensual adult pop sound immediately found an audience as the album's title track hit the Top 40 on the **Cash Box** Pop Singles chart. And its follow-up, "Easy To Love Again," also hit the charts.

But the handsome twosome wasn't through there. They also jointly composed the music and lyrics for the hit movie *Arthur*. And largely through the strength of their material and a performance by Grammy Award winning singer Christopher Cross, the soundtrack's theme "Arthur's Theme (The Best That You Can Do)" has shot to #7 bullet on the **Cash Box** Pop Singles chart. The album, which sports Nicolette Larson, Ambrosia and Stephen Bishop renderings of Bacharach/Sager songs, isn't doing badly either as it has risen to the #83 bullet rung on the **Cash Box** Pop Album chart.

No stranger to the top of the charts, Bacharach scored an enviable 39 hits in 10 years, beginning with the self produced Shirelles hit in 1961, "Baby, It's You." However, Bacharach is probably best known for his teaming with lyricist Hal David for the string of Dionne Warwick hits in the 1960s and the Broadway musical "Promises, Promises."

Beginning as a staff writer for Screen Gems in the mid-'60s, Sager had her first lyric hit with "Groovy Kind Of Love" as performed by the Mindbenders. Since that auspicious beginning Sager has gone on to collaborate with the likes of Peter Allen, Marvin Hamlisch, Melissa Manchester, Albert Hammond, Bette Midler and Bruce Roberts for a cache of hits that includes "I'd Rather Leave While I'm In Love" and "You're Moving Out Today."

The intoxicating combination that is half Sager's whispering vocals and heady lyric content and half Bacharach's melodies and arranging ability can currently be witnessed live as the duo are currently on national tour.

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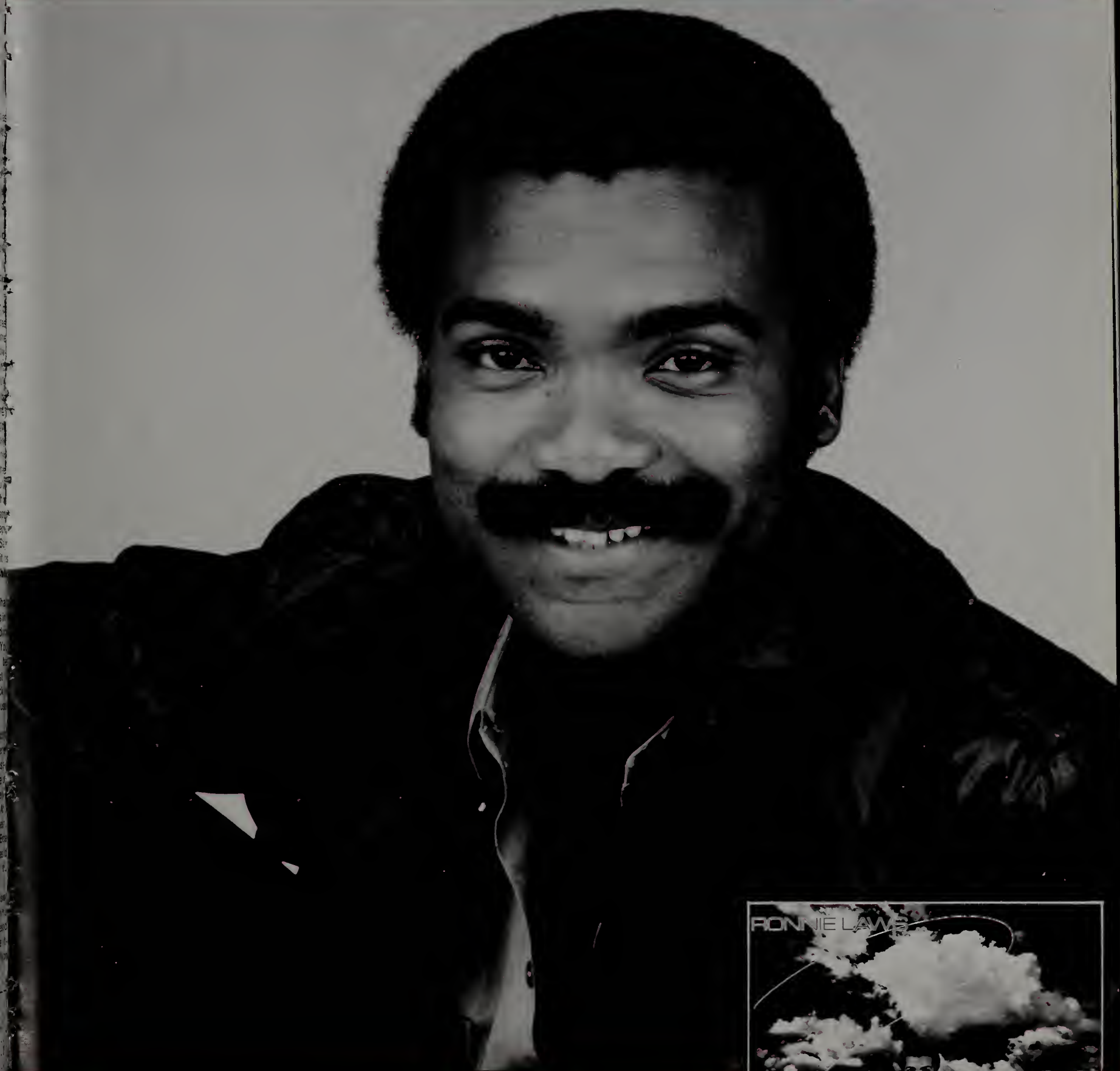
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CARNES AT THE VARIETY — EMI America recording artist Kim Carnes recently played a homecoming date at Los Angeles' Variety Arts Theatre, a show which was followed by a party in the artist's behalf. Pictured during the celebration are (l-r): Joe Petrone, vice president of marketing; EMIA/Liberty; Carnes; Nick Albarano, vice president of **Cash Box**; and Mrs. Aibarano.

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ON LIBERTY RECORDS

NEW FACES TO WATCH



Tim Goodman

The experience of breaking up with a lover has provided many a singer/songwriter with the inspiration for dashing off a ditty or two, but for Feyline/Columbia recording artist Tim Goodman it was the "springboard" that launched "Footsteps," his debut album. In 1979, Goodman abandoned the Rocky Mountain highlands of Boulder, Colo., where he had established himself after eight years on the pub'n'club circuit playing meat and potatoes rock, for the unfamiliar urban sprawl of Los Angeles. Looking for inspiration, he found it sooner than he expected when he broke up with his girlfriend a week after landing in L.A. and immediately responded by diving into his work.

"I'd gone about as far as I could go in Boulder, playing everything from local biker bars to dens of iniquity," recalled Goodman. "I never intended to move to L.A. until I had something solid and it seemed like the right time. I broke up with my girlfriend one week after we arrived but instead of dwelling on it, I just started to write songs like I'd never done before."

In fact, Goodman came up with the LP's title track some 20 minutes after the breakup and just two nights later, he learned that Doobie Brothers guitarist John McFee had agreed to be his producer. He'd met McFee previously when he sat in briefly with the Doobies during a concert back in Boulder, but it wasn't until manager Marty Wolff played Goodman's tapes to the lanky axeman that he expressed some interest in producing an album.

From there, McFee enlisted the aid of fellow Brothers Michael McDonald, Patrick Simmons, Corny Bumpus, Keith Knudsen, Chet McCracken and Tiran Porter to play on some tracks.

"All of the Doobie Brothers members have been real supportive," said Goodman. "But my bassist Mark Andes, a former member of Firefall, keyboardist Richie Lawrence, Nicky Hopkins and others, including Max Gronenthal and Carlene Carter, made some strong contributions, as well."

No one, though, outside of manager Wolff, has been more supportive of Goodman than Denver concert promoter Barry Fey. The young singer/guitarist's tapes were brought to Fey's attention through several of his employees ("My ex-manager works in Barry's office and I have a ton of fans there," noted Goodman) and he believed enough to make the soft-spoken rocker his first signing to the Feyline label.

Goodman indicated that a major portion of the album was completed more than a year ago but distribution problems hampered the launch of Feyline and Goodman had to cool his heels for a time. Meanwhile, he came up with a number of new, and what he considered superior, tracks, which were eventually added.

"Oddly enough, every time there has been a delay with this project something incredible has happened," said Goodman. "I've been fortunate in that the timing has always worked out just right."

It's since worked out that Goodman has been able to assemble a top flight band of musicians, including Andes, ex-Jo Jo White drummer Curly Smith, Lawrence, slide guitarist Michael O'Neill and sax player Bill Bergman, for a tour.



Luther Vandross

Having established a reputation as a background singer and vocal arranger for a number of rock, pop and black contemporary artists, Luther Vandross is now trying to make it on his own. So far, he has made a fairly respectable showing. The title cut from his recently released Epic album, "Never Too Much," is currently riding high at #19 bullet on the **Cash Box** Top 100 Black Contemporary chart.

Previously, Vandross worked with such artists as David Bowie, Todd Rundgren, Bette Midler, Roberta Flack, Quincy Jones, Carly Simon and Chaka Khan, doing background singing and vocal arranging both in the studio and on the road. Despite having cut his own album, Vandross feels he'll continue background singing. "I'll never give up doing background singing because background is a specific art in itself with its own intrinsic value," he said. "It's not something lesser than lead vocals, and there are some lead vocalists who can't do background."

Vandross was attracted to the music business at an early age. "I always knew I had talent, but the deciding factor was those Murray the K shows at the Brooklyn Fox Theater," Vandross recalled. "I remember Dionne Warwick walking out on the stage in a red chiffon dress singing 'Anyone Who Had A Heart,' he said. "She got across to me in a way that really made me decide I wanted to make music my life's pursuit."

Vandross' first break came in 1974 when he did background vocals on David Bowie's "Young Americans" album. "I went to school with his guitar player, Carlos Alomar, and his wife and I had gone to Philadelphia where they were recording the album to visit Carlos," he said. "I was sitting in the studio doing arrangements for 'Young Americans' when Bowie walked by. He liked what he heard so he let me do arrangements for the whole album and he took me on tour and that was the beginning." Vandross even wrote the song "Fascination" for the album. "It was originally called 'Funky Music,'" he said.

Vandross' next job was on Todd Rundgren's 1975 European tour, after which he did background singing for Cat Stevens and on Bette Midler's "Songs For The New Depression" LP.

After that, Vandross made his first attempt at going it alone when he formed his group, Luther, which cut two albums on Cotillion. "I got this deal through Bowie and Bette Midler who introduced me to Arif Mardin," he said. "We had one record that charted at #28 on the R&B chart called, 'It's Good For The Soul,'" Vandross said.

After Luther broke up in 1977, Vandross continued to do backup singing and appeared on Quincy Jones' album, "Sounds . . . and Stuff Like That." In 1978 he began singing jingles on commercials for Pepsi, the U.S. Army and Mello Yello.

Vandross still wanted a solo career. "After singing with all these groups like Chic and Todd Rundgren and traveling a lot, it was inevitable that no one was going to keep me forever," he explained. "Background singing was like paying dues in a way but it was fun." Vandross got his chance while on the road with Peabo Bryson and Roberta Flack last year. He met David Franklin who helped get him a deal with Epic.

ARTIST PROFILE

Four Tops: Pals Still Cutting Hits After 28 Years Together

by Dave Schulps

NEW YORK — The secret of the Four Tops' 28 years of working together is quite a simple one, according to Levi Stubbs, the much heralded lead singer. "We're good friends, first of all," says Stubbs over the phone from the Silver Bird Hotel in Las Vegas, where the group — Stubbs, Lawrence Payton, Renaldo "Obie" Benson, and Abdul "Duke" Fakir — is finishing up a three-week residency. "And when we first got together, we did it with the knowledge that we wanted to make a career of it together.

"We've stuck to that idea," he says. "It wasn't a case of getting some hit singles and then each individual branching out on his own. We developed a unique sound together, and we realized that as long as we stuck together we could all make a good living from it.

"We don't want it all," he confesses. "We just want it regular."

According to Stubbs, the group — whose new LP, "Tonight," its first for Casablanca, is bulleting on the **Cash Box** Top Albums chart this week — has managed to work steadily and avoid prolonged lean periods just about from the time it was first signed by Motown Records and began recording a string of soul classics that, starting with "Baby I Need Your Loving" in 1964, has put the group on the singles charts 40 times and netted seven million-sellers. "Those records were of such magnitude," he says, "that even when we didn't have hits, people still wanted to hear them."

Nevertheless, Stubbs is quick to point out that the group has made it a point to keep away from "oldies but goodies" shows and tours, because "you can get lost in that oldies syndrome." So while the Tops continue to sing old material in concert, there is an equal mix of newer material and standards that allows the group the freedom to present an evolving, up-to-date image. Besides, he says, "Most of the Motown stuff was far ahead of its time. It's still very relevant now.

Profound Period

"We were very fortunate to come along in that era, which was a very profound one for black music," Stubbs offers. "Ninety percent of the groups that were doing anything then are still active today."

Amazingly, the Four Tops have been self-managed for almost their entire career, although they currently do have a manager, Ron Strasner. "When we were with Motown, they made most of our business decisions for us," Stubbs recalls, "but we never really had a management contract with them ex-



Four Tops

cept for a couple of years. Outside of that time, we'd always done everything ourselves. A year-and-a-half ago, we decided to bring someone else in to handle the business side because it just got to be too much. It had to be a certain type of person for us, because we'd all had experience in management and knew the score."

According to Stubbs, the group, which will forever be associated with the "Motown Sound" of the mid-'60s, chose to leave that label in 1972 because, "When you have a company the size of Motown, you can have 10 or 15 top notch recording artists and service them all effectively over a long period of time. There came a time at Motown when each person had to wait for someone else to be serviced before them. We just felt it was time to move on, with all the best respects to the company. The people there are still friends of ours."

After leaving Motown, the Tops joined the roster of ABC/Dunhill. Their first single for the label, "Ain't No Woman Like The One I Got," was a huge hit for the group, but ABC was never able to follow up on that success. Stubbs feels that ABC wasn't really ready to deal with the group at that time. "They never took the time and effort for us," he contends. "They wanted something for nothing, but even a group as successful as we were has to be continually marketed. We lost a lot of records like that at ABC. We also felt that maybe the company was more geared to breaking white acts like Steely Dan at that time."

New Label

The group's current deal with Casablanca was negotiated by Strasner, says Stubbs. "We were offered good deals by a number of labels, but we were particularly interested in getting guarantees that we would receive a real promotion and marketing effort. That was just as important to us as the money part." Even with those assurances, Stubbs sees a special obstacle that the Tops will increasingly have to deal

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LIBERTY HALL — The John Hall Band recently signed with EMI America/Liberty Records. The band's first album for the label, "All of the Above," is scheduled to be released later this month. Pictured at the signing are (l-r): Abe Hock, Olympic Entertainment Group; Gary Gersh, director of talent acquisition, west coast, EMI/Liberty; Hall; Bob Currie, director of talent acquisition, east coast, EMI/Liberty; Bob Leinbach of the group; Barry Taylor, Olympic Entertainment Group; Don Grierson, vice president, of A&R, EMI/Liberty.

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EXECUTIVES ON THE MOVE

Montano Named Marketing Director, EMI Latin America

LOS ANGELES — Raoul Montano has been named director of marketing for EMI Music in Latin America by Ken East, EMI Music president and chief operating officer. In his new position, Montano will co-ordinate the activities of each of the EMI Latin American companies in the exploitation of product, maintaining close relationships with the marketing personnel of all EMI Music Latin companies in Europe and Latin America, as well as with the international division of EMI and Capitol Records.

Montano will also be joining the Latin Repertoire Committee of EMI Music to facilitate a coordinated effort between the various EMI Latin companies, and will be supported in his activities by Luiz Boaventura, A&R and marketing coordinator, Latin America, who will continue to be based in Brazil and Mary Ann Koenig, who will be based at the Capitol Tower here.

According to East, Montano will report to Alan Boxer, EMI International managing director, and will also be based at the Capitol Tower.

Guitarchitect Records Bows, Hammer Signed

NEW YORK — Guitarchitect Enterprises, Inc. has formed Guitarchitect Records. Its first signing is Chuck Hammer, whose forthcoming album, "Guitarchitecture," will be distributed by Jem Records.

During the last two years, Hammer has played guitar for the Lou Reed Band. He also worked on David Bowie's "Scary Monsters," Garland Jeffreys' "Escape Artist" and Reed's "Growing Up In Public" LPs.

Guitarchitect's address is 1742 Second Avenue, New York, N.Y. 10028. The telephone number is (212) 986-6830.

ABKCO Posts Loss

NEW YORK — ABKCO Industries, Inc. has posted a loss of \$1,210,771 or \$1.05 a share, for the nine months ended June 30. The company's total revenues were \$5,498,992. Revenues for the corresponding period in 1980 totalled \$7,261,412, with a profit of \$60,958, or 5 cents a share.

The loss in revenues was attributed to the failure of the company's theatrical production, "It Had To Be You," which closed on Broadway after a run of slightly more than a month. The company also singled out the loss of wholesale revenue that resulted from its decision in December 1981 to close its wholesale distribution division, Chips.

MUSEXPO Announces Seminar For '81 Confab

LOS ANGELES — An international artist development seminar has been added to this year's MUSEXPO annual international record/video and music industry market. The seminar will take place Nov. 5 at the Marriott Hotel and Marina in Fort Lauderdale, Fla.

Panelists scheduled for the seminar include Lou Cook, president, international, MCA; Bob Oeges, managing director, Decca West Africa; Bunny Freidus, vice president, creative services, CBS Records International (CRI); Buddy McClusky, director of marketing, RCA Argentina; Arma Andon, vice president, artist development, CBS; and Bob Merlis, director of publicity, Warner Bros.

Rising Star Relocates

NEW YORK — Rising Star Enterprises has moved its offices to 154 West 57th St., New York. The new telephone number is (212) 877-5160.

The company manages Pat Benatar and George Striders, and owns and operates the club Catch A Rising Star.



Ruben Rodriguez

Rodriguez Upped To VP, R&B Promo At The Boardwalk

LOS ANGELES — In his first act as Boardwalk Entertainment's president, Irv Biegel recently announced the promotion of Ruben Rodriguez to the post of vice president national R&B promotion and marketing.

His increased responsibilities include direction of budgeting for all R&B promotions as well as marketing campaigns, trade and radio advertisement. Rodriguez joined Boardwalk as vice president of east coast promotion.

Commenting on the appointment, Biegel said, "The move to a national vice presidency is a natural extension of Ruben's work for Boardwalk.

"Having worked with him at Casablanca as well, I know he's one of the most talented young executives I've met," he added.

Noting his work in building a firm R&B base at Boardwalk, Scott Kranzberg, senior vice president, further added that, "Ruben has been directly responsible for developing the careers of Tierra, Richard "Dimples" Fields and The Ohio Players. Ruben is both imaginative and conscientious."

Digital Recording Names LaPine President, CEO

LOS ANGELES — Anthony N. LaPine recently assumed the post of president and chief executive officer of Digital Recording Corp., which has corporate headquarters in Wilton, Conn. and facilities in Los Angeles, Salt Lake City, Nashville, London and Gutersloh, Germany.

LaPine comes to the firm from International Memories Inc., where he was chief operating officer. Prior to that position, he spent 11 years at the Memorex Corp. where he was vice president and general manager. His career began in 1964 when he was a staff engineer with the IBM Corp.



Anthony La Pine



Musso



Starks



English



Warfield

Musso Promoted — Chrysalis Records has announced the promotion of Fran Musso to national advertising director. She previously served as national advertising manager.

Changes At E/P/A — Epic/Portrait/CBS Associated Labels has announced three appointments to the black music promotion staff. Jimi Starks has been appointed regional promotion manager for the southeast/southwest region, black music & jazz promotion, E/P/A. He joined CBS Records in 1976 as local promotion manager for the Cincinnati Market and in 1979 was named regional promotion manager for New York. Michael English has been appointed regional promotion manager for the midwest/mid-central region. He joined CBS in 1977 as a field merchandiser and was named local promotion manager, for the Chicago market in 1978. Maurice Warfield has been appointed director, west coast promotion. He joined CBS Records in 1977 as local promotion manager and was named regional promotion marketing manager in 1979.

Burton Named At PolyGram — PolyGram Corporation has named Walter Burton executive director, Management Information Systems (MIS). Burton, formerly PolyGram's director, MIS Operations, came to PolyGram earlier this year from RCA Records.

Cathy Jacobson Appointed At Emergency Records — Emergency Records has announced the appointment of Cathy Jacobson to director of sales and distribution for the label. She was formerly national promotion director for Earmarc Records, and later label coordinator for B.C. Records.

Brack Promoted At Boardwalk — Boardwalk Records has announced the appointment of Steve Brack as the label's national singles promotion director. Prior to this appointment, he served as Boardwalk's national secondary promotion director during his first year at the label.

Changes At WEA — WEA Philadelphia Regional Branch has announced the promotion of Rick Froio to manager, operations service, and Jim Lakjer to systems manager. Froio will become even more involved in the daily operation of the Marlton Distribution Center (the fulfillment center for three branches, Philadelphia, New York and Boston). Lakjer will assume all of the functions and responsibilities previously performed by Froio regarding the computer system.

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.

Griffin Joins Paragon — The Paragon/Benson Publishing Group has announced the appointment of Ron W. Griffin as General Manager. He has most recently served as student activities director of Cumberland College in Williamsburg, Kentucky. Also added were John Barker and Robin Mew to the staff as professional managers. John's experience in the music field includes traveling with Bridge where he served as road director and drummer. Robin plays bass guitar and has performed with Reba Rambo and on the Grand Ole Opry Gospel Hour.



Brack



Griffin



Barker



Mew

Chappell Names Miller — Sandy Miller has been named manager of Chappell International - New York. She joined Chappell in 1978 as international repertoire coordinator. Prior to joining Chappell International, she worked for the EMI Records and Publishing group as international coordinator.

Changes At Arista — Judy Stakee has been promoted to assistant administrator for Arista/interworld Music. She joined the company in 1979 as an executive secretary. Wilford Savage has been named royalty manager. Savage, who will be based in New York, was formerly with the Bob Dylan office in a similar post.

Hyland Leaves Network — Mike Hyland has resigned as president of Network Ink, Inc., a music business public relations firm. He said announcements concerning future plans will be forthcoming within the next few weeks. He formed the company in May 1980. Prior to forming the PR company, he was press manager with Elektra/Asylum, Nashville.

Houchin Named At Binder — Oscar Houchin has been appointed vice president in charge of operations for the Terrana/Binder Music division of Steve Binder Productions, Inc. Houchin, who has been based in Nashville, has an extensive background in production and publishing.

Creative Factor Adds Five — The Creative Factor has added five salespeople to its new Video Marketing Division. Named were Geno Cioe, Philip Fond, Richard Crockett, Ray Broedel and Chet Miller. All five are currently on the road selling The Creative Factor's new in-room video network to local advertisers.

O'Connor Bows Dance Music Firm

NEW YORK — Denny O'Connor has restructured and renamed his dance music promotion company. The firm's new name is Go Dance Productions. His first clients include Vanguard Records, Fusion Records, Tropique records, Precision Records and Coast to Coast Records.

Go Dance's staff includes Dorene McCann,

radio promotion coordinator; Jay Chiodo, administrative assistant; and Bobby Gut-tadaro, director of special projects. Go Dance's in-house production company, Tara Productions, will solicit material for release. Go Dance is located at 203 West 87th Street, New York, N.Y. 10024. Telephone (212) 724-2080.



THE TAPE PEOPLE BUY EVEN WHEN THEY DON'T HAVE ANY MONEY.

In a soft economy, people look harder at the things they buy. Experience has shown that consumers are even willing to pay a little more for quality instead of spending less. For less.

Sales of blank audio cassettes are a perfect case in point. For the past 3 years, premium cassette sales grew twice as fast as the industry as a whole, bringing in a whopping \$400 million in 1980.

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maxell
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Labor Day Sales Up; Dealers Cite Demand For 2-LP Sets

(continued from page 7)

school sales and promotions had somewhat diminished in terms of importance for many retailers. Disparate college and university opening schedules have generally made sales difficult to time for some, while in inner city areas, day business will be drastically cut down when high school begins.

Back-To-School

"Normally, back-to-school for us means that a lot of our business dies because our day traffic falls out," said Waxie Maxie's Dobin.

However, John Marmaduke, president of the 90-store Hastings Books/Records/Video web, and John Grandoni, vice president of the 20-store Cavages chain in Buffalo, N.Y., both stressed that back-to-school ads were still an important part of their fall schedules and the stores were already seeing some encouraging initial results over the Labor Day weekend.

"We ran a lot of print (advertising) on Friday, including in some area college newspapers, and a few radio spots and the results have really been super," noted Cavages' Grandoni.

Hastings' Marmaduke said that ads in college markets "definitely contributed to an increase in store traffic over the weekend." Marmaduke also attributed his chain's improvement in sales over last year to "a better and larger inventory" of product.

The 17-store Turtles chain, based in Atlanta, Ga., ran one of the more unusual sales uncovered in the survey. According to Turtles vice president Joe Martin, the web ran a back-to-school cut-out special, featuring selected product for \$2.98.

"Any type of sale this time of year can do nothing but help," said Martin. "When people are out buying clothes to go back to school, they might decide to buy a record, too, if it's on sale."

Only one retailer reported an actual drop off in sales over the Labor Day Weekend. Elliot Sutton, manager of New York City's Jimmy's, said that traffic for the chain's Manhattan store was detoured due to the Labor Day Parade on Fifth Avenue.

"From 10 o'clock in the morning to 4 o'clock in the afternoon on Labor Day, business was shut off completely," said Sutton. "It was a real kick in the tush for us. We had a big Thursday and Friday and a fair Saturday, but Sunday it started to slide downhill and Monday it was gone. We didn't run any advertising and I suppose that may have had some effect."

Business for the 70-store National Record Mart chain was "good," according to vice president of merchandising George Balicki and vice president of systems and budget Jim Grimes. Grimes said that sales were "up probably 10-15%," a figure which included a number of newly-opened outlets. The chain ran advertising on selected product, indicated Balicki, including LPs by Seger, Fogelberg, Triumph and Meat Loaf.

The Northwest showed a slightly lighter increase, according to DJ's Sound City president Don Jenne, who stated that sales for the 25-store chain were up around 10% without the benefit of any special advertising. However, Jenne did note that the web will be running a 12th Anniversary Sale from mid-October to mid-November with lowered prices on new releases and midline product.

Platt Asks To Hear Reassignment Plea

(continued from page 7)

and its vice president, Sam Stolon, has been scheduled for sometime during the week of Nov. 23 in the Appeals Court for the Second Circuit here, it was announced. The government's brief on the appeal, currently being prepared by U.S. Attorney Edward R. Korman and Lawrence Scharf, special council for the Strike Force, is due Oct. 14.

Judge Platt used the opportunity of last week's status call to try to "set the record straight" on what he called "a press article that has suggested that the court exhibited bias." After Platt questioned prosecutor John Jacobs in an attempt to clear himself "of the record" of two of The Post's accusations against him, Jacobs cut Platt short, saying "I don't understand the nature of this inquiry. The government has filed notice of its appeal and is proceeding with it."

Martin Gold, attorney for defendant Stolon, earlier referred to the Post article as a "hatchet job" and called it "utterly outrageous and the most irresponsible jour-

nalism I've ever encountered. I have no idea why they would choose to attack Judge Platt in that way," he said. "He has a reputation for being a conservative fellow, difficult on criminals and usually with the government. He's got a reputation for integrity and nobody's ever breathed a whisper of impropriety in any way."

"If Judge Platt has come to a conclusion, it is because what he has seen and heard in court has led him to it," Gold stated.

Kenneth Holmes, attorney for the Sam Goody chain, commented that his "response to the article is unprintable."

Prosecutor John Jacobs of the Justice Department's Organized Crime Strike Force for New York's Eastern District could not be reached for comment on the article.

A spokesman for the RIAA, which has worked closely with the prosecution on the case, said it was inappropriate to comment on the piece at this time.

The next status call on the case has been set for Dec. 4 by Judge Platt.

EARLY MARLEY MATERIAL SURFACING HERE — With interest in Bob Marley at a peak since his death, people have started to go back into the vaults in search of old and unreleased Marley and Wailers tracks. The first pre-Island Marley material began to surface with the recent release of "Reggae On Broadway," the single off an LP called "Chances Are," due later this month on Cotillion. The album is culled from unreleased studio tracks cut by Marley with the Wailers between 1968 and 1972. The tapes are owned by Danny Sims, who managed the Wailers during the period the recordings were made and remained a close friend of Marley's up until the time of his death. The Wailers recorded for Sims' Jad Records prior to signing with Island, and Sims reportedly has a lot more Marley material in his possession in addition to what is included on "Chances



THIS IS POP — Iggy Pop has been touring on the East Coast this past month. He is shown here during his recent appearance at the Ritz. Cash Box photo by Maria Del Greco.

Are." The "Reggae on Broadway" single is especially interesting because it shows the Wailers in a vein that is closer in feel to heavy metal than roots reggae. The other material on "Chances Are" reportedly veers away from the political and religious messages that characterized much of Marley's Island output and consists mostly of uptempo love songs... Another Marley record, this containing "some of his oldest material," is due in early October through a distribution arrangement between the Multidisc label and the City Sounds distribution arm of Inner City Records, which is embarking on a stepped up reggae program this month. No further details about the Multidisc Marley record were available at presstime, however... Island Records,

which has all the Marley material recorded after 1972, says it has no plans at the moment for releasing any new Marley material. The label has been steadfastly against issuing any "Greatest Hits" type of package of Marley's material — probably in accordance with Marley's wishes. Island president Chris Blackwell, however, is currently producing a documentary film of Marley's life, but no timetable has yet been set for the film's release.

SHORT SHORTS — Police's Andy Summers and Crimson's Robert Fripp are currently in England collaborating on Summers' first solo LP. Fripp reportedly is mighty impressed with Summers' guitar work and recently remarked that he hopes, "I can match his excellence." The new King Crimson LP is due in late September on Warners... U2's second album is finished and is scheduled for an Oct. 15 release on Island... Mercury is reissuing the first Left Banke album, featuring the oft-covered "Walk Away Renee" and "Pretty Ballerina," as part of its midline reissue program... Barry Reynolds of the Compass Point All-Stars, who most recently provided support behind Grace Jones on her U.S. tour, is currently recording a solo album at Compass Point, backed by the All-Stars. The group itself plans to do an LP in the near future as well. They also just finished backing Marianne Faithful on her "Dangerous Acquaintances" LP, which bows later this month. Steve Winwood co-wrote a song and supplied some keyboards for the LP... B.B. King, currently touring in Europe, will personally introduce his new Gibson Lucille guitar model to France later this month at a Gibson-sponsored party... Lene Lovich will inaugurate newly reopened Studio 54 on Sept. 23... A three-day Caribbean Festival, featuring reggae, steel drum bands and other West Indian music, is due for Radio City Music Hall Sept. 25-27... The Kinks make their first Madison Square Garden appearance on Oct. 3... Black Uhuru and Toots & the Maytals will both begin U.S. tours on Oct. 7... Peter Tosh is currently negotiating for a co-starring role in the upcoming film *Stolen Thunder*, in which he'd be cast as a Rastafarian seaman. He'll also supply the soundtrack if the deal is signed.

FUR TRAPPINGS — The well-attended party for the Psychedelic Furs at Chase Park last Monday brought out a galaxy of local musicians to meet and greet the band. Seen there were Todd Rundgren, with wife and child, Be Be Buell, Busta Jones, Jim Carroll, Chris Spedding, Holly of the Italians, the Necessaries and so many more.

DANCIN' THE POUNDS AWAY — With the recent signing of Linda Fratiani, Columbia has become the first major label to enter the dance/exercise record sweepstakes. Can other labels be far behind?

dave schulps

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

Top Fifteen

1. Here I Am — Dynasty — Solar 11504
2. Zulu — The Quick — Pavillion429 02433
3. First True Love Affair — Jimmy Ross — RFC/Quality QRFC 002
4. She's A Bad Mama Jama — Carl Carlton — 20th Century-Fox 129
5. Disco Dream — Mean Machine — Sugar Hill 564
6. Who's Been Kissing You — Hot Cuisine — Prelude 613
7. Walking In the Sunshine — Central Line — Mercury (import)
8. Let's Start II Dance Again — Bohannon — Phase II 4W9 02449
9. Gonna Get Over You — France Joli — Prelude 610
10. Danclin' the Night Away — Voggue — Atlantic DK 4815
11. Square Biz — Teena Marie — Gordy 3500
12. Get On Up Do It Again — Suzi Q — RFC/Atlantic DM 4813
13. Walk Right Now — Jacksons — Epic XSM 16897
14. You're My Magician — Lime — Prism PLP 1008
15. Something That You Do To Me — T-Life — Arista 710

Top Breakout

This Kind Of Lovin' — Whispers — Solar YD 12299

BREAKOUTS

- You're My Chance — Brenda Watts — Nelwin NW 917
- Take It Light — Jumbo — Hansa U.K. (import)
- Street Music — The Bang Gang — Sugar Scoop 419
- Give It To Me — Conquest — Prelude 615
- I Want to Feel Your Love — Candy Bowman — RCA 12305



HERE COMES JOHANSEN — Blue Sky recording artist David Johansen recently performed at the Ritz in New York in support of his third Blue Sky album, "Here Comes the Night." Pictured backstage after the show are (l-r): Dan Beck, director, merchandising, Epic/Portrait/CBS Associated Labels; Teddy Status, vice president & general manager, Blue Sky Records; Robert Smith, product manager, E/P/A; Blondie Chaplin, David Johansen's band; Johansen. Bill Freston, vice president, merchandising, E/P/A; Dan Hartman, Blue Sky recording artist.

THE MOTOWN FAMILY OF THE WORLD'S GREAT RECORDING STARS

EVIE WONDER • RICK JAMES • SMOKEY ROBINSON
ENA MARIE • COMMODORES • JERMAINE JACKSON
MPTATIONS • LIONEL RICHIE • SYREETA • BOBBY DeBARGE
SWITCH • BILLY PRESTON • MARVIN GAYE • LOVESMITH

TTTYE LAVETTE
DAZZ BAND •
GH INERGY •
OLEN & CROS-
EY • OZONE •
OVESMITH •
EVIE WONDER
RICK JAMES •
MOKEY ROBIN-



MODORES • JE
MAINE JACKSO
• TEMPTATION
• LIONEL RICH
• SYREETA • BO
BY DeBARGE
SWITCH • BIL
PRESTON • HIG
INERGY • RIC
JAMES • MARV

W E L C O M E S

Jose
FELICIANO

Recipient of 32 gold albums and 2 grammy awards. A gigantic talent. On Motown Records & Tapes.



BH BURL HECHTMAN
M MANAGEMENT

Cohen Urges Label-Funded 'Gift Of Music' Ad Campaign

(continued from page 7)

Day and graduation, then months like May and June — two of our worst sales months of the year — would benefit greatly from these incremental gift sales.

Campaign Timetable

"We recommend taking a page from FTD's book, which, if you will recall, was to develop and create the highest level of campaign impact possible for specific holidays or special occasions. From a limited budgetary standpoint, this approach enables our industry to generate the most gift sales in the shortest possible time period."

Further expansion of the campaign will follow a timetable already extending to 1985. According to Cohen's proposal, the 1982 campaigns for Mother's Day, Father's Day and graduation would be followed by one for Valentine's Day in 1983. The next year, the "Gift of Music" campaign will focus on Christmas, and in 1985, a "back-to-school" promotion will be tried for late August through early September.

Generic Ads

The ad campaign itself would mirror existing promotions undertaken by FTD, the American Dairy Assn. and others. Generic music industry advertisements — touting the "Give The Gift of Music" slogan and exposing the bow-shaped logo — would be used to heighten consumer awareness of records and tapes as gifts. "We are re-positioning records and tapes in the consumer marketplace," said Cohen, "and to do so costs money, lots of it. But, ultimately, it will be the consumers who pay for your investment. They will pay for your investment by virtue of their incremental gift purchases."

Cohen claimed the impact of such a campaign could be measured in millions of dollars industry-wide. He cited Warner Communications, Inc. (WCI) market research figures showing that the giving of records and tapes as gifts had grown from 12% (\$420 million) of overall sales in 1977 to 19% (\$700 million) in 1980, a jump of 7%, or \$280 million. The latest WCI figures, detailing the first quarter of 1981, also showed the gift segment of the market growing, up to a 21% share from 16.4% for the same quarter last year, he said.

Offset Home Taping

"We must do something to reverse the slowly declining rate of sales in our industry," Cohen said. "We must add new sales to counter the trend. These newfound 'Gift of Music' incremental sales will offset those lost to home taping and they will compensate for sales lost due to consumers opting to spend their available free time in other forms of entertainment."

Cohen said another update on the progress of the proposal would be given at NARM's upcoming Rackjobbers' Convention, scheduled for Oct. 21-23 (see separate story).

In other highlights of the meeting, a panel on bar-coding came out strongly for implementation of the system as soon as possible. All agreed that the bar-coding system could help them run their operations more efficiently and realize considerable savings. Panelists Kent Arett, Pickwick International; Roy Imber, Elroy Enterprises; Evan Lasky, DanJay Music; Stewart Schwartz, Harmony Hut; Sandra Paul, NARM consultant; and moderator George Arvan, Musicland Group, concurred that all of the labels would have to adopt the UPC bar code before the system could be effective on a national level.

Schwartz, Imber and Lasky all said they were willing to go to bar coding, but added that they were waiting for the labels to make the first move.

While stressing the compatibility of Pickwick's in-house inventory control system — which presently uses specially coded tear off tags which are affixed to product, removed at the time of sale and then mailed to the company's headquarters in Minneapolis where the information is fed into its computers — with the Universal Product Code (UPC) data processing system now widely used throughout the U.S., Arett said the retailing giant is investing over \$2 million to streamline the inventory and merchandising operation for its close to 500 Musicland stores.

'Only The Beginning'

"This is only the beginning," he said. "The future is the processing of returns using laser scanners and, hopefully, the UPC symbols will already be on the (LP) jackets so we won't have to apply them. Once the UPC is adopted universally, we could then, computer to computer, process purchase orders, packing slips, invoices, return authorization requests and returns authorizations."

"At Musicland, we believe that the use of UPC will increase our sales and save us money at the same time."

Problems Identified

Finally, NARM Retailers Advisory Committee chairman Lou Fogelman commented on a series of problems identified by the committee but not addressed at the meeting. Among his comments were:

- Tape packaging — Fogelman said the two main problems from the retailer's point of view were the inadequate packaging and graphics of pre-recorded cassettes. While acknowledging the efforts of the labels in testing both the Shorewood 6" x 6" box and the AGI 4" x 9" box, he said the inconclusive results of the tests illustrated the need for more analysis.

- Shrink wrap — Fogelman said the retailers, while commending Warner Bros. for experimenting with loose shrink wrap, felt it was physically unattractive and easily damaged. Slightly tighter wrap and heavier plastic were urged by the retailers.

- White label LPs — Fogelman felt the flow of white label, or promotional only, LPs to retail outlets should be curtailed by the labels. He commended WEA for its system of numbering promo copies that could be traced.

- Other priorities — Other priority problems identified by Fogelman included counterfeit product, promoting the Grammy Awards, increasing the supply of point-of-purchase display materials and alleviating customer/supplier communication problems.

Panel discussions scheduled for later in the week included "Improving the Industry Communications Process: A Practical Approach," "The Role Of The Retailer In The Music Industry," and a presentation by Russ Solomon of Tower Records entitled, "Examining The Quality Of Pre-Recorded Tape: A Retailer's Perspective."

Release Of New Marley LP Sparks Controversy

(continued from page 8)

photograph of Marley on the cover of "Chances Are" was not from that period, Haayen conceded. "Danny Sims provided the picture," he said. "It was from a couple of years ago."

Refuting the "cynical exploitation" charge, Haayen said, "I spoke to Chris Blackwell personally about 10 weeks ago and he never had any objections."

It is not clear now what further action, if any, Island wants to take against WEA International. Blackwell, president of Island, is currently in England and could not be reached for comment.

BELIEVE IT OR NOT — Master of the mix **Quincy Jones** will produce **Donna Summer's** next Geffen LP . . . **The Rolling Stones** will play The Los Angeles Memorial Coliseum Oct. 9 and the concert will be promoted by Wolf & Rismiller. Hot rumor has the Stones also playing The Country Club during their L.A. stay . . . In keeping with its direction toward signing new music acts (not just new wavers) Miles Copeland's I.R.S. label has signed classically influenced British rock trio **Renaissance**. The band, which pursued I.R.S. because of the label's reputation for not interfering with creative control, will see its "Camera Camera" album ship in the U.S. in late October. . . Neo-Nashvillian **John Prine** has formed his own label, Oh Boy Records. . . The new **Marianne** "Why'd You Do It" **Faithful** album does not contain any objectionable language, and Warner Bros. is thinking of sticking it thusly to differentiate between the new record and her last ribald affair . . . The title of the new **Sammy Hagar** album, on the other hand, is pretty objectionable if you're into old English colloquialisms. "Standing Hampton," which is the name of his Geffen debut, is British slang for an erection. The album will be out or up, whichever you prefer, in mid-November . . . The surprise of the week was **Bruce Springsteen's** appearance at **The Pretender's** Sept. 5 show at Pasadena's Perkins Palace. The Boss joined **Chrissy Hynde** and the boys for a rollicking version of "Higher And Higher" . . . An audiophile first will be established Oct. 4 when **Nautilus Recordings**, of Pismo Beach, Calif. will release a half speed mastered version of **The Police's** new "Ghost In The Machine" LP the same day A&M will release the analog version.

THE GIFT OF GIBB — After the last embroglio between **The Bee Gees** and **Robert Stigwood** we never thought we'd see another album on RSO. But we hear tell that "Living Eyes" is going to be out in mid-October, and we've even got proof, a just released single entitled "He's A Liar." And it's a sizzler. The Brothers Gibb have eschewed their signature falsetto vocals for a tougher rock stance on "He's A Liar," and it's a dramatic departure. Not only do they make use of their natural voices on the single, but the synthesizer and guitar heavy track about a rather kinky love triangle that results in murder is pretty steamy stuff from the trio that gave us "How Deep Is Your Love." We hope that it's indicative of the rest of the forthcoming album. And we're pretty sure it is because such hot sessioners as Eagle axe man **Don Felder**, pianist **Richard Tee**, drummers **Russ Kunkle** and **Steve Gadd** as well as a 48 string symphony have been recruited for the project. Other songs on the new LP, which is being finished at The Bee Gees' Middle Ear Studio in Miami, include "Paradise," "Don't Fall In Love With Me," "Wild Flower," a 1981 protest song called "Soldier" and the album's theme tune "Be Who You Are." A video will soon be released to accompany the "He's A Liar" single.

PEOPLE WHO CARE — It's been a tough road to hoe for new musicians in L.A. With little airplay, usually limited distribution and no other exposure than the odd poster prior to a local date, it's no wonder that the musical trend never took off. Fortunately, however, there are people who are ravenous for the latest import album, the odd B-



MYRICK'S BIG MOVIE — Epic recording artist Gary Myrick (r) has just finished working on his new album, "Living In A Movie," and it will be out the first week in October. Pictured in the studio with Myrick is producer Geoff Workman.

side and obscure new rockers on even more obscure independent labels. They are called "cults" and L.A. remains a haven for these noble little legions, who care about people like Rough Trade's **Joy Division**, Editions EG's **Killing Joke** or PVC's **Peter Hammill**. It is with the "cult" in mind that independent new music promotion man **Kenny Ryback** designed a promo involving a network of independent progressive music stores for the new Jem distributed **Killing Joke** album, "What's This For. . ." initially went to the big chains like Licorice Pizza and Music Plus, and when they refused, I decided to go to the people who are usually ignored by the labels — the independent progressive record store. The promotion, a tie in with L.A.'s new rock radio outpost KROQ, called for contestants to identify the purpose of what in reality was a medieval torture device after a series of on-air secret clues. Listeners could view a poster size picture of the object, which tied in with **Killing Joke's** new LP "What's This For!," at such inventive import/obscure record stores as Poo Bah (Pasadena), Zed Records (Long Beach), Moby Disc (Sherman Oaks and Canoga Park) or see the real McCoy at Vinyl Fetish in Hollywood. The person who identified the device as the "object that was used to sift **Peter Frampton** fans out of **Killing Joke** concert audiences" received \$100 in cash. The contest wasn't award winning, but the idea of linking a network of independent record stores was. "It's exciting to these store employees," said Ryback. "They are the kind of people who will go home and make a display out of their own materials for a band like **Slousser And The Banshees**." "They do it for the love of the music, the complete opposite of a major record chain." Ryback was especially encouraged by the independent support in view of these times of Vanilla A/C radio and no in-store display back-up for new artists. "In this day of Reaganism and conservatism, instead of buckling under, the progressive independents have buckled together for the sake of the music." Ryback also hopes to extend the network outside of Los Angeles the next time he is funded by a label (or a label and distributor in **Killing Joke's** case) for the next promotion. "We hope to get the ball rolling and expand to other markets in the near future where there are independents that care," he added.

ENTRANCES AND EXITS — Dale Kawashima, professional manager at Jobete Music for the past two years and former **Cash Box** staffer, has left the Jobete to form his own independent publishing firm. More details will be forthcoming. . . Publicist **Susan Fox** is now working at the public relations firm of Jensen/Roberts . . . **Rick Christian**, the Memphis-based songwriter who penned "I Don't Need You" for **Kenny Rogers**, has arrived in L.A. with a bag full of soft and tender ballads. He's managed by Robert Raymond.

WHAT'S IN A NAME — The debut release on **David Chackler** and **Marshall Blonstein's** new Montage label was entitled "Visitors" by the band of the same name until they found out there was already a prominent group in California with the exact moniker. In order to avoid a long legal wrangle, Montage, which released the album just last week, is sticking the jackets with a hastily revised heading. The band's name will now be **Rok** and the album has been re-titled "Visitors 81." The French group will retain the name of **Visitors** everywhere else in the world.

marc ceter

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

PRETENDERS (Sire SRE 49819)

Louie Louie (3:31) (Al Gallico Music Corp. — BMI) (C. Hynde) (Producer: C. Thomas)

Chrissie Hynde mixes the enthusiasm of a football rally cry with a '60s big band R&B sound, complete with full horn section and organ, on the first single from "Pretenders II." Unfortunately, there is no real hook here, a tremendous letdown from the instantly catchy "Brass In Pocket." This is strictly AOR territory.



PRINCE (Warner Bros. WBS 49808)

Controversy (3:39) (Ecnirp Music Inc. — BMI) (Prince) (Producer: Prince)

The title track from one man band Prince's forthcoming set finds the Minnesota musical machine moving away from the rock-edged sound of last year's "Dirty Mind" and back into a more funk-oriented R&B groove. A sparse, buzzing keyboard sound helps keep the emphasis on rhythm here, with a melodic bridge providing variation. B/C sureshot.



TRIUMPH (RCA JH-12298)

Magi Power (3:57) (Triumphsongs — CAPAC) (R. Emmett, G. Moore, M. Levine) (Producers: Triumph)

Already becoming an AOR staple, the first single from Triumph's new "Allied Forces" LP is a textbook FM rocker. There's the slightly mystical theme, similar to those of another Canadian power trio, an acoustic opening that sounds like Styx by way of early Led Zeppelin and even some Who-like snatches of singing.



COLD CHISEL (Elektra E-47194)

Khe Sanh (4:06) (Rondor Music (Australia) Ltd./Almo Music Corp.-ASCAP) (D. Walker) (Producers: M. Opitz, Cold Chisel)

A stirring, literate look at the sad plight of a returning Vietnam vet to Australia, eloquently sung in the first person by the Chisel's Jim Barnes. Barnes' raspy voice is perfect for the down-home country arrangement, which complements, rather than defuses, the poignant message.

RODNEY CROWELL (Warner Bros. WBS 49810)

Stars On The Water (3:04) (Coolwell Music/Granite Music Corp.-ASCAP) (R. Crowell) (Producer: R. Crowell)

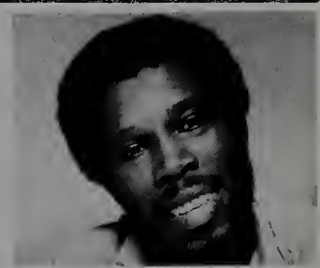
A bayou blues guitar figure immediately catches the listener with its seductive southern rhythm while Crowell supplies the soothing vocals on this track from his self-titled LP. A clean and sparse production lets such tasty touches as slow-handed slide and easily flowing lyrics shine for all their worth.



BILLY OCEAN (Epic 14-02485)

Another Day Won't Matter (3:28) (Blackwood Music, Inc./Zomba Enterprises Inc.-BMI) (B. Ocean, K. Goid) (Producer: N. Martinez)

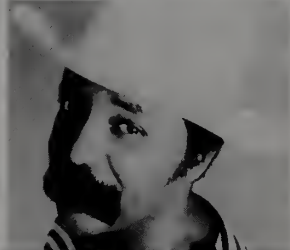
With each new song, Ocean proves himself to be a songwriting talent to watch in the R&B world. Material such as this tune about a secret love longing for a friend could be covered by a singer of Chaka Khan's caliber, but Ocean does a fine job with his own light, sexy voice on the slick med-tempo groove.



NEVILLE BROTHERS (A&M 2356)

Sitting In Limbo (3:47) (Island Music, Inc.-BMI) (J. Cliff, G. Bright, Plummer) (Producer: J. Dorn)

New Orleans' great Neville Brothers give a sweet southern style reading of Jimmy Cliff's reggae ballad over a thick rhythm bed and wafting electric piano. The "Masked Producer," Joel Dorn, does a great job at giving the foursome a commercial sound without diluting their rich gumbo flavor.



FRANKIE SMITH (WMOT/CBS WS9 02418)

The Auction (3:40) (Framingreg Music/Frashon Music/Supermarket Music — BMI) (F. Smith, B. Bloom) (Producers: F. Smith, B. Bloom)

A horse's whinny and a rooster's cock-a-doodle-doo open this R&B hoedown story of an old west auction told by Smith with appropriate back-up claps maintaining the rhythm. Smith's raspy rap is engaging, if nothing else, and the closing piano interlude is pleasant.

FEATURE PICKS

HITS OUT OF THE BOX

IAN HUNTER (Chrysalis CHS 2542)

I Need Your Love (3:30) (April Music, Inc./Spiv Music — ASCAP)

(Hunter) (Producers: M. Ronson, M. Jones)

Ian Hunter's soft spot for early R&B surfaces on this horn-driven homage to the '60s soul sound (as well as a tip of the hat to "Baby, I Need Your Lovin'"). Gary Windo provides the expert sax work on this rockin' R&B rave.

YOKO ONO (Geffen GEF 49802)

No, No, No (3:30) (Ono Music — BMI) (Y. Ono) (Producers: Y. Ono, P. Spector)

Chugging off-kilter rhythm sets the tone for this tension-ridden track from Ono's "Season Of Glass." The two sides of Ono's personality seem to be in conflict here (or is it Lennon and Ono?), and she sketches this in her sing-song vocal.

EMMYLOU HARRIS and DON WILLIAMS (Warner Bros. WBS 49809)

If I Needed You (3:31) (United Artists Music Co., Inc./Columbine Music, Inc. — ASCAP) (T. Van Zandt) (Producers: B. Ahern, G. Fundis, D. Williams)

Harris turns to respected songwriter Townes Van Zandt once again for this beautiful duet of devotion with Don Williams. A soothing acoustic number with light harmonica and fiddle for country, A/C.

DONALD BYRD AND 125th STREET, N.Y.C. (Elektra E-47168)

Love Has Come Around (4:25) (Blackbyrd Music — BMI) (W. Duckett) (Producer: I. Hayes)

Trumpet maestro Byrd comes back strong with this elegant dance track from the "Love Byrd" LP. Producer Isaac Hayes' commercial sensibilities are more than evident in the stylish piano sound, as well as the excellent vocal arrangement. A B/C hit.

TONY CASO (LAM LAM-002)

Hot Blooded Woman (3:36) (Sister John Music — BMI) (A. Caso, R.J. Riggi) (Producer: A. Caso)

Squealing guitars and rumbling drums power Caso's attempt at sexy rock 'n' roll. The Brooklynier tries extremely hard to sound titillating, but it's all a little too forced.

TEDDY BAKER (Casablanca NB 2340)

It's Over (3:53) (Kat Family Music/Unichappell Music-BMI) (T. Baker) (Producers: P. Davis, P. Benton E. Seay)

Already garnering key Top 40 radio adds, Baker's debut single is, in style, a cross between the Atlanta Rhythm Section and Michael McDonald and, hence, has a sound very attractive to pop programmers. A bluesy pop keyboard melody provides the foundation here.

TOM TOM CLUB (Sire SRE 49813)

Wordy Rappinghood (3:45) (Metered Music, Inc.-ASCAP) (Tom Tom Club) (Producers: S. Stanley, T. Weymouth, C. Frantz)

The Tom Tom Club, composed of Talking Heads rhythm section members Tina Weymouth and Chris Frantz, poses the question "What are words worth?" on this robotic novelty cut. A unique rap dancer, this was a big hit on the U.K. pop charts.

NATALIE COLE (Capitol 5045)

Nothin' But A Fool (3:47) (Chardax Music-BMI) (B. Amesbury) (Producer: G. Tobin)

Cole sings of the absence of love in the one-night stand on her latest from the "Happy Love" LP. Strings frame the dramatic reading, which builds to a crashing chorus complete with a full complement of backup singers. For both pop and B/C lists.

TIM WEISBERG (MCA MCA-51163)

Sleep Walk (2:30) (Trinity-Climax Music-BMI) (Farina, Farina, Farina) (Producer: J. Hug)

You can picture a '50s slow dance in flautist Weisberg's mellow concoction from the "Travellin' Light" LP. Bordering on the line of muzak (shades of Ray Coniff), this is something no A/C programmer could turn down.

SYLVESTER (Fantasy/Honey 912)

Give It Up (Don't Make Me Wait) (3:30) (Borzo Music Ltd./OBA Music-ASCAP/Beeswax Music, Inc.-BMI) (James. Fuqua, Small, Tracy) (Producer: H. Fuqua)

Singer Jeanie Tracy is featured with dance music darling Sylvester on this sexy bit of hot'n' heavy instrumentalizing. The grinding groove is nicely augmented by orgasmic sax moans.

BEE GEES (RSO RS 1066)

He's A Liar (4:00) (Gibb Brothers Music, admin. by Unichappell Music — BMI) (B, R, M Gibb) (Producers: Bee Gees, K. Richardson, A. Galuten)

COMMODORES (Motown M 1527F)

Oh No (3:00) (Jobete Music Co., Inc./Commodores Entertainment Publishing Corp. — ASCAP) (L.B. Richie, Jr.) (Producers: J.A. Carmichael, The Commodores)

AIR SUPPLY (Arista AS 0626)

Here I Am (3:38) (Al Gallico Music Corp./Turtle Music Corp. — BMI) (N. Sallitt) (Producer: H. Maslin)

RICKIE LEE JONES (Warner Bros. WBS 49816)

A Lucky Guy (4:14) (Easy Money Music-ASCAP) (R.L. Jones) (Producers: R. Titelman, L. Waronker)

IT'S TIME FOR LOVE — Teddy Pendergrass — Philadelphia International TZ 37491 — Producers: Various — List: 8.98

Everybody's favorite bed time crooner slowly burns his way through another soft and sensual set on "It's Time For Love." Soothing guitar figures are wrapped around tender piano melodies and cascading strings once again, coupled with that quietly powerful vocal the combination is unbeatable. T.P.'s love moans reach a fever pitch on "You're My Latest My Greatest Inspiration" and "It's Time For Love." But he also struts his stuff well on torrid uptempo tempests like "Keep On Lovin' Me" and "I Can't Leave Your Love Alone."



TONIGHT — The Four Tops — Casablanca NBLP 7258 — Producer: David Wolfert — List: 8.98

Still intact after a prestigious 28-year career, The Four Tops add to their legend with "Tonight." The album still has some of the touches of Motown days gone by and songs like "Baby I Need Your Loving," "Reach Out, I'll Be There" and "Standing In The Shadows Of Love;" and producer David Wolfert has given these Detroit-born soul stirrers a new contemporary edge that should put them back on top of the charts. Levi Stubbs proves he still has some of the grittiest and most emotional vocal chops around.



THE SECOND ADVENTURE — Dynasty — Solar S-20 — Producer: Leon Sylvers III — List: 8.98

Those who thought that Dynasty hit a plateau with 1979's "Your Piece Of The Rock" and 1980's "Adventure In The Land Of The Music" ain't heard nothing yet. Solar in-house producer/session man extraordinaire Leon Sylvers III has joined the threesome along with keyboardist William Shelby for the band's debut under the E/A distribution flag and it's a rippling, rhythmic wonder. The new additions add tremendous body and soul to the already distinctive progressive, mid-tempo R&B/funk sound of Dynasty.



I LIKE YOUR STYLE — Jermaine Jackson — Motown M8-952 M1 — Producer: Jermaine Jackson — List: 8.98

Jermaine has been successful the last few times out with the smash single "Let's Get Serious" and its infectious follow-up, "You Like Me Don't You," and he shows no signs of letting up on "I Like Your Style." Jackson has a softly sensual croon that works beautifully with Stevie Wonder style arrangements on this infectious new LP. Most of the songs are in an uptempo dance-oriented groove, but the album's piece de resistance is a sexy ballad called "Is It Always Gonna Be Like This."

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

NOT GUILTY — Larry Gatlin and the Gatlin Brothers Band — Columbia FC 37464 — Producers: Larry, Steve and Rudy Gatlin — List: None — Bar Coded

The Gatlins' trademark vocals, coupled with Larry's writing prowess are indeed intact on the latest release from the brothers three. Harmonies have always been the strong point of any Gatlin release, and although this album is not quite as strong as its predecessor, it does contain a few choice gems reflective of the Gatlin's high standards. They include "Rain," "Someone Else's Day" and "My Last Love Song."



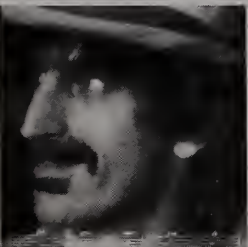
NOVO COMBO — Polydor PD-1-6331 — Producer: Chris Klmsey — List: 8.98

These four veterans of the rock wars have banded together to form an eclectic modern rock unit that is at once delightfully poppy and commercial. Using some interesting jazz and reggae clipped hooks ala the Police, the quartet sports a clean rhythmic style that should sit right with both pop and AOR programmers. While ex-Santana and Go drummer Michael Shrieve and guitarist Pete Hewlett stand out as players, all four lads are capable of handling vocals. Top flight, '80s mainstream rock.



YOU ARE WHAT YOU IS — Frank Zappa — Barking Pumpkin PW2 37537 — Producer: Frank Zappa — List: None

Ever since Frank Zappa formed an L.A.-based musical aggregation called The Mothers Of Invention he's sounded like he's been recording in Munchkin land. It always sounds like he's turned the cast of a Fellini film loose in the studio. He never fails to delight and amuse and prove he is one hell of a guitar player. His axe work, a reunion with the original Mothers and a novelty tune, "Goblin Girl," make this wondrous record worth the price of admission alone.



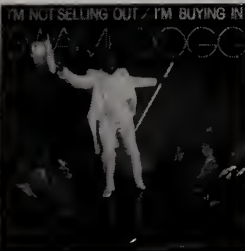
IS THIS A COOL WORLD OR WHAT? — Karla Devito — Epic NFE 37014 — Producer: Bill House — List: None — Bar Coded

The girl who shared "Paradise By The Dashboard Light" with Meatloaf on the notorious "Bat Out Of Hell" roadshow steps out on her own on "Is This A Cool World," and proves she's totally deserving of the spotlight. She has a high flying, dramatic vocal style that comes from a background on the stage that includes stints as the female lead in the Broadway version of *The Pirates Of Penzance* and *Godspell*. Her vocal style is perfectly suited to the big theatre rock-oriented compositions here.



I'M NOT SELLING OUT/I'M BUYING IN — Swamp Dogg — Takoma Records TAK 7099 — Producer: Swamp Dogg — List: 8.98

Remember such '60s and '70s hits as "Mama's Baby, Daddy's Maybe" and "Gag A Maggot"? That's okay, most other people don't either. But they should because good ol' boogie woogie rock 'n' roller Swamp Dogg has long been one of pop's most accomplished mythmakers and satirists. The Swamper sings in a gripping rockin' soul style that will remind folks of pop music's early days.



IN A STRANGE LAND — Native — RCA AFL1-3992 — Producer: Pete Robinson — List: 8.98

Along with Culture and Uprising, Native is one of the best new reggae bands to emerge in the past few years. But whereas its contemporaries opt for a more roots sound, Native mixes new wave and hard rock stylings with the rich Jamaican base. The septet from Ocho Rios looks to be one of the most potentially successful because of its interesting fusion style. Heavy guitar rhythms, high flying harmonies and a straight ahead non-patois vocal delivery should make the band an AOR must.



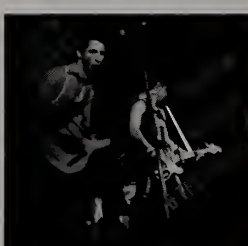
NOW PLAYING — Bernadette Peters — MCA MCA-5244 — Producer: Brooks Arthur — List: 8.98

Petite, sweet and cheery Bernadette could turn into one of pop's most successful novelty song cover artists if she continues her streak. Last year's "Gee Whiz" hit the Top 40, and her new re-working of "Dedicated To One I Love" has already seen some Top 100 Pop Singles chart action as well. But she's a versatile singer with the ability to touch on Broadway hits, building ballads and quaint Top 40 songs as well. Kudos to producer Brooks Arthur for his glossy production.



EAT'N ALIVE! — Norman Nardini & The Tigers — Sutra SUS 1012 — Producer: Norman Nardini — List: 7.98

This Pittsburgh-based fivesome is one of those quintessential journeyman Heartland rockers in that it plays a volatile brand of straight ahead rock, but doesn't seem to be known north of Pennsylvania or west of Cleveland. Led by the charismatic Nardini, the band kicks out the jams on this debut live LP for Sutra, romping through a set of bar room rock that FM radio should thrive on. Like Bob Seger's Silver Bullet Band, it will ultimately be big news. Lets hope it doesn't take as long.



SITTING TARGETS — Peter Hammill — PVC Records PVC 8902 — Producer: Peter Hammill — List: 8.98

The former leader of Manchester-based Van Der Graaf Generator has never gone beyond cult status with his dark and moody brand of avant rock, and he probably never will. But he's a tremendously gifted artist whose early style had a lot of influence on the new wave; and his debut LP for PVC is probably his most inventive and futuristic yet. Alternately soothing and disturbing, he's definitely from the Eno school of rock. For rockers who aren't afraid of the sound of outer limits and outer emotions.



FINEST HOUR — Cynthia Clawson — Triangle TR 148 — Producer: Jerry Crutchfield — List: 8.98

Like a soft cool rain on a warm summer night, Cynthia Clawson's incredible vocals ring true on what could be the gospel highlight of the year. Clawson won three Dove Awards this year, including Gospel Female Vocalist of the Year, and this album shows why. These crystal clear cuts prove to possess secular appeal as well as gospel. Note "Without You" and "Perfect Stranger" and the nine other cuts included on the package.



RADIO

AIR PLAY

THIS AIN'T NO LIE — RSO Records' **Bee Gees** has delivered one of the most arresting and captivating singles of the year with "He's A Liar." The first release from the forthcoming LP "Living Eyes," which is expected to be completed in October, is a total 180 degree departure from the patented falsetto/dance style that had become the Gibb brothers' successful trademark for the past few years. Clearly one of the tightest rock songs the group has produced in some time, with chilling street-wise lyrics recounting a love triangle/murder, there is an intense urgency in the vocal stance, sans falsetto, that will grip the senses of many listeners. While Top 40 play will be an automatic, AOR programmers who have been reluctant in the past to play a Bee Gees record should not overlook this one. RSO, in fact, is servicing AOR stations with special 12-inch discs to help create a greater awareness at that level. The slick production by **Karl Richardson** and **Albhy Galuten** was further enhanced by the musical services of **Eagles** guitarist **Don Felder** and top session players like **Jeff Porcaro**, **Richard Tee**, **Steve Gadd** and **Russ Kunkel**, to name a few.

SHAKER WAKE-UP FOR L.A. MORNING MEN — On Sept. 4, Los Angeles was rocked by a jolting earthquake that gave many of the morning drive personalities plenty to joke about. One was **KIIS-FM's Rick Dees**, who was preparing his next comedy skit when the shaker rattled the tone arm right off of **Linda Ronstadt's** "Poor Poor Pitiful Me." Unnerved by the trembler in his 19th story studio, Dees quickly responded on the air, "Now if you don't get out of bed, I'll do it again." Too bad he wasn't in the middle of **Carole King's** "I Feel The Earth Move." CBS Radio newsman **Ken Davis** was listening in and after contacting Dees, had the incident played back for his network's nationwide audience. **KIIS-FM** is beginning a massive promotion on behalf of its morning man with a billboard campaign at 60 locations throughout Los Angeles and Orange counties. The largest board is 2,622 square feet on top of the Taft Building in Hollywood. All of the boards, as well as promotional T-shirts carry the theme "Did You hear what Rick Dees said this morning?"



AMII IN THE APPLE — Handshake recording artist **Amii Stewart** recently visited New York's **WKTU** to promote her new single "Why's You Have To Be So Sexy?" Pictured at the station are (l-r): **Marjee Meyer**, Handshake promotion; **Stewart**; **WKTU's Paco**; and **Michael Ellis**, **WKTU's** music director.

peaked when **WYSP** program director **Dick Hungate**, who was next on the air, followed up on the listener's question and started asking if anyone out there knew of his (Picozzi's) whereabouts. **WYSP** had actually approached Picozzi a number of times about the morning drive position, but he passed on it for various reasons. "I was amazed," he said. "If a station had enough brass to back me while I had been off the air for awhile, and at a competitor at that, that was enough to convince me to take the job." Picozzi began as **WYSP's** new morning man on Sept. 7.

ON THE MOVE — **John McGhan**, director of programming for NBC's *The Source* for the past two years, has resigned to assume the position of director for *Rolling Stone* Magazine Productions. In addition to fine tuning and upgrading the firm's *Rock Review* syndicated show, McGhan says that the *Stone* will be debuting the *Continuous History of Rock & Roll*, in early October, as well as interviews for the *Solid Gold* TV programs and for *Solid Gold* radio programs. "I simply got an offer I couldn't refuse. In addition to my new responsibilities, they have given me the flexibility to freelance on independent projects for other people," McGhan explained. One of his outside non-competitive projects will be the voicing for *Coping With*, a show presented by *The Source*. McGhan also said he felt that *The Source* was in very capable hands with **George Taylor Morris**, director of programming administration, focusing on the long-form features like music specials and concerts; **Dan Formento**, continuing to oversee the short-form programming; and **Frank Cody**, *Source* affiliate consultant, who would also be working in the programming areas of the young adult network.

NETWORK NEWS — With her "Mistaken Identity" LP, **Kim Carnes** has finally received the recognition she has long deserved. Yet another positive step for the songstress will take place Sept. 20 when she will be featured in a *King Biscuit Flower Hour* concert to be aired over the ABC FM network. *Kim Carnes In Concert* was recorded during her two sold-out shows at the Savoy Theatre in New York on Aug. 24-25 and is expected to air on over 400 stations. . . . **RKO TWO**, a new RKO radio network that debuted on Sept. 1, initially cleared 56 stations succeeding RKO's goal of 50. The web plans to have 100 stations cleared by the end of this year with another hundred projected for the end of 1982. **RKO TWO** is targeted with music and information geared for the 35-44 demographic. . . . The Weedeck Radio Network has severed its agreement with Jack Masla and Company, Inc. to represent Weedeck for national sales. Until future representation is firmed up, information regarding Weedeck's programs can be obtained by contacting **Lloyd Heaney** at (213) 462-5922. . . . **WABX/Detroit** and **WWDC-FM/Washington, D.C.** have become affiliates of NBC's *The Source*. The young adult network recently featured **The Tubes** in a recorded live concert over the Labor Day Weekend. . . . **KPKE-FM/Denver**, formerly **KHOW-FM**, has joined the CBS-FM National Sales lineup. The rep firm now serves 28 stations including KPKE's Doubleday sister stations, **WWLZ/Detroit** and **KWK-FM/St. Louis**.

NEEDS SERVICE — There's a new MOR station in the Montgomery, Ala. area in need of service from the record companies. **WIQR**, "IQ Radio," is licensed in Prattville, Ala. and targeted at the 25-54 demographics. Owned by **JMR Communications**, **Dick Salter** is operations director, and **Sandra Fuller** is marketing director. The station's address is P.O. Box 9098 Prattville, Ala. 36067.

mark albert

Cable And Sales Issues To Be Highlights Of NRBA Confab

(continued from page 7)

vention held recently in Chicago (**Cash Box**, Aug. 29). There will be some participation but not to the extent of last year's convention," said **Abe Voron**, NRBA vice president. "One reason is that last year, we were in L.A., and we had a much closer relationship with Radio and Records."

Rather than focusing on the role of record companies in radio, Voron said he wants to emphasize cable's role in the future of radio. "We do see cable as a threat," said Voron. "It can fractionalize the audience into smaller groups and cable is beginning to sell advertising at rates more competitive with radio than television."

Opening Day

Cable and satellite's benefits for radio will be the focus of two panel discussions that open the convention at 8:30 p.m. Sunday, Sept. 13. The first, which addresses the management implications of the changing technology and services, will include industry people and people from such companies as **Eastman Cable Representatives**. The second will center on satellite and cable's implications for radio engineers.

Lothery Name VP For CBS Radio AM Stations

LOS ANGELES — **Gene Lothery** has been named vice president for CBS AM stations. Lothery, currently vice president and general manager at **WEEI/Boston**, will assume his new responsibilities on Sept. 28.

Lothery began his career with CBS 17 years ago and has been in charge of **WEEI** for the past seven years. In making the announcement, CBS Radio president **Robert Hosikling** said, "I am especially pleased to have someone of Gene's strong background and in station management and experience in the news, information, and play-by-play sports format to which the CBS AM stations are dedicated."

The CBS AM stations include **WEEI**; **WCBS/New York**; **KNX/Los Angeles**; **WBBM/Chicago**; **WCAU/Philadelphia**; **KCBS/San Francisco**; and **KMOX/St. Louis**.

At the same time, programming workshops will take place in individual format rooms. The formats discussed will be **AOR/cross-rock**, adult contemporary, country, news/talk, urban black and beautiful music. These will be repeated Sept. 15 at 4:15 p.m.

Other workshops will focus on sales technique, including one that dramatizes real-life sales situations on videotape and plays back the tape, allowing panelists to critique. This, according to **Kaplan**, is an NRBA convention first. In addition, several workshops will deal with radio finances, including starting a network and adding to networks. These will be conducted by panels of bankers, brokers and lenders. In keeping with NRBA tradition, two small market forums will discuss small market problems including retaining sales people.

The engineering workshops will address such issues as digital recording, audio processing, new technology, manager-engineer rapport and telephone company secrets that relate to radio.

Legal issues pertaining to radio will be addressed by **Mark Fowler**, chairman, Federal Communications Commission (FCC) who, according to Voron, "will give us another glimpse of the plans FCC has for us." In addition, there will also be a special session on Cuban interference. On that subject, **Kaplan** said that the proposal to change AM band spacing to nine kHz from 10 "is less of an issue than it was last year." A workshop on the FCC under the Reagan administration will take place Sept. 15.

The Sept. 13 luncheon, **Gordon McLendon**, the inventor of the Top 40 and all-news formats, will receive the Golden Radio Award. Representative **Bob Packwood** of Oregon, who co-authored the pending radio deregulation bill, will "voice his views and hopes for deregulation," said **Kaplan**. The Sept. 14 luncheon will feature an address by **Fowler** and the presentation of the **Gabbert Award For Outstanding Service to the Radio Industry** to **Robert E. Lee**, former chairman of the FCC.

RCA recording artist **Ronnie Milsap** will perform for the convention at the **Miami Beach Theater of the Performing Arts** Sept. 14.

GOSPEL PROGRAMMING

ALBUM

PREFERRED CUTS

- * **THANK YOU FOR THE DOVE • MIKE ADKINS • MIKE ADKINS (MA 1061)**
"Adoration"
- * **FOR THE BRIDE • JOHN MICHAEL TALBOT • SPARROW (BWR 2021)**
"Holy Is His Name" • "Dance Of The Heaven"
- * **PRAISE V • VARIOUS ARTISTS • MARANTHA (MM 0076)**
"Glorify Thy Name" • "Don't You Know It's Time To Praise The Lord" • "In Moments Like These"
- * **SEEDS OF CHANGE • KERRY LIVGREN • KIRSHNER/CBS (NJZ 36537)**
"How Can You Live"
- * **CLOUDBURST • MIGHTY COLOUDS OF JOY • MYRRH (MSB 6663)**
"I Made A Step" • "Showing Each Other Love" • "Everybody Ought To Praise His Name"
- * **IS MY LIVING IN VAIN • CLARK SISTERS • NEW BIRTH (7056)**
"Title Cut" • "Expect Your Miracle"
- * **RISE AGAIN • GOSPEL KEYNOTES • NASHBORO (7227)**
"Title Cut" • "He'll Be There" • "Feel The Fire"

*INSPIRATIONAL •SPIRITUAL

LP Chart Position

54 **THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA**
ADDS: WBLM. **HOTS:** KEZY, WPLR, WRNW, KZAM, WGRQ, WNEW. **MEDIUMS:** WOUR, WMMS, WLIR, WKLS, KSHE, WSHE, WWWM, WABX, KMG, KOME, KMET. **PREFERRED TRACKS:** Straight, Judgement.
SALES: Fair in all regions; weakest in West.

109 **JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM**
ADDS: None. **HOTS:** WRNW, WGRQ. **MEDIUMS:** WCCC, WLIR, KSHE, WSHE, WWWM. **PREFERRED TRACKS:** Title, Independence.
SALES: Weak in East; fair in others.

5 MOST ADDED

127 **ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA**

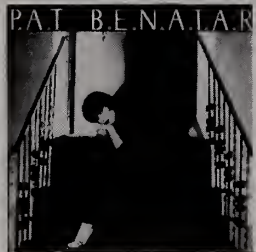


ADDS: KSJO, WNEW, WSHE, WCOZ, WOUR. **HOTS:** KZAM, WWWM, KNX. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Alien.
SALES: Moderate breakouts in South; fair in others.

137 **BALANCE • PORTRAIT/CBS**
ADDS: None. **HOTS:** WLIR, KZAM, WWWM. **MEDIUMS:** WOUR, WPLR, KSHE. **PREFERRED TRACKS:** Breaking, Dream.
SALES: Fair in West and Midwest; weak in others.

4 MOST ACTIVE

6 **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**



ADDS: None. **HOTS:** KMET, KOME, KROQ, KMG, KSJO, WNEW, WOUR, WMMS, WCCC, KEZY, WPLR, WCOZ, WLIR, WRNW, WKLS, KMEL, KNCN, KZAM, KSHE, WSHE, WABX, WGRQ, WBLM. **MEDIUMS:** WBCN. **PREFERRED TRACKS:** Fire, Title, Just.
SALES: Good to moderate in all regions.

90 **BLACKFOOT • MARAUDER • ATCO**
ADDS: None. **HOTS:** KNCN. **MEDIUMS:** WOUR, WMMS, WPLR, WCOZ, WWWM, WBLM, KSJO. **PREFERRED TRACKS:** Fly, Searchin', Rattlesnake.
SALES: Fair in South and Midwest; weak in others.

33 **BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**
ADDS: None. **HOTS:** KMET, KOME, WBCN, WOUR, WMMS, WCCC, WLIR, KNCN, WSHE, WWWM, WGRQ, KMG. **MEDIUMS:** KEZY, WPLR, WCOZ, KMEL, WABX, WBLM, WNEW, KSJO. **PREFERRED TRACKS:** Burnin', Joan, Sole.
SALES: Moderate to fair in all regions; weakest in South.

9 MOST ADDED

190 **CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA**
ADDS: WRNW, WPLR. **HOTS:** WMMS, KZAM, WWWM. **MEDIUMS:** WLIR, KNCN, KNX, KMG. **PREFERRED TRACKS:** Open.
SALES: Weak in all regions.

LP Chart Position

51 **DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**
ADDS: WSHE. **HOTS:** WMMS, KMG, KOME. **MEDIUMS:** WPLR, WLIR, WKLS, WGRQ, WBLM, KROQ, KMET. **PREFERRED TRACKS:** Heartbreak, Let.
SALES: Moderate to fair in all regions; strongest in West.

183 **DIESEL • WATTS IN A TANK • REGENCY/ATLANTIC**
ADDS: None. **HOTS:** WPLR, WGRQ. **MEDIUMS:** WOUR, WCCC, WLIR, KSJO, KMG, KOME. **PREFERRED TRACKS:** Sausalito, China, Woman.
SALES: Fair in East; weak in others.

117 **THE DIRT BAND • JEALOUSY • LIBERTY**
ADDS: None. **HOTS:** KZAM, KNX. **MEDIUMS:** WOUR, KEZY, WPLR, WLIR, WSHE, WWWM, KMG, KOME. **PREFERRED TRACKS:** Close, Fire, Title.
SALES: Fair in Midwest; weak in others.

36 **BOB DYLAN • SHOT OF LOVE • COLUMBIA**
ADDS: WPLR. **HOTS:** WMMS. **MEDIUMS:** WOUR, KEZY, WKLS, WWWM, WNEW, KMG, KROQ, KOME, KMET. **PREFERRED TRACKS:** Lenny Bruce.
SALES: Moderate in all regions; strongest in East.

8 MOST ACTIVE

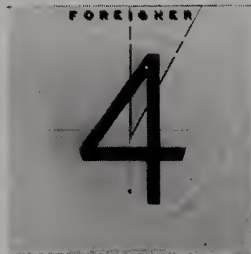
9 **ELO • TIME • JET/CBS**
ADDS: None. **HOTS:** WMMS, KEZY, WPLR, WLIR, WKLS, KMEL, KNCN, KZAM, KSHE, WSHE, WWWM, WNEW, KNX, KOME. **MEDIUMS:** KMET, WBCN, WOUR, WABX, WGRQ, KROQ. **PREFERRED TRACKS:** Twilight, Hold, End, Way.
SALES: Good in all regions.

21 **DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC**
ADDS: KOME. **HOTS:** KEZY, WRNW, KNCN, KZAM, WWWM, KNX. **MEDIUMS:** WMMS, WPLR, WLIR, KSHE, WGRQ, WNEW. **PREFERRED TRACKS:** Hard To Say.
SALES: Major breakouts in all regions.

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

2 MOST ACTIVE

3 **FOREIGNER • 4 • ATLANTIC**

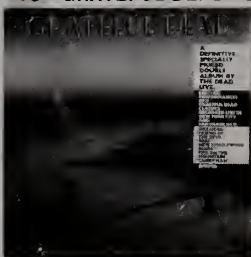


ADDS: None. **HOTS:** KMET, KOME, KROQ, KMG, KSJO, WNEW, WBLM, WBCN, WOUR, WMMS, WCCC, KEZY, WPLR, WCOZ, WLIR, WRNW, WKLS, KMEL, KNCN, KZAM, KSHE, WSHE, WWWM, WABX, WGRQ. **MEDIUMS:** KNX. **PREFERRED TRACKS:** Urgent, Night Life, Juke Box.
SALES: Good in all regions.

41 **THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: None. **HOTS:** WBCN, WPLR, WLIR, WRNW, WNEW, KROQ, KNAC. **MEDIUMS:** WSHE, KMG. **PREFERRED TRACKS:** Lips, Beat, This Town.
SALES: Moderate in East and West; fair in others.

3 MOST ADDED

73 **GRATEFUL DEAD • DEAD SET • ARISTA**



ADDS: KOME, WNEW, WPLR, WCCC, WBCN. **HOTS:** WNEW, WBCN, WLIR, WRNW. **MEDIUMS:** KOME, WPLR, WOUR, KMET. **PREFERRED TRACKS:** Open.
SALES: Moderate breakouts in all regions; strongest in West.

LP Chart Position

58 **DARYL HALL & JOHN OATES • PRIVATE EYES • RCA**
ADDS: KOME. **HOTS:** WBCN, WLIR, WRNW, KNCN, WWWM, WNEW, KNX. **MEDIUMS:** WMMS, KEZY, WPLR. **PREFERRED TRACKS:** Title.
SALES: Major breakouts in all regions.

23 **DEBBIE HARRY • KOOKOO • CHRYSALIS**
ADDS: WPLR. **HOTS:** WMMS, WRNW, WNEW, KOME. **MEDIUMS:** WLIR, KROQ, KNAC. **PREFERRED TRACKS:** Backfired.
SALES: Good to moderate in all regions; weakest in South.

6 MOST ACTIVE

15 **HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM**
ADDS: None. **HOTS:** KMET, KOME, KROQ, KMG, KSJO, WBCN, WMMS, WCCC, WPLR, WLIR, WKLS, KNCN, KSHE, WSHE, WGRQ, WBLM, WNEW. **MEDIUMS:** KNX, WOUR, WCOZ, KMEL, WWWM, WABX. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions; strongest in Midwest.

55 **IAN HUNTER • SHORT BACK N' SIDES • CHRYSALIS**
ADDS: None. **HOTS:** WMMS, WRNW, WNEW. **MEDIUMS:** WBCN, WPLR, WGRQ, KNAC, KOME. **PREFERRED TRACKS:** Central, Need.
SALES: Fair in all regions; strongest in Midwest.

76 **ICEHOUSE • CHRYSALIS**
ADDS: None. **HOTS:** WBCN, KMG. **MEDIUMS:** WPLR, KNCN, KNAC, KOME. **PREFERRED TRACKS:** We Can't Live Without Your Love, Sister, Title.
SALES: Weak in South; fair in others.

2 MOST ADDED

— **DONNIE IRIS & THE CRUISERS • KING COOL CAROUSEL/MCA**



ADDS: KOME, KSJO, WNEW, KSHE, KZAM, KNCN, WCOZ, WOUR, WMMS, WCCC, KEZY, WPLR, WLIR, WRNW, WKLS, KMEL, KNCN, KZAM, KSHE, WSHE, WABX, WGRQ, WBLM. **MEDIUMS:** WOUR, WLIR, WWWM, WABX. **PREFERRED TRACKS:** Merilee, Promise, My Girl.
SALES: Fair initial response in Midwest and West; weak in others.

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

8 **RICKIE LEE JONES • PIRATES • WARNER BROS.**
ADDS: None. **HOTS:** WMMS, KEZY, WRNW, KNCN, WWWM, KNX. **MEDIUMS:** WBCN, WPLR, WLIR, WABX, WNEW. **PREFERRED TRACKS:** Woody, Belong, Title.
SALES: Good to moderate in all regions; weakest in South.

5 MOST ACTIVE

1 **JOURNEY • ESCAPE • COLUMBIA**



ADDS: None. **HOTS:** KMET, KOME, KMG, KSJO, WNEW, WMMS, WCCC, KEZY, WPLR, WCOZ, WLIR, WKLS, KMEL, KNCN, KZAM, KSHE, WSHE, WWWM, WABX, WGRQ, WBCN. **MEDIUMS:** KROQ, WBCN. **PREFERRED TRACKS:** Cryin', Stone, Tide, Don't.
SALES: Good in all regions.

9 MOST ACTIVE

THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA

ADDS: None. HOTS: KMET, KOME, KNAC, KROQ, WBCN, WMMS, WPLR, WLIR, WRNW, KZAM, WSHE, WNEW, KMGH. MEDIUMS: WCCC, KEZY, WCOZ, WKLS, KNAC, WWWW, WGRQ, KSJO. PREFERRED TRACKS: Better Things, Dial, Yo-Yo, Destroyer. SALES: Good in all regions.

6 MOST ADDED

KIX • ATLANTIC

ADDS: None. HOTS: WBCN, WNEW, WWWW, WLIR. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Open. SALES: Just shipped.

LITTLE FEAT • HOY!-HOY! • WARNER BROS.

ADDS: None. HOTS: WBCN, WLIR, WWWW. MEDIUMS: KEZY, WPLR, WKLS, KMGH, KOME, KMET. PREFERRED TRACKS: Easy, Gringo. SALES: Weak in South; fair in others.

8 MOST ADDED

LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL

ADDS: WBLM, WABX. HOTS: KEZY, KZAM, KNX. MEDIUMS: WOUR, WPLR, WLIR, KMEL, KNAC, KSHE, WSHE, WWWW, KMGH. PREFERRED TRACKS: Owls. SALES: Good to moderate in all regions.

4 MOST ADDED

NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA

ADDS: KMGH, KMET, KNAC, WLIR, WPLR. HOTS: WBCN. MEDIUMS: WLIR, WPLR, WOUR, WMMS, KEZY, WNEW. PREFERRED TRACKS: Pieces, Anytime, Title. SALES: Slight response in East and West.

7 MOST ADDED

MAYDAY • A&M

ADDS: KSJO, WBLM, WCOZ. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Open. SALES: Just shipped.

MEATLOAF • DEAD RINGER • CLEVELAND INT'L/EPIC

ADDS: KMGH. HOTS: WMMS, WRNW, WNEW. MEDIUMS: KEZY, WLIR, WSHE, WGRQ. PREFERRED TRACKS: I'm Gonna Read 'Em. SALES: Moderate breakouts in Midwest and West; fair in others.

THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM

ADDS: None. HOTS: WOUR, KEZY, WLIR, WKLS, KNAC, KZAM, WSHE, WWWW, WNEW, KOME. MEDIUMS: WBCN, WPLR, WABX, KSJO, KMET. PREFERRED TRACKS: Voice, 22,000, Gemini. SALES: Good to moderate in all regions.

LP Chart Position

3 MOST ACTIVE

2 STEVIE NICKS • BELLA DONNA, MODERN/ATLANTIC



ADDS: None. HOTS: KMET, KOME, KROQ, KMGH, KNX, WNEW, WBLM, WGRQ, WBCN, WOUR, WMMS, WCCC, KEZY, WPLR, WLIR, WRNW, WKLS, KMEL, KNAC, KZAM, WSHE, WWWW, WABX. MEDIUMS: KSJO, WCOZ, KSHE. PREFERRED TRACKS: Draggin', Edge Of, Think, Leather. SALES: Good in all regions.

#10 MOST ADDED

NOVO COMBO • POLYDOR/POLYGRAM

ADDS: WRNW, WPLR. HOTS: WBCN, WLIR. MEDIUMS: WMMS, KNAC, KROQ. PREFERRED TRACKS: Periscope. SALES: Slight response in West and Midwest.

25 TOM PETTY & THE HEARTBREAKERS • BACKSTREET/MCA

ADDS: None. HOTS: WBCN, WRNW, KNAC, KZAM, KMGH, KROQ, KOME, KMET. MEDIUMS: KEZY, WPLR, WCOZ, WBLM, KSJO. PREFERRED TRACKS: Woman, Nightwatchman, Waiting, Letting. SALES: Good to moderate in all regions; strongest in West.

141 POINT BLANK • AMERICAN EXCESS • MCA

ADDS: None. HOTS: KZAM. MEDIUMS: WCOZ, WBLM, KSJO, KMGH, KOME. PREFERRED TRACKS: Nicole. SALES: Fair in West and South; weak in others.

14 PRETENDERS • PRETENDERS II • SIRE

ADDS: None. HOTS: WBCN, WMMS, WLIR, WRNW, WWWW, WNEW, KMGH, KROQ, KNAC, KOME, KMET. MEDIUMS: KEZY, WPLR, WSHE, WGRQ. PREFERRED TRACKS: Spanked, Louie, Adultress, Jealous, Pack. SALES: Good to moderate in all regions.

111 THE RAMONES • PLEASANT DREAMS • SIRE

ADDS: None. HOTS: WLIR, WRNW, KROQ, KNAC. MEDIUMS: WBCN, WNEW. PREFERRED TRACKS: Airwaves. SALES: Fair in East and West; weak in others.

182 RED RIDER • AS FAR AS SIAM • CAPITOL

ADDS: None. HOTS: WBCN, KZAM, KSJO, KMGH. MEDIUMS: WPLR, WCOZ, WKLS, WSHE, WWWW, WBLM, KOME. PREFERRED TRACKS: Lunatic, Curtain, Ships. SALES: Fair in Midwest; weak in others.

130 RIOT • FIRE DOWN UNDER • ELEKTRA

ADDS: KSJO, WCOZ. HOTS: None. MEDIUMS: WMMS, WLIR, WBLM, KMGH, KOME. PREFERRED TRACKS: Open. SALES: Moderate to fair in all regions; strongest in West and South.

1 MOST ACTIVE

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



ADDS: None. HOTS: KMET, KOME, KNAC, KROQ, KMGH, KSJO, WNEW, WBLM, WGRQ, WABX, WBCN, WOUR, WMMS, WCCC, KEZY, WPLR, WCOZ, WLIR, WRNW, WKLS, KMEL, KNAC, KZAM, KSHE, WSHE, WWWW. MEDIUMS: None. PREFERRED TRACKS: Start, Limousine. SALES: Good in all regions.

LP Chart Position

1 MOST ADDED

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



ADDS: KOME, KROQ, WBCN, WOUR, WMMS, WCCC, KEZY, WLIR, WRNW, WKLS, KMEL, KSHE, WSHE, WWWW, WGRQ, WBLM, WNEW. HOTS: KOME, WBCN, WCCC, WLIR, WRNW, KMEL, WGRQ, WNEW. MEDIUMS: KEZY. PREFERRED TRACKS: Open. SALES: Just shipped.

106 SHOOTING STAR • HANG ON FOR YOUR LIFE • VIRGIN/EPIC

ADDS: None. HOTS: WCOZ, KSJO. MEDIUMS: WBCN, KNAC, KSHE, WSHE, WBLM, KMGH. PREFERRED TRACKS: Flesh, Breakout. SALES: Moderate in West and Midwest; fair in others.

74 SQUEEZE • EAST SIDE STORY • A&M

ADDS: None. HOTS: WRNW, WGRQ, KROQ, KNAC. MEDIUMS: WMMS, WCCC, KNAC, WNEW. PREFERRED TRACKS: Tempted, Is That. SALES: Moderate in East and West; fair in others.

#10 MOST ACTIVE

12 BILLY SQUIER • DON'T SAY NO • CAPITOL

ADDS: None. HOTS: KMET, KOME, WBCN, WMMS, WLIR, WRNW, KNAC, WSHE, WWWW, WBLM, WNEW, KSJO, KMGH. MEDIUMS: WOUR, WCOZ, KMEL, WABX. PREFERRED TRACKS: Stroke, Dark, Daze. SALES: Good to moderate in all regions; strongest in Midwest.

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

ADDS: None. HOTS: WMMS, KEZY, KNAC, KZAM, KSHE, WWWW, WBLM, KMGH. MEDIUMS: KMET, WBCN, WPLR, WCOZ, WLIR, WKLS, WABX, WNEW, KOME. PREFERRED TRACKS: Hearts, Falling, Heartland. SALES: Moderate in Midwest; weak in others.

112 TRIUMPH • ALLIED FORCES • RCA

ADDS: None. HOTS: KSHE. MEDIUMS: WOUR, WCOZ, WLIR, WKLS, WSHE, WGRQ, WBLM, KSJO, KMGH, KMET. PREFERRED TRACKS: Magic Power. SALES: Moderate breakouts in all regions; strongest in South and Midwest.

84 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL

ADDS: None. HOTS: KOME. MEDIUMS: WBCN, WCCC, WPLR, KNAC, WWWW, KSJO, KMGH, KROQ, KNAC. PREFERRED TRACKS: Taik To Ya, Sushi. SALES: Weak in South; moderate in others.

7 MOST ACTIVE

18 ZZ TOP • EL LOCO • WARNER BROS.

ADDS: None. HOTS: KMET, KOME, WOUR, WMMS, KEZY, WPLR, WLIR, WRNW, WKLS, KNAC, KSHE, WSHE, WWWW, WGRQ, KMGH. MEDIUMS: KROQ, WBCN, WCCC, WBLM, WNEW. PREFERRED TRACKS: Tube, Pearl, Leila, Party. 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	12
2	2	QUEEN OF HEARTS JUICE NEWTON	17
3	3	SLOW HAND POINTER SISTERS	17
4	4	STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS)	9
5	5	URGENT FOREIGNER	12
7	6	WHO'S CRYING NOW JOURNEY	10
14	7	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS	6
10	8	THE BEACH BOYS MEDLEY THE BEACH BOYS	9
9	9	(THERE'S) NO GETTIN' OVER ME RONNIE MILSAP	13
12	10	HOLD ON TIGHT ELO	9
13	11	STEP BY STEP EDDIE RABBITT	9
8	12	LADY (YOU BRING ME UP) COMMODORES	14
16	13	FOR YOUR EYES ONLY SHEENA EASTON	9
6	14	THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY	19
18	15	START ME UP ROLLING STONES	5
11	16	JESSIE'S GIRL RICK SPRINGFIELD	26
19	17	THE VOICE THE MOODY BLUES	7
17	18	COOL LOVE PABLO CRUISE	12
20	19	REALLY WANNA KNOW YOU GARY WRIGHT	12
22	20	I COULD NEVER MISS YOU (MORE THAN I DO) LULU	8
15	21	FIRE AND ICE PAT BENATAR	10
25	22	THE NIGHT OWLS LITTLE RIVER BAND	5
23	23	FEELS SO RIGHT ALABAMA	15
30	24	PRIVATE EYES DARYL HALL & JOHN OATES	4
21	25	ELVIRA THE OAK RIDGE BOYS	20
28	26	BREAKING AWAY BALANCE	11
29	27	DRAW OF THE CARDS KIM CARNES	7
36	28	HARD TO SAY DAN FOGELBERG	4
32	29	SUPER FREAK (PART 1) RICK JAMES	7
33	30	IN YOUR LETTER REO SPEEDWAGON	7

LAST WEEK	THIS WEEK		WEEKS ON CHART
31	31	CHLOE ELTON JOHN	9

HIT BOUND

38	32	WE'RE IN THIS LOVE TOGETHER AL JARREAU ADDS: KNUS, WSKZ, WANS, KFMD, WNCI-29, WWKX, JB105-35, KOPA, Z102-33, WVBF, KSTP-FM, WQXI. JUMPS: WABC 11 To 7, KJRB 17 To 13, WCAO 24 To 21, WTXI Ex To 40, KHFI 14 To 11, WROR 24 To 18, WISM 30 To 27, KFRC Ex To 35, B97 Ex To 28, WHBQ Ex To 14, 94Q 22 To 19, KRTH Ex To 30, WGCL Ex To 28, Z93 18 To 15, Q105 20 To 17, Y103 40 To 35, KCPX Ex To 25, KJR 14 To 10, KRLY 24 To 21, KEEL Ex To 26, KYXX Ex To 22, WICC 29 To 26, WGSV 18 To 13, WZUU Ex To 30. SALES: Fair in the West, East and Midwest. Weak in the South.	8
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37	33	JUST ONCE QUINCY JONES featuring JAMES INGRAM ADDS: WOW-20, WZZR, WKBW, WROR-23, WVBF. JUMPS: Y100 29 To 23, FM102 Ex To 30, WCAO 22 To 18, KCPX 21 To 15, KHFI 16 To 13, KYXX Ex To 29, WISM 27 To 21, KRQ 24 To 21, B97 29 To 23, KJRB 26 To 23, KZZP 20 To 17, BJ105 Ex To 36, WPGC 27 To 24, WTRY Ex To 29, 94Q 24 To 21, WFI Ex To 26, WNCI 29 To 25, Z93 27 To 22, Q105 14 To 10, Y103 36 To 30, WMAK 24 To 16, WKXX 30 To 27. SALES: Fair in the West, Midwest and South. Weak in the East.	6
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34	34	GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS ADDS: KRTH. JUMPS: WPGC 25 To 19, KINT 14 To 10, FM102 Ex To 20, WTIC-FM 23 To 16, KFRC 15 To 10, Y103 23 To 20. SALES: Moderate in the West and East. Fair in the Midwest and South.	9
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35	35	YOU COULD TAKE MY HEART AWAY SILVER CONDOR	9
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PRIME MOVER

44	36	SHARE YOUR LOVE WITH ME KENNY ROGERS ADDS: WZZP, KFYE, WPGC, 92X-26, KENO-20, WROR-24, WVBF, WZUU-29, CKLW. JUMPS: KEZR 26 To 23, KTSa Ex To 29, KRQ 30 To 27, KEEL 32 To 23, WBBF Ex To 22, WKBW Ex To 21, KERN 28 To 16, WGH 18 To 5, Y100 32 To 29, WOKY Ex To 20, KJRB 27 To 22, WBBQ Ex To 28, WOW 16 To 13, Q105 23 To 20, BJ105 37 To 30, KIMN 30 To 27, WANS Ex To 30, WWKX 29 To 26, WTXI 31 To 25, KNUS 30 To 24, WABC Ex To 14, WMAK Ex To 29, KFRC 36 To 32, WCAO Ex To 30, KINT 26 To 17, WTRY 30 To 24, WISM 29 To 20, FM102 Ex To 29, WAKY 13 To 9, KFMD Ex To 26, KCPX 25 To 16, WFI 27 To 22, WZZR Ex To 28, KYXX Ex To 28, Z93 Ex To 29, 94Q Ex To 28, KFI 30 To 24, Y103 37 To 33, WNCI Ex To 27, WGSV 31 To 28, KSTP-FM Ex To 16. SALES: Moderate in the Midwest and South. Fair in the East.	3
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41	37	WHEN SHE WAS MY GIRL THE FOUR TOPS ADDS: KINT-23, KRLY, 14Q, KRQ, WKBO. JUMPS: WCAO 23 To 20, KERN Ex To 29, CKLW Ex To 30, WISM 19 To 13, BJ105 40 To 33, KZZP 22 To 19, WROR 19 To 14, WPGC 15 To 12, WHBQ 12 To 8, 94Q 30 To 26, WFI 26 To 23, WNCI 27 To 22, Z93 Ex To 28, WKBW Ex To 26, Y103 Ex To 37, WWKX Ex To 28, KIQQ 35 To 30, WMAK 26 To 22, KJR 16 To 12, KYXX 30 To 26, WQXI Ex To 20, WGSV 23 To 18, KDWB 27 To 23, 13K Ex To 28, WGH 15 To 11. SALES: Fair in all regions.	5
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43	38	I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD ADDS: KZZP-29, 94Q, KTSa, KRQ, KEEL, WSPY. JUMPS: WSKZ 20 To 14, KYXX Ex To 30, KHFI 25 To 17, KOPA Ex To 30, Q102 27 To 24, 13K Ex To 30, B97 Ex To 29, BJ105 34 To 28, WPGC 26 To 20, WTXI Ex To 36, KRBE 24 To 21, KRTH Ex To 28, WNCI 24 To 17, WTRY 26 To 17, WGCL 29 To 21, WFI 16 To 12, Q105 27 To 23, Z93 Ex To 30, WKXX 27 To 24, KIQQ 16 To 13, KINT 17 To 13, WICC Ex To 27, KCPX 33 To 28, CKLW 27 To 23. SALES: Moderate in the West, Midwest and South. Fair in the East.	8
39	39	BACKFIRED DEBBIE HARRY	
40	40	STRAIGHT FROM THE HEART THE ALLMAN BROTHERS BAND	

CASH SMASH

47	41	TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER ADDS: KEZR, 94Q-30, KTSa, WKBW, WTXI, KRTH, WAKY-18, WBBQ, KIMN-28, WHHY. JUMPS: WANS Ex To 28, WKXX Ex To 28, Y103 38 To 34, WCAO Ex To 29, KINT 30 To 25, WICC Ex To 28, KHFI Ex To 30, KCPX Ex To 26, WBBQ Ex To 29, KFMD Ex To 29, WTIC-FM 29 To 23, Q102 33 To 26, KFI 29 To 26, CKLW Ex To 13, KZZP 30 To 27, WRVQ Ex To 21, WPGC Ex To 26, 96KX 30 To 24, KRBE Ex To 28, KSFx Ex To 18, WGCL Ex To 29, KERN 37 To 26, WBCY 29 To 25, BJ105 Ex To 34, 92X 26 To 22, WTRY Ex To 27, WWKX Ex To 27, WFI 30 To 24. SALES: Breakouts in all regions.	8
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26	42	THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND	
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50	43	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON ADDS: WPGC, WGCL, Q105-28, WTIC-FM-28, KYXX, KERN-40, BJ105-37, KRTH. JUMPS: B97 25 To 15, KRLY 6 To 3, KFI Ex To 28, WTXI Ex To 35, KFRC 20 To 16, WFI 29 To 25, KIQQ 13 To 8. SALES: Good in the South. Moderate in the West and Midwest. Fair in the East.	7
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45	44	I'M IN LOVE EVELYN KING JUMPS: BJ105 Ex To 38, KRTH 21 To 18, KIQQ 24 To 15. SALES: Moderate in the West and South. Weak in the East and Midwest.	10
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46	45	SOME DAYS ARE DIAMONDS JOHN DENVER JUMPS: WPGC 30 To 27, KCPX 30 To 27, WHBQ Ex To 7, WKBO 17 To 14, KNUS 32 To 29. SALES: Moderate in the Midwest. Weak in all other regions.	10
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27	46	THAT OLD SONG RAY PARKER, JR. & RAYDIO	
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52	47	BURNIN' FOR YOU BLUE OYSTER CULT ADDS: WSKZ, WNCI-30, WBBQ, WBEN-FM 35. JUMPS: KRBE 19 To 15, 96KX 24 To 20, Y103 Ex To 39, KIQQ 38 To 23, KDWB 26 To 19. SALES: Fair in the West and Midwest.	5
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BRING
THE TALENTS
OF
DICK CLARK
TO YOUR STATION.



"The
Natr
PRESENTED
HEARD ON
A WEEKLY EV

RADIO CHART

TOP 100 SINGLES

September 19, 1981

HIT BOUND

THIS WEEK	LAST WEEK	TITLE	ARTIST	WEEKS ON CHART
46		SAY GOODBYE TO HOLLYWOOD	BILLY JOEL	2
<small>ADDS: WHBQ, WTRY, WAKY-20, Y103-38, KJR, WSPT, WHHY, WSKZ, KEZR, WOW-17, WANS, Q102-35, B97, K TSA, WTIC-FM-29, WRVQ, KERN-33, BJ105-35, WTIX. JUMPS: WABC Ex To 23, WCAO Ex To 26, KZZP Ex To 28, KRBE Ex To 29, WBCY Ex To 28, WWKX Ex To 30, KOPA Ex To 29, 96KX Ex To 26, KRQ Ex To 29. SALES: Just shipped.</small>				
49		I DON'T NEED YOU	KENNY ROGERS	15
50		BOY FROM NEW YORK CITY	MANHATTAN TRANSFER	18
51		LOVE ON A TWO WAY STREET	STACY LATTISAW	14
52		ALIEN	ATLANTA RHYTHM SECTION	4
<small>ADDS: KZZP-30, WGCL, WKBW, KFI, Y103-40, WZUU. JUMPS: KHFI Ex To 21, WISM 28 To 25, WZZR 30 To 27, 94Q Ex To 29, WNCI Ex To 28, Z93 26 To 23, KNUS 38 To 32.</small>				
53		SQUARE BIZ	TEENA MARIE	10
54		THEME FROM HILL STREET BLUES	MIKE POST featuring LARRY CARLTON	5
<small>ADDS: WANS, WISM-30, WAKY-22, WVBF. JUMPS: WCAO 28 To 23, 94Q 28 To 22, WMAK Ex To 27, KCPX 29 To 23, WTIX 38 To 33, WIFI Ex To 29, KIQQ Ex To 36, WQXI 18 To 11, WKBO 19 To 16, KNUS 23 To 19.</small>				
55		SILLY	DENIECE WILLIAMS	6
<small>JUMPS: WMAK 11 To 7, KINT 29 To 15, KCPX 36 To 32, KIQQ 29 To 22. SALES: Fair in the South.</small>				
56		HEAVY METAL (TAKIN' A RIDE)	DON FELDER	9
57		LOVE ALL THE HURT AWAY	ARETHA FRANKLIN/GEORGE BENSON	4
<small>ADDS: WANS. JUMPS: Y100 Ex To 34, KRLY 18 To 15, WTIX 32 To 27, WROR 25 To 22, WBBQ Ex To 30, KNUS 39 To 31, CKLW Ex To 25. SALES: Fair in the West.</small>				
58		DON'T GIVE IT UP	ROBBIE PATTON	11
59		YOU DON'T KNOW ME	MICKEY GILLEY	11
60		A HEART IN NEW YORK	ART GARFUNKEL	7
<small>ADDS: WVBF. JUMPS: WZZR 29 To 26, WGSV 21 To 17. SALES: Weak in all regions.</small>				
61		THE SUN AIN'T GONNA SHINE ANYMORE	NIELSON/PEARSON	7

THIS WEEK	LAST WEEK	TITLE	ARTIST	WEEKS ON CHART
62	58	NICOLE	POINT BLANK	13
63	70	OUR LIPS ARE SEALED	GO GO'S	4
<small>ADDS: WBCY, WIFI, WICC. JUMPS: KZZP 19 To 15, KFI Ex To 27, 13K 22 To 15, KRQ Ex To 28. SALES: Moderate in the West.</small>				
64	73	WORKING IN THE COAL MINE	DEVO	3
<small>ADDS: WWKX, KRQ, WICC, KBQ-28, KEYN. JUMPS: WSKZ 30 To 24, KHFI 28 To 24, KRBE Ex To 26, WBCY 11 To 8, WKXX 28 To 25.</small>				
65	59	ALL I HAVE TO DO IS DREAM	ANDY GIBB and VICTORIA PRINCIPAL	6
66	55	FALLING IN LOVE AGAIN	MICHAEL STANLEY BAND	7
67	64	THE STROKE	BILLY SQUIER	19
68	85	ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)	MARTY BALIN	2
<small>ADDS: KEEL, WBBQ, WCAO, WISM, KFMD, KCPX, KYXX, KOPA, 96KX, KFRC, WTRY, WIFI, Z93, KIQQ. JUMPS: KHFI Ex To 28, KZZP 29 To 26, WGSV Ex To 31, WAKY 22 To 19, KNUS 40 To 33.</small>				
69	83	IN THE DARK	BILLY SQUIER	2
<small>ADDS: KHFI, WGCL-30, WLS-32, WIFI. Day-Part: KJRB. JUMPS: KRBE 30 To 25.</small>				
70	65	TEMPTED	SQUEEZE	9
71	84	SAUSALITO SUMMERNIGHT	DIESEL	2
<small>ADDS: WCAO, KFMD, Q105-29, Z102-32, WAKY-23, Z93, WBEN-FM-39. JUMPS: KHFI Ex To 26, KZZP 28 To 25, WBCY Ex To 29.</small>				
72	68	SHAKE IT UP TONIGHT	CHERYL LYNN	7
73	66	HEARTS	MARTY BALIN	18
74	71	DOUBLE DUTCH BUS	FRANKIE SMITH	17
75	87	YOU SAVED MY SOUL	BURTON CUMMINGS	2
<small>ADDS: KOPA, KFI, WGSV, WTIX, KIQQ, WICC. JUMPS: KCPX Ex To 34.</small>				
76	79	EASY TO LOVE AGAIN	CAROLE BAYER SAGER	3
<small>ADDS: KNUS. JUMPS: Z93 Ex To 26.</small>				
77	80	AT THIS MOMENT	BILLY & THE BEATERS	3
<small>ADDS: WKXX. JUMPS: WAKY 11 To 6.</small>				
78	69	YOU'RE MY GIRL	FRANKE & THE KNOCKOUTS	12
79	72	THE ONE THAT YOU LOVE	AIR SUPPLY	19
80		HERE I AM	AIR SUPPLY	1
<small>ADDS: WTRY, Z93, KJR, KDWB-25, KC101, WBBQ, KEYN, Z102-31, WGSV, WKXX, WMAK, 94Q, Y100-31, WCAO, KYXX, KCPX, WTIX.</small>				

THIS WEEK	LAST WEEK	TITLE	ARTIST	WEEKS ON CHART
81	81	STAY AWAKE	RONNIE LAWS	4
82	74	THE SENSITIVE KIND	SANTANA	8
83	76	BETTE DAVIS EYES	KIM CARNES	26
84		MORE STARS	STARS ON 45	1
<small>ADDS: Y100-33, WMAK, KINT-24, KCPX, KYXX, KFI, BJ105, WHBQ, WIFI, KEEL, WICC, KC101.</small>				
85		OH NO	COMMODORES	1
<small>ADDS: Q105-27, WMAK, KINT, KYXX, WXKS-30, KERN-39, BJ105-40, Z93, WGH, WBBQ, WHHY.</small>				
86	77	IN THE AIR TONIGHT	PHIL COLLINS	17
87	89	I'LL DO ANYTHING FOR YOU	DENROY MORGAN	2
<small>JUMPS: KIQQ 37 To 28.</small>				
88		MONEY MONEY	BILLY IDOL	1
<small>ADDS: WWKX, WMAK, WKXX, BJ105, WIFI, KIQQ. ON: KCPX.</small>				
89	75	TOUCH ME WHEN WE'RE DANCING	CARPENTERS	14
90		NO TIME TO LOSE	TARNEY/SPENCER BAND	1
<small>ADDS: KSFX. ON: 96KX, KHFI, WSPT, WLS.</small>				
91	78	EVERLASTING LOVE	REX SMITH/RACHEL SWEET	13
92	86	STARS ON 45—MEDLEY	STARS ON 45	24
93	88	NOT FADE AWAY	ERIC HINE	4
94	82	IT'S NOW OR NEVER	JOHN SCHNEIDER	17
95	90	GIVE IT TO ME BABY	RICK JAMES	18
96	92	GEMINI DREAMS	THE MOODY BLUES	16
97	91	DEDICATED TO THE ONE I LOVE	BERNADETTE PETERS	7
98	93	ROCK AND ROLL DREAMS COME THROUGH	JIM STEINMAN	17
99	95	WE CAN GET TOGETHER	ICEHOUSE	7
100	94	SWEET BABY	STANLEY CLARKE/GEORGE DUKE	21

LOOKING AHEAD

SEARCHIN'	SANTANA
<small>ADDS: KRBE, WGCL, WIFI</small>	
SHE DON'T LET NOBODY (BUT ME)	CURTIS MAYFIELD
<small>ADDS: KINT, KFI, WXKS</small>	
THE HOUSE OF THE RISING SUN	DOLLY PARTON
<small>ADDS: KERN-37, WIFI. ON: KCPX, KFI</small>	
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Publishers Look To Computers For Use In Song Cataloging

by Claudia Bedwell

NASHVILLE — While computers are currently handling everything from accounting functions and royalties to order processing and copyright information, the recent addition of a computer system to Combine Music here for the purpose of storing the company's catalog promises to be the most significant move toward computerization in the publishing community yet. According to Carolyn Sells of Combine, the TRS 80 Model II microcomputer, currently in the programming stage, will eventually hold copyright, license, chart, and royalty information for the company's entire catalog. This information will be filed under numerous "group listings" such as movie title, book title and sheet music company for easy cross referencing. The system includes two CRT units, two printers, and one three-disk drive, at a cost of roughly \$14,000.

All of the eight Nashville publishers contacted by **Cash Box** are planning to computerize their catalogs in the near future, and all agree that this is the direction publishing is taking. And while some are in various stages of development, many are waiting for the results of the Combine "experiment" before undertaking such a mammoth task.

One person who is particularly interested in the Combine system is Linda Swan of Bruce Enterprises. Swan feels that "publishing is the main area lacking in the use of computers" and that "the opportunities for computers in this industry are unending."

Three major advantages of computers cited by Swan are accuracy, consistency and easy access of information. Donna Hilley of Tree International agrees, adding that computers have immeasurable value as time-savers, particularly with the ever-increasing number of requests for information on the publisher's songs.

One of the major concerns among publishers considering computer systems is cost (which runs from about \$10-\$70,000), but there are also the problems of choosing, installing and programming the system, not to mention the upkeep of the equipment. Fortunately, these services are offered by companies like the Nashville Computer Center with a program of "single source responsibility." The independent supplier of small business computer systems will help select a system to meet the needs of the publisher, install, program and maintain it. David Condra, president of the computer center, says that publishers have been coming to him with ideas about computerizing their catalogs for over a year.

Storage Capacity

According to Condra, the two most important considerations in choosing a system are storage capacity and speed of access, although the number of simultaneous users also needs to be taken into account. Depending on the amount of material that needs to be stored, either a floppy disk or a hard disk system will be preferable. Many publishers, like Hilley, are "looking for something we can grow into 10 years from now," which makes expandability important. Many companies now offer modular systems which allow users to begin with a floppy disk type (which can store from 100-250,000 characters), and add on more sophisticated hardware (with storage capacities of up to 90,000,000 characters) as the need arises. The retrieval time of a hard disk system can be 10 to 50 times faster than a floppy disk system.



DOHERTY CELEBRATES 35th — Chic Doherty, vice president, sales and marketing, MCA/Nashville, was honored at the Spence Manor in Nashville to commemorate his 35th anniversary with the company. Doherty was led into the party under the impression that he would be meeting with Loretta Lynn. Pictured at Spence Manor are (l-r): Mooney Lynn, Loretta Lynn's husband; Doherty; and Conway Twitty.

Full Slate Of Activities Set For The October Country Music Celebration

by Jennifer Bohler

NASHVILLE — With less than a month to go, preparations for the upcoming Country Music/Grand Ole Opry Birthday Celebration week (Oct. 9-17) are in full swing, with label showcases, seminars and a number of awards programs already set. Since the Country Music Assn. (CMA) has experienced one of the heaviest demand for tickets to its annual awards show to date, this year's event promises to be one of the largest and most successful country music celebrations yet.

In line with country music's much touted popularity, the CMA was flooded with requests for tickets to its 15th annual awards show, over 300 more than the 4,400-seat Opry House will hold. To meet the overflow demand, the CMA will have special viewing areas set up in the Cherokee and Natchez Trace rooms of the Opryland Hotel here, equipped with large screen projectors where the awards program will be telecast live via closed circuit television. According to a representative of the CMA, this is the first time the organization has ever received so many requests, which prompted the idea of the viewing rooms, where there will be refreshments and a complimentary bar. The representative also said that those ticket requests which could not be met would be given the option of viewing the show in these rooms, or receiving a refund.

The awards show isn't the only event of the week of activities that seems to be heading for a record year. With four weeks remaining in which to register, the annual Talent Buyers Seminar, scheduled for Oct. 9-12 at the Hyatt Regency Hotel here, has already reached past the half-way point of last year's 406 registrants. Six 90-minute panel discussions, two three-hour showcases and a keynote address by Dr. Mortimer Feinberg will highlight the three day event, which for the first time invited rock promoters and representatives from cable television.



FRIZZELL, WEST IN INDIANA STATE OF MIND — Warner Bros. recording artists David Frizzell and Shelly West recently broke the attendance record for concerts at the Scott-Vanderburg Country Fair in Evansville, Indiana. The previous record, bettered by the duo and their opening act, the Wright Brothers, had stood untouched for 60 years. Pictured prior to the show are (l-r): Tim Wright, of the Wright Brothers; Frizzell; Steve Pritchard, Jim Halsey Co.; West; Ralph Mueller, fair manager; and Carl Hinkle and Tom Wright, Wright Brothers.

Country Fan Fair Relocates To The State Fairgrounds

NASHVILLE — The International Country Music Fan Fair, an annual event held in Nashville each June, will be moved from Municipal Auditorium to the Tennessee State Fairgrounds beginning in 1982. Also, for the first time, fans attracted to Fan Fair will be able to purchase "one-day" tickets, in addition to passes which admit the registrant to all Fan Fair activities.

"The festival was begun 10 years ago to provide country music fans with an opportunity to meet their favorite country stars in an informal atmosphere, and to enjoy live performances and exhibits in a week of activities," said Jo Walker-Meador, executive director of the Country Music Association (CMA), which co-sponsors the festival with the Grand Ole Opry. "During Fan Fair's 10 years of existence, registration has increased a remarkable 700%, and, during 1981, when registration was closed for the first time in history, it became apparent that we had outgrown our current facilities, so a decision was made to move the Fan Fair location to the Tennessee State Fairgrounds."

Although in previous years registrants were required to purchase tickets that entitled them to attend the entire week's events, "one-day" tickets will become available for the first time in 1982. Bud Wendell, president of WSM, Inc., parent company of the Grand Ole Opry, said that "one-day tickets will encourage people who might not be able to attend the entire week of Fan Fair to participate in at least one day's worth of activities."

Wendell, who doubles as chairman of Fan Fair, added, "The fans themselves are the heart of Fan Fair, and we want to do everything we can to make possible maximum attendance."

"The overall impact of Fan Fair to both the city of Nashville and the state of Tennessee cannot be overemphasized," added CMA president Tandy Rice. "This change of venue and focus will be so spectacular that it will double the impact of Fan Fair, and the end result will be one of the biggest and most significant things to happen in this city and state. The main beneficiaries will be, of course, Nashville and the country music community itself with the increase of tourist dollars."

Edward F. Jones, executive vice president of the Nashville Area Chamber of Commerce, expects spending in the metro area by registrants at Fan Fair in 1982 to total \$4.45 million, a 48% increase over last year's revenue. Jones termed Fan Fair "the most significant event, festival or convention ever to have occurred in Nashville from an economic standpoint."

With more major additions and developments anticipated, Fan Fair planners have scheduled the 1982 festival for the week of June 7.

WMAQ Stabilizes Following Recent Staff Changes

by Tom Roland

NASHVILLE — Three months after an overhaul of the WMAQ management team, Ted Cramer, the Chicago station's program director, maintains that the only major policy change affected by the new staff heads is a tightening of the station's playlist.

Following the resignation of music director Suzanne Benson and the departure of the station's program director and general manager to form an independent consulting firm, the station hired Dave Martin

(continued on page 28)

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	9/12		Weeks On Chart	9/12
1	FANCY FREE	OAK RIDGE BOYS (MCA-5209)	1	16	
2	FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930)	2	27	
3	STEP BY STEP	EDDIE RABBITT (Elektra 5E-532)	5	5	
4	ESPECIALLY FOR YOU	DON WILLIAMS (MCA-5210)	4	10	
5	SHARE YOUR LOVE	KENNY ROGERS (Liberty LOO-1108)	3	21	
6	SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA AFL 1-4055)	6	8	
7	THE PRESSURE IS ON	HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	23	3	
8	I AM WHAT I AM	GEORGE JONES (Epic FE 36586)	9	52	
9	SEVEN YEAR ACHIE	ROSANNE CASH (Columbia JC-36965)	8	27	
10	KENNY ROGERS GREATEST HITS	KENNY ROGERS (Liberty LOO 1072)	10	48	
11	RAINBOW STEW/LIVE AT ANAHEIM STADIUM	MERLE HAGGARD (MCA-5216)	11	10	
12	SURROUND ME WITH LOVE	CHARLY McCLAIN (Epic FE-37108)	13	18	
13	THERE'S NO GETTIN' OVER ME	RONNIE MILSAP (RCA AHL 1-4060)	14	4	
14	LIVE	BARBARA MANDRELL (MCA-5243)	26	4	
15	JUICE	JUICE NEWTON (Capitol ST-12136)	7	28	
16	MR. T	CONWAY TWITTY (MCA-5204)	20	12	
17	YOU DON'T KNOW ME	MICKEY GILLEY (Epic FE-37416)	18	14	
18	YEARS AGO	STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	15	11	
19	URBAN CHIPMUNK	THE CHIPMUNKS (RCA AFL 1-4027)	19	14	
20	MAKIN' FRIENDS	RAZZY BAILEY (RCA AHL 1-4026)	24	19	
21	MY HOME'S IN ALABAMA	ALABAMA (RCA AHL 1-3644)	21	64	
22	GREATEST HITS	OAK RIDGE BOYS (MCA-5150)	22	46	
23	ROWDY	HANK WILLIAMS, JR. (Elektra/Curb 6E-230)	16	32	
24	NOW OR NEVER	JOHN SCHNEIDER (Scotti Bros. ARZ 37400)	17	13	
25	CARRYIN' ON THE FAMILY NAMES	DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	25	18	
26	I LOVE 'EM ALL	T.G. SHEPPARD (Warner/Curb BSK-3528)	31	22	
27	TAKIN' IT EASY	LACY J. DALTON (Columbia FC 37327)	27	8	
28	GREATEST HITS	RONNIE MILSAP (RCA AHL 1-3722)	28	47	
29	GOOD TIME LOVIN' MAN	RONNIE McDOWELL (Epic FE 37399)	30	6	
30	WITH LOVE	JOHN CONLEE (MCA-5213)	34	9	
31	LEATHER AND LACE	WAYLON AND JESSI (RCA AHL 1-3931)	12	28	
32	WILD WEST	DOTTIE WEST (Liberty LT-1062)	32	29	
33	HORIZON	EDDIE RABBITT (Elektra 6E-276)	29	62	
34	AS IS	BOBBY BARE (Columbia FC-37157)	35	14	
35	I'M COUNTRYFIED	MEL McDANIEL (Capitol ST-12116)	33	29	
36	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA	SOUNDTRACK (Mirage WTG 16051)	41	2	
37	LIVE	HOYT AXTON (Jeremiah JH-5002)	37	19	
38	OUT WHERE THE BRIGHT LIGHTS ARE GLOWING	RONNIE MILSAP (RCA AHL 1-3932)	44	23	
39	WILLIE NELSON'S GREATEST HITS (& SOME THAT WILL BE)	WILLIE NELSON (Columbia KC2 37542)	—	1	
40	DRIFTER	SYLVIA (RCA AHL 1-3986)	40	22	
41	ONE TO ONE	ED BRUCE (MCA-5188)	39	21	
42	THE MINSTREL MAN	WILLIE NELSON (RCA AHL 1-4045)	42	9	
43	SOMEWHERE OVER THE RAINBOW	WILLIE NELSON (Columbia FC-36883)	43	30	
44	SHOULD I DO IT	TANYA TUCKER (MCA-5228)	45	10	
45	THE BEST OF EDDIE RABBITT	EDDIE RABBITT (Elektra 6E-235)	54	39	
46	DARLIN'	TOM JONES (Mercury/PolyGram SRM-1-4010)	46	14	
47	WHERE DO YOU GO WHEN YOU DREAM	ANNE MURRAY (Capitol SOO-12144)	47	21	
48	MORE GOOD 'UNS	JERRY CLOWER (MCA-5215)	48	5	
49	STARDUST	WILLIE NELSON (Columbia JC 35305)	62	177	
50	9 TO 5 AND ODD JOBS	DOLLY PARTON (RCA AHL 1-3852)	50	42	
51	PLEASURE	DAVE ROWLAND AND SUGAR (Elektra 5E-525)	51	15	
52	GREATEST HITS	ANNE MURRAY (Capitol SO-12110)	55	51	
53	THE BARON	JOHNNY CASH (Columbia FC-37179)	53	13	
54	I BELIEVE IN YOU	DON WILLIAMS (MCA-5133)	49	57	
55	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK	(Columbia S2 36752)	52	55	
56	TENNESSEE WHISKEY	DAVID ALLAN COE (Columbia FC 37454)	56	2	
57	GREATEST HITS	WAYLON JENNINGS (RCA AHL 1-3378)	57	126	
58	MR. SONGMAN	SLIM WHITMAN (Epic/Cleveland Int'l FE 37403)	63	4	
59	BLUE PEARL	EARL THOMAS CONLEY (Sunbird ST-50105)	59	26	
60	I HAVE A DREAM	CRISTY LANE (Liberty LT-1083)	60	26	
61	URBAN COWBOY ORIGINAL SOUNDTRACK	(Full Moon/Asylum DP-90002)	65	70	
62	THAT'S ALL THAT MATTERS TO ME	MICKEY GILLEY (Epic JE 36492)	—	1	
63	HOLLYWOOD, TENNESSEE	CRYSTAL GAYLE (Columbia FC 37438)	—	1	
64	WASN'T THAT A PARTY	THE ROVERS (Epic/Cleveland Int'l JE-37107)	64	23	
65	WAITIN' FOR THE SUN TO SHINE	RICKY SKAGGS (Epic 37193)	36	17	
66	HEY MOE/HEY JOE	MOE BANDY & JOE STAMPLEY (Columbia FC-37003)	67	2	
67	LETTIN' YOU IN ON A FEELING	THE KENDALLS (Mercury SRM 1-6005)	68	2	
68	LOOKIN' FOR LOVE	JOHNNY LEE (Asylum 6E-309)	38	46	
69	TOWN & COUNTRY	RAY PRICE (Dimension DL 5003)	70	2	
70	THESE DAYS	CRYSTAL GAYLE (Columbia JC 36512)	58	4	
71	ENCORE	MICKEY GILLEY (Epic JF-36851)	61	45	
72	SOMEBODY'S KNOCKIN'	TERRI GIBBS (MCA-5173)	66	33	
73	WILLIE AND FAMILY LIVE	WILLIE NELSON (Columbia KC-2-35642)	69	115	
74	TAKE THIS JOB AND SHOVE IT	ORIGINAL SOUNDTRACK (Epic SE-37177)	72	14	
75	ENCORE	GEORGE JONES (Epic FE 37346)	74	8	

THE COUNTRY COLUMN

B.J. AND MISS AMERICA — B.J. Thomas was the featured performer on the Sept. 12 Miss America Pageant aired live on NBC-TV from the fabled Atlantic City. Thomas performed his current MCA single, "I Recall A Gypsy Woman," as well as the million seller, "Raindrops Keep Falling On My Head," to an estimated 60 million viewers.

TIS THE SEASON — At this rate, it seems we may have to make the "congratulations" section a weekly portion of the Country Column. This week our congratulations go to Mirlam and Bob Longino on the birth of their 9 pound, 1 ounce boy, born Aug. 26 at Baptist Hospital in Nashville. The young fellow's name is John Clayton . . . Also, our congratulations to Laura and Jack Hill on the birth of their daughter, Katherine Margarite, born Sept. 3 and weighing in at 8 pounds, 5 ounces. The young Katherine was also born at Baptist Hospital.



B.J. Thomas

A NASHVILLE RABBITT IN VEGAS — Eddie Rabbitt will make his Las Vegas headlining premier Oct. 15-28 at the MGM Grand Hotel. The Pointer Sisters will open the two-show-a-night concert engagement.

CATCH THE BOXCAR — America's singing hobo, Boxcar Willie, recently filmed a segment of *Pop Goes The Country*, the nationally syndicated television show. Check local listings for air date.

BLUE SUEDE SHOES — Carl Perkins is back in town and ready to roll with his band, the C.P. Express, which includes his two sons, Stan and Greg, as well as David Shea and Lee Alpine. Perkins,

who recently released the "Live At Austin City Limits" LP, will perform two shows at Vanderbilt's (Nashville) Underwood Auditorium Sept. 17, with special guests Jason and the Nashville Scorchers.

CHANGE OF ADDRESS — Jim Owens Entertainment, Inc. is now located at Colonial Place, P.O. Box 457, Brentwood, Tenn. 37027. The new telephone number is (615) 791-1077.

CMA MEET — The Country Music Assn. (CMA) has scheduled its membership meeting for Oct. 15 at the Opryland Hotel. The session will be devoted to the election of directors, the president's message, presentation of awards and other business issues.

AUSTIN IN ILLINOIS — Darlene Austin, who recently released her first single, "Let's Get Married Again" on F&L Records, has embarked on a tour of Illinois in support of the new single. She will be back in Nashville in time for the October convention, when she will be booked at the Commodore (Holiday Inn, Vanderbilt) for the month of October.

NEW EQUIPMENT — Nashville's Music City Music Hall has become the first studio in the United States to install the two newest recorders from Studer: the A80VU MKIII 24-track with transformerless amplifiers and the A80VU one-half-inch 2-track mastering recorder, also featuring transformerless amps.

MAKING TRACKS — In Nashville's Sound Emporium, Liberty artist Diane Sherrill is recording with producer Larry Butler. Billy Sherrill (no relation) engineered . . . Sunday

Sharpe demoed several of her own country songs, with Sherrill engineering. She writes for Pretty Penny Music. Bill Anderson doing overdubs for his next MCA release. Jim Foglesong is producing with Jim Williamson engineering . . . Ed Penny, who recently completed his second album as producer for Terri Gibbs,



Darlene Austin

was back at the Emporium with another new singer — Rob Parsons. Williamson engineered. A label deal for the project has not been announced . . . Mutual Management's team of Patty Parker and Frank Fara produced songs on three new Comstock artists — Bob Evans, Becky Morris and Dave Cornelius. Williamson engineered.

HERE AND THERE — Is Willie Nelson going to do a duet album with Ray Charles? Meanwhile, rumors are still flying that Nelson's Lone Star label is about to be reactivated. Austin or Nashville will be the home base . . . The Johnny Dollar Company has signed newcomer Denise Williams to a recording deal. Dollar will be producing the singer's first album . . . The Little Richie Johnson Agency will handle promotion duties for Robyn Young, son of country artist Faron Young, whom the agency also represents. RCA artist Valentino recently performed two SRO shows at the Grapevine Opry in Grapevine, Texas. The actor/singer also attended the premiere of *Seguin* in San Antonio, Texas, in which he was a featured actor. The movie is the first in a series of PBS-TV docu-dramas, and this one is based on the life of Mexico's Juan Seguin. Tune in to the special when it airs in your city, and check out Valentino's acting. A note for the squeamish: the young actor is gunned down by a firing squad in the film . . . Did you know a group of Texas businessmen started Soc-A-Gee Records just for singer John Rex Reeves? And did you also know the label was named after a creek in East Texas? The label is headed up by Frank Cranford and Lenard Goss . . . The Ritz Theatre in Elizabeth, N.J. is ready to begin its fall schedule with a good concert line-up, including Paul Williams, Rita Coolidge, Jerry Lee Lewis, the Lettermen, Uncle Floyd and Al Green. Check with the theater for dates.

jennifer bohler



T.G. GUESTS IN L.A. AFTER 'BATTLE OF THE SHOWGIRLS' — T.G. Sheppard recently co-hosted a syndicated special, *Battle of the Las Vegas Showgirls*, with AM-LA's Regis Philbin. Later, he appeared on AM-LA in Los Angeles, where he rendered his current single, "Party Time." Sheppard is also involved in the "Get High On Yourself" campaign against drug abuse. Pictured on the AM-LA set are (l-r): Cyndy Garvey, co-host of the show; Sheppard; and Philbin.

CASH BOX TOP 100 COUNTRY

September 19, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1	2	TIGHT FITTIN' JEANS	33	SOMETIMES I CRY WHEN I'M ALONE	79
2	4	YOU DON'T KNOW ME	34	THE HOUSE OF THE RISING SUN	71
3	3	OLDER WOMEN	35	YOU (MAKE ME WONDER WHY)	4
4	6	PARTY TIME	36	MISS EMILY'S PICTURE	42
5	1	MIRACLES	37	MEMPHIS	47
6	9	STEP BY STEP	38	TAKE ME AS I AM (OR LET ME GO)	5
7	10	MIDNIGHT HAULER	39	FEEDIN' THE FIRE	41
8	12	TAKIN' IT EASY	40	HE'S THE FIRE	6
9	13	HURRICANE	41	SCRATCH MY BACK	8
10	13	TODAY ALL OVER AGAIN	42	JUST ENOUGH LOVE (FOR ONE WOMAN)	44
11	16	I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY)	43	ONE-NIGHT FEVER	6
12	18	NEVER BEEN SO LOVED (IN ALL MY LIFE)	44	BIG LIKE A RIVER	49
13	5	RIGHT IN THE PALM OF YOUR HAND	45	MARRIED WOMEN	50
14	15	(WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ	46	SHARE YOUR LOVE WITH ME	51
15	17	I LOVE YOU A THOUSAND WAYS	47	ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN)	2
16	19	SLEEPIN' WITH THE RADIO ON	48	CRYING IN THE RAIN	56
17	26	I'M INTO LOVIN' YOU	49	HEART ON THE MEND	59
18	23	IT DON'T HURT ME HALF AS BAD	50	SHE'S STEPPIN' OUT	4
19	24	I RECALL A GYPSY WOMAN	51	(THERE'S) NO GETTIN' OVER ME	4
20	27	HONKY TONK QUEEN	52	THE PLEASURE'S ALL MINE	5
21	32	FANCY FREE	53	CAN'T HELP FALLING IN LOVE WITH YOU	13
22	7	WHAT IN THE WORLD'S COME OVER YOU	54	DOWN AND OUT	64
23	30	SHE BELONGS TO EVERY ONE BUT ME	55	LEFTY	7
24	33	TEACH ME TO CHEAT	56	MY FAVORITE MEMORY	2
25	28	I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER	57	IT'S ALL I CAN DO	68
26	39	MY BABY THINKS HE'S A TRAIN	58	YOU MAY SEE ME WALKIN'	73
27	4	TRYING NOT TO LOVE YOU	59	SNEAKIN' AROUND	2
28	34	GRANDMA'S SONG	60	ENOUGH FOR YOU	74
29	36	LOVE AIN'T NEVER HURT NOBODY	61	LIVIN' THE GOOD LIFE	2
30	29	SHOT FULL OF LOVE	62	LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN)	5
31	31	I LOVE MY TRUCK	63	IF I NEEDED YOU	60
32	37	WISH YOU WERE HERE	64	DON'T WAIT ON ME	7
	38		65	(I'M GONNA) PUT YOU BACK ON THE RACK	15
					20

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Pretty Diamond Ring (Tree — BMI) 97	I Wonder If (Acuff-Rose — BMI) 83	Midnight Hauler (House of Gold — BMI) 7	Some Days Are Diamonds (Tree — BMI) 71
A Texas State Of Mind (Peso/Wallet — BMI) 94	If I Needed You (United Artists/Columbine — ASCAP) 63	Miracles (Dick James — BMI) 5	Sometimes I Cry (Button Willow/Chablis — BMI) 33
All My Rowdy Friends (Bocephus — BMI) 47	I'll Drink To That (Window — BMI) 67	Miss Emily's Picture (Tree — BMI) 36	Step By Step (Briarpatch/Debdave — BMI) 6
Always Late (Peer International — BMI) 96	I'll Need Someone (Hall-Clement — BMI/Bibo c/o Welk — ASCAP) 11	Moccasin Man (Millstone — ASCAP/Joe Allen — BMI) 87	Take Me As I Am (Acuff-Rose — BMI) 38
Big Like A River (Prime Time/Goldsboro — ASCAP/Mastercraft/House Of Gold — BMI) 44	(I'm Gonna) Put You (Chappell/Sailmaker/Welbeck /Blue Quill — ASCAP) 65	My Baby Thinks (Asleep at the Wheel — BMI) 26	Takin' It Easy (Algee — BMI) 8
Can't Help Falling (Gladys — ASCAP) 53	I'm Gonna Sit (Fred Ahlert/Pencil Mark Co./Rytroc — ASCAP) 25	My Favorite Memory (Shade Tree — BMI) 56	Teach Me To Cheat (Hall-Clement — BMI) 24
Chicken Truck (Al Gallico — BMI) 77	I'm Into Lovin' You (Oaks — BMI) 17	Never Been So Loved (Al Gallico/Dusty Roads — BMI/Bibo c/o Welk Music — ASCAP) 12	The Closer (Chinnichap c/o Careers U.S. and Canada/Down 'N Dixie c/o Irving — BMI) 72
Cinderella (Easy Listening — ASCAP/Al Gallico — BMI) 91	I'm Leavin' Abilene (Kelly & Lloyd — ASCAP) 90	Older Women (Tree — BMI) 3	The House Of The Rising Sun (Velvet Apple — BMI/Darla — ASCAP) 34
Common Man (Lowery — BMI) 74	I'm Leavin' Abilene (Kelly & Lloyd — ASCAP) 90	Once You Were Mine (First Generation — BMI) 82	The Pleasure's All Mine (Tree — BMI/Cross Keys — ASCAP) 52
Cowboy (Hitkit Music — BMI) 92	Irene (BarJac Music — BMI) 86	One Side Of The Story (Newwriters — BMI) 80	(There's) No Gettin' Over Me (Rick Hall — ASCAP) 51
Enough For You (Resaca — BMI) 48	It Don't Hurt Me Half As Bad (Combine Music — BMI) 18	One-Night Fever (Southern Nights — ASCAP) 43	Tight Fittin' Jeans (Prater — ASCAP) 1
Honky Tonk Queen (Barey/Mullet — BMI) 20	It's All I (United Artists/Chess — ASCAP) 57	Party Time (Tree — BMI) 4	Today All Over Again (King Coal/Coal Miners — ASCAP/BMI) 10
Hurricane (Blackwood — BMI/Rich Bin — ASCAP) 9	It's Now Or Never (Gladys Music — ASCAP) 88	Put In A Quarter (I.S.P.D. — ASCAP) 100	Try Me (Frebar Music Co. — BMI) 66
I Just Need You For Tonight (Hall-Clement — BMI) 68	Just Enough Love (House Of Gold/Cross Keys — BMI/ASCAP) 42	Right In The Palm (Hall-Clement c/o Welk — BMI) 13	Trying Not To Love You (Shade Tree — BMI) 27
I Love My Truck (Glentan — BMI) 31	Just One Time (Acuff-Rose — BMI) 75	Scratch My Back (Fame — BMI) 41	We Don't Have To Hold Out (Balmer — CAPAC) 99
I Love You (Peer Int'l — BMI) 15	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Share Your Love (Duchess (MCA) — BMI) 46	What In The World's Come Over You (Unart — BMI) 22
I Recall A Gypsy Woman (Jack — BMI) 19	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	She Belongs To Everyone But Me (Atlantic — BMI) 23	(When You Fall In Love) Everything's A Waltz (Tree/Sugarplum — BMI) 14
I Wanna Be Around (20th Century-Fox — ASCAP) 81	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	She's Goin' Home Alone (Equa/Gee Zee — ASCAP) 76	Wish You Were Here (Pi-Gem Music — BMI) 32
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	She's Livin' It Up (Chablis — BMI) 93	Women (Willjex — ASCAP/Concorde — SESAC) 89
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	She's Steppin' Out (Rick Hall — ASCAP) 50	Won't You Be My Baby (Blackwood — BMI) 95
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Shot Full Of Love (Hall-Clement c/o Welk — BMI) 30	You Don't Know Me (Rightsong — BMI) 2
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Sleepin' With The Radio On (Algee — BMI) 16	You (Make Me Wonder Why) (Duchess (MCA)/Possey/Tree — BMI) 35
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Slow Hand (Warner/Tamberlane/Flying Dutchmen — ASCAP/Sweet Harmony — BMI) 69	You May See Me Walkin' (Amanda-Lin — ASCAP) 58
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Slowly (Cedarwood — BMI) 85	You Were There (Southern Nights — ASCAP) 73
	Let The Little (Broken Lance/Bobby Fischer — ASCAP) 84	Sneakin' Around (Hall-Clement c/o Welk Music — BMI) 59	You're The Best (Cross Keys — ASCAP/Old Friends — BMI) 79

⚡ = Exceptionally heavy radio activity this week

Ⓢ = Exceptionally heavy sales activity this week

COUNTRY CLASSICAL

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



RITA REMINGTON (Plantation PL202)
Don't We Belong In Love (2:41) (Blackwood Music Inc. and O'Lyric Music — BMI) (M. Garvin, T. Shapiro) (Producer: Shelby Singleton Corporation)

With this single, Remington makes a strong entry into the field of country chart contenders. The upbeat tune features a strong piano arrangement, a touch of steel and strings and Remington's clear cut vocals. A sure country add for radio and jukebox.

SWEETWATER (Faucet FR 1592)
I'd Throw It All Away (3:30) (D. Rodrick Holt Pub. Co., Borche Ha Music, Faucet Music — SESAC)(D. Holt) (Producer: Elmer Cole)

Like the Gatlins or Alabama, Sweetwater's forte is its harmonies, a distinctive blend of voices that brings zest to any song. This single is a strong follow-up to their last, "Antioch Church House Choir."



HITS OUT OF THE BOX

LARRY GATLIN AND THE GATLIN BROTHERS BAND (Columbia 18-02522)
What Are We Doin' Lonesome (2:32) (Larry Gatlin Music — BMI) (L. Gatlin) (Producers: L. Gatlin/S. Gatlin/R. Gatlin)

WILLIE NELSON (RCA PB-12328)
Mountain Dew (2:07) (Tannen Music, Inc. — BMI) (B.L. Lunsford/S. Wiseman) (Producer: not listed)

JOHN SCHNEIDER (Scotti Brothers AE71289)
Them Good Ol' Boys Are Bad (3:30) (Flowering Stone Music — ASCAP) (J. Pennig/J. Harrington/K. Espy) (Producers: T. Scotti/J. D'Andrea)

FEATURE PICKS

DOUG KERSHAW (Scotti Brothers ZS5 02508)
Instant Hero (3:58) (Doug Kershaw Music — BMI) (D. Kershaw) (Producers: D. Perry/D. Kershaw)

RODNEY CROWELL (Warner Bros. WBS 49810)
Stars On The Water (3:40) (Coolwell Music/Granite Music Corp. — ASCAP) (R. Crowell) (Producer: R. Crowell)

STEVE WOODS AND THE SLINGSHOT BAND (Mercury 57057)
Missin' Somebody (3:33) (Hot Licks Music — BMI) (R. Reynolds) (Producer: L. Butler)

JIMMI CANNON (Warner Bros. WBS 49806)
Whole Lot Of Cheatin' Goin On (2:40) (Partner Music/Algee Music Corp. — BMI) (R. Scaife/D. Singleton/J. Hayes) (Producer: L. Rogers)

HOYT AXTON (Jeremiah 1012)
(We've Got To) Win This One (2:33) (Lady Jane Music/Fessstone — BMI) (J. Fessenden/M. Hubbard) (Producers: H. Axton/C. Bailey)

AMY WOOLEY (MCA-51168)
Have A Heart (3:48) (Blue Harbor Music — BMI) (A. Wooley) (Producer: L. Shelton)

STEVE MANTELLI (Picap P-0004)
This Time Around Is For Me (2:59) (Robchris Music — BMI) (R. Jenkins) (Producer: R.A. Jenkins)

AMARILLO (NSD 104)
A Little Bit Crazy (2:30) (House of Gold — BMI) (W. Newton/T. Dubois/D. Tyler) (Producer: D. Morrison)

ALBUM REVIEWS

HEART TO HEART — Reba McEntire — Mercury SRM-1-6003 — Producer: Jerry Kennedy — List: 8.98

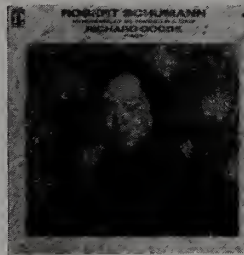
In spite of the fact that this is McEntire's fourth album for Mercury and she has scored several successful singles to date, she hasn't quite been able to vault past the "new and developing" road sign. That riddle, however, should be resolved once the public gets a good taste of this album. McEntire, perhaps the premier female vocalist in country music today, should really crack the market with this excellent collection of material. Particularly note "Indelibly Blue" and "How Does It Feel To Be Free."



TOP 20 ALBUMS

	Weeks On Chart	8/15
1 LIVE FROM LINCOLN CENTER Sutherland, Pavarotti, Horne London Digital LDR 72009 (21.96/2 LPs)	1	8
2 ISAAC STERN 60TH ANNIVERSARY CELEBRATION CBS Mastersound IM 36692 (14.98/1 LP)	2	24
3 PACHELBEL: Kanon: Two Suites FASCH: Two Sinfonias and Concerto in D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) (RCA FRL 1-5468 (8.98/1 LP)	4	244
4 FINAL ALICE Del Tredici Barbara Hendricks — Chicago Symp. London Digital LDR 71018 (12.98/1 LP)	—	4
5 BEETHOVEN COMPLETE SYMPHONIES (Karajan) Deutsche Grammophon Bargain Box 2740 241 (39.64/8 LPs)	5	8
6 POPS ON BROADWAY Boston Pops (Williams) Philips Digital 6302 124 (12.98/1 LP)	—	4
7 MOZART: THE SYMPHONIES-VOL. 5 Academy of Ancient Music (Hogwood) L'Oiseau Lyre D171 D4 (39.92/4 LPs)	7	12
8 SHOSTAKOVICH: Symphonies 1 & 9 London Phil. (Hitink) London Digital LDR 71017 (12.98/1 LP)	—	4
9 BEETHOVEN: Moonlight and Patnetique Sonatas (Gilels) Deutsche Grammophon Digital 2532 008 (12.98/1 LP)	—	4
10 PAVAROTTI'S GREATEST HITS London PAV 2003-4 (15.98/2 LPs)	9	60
11 GRIEG: Symphony in C Minor Bergen Symphony Orch. (Andersen) London Digital LDR 71037 (12.98/1 LP)	—	4
12 WAGNER: Parsifal Hoffmann, Vejzovic, Mill Deutsche Grammophon Digital 2741 002 (54.90/5 LPs)	6	20
13 PAVOROTTI: My Own Story London PAV2007 (17.96/2 LPs)	3	20
14 JAMES GALWAY: Pachelbel Kanon RCA Victor AFL1-4036 (9.98/1 LP)	14	8
15 WAGNER: Music from "The Ring of the Nibelung" Berlin Phil. (Klaus Tennstedt) Angel Digital DS-37808 (12.98/1 LP)	—	4
16 ITZHAK PERLMAN & ANDRE PREVIN: A Different Kind of Blues Angel Digital DS 37780 (8.98/1 LP)	10	32
17 CARL ORFF: Carmina Burana PAUL HINDEMITH: Symphonic Metamorphosis Telarc Digital 10056:57 (21.95/2 LPs)	17	12
18 BATTLES FOR BRASS Philio Jones Brass Ensemble (Howarth) London CS 7221 (10.98/1 LP)	—	4
19 BOLLING: Suite For Flute And Jazz Piano Rampal, Bolling/Columbia M33233 (7.98/1 LP)	8	244
20 GERSHWIN: Rhapsody/Concerto Katia and Marielle Labeoue Philips 9500 917 (9.98/1 LP)	25	8

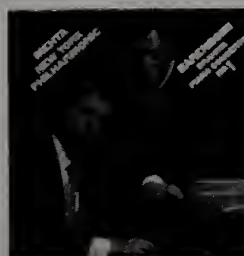
CLASSICAL ALBUM REVIEWS



SCHUMANN: HUMORESKE, FANTASIA. Richard Goode, piano. Nonesuch D79014 — Producer: Max Wilcox — List: 8.98
 It's inevitable that pianists lend their individual, unique perceptions to the music they perform. Rich Goode's rendering of probably Schumann's most imaginative work embellishes the thematic structure with an almost percussive attack. This is early ambient music, for as you listen, it is at once demanding, yet imposing. With two-handed dexterity, Goode plays Schumann emphatically.



BEETHOVEN: SYMPHONY NO. 9 IN D MINOR, OP. 125 'CHORAL'. Chicago Symphony Orchestra; Lorengar, Burrows, Minton and Tavela, soloists; Georg Solti, conductor. Mobile Fidelity MFSL 2-516 — Producer: David Harvey — List: none
Half-Speed Master.
 The dynamic emotional range here makes it interesting to imagine that Beethoven was in the throes of deep depression when he composed what has remained his most acclaimed work. In the hands of Solti and the Chicago Symphony, this work's articulate presence is given fresh air. A great work and great reproduction.



BRAHMS: PIANO CONCERTO NO. 1. New York Philharmonic; Daniel Barenboim; Zubin Mehta, conductor. CBS Masterworks M 35884 — Producer: Andrew Kazdin — List: 9.98
 If this concerto was a culinary offering, it would be fattening. Extrapolations built into this piece allow for Daniel Barenboim to manifest personality, adding still another dimension to this rendering. The New York Phil offers a revered treatment of this work as it was Brahms very first piano concerto. Though Brahms considered this composition a failure in early performances. Barenboim and Mehta make this work a resounding success on vinyl.

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. MY FAVORITE MEMORY — MERLE HAGGARD — EPIC — 43 REPORTS
2. IF I NEEDED YOU — EMMYLOU HARRIS and DON WILLIAMS — WARNER BROS. — 37 REPORTS
3. JUST ONE TIME — TOMPALL & THE GLASER BROTHERS — ELEKTRA — 25 REPORTS
4. SHARE YOUR LOVE WITH ME — KENNY ROGERS — LIBERTY — 24 REPORTS
5. I WANNA BE AROUND — TERRI GIBBS — MCA — 19 REPORTS
6. DOWN AND OUT — GEORGE STRAIT — MCA — 18 REPORTS
7. I WONDER IF I CARE AS MUCH — DICKEY LEE — MERCURY — 15 REPORTS
8. LET THE LITTLE BIRD FLY — DOTTSY — TANGLEWOOD — 15 REPORTS
9. SLOWLY — KIPPI BRANNON — MCA — 15 REPORTS
10. TRY ME — RANDY BARLOW — PAID — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. MY BABY THINKS HE'S A TRAIN — ROSANNE CASH — COLUMBIA — 60 REPORTS
2. SLEEPIN' WITH THE RADIO ON — CHARLY McCLAIN — EPIC — 60 REPORTS
3. FANCY FREE — OAK RIDGE BOYS — MCA — 59 REPORTS
4. NEVER BEEN SO LOVED (IN ALL MY LIFE) — CHARLY PRIDE — RCA — 55 REPORTS
5. WISH YOU WERE HERE — BARBARA MANDRELL — MCA — 53 REPORTS
6. TEACH ME TO CHEAT — THE KENDALLS — MERCURY — 48 REPORTS
7. GRANDMA'S SONG — GAIL DAVIES — WARNER BROS. — 47 REPORTS
8. I RECALL A GYPSY WOMAN — B.J. THOMAS — MCA — 44 REPORTS
9. I LOVE MY TRUCK — GLEN CAMPBELL — MIRAGE — 43 REPORTS
10. MISS EMILY'S PICTURE — JOHN CONLEE — MCA — 41 REPORTS

WMAQ/Chicago Steady Again After Personnel Changes Of Recent Months

(continued from page 24)

from WTVN/Columbus to serve as general manager. Martin appointed Cramer to fill the vacated program director spot (*Cash Box*, May 30) and Jay Phillips of WMC/Memphis to handle the music director chores (*Cash Box*, July 11). Martin and Cramer had previously worked together in similar positions at WDAF/Kansas City.

According to Cramer, the only major alteration in the station's operations is the trimming of the playlist by Phillips. Under the previously regime, the list boasted 67 records, but, after assuming control of the music, Phillips immediately pared the lineup to a more workable 25 plus extras — usually turning in a list with approximately 45 records total.

"It's obvious that you can't track 67 records," said Cramer. "Now we have established what amounts to an accurate chart — a survey that, when you look at it, it gives you a good idea of what's really happening in country music in Chicago in terms of activity — primarily, the sales activity on these songs. Actually, what we're doing is adjusting our chart, because we've instituted some new research methods at the station, so now the chart is a real reflection

of what's happening in the marketplace." Cramer refused to comment on what those new research methods are, terming the information "classified."

Beyond the new policies in music, three relatively new voices have become regulars on the WMAQ airwaves. The two prominent sportscasters on WMAQ-TV, Rich Brenner and Chet Coppack, have taken over the sports shows during morning and afternoon drive times, Brenner handling the morning sports and Coppack taking the p.m. slot. Prior to Cramer's arrival at the station, Charley O'Neal left his afternoon drive shift for a position at WIL/St. Louis, so Cramer hired Jim Tyler from WDAF/Kansas City to replace him.

Cramer adds that WMAQ is still projecting the same image it has always maintained as a full-service country music radio station.

Looking at two consecutive 5.1 shares in the Arbitron quarterly measurements, Cramer is optimistic about the near-future of the "most-listened-to" country station in the nation. "We just concluded the summer book in Chicago," he said, "and all my indications are — my indications coming from Radio Index and Mediatrend — that we're trending up."



DENTIST WINS KLAC TALENT SEARCH — Ron Mingo, a dental technician from Encino, Calif., won KLAC Radio's third annual Country Music Talent Search in a promotion by the Los Angeles country station. The winner will receive 500 pressings of his demo on Handshake Records, with 150 copies being distributed to radio stations nationwide for evaluation. Pictured are the 10 contest judges and two KLCA representatives. Seated at the table are (l-r): David Wood, Lacy J. Dalton's manager; Al Gallico, Gallico Music; Craig Applequist, CBS Records; and Joel Newman, Handshake Records. Pictured in the back row are (l-r): Bob Bennett, director, marketing, Six Flags Magic Mountain; Debbie Williams, manager, sales promotions, Six Flags Magic Mountain; Cathy Hahn, Music director, KLAC; Dottie Vance, MCA Records; Don Langford, program director, KLAC; Dale White, Liberty Records; Snuff Garrett, Garrett Music; and Cindy Jordan, last year's Talent Search runner-up.

THE COUNTRY MIKE

UNITED STATIONS UPDATE — As reported in *Cash Box* Sept. 5, Dick Clark is spearheading the formation of the United Stations Country Music Network, a full-time radio programming network, available live via satellite to country stations nationwide. Associates in the new venture include Nick Verblitsky, former senior vice president of the Mutual Broadcasting System, who will serve as president; Frank Murphy, the firm's new vice president/marketing who held a similar position with Mutual, and Ed Salamon, former program director of WHN/New York, who will carry the title vice president/programming. United Stations Country Music Network will feature country music and hourly newscasts, air personalities, country music stars as guest DJs, plus programming specials and live concert broadcasts. The program service will be handled via Transponder 3 on Westar II by the American Satellite Company. The American Satellite Company presently provides communications services to over 150 commercial customers, including Sperry-Univac, Federal Express, Bank of America, General Dynamics, and The New York Times. The United Stations Country Music Network will be available on a market-exclusive basis.



Don Keith

WFIL-AM BOWS CONTEMPORARY COUNTRY — After 15 years of programming top 40, then adult contemporary formats, WFIL-AM/Philadelphia has cashed in its A/C chips for a contemporary country format. The Philadelphia powerhouse follows its FM sister, WSUL, into the country market due to its rather lack-luster showing in the most recent Arbitron ratings, and the widespread acceptance of WSUL in its initial Arb book. Program director Dean Tyler will continue in that capacity, this being his first-term programming a country station. Jim DeCaro is the general manager.

PERSONALITY PROFILE: While attending the University of Alabama, Tuscaloosa, in 1967, Don Keith began a career in broadcasting with top 40 station WJRD. For two years Keith handled the mornings, 3 a.m. to 6 a.m. until he took the afternoon drive slot with crosstown pop/adult station WNPT. After graduation in 1970, Keith moved to Birmingham and then top 40 station WVOK where he worked the morning drive shift for nearly six years. Then, in 1976, because Keith was so instrumental in putting together WVOK-FM (K-99), he was named program director of the new AOR station. After three years of handling the programming chores and the morning drives, Keith moved to Nashville and WJRB where he is presently program director, operations director, and is on the air from 3 a.m. to 6 a.m. Among other accolades, he was most recently named one of the top five country air personalities in the nation in 1981. Currently he is busy putting together a Nashville based syndicated radio program, *The Proud Country Network*, scheduled to be available in the near future.

NBC RADIO BOWS SATELLITE DEVELOPMENT PROGRAM — Charles Renwick, executive vice president, network development, for NBC Radio has announced the signing of a letter of intent with Scientific-Atlanta for the firm to supply digital satellite earth stations for the future needs of NBC Radio's additional networks and program services. The announcement marked NBC Radio's first step into its satellite development program. Renwick, responsible for NBC's expansion into multi-networks and additional program services, plus the development of satellite transmission, stated that barring contractual difficulties, the "three-meter earth stations would be installed at affiliate stations beginning in 1982."

NARWOOD PROD. OFFERS 'COUNTRY CLOSEUP' — Narwood Prod., Inc., president Ted LeVan has announced the availability of a new weekly series of one hour country specials, *Country Closeup*. Scheduled to begin airing in January 1982, *Country Closeup* will feature the top stars of country music, with interviews by Loretta Lynn, Mickey Gilley, Tammy Wynette, the Bellamy Brothers, Emmylou Harris, T.G. Sheppard, Alabama and Glen Campbell. Narwood's Ellen Silver will produce the syndicated program, which will be made available to country stations on a barter basis. The package comes complete with five 60-second slots for local sale, guest artist promotions, customized station IDs, ads, slicks, press releases, contests and local merchandising tie-ins. For further information, contact Narwood Prods., Inc. at (212) 755-3320.

PROUD COUNTRY NETWORK DEBUTS FROM MUSIC ROW — The Nashville-based syndicator, Proud Country Radio, has announced *The Proud Country Network*, a weekly program originating from Music Row in Nashville. The two-hour program will consist of a top-25 countdown plus special features and news segments about country personalities. *Proud Country Network*, hosted by air personalities Don Keith and Jan Bozeman, is available free of charge, except for a minimal handling fee, and will have 10 minutes per hour for local sale. For more information call: (615) 244-7300.

KIRDAR PROMOTED AT KNIX — Leyla Kirdar was recently promoted to the position of publicity and promotions director for KNIX-AM & FM/Phoenix, Ariz. Kirdar has been with the country stations since 1980, most recently serving as sales assistant. She replaces Jan A. Kowal who has returned to Arizona State University at Tempe to complete her masters degree in business administration and marketing.

country mike

PROGRAMMERS PICKS

Bob Sherwood	KIXZ/Amarillo	Share Your Love With Me — Kenny Rogers — Liberty
Mike Lee	KVOC/Caster	All My Rowdy Friends (Have Settled Down) — Hank Williams, Jr. — Elektra/Curb
Bobby Martln	WCOS/Columbia	Try Me — Randy Barlow — Paid
Ron Dennington	KGEM/Boise	Memphis — Fred Knoblock — Scotti Brothers
Coyote Calhoun	WAMZ/Louisville	Just One Time — Tompall & the Glaser Brothers — Elektra
Henry Jay	WGTO/Cypress Gardens	If I Needed You — Emmylou Harris and Don Williams — Warner Bros.
Jack Seckel	WIXZ/Pittsburgh	Then You Can Tell Me Goodbye — Taffy McElroy — MCA

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On 9/5 Chart	
1 THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661)	1	40
2 THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770)	2	38
3 CLODBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	3	32
4 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	5	20
5 BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046)	4	16
6 TRUE VICTORY MIN. KEITH PRINGLE (Savoy SGL 7053)	7	34
7 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	8	22
8 20TH ANNIVERSARY ALBUM JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059)	6	28
9 GOD IS OUR CREATOR ALBERTINA WALKER (Savoy SL 14583)	9	28
10 GOD'S WAY (IS THE BEST WAY) JAMES CLEVELAND & THE VOICES OF WATTS (Savoy SL 14631)	10	6
11 RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227)	11	40
12 YOU DON'T KNOW HOW GOOD GOD'S BEEN TO ME CHARLES FOLD & THE FOLD SINGERS (Savoy 7061)	12	6
13 PRESENTING THE WINANS (Light 5792)	14	4
14 SAINTS HOLD ON SENSATIONAL NIGHTINGALES (Malaco 4373)	15	4
15 SAID I WASN'T GONNA TELL NOBODY DONALD VAILES (Savoy 7052)	---	2
16 YOU'VE BEEN MIGHTY GOOD TO ME NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7070)	---	2
17 I WANT TO BE READY JAMES CLEVELAND & THE LOS ANGELES CHAPTER (Savoy 7071)	17	4
18 YOU MAKE EVERYTHING ALRIGHT TRIBORO MASS CHOIR (Savoy 14628)	18	4
19 MIRACLES JACKSON SOUTHERNAIRES (Malaco M-4370)	19	40
20 EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14580)	20	34

Inspirational

	Weeks On 9/5 Chart	
1 AMY GRANT IN CONCERT (Myrrh MSB 6668)	2	14
2 PRIORITY IMPERIALS (Dayspring DST 4017)	1	30
3 FAVORITES, VOL. 1 EVIE TOURNQUIST (Word WSD 8845)	3	36
4 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	5	184
5 FORGIVEN DON FRANCISCO (New Pax NP 33042)	7	146
6 NEVER ALONE AMY GRANT (Myrrh MSB 6645)	6	66
7 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	4	46
8 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	10	40
9 REJOICE 2nd CHAPTER OF ACTS (Sparrow SPR 1050)	8	10
10 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	9	56
11 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	11	54
12 FOR THE BRIDE JOHN MICHAEL TALBOT (Sparrow BWR 2021)	12	4
13 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	16	146
14 COMING HOME MIKE WARNKE (Myrrh MSB 6670)	15	6
15 AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675)	18	4
16 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0064)	---	2
17 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST 4015)	17	4
18 BENNY HESTER (Myrrh 6655)	---	2
19 SEEDS OF CHANGE KERRY LIVGREN (Kirshner/CBS NJ 36537)	19	4
20 PRAISE V VARIOUS ARTISTS (Maranatha MM 0076)	20	10



CHAPMAN SET TO TOUR AUSTRALIA — Myrrh recording artist Morris Chapman will embark on a tour of Australia during September. Chapman recently visited with members of the staff at Word Records to finalize plans on the dates. Pictured above are (l-r): James Bullard, director, black gospel division, Word Records; Chapman; and Stan and Norman Moulton, joint managing directors, Word/Australia.

GOSPEL NEWS

BIRTHRIGHT — Dr. Byron Spears, president of Birthright Records, has announced that the first of two new Edwin Hawkins albums will be released by Myrrh Records in late September. The debut album, "Edwin Hawkins With The Oakland Symphony Orchestra, Vol. 1," was recorded live, with Gil Askey conducting. Askey has previously worked with Diana Ross and Curtis Mayfield.

MOVE — Roy Calloway has moved from director of Great Circle Sound Development at the New Benson Co. to executive producer for Nashville's Mustard Seed Records, according to Ron Coker, marketing director. The custom label is currently staffed by Mike Coward, general manager, and Don Kunselman, director of artist services. Mustard Seed offers over 400 background tapes for recording sessions, as well as providing original arrangements of material.

Dallas Holm has announced the opening of a branch office of Praise Ministries in Mobile, Ala. to coordinate his concert Ministry, naming Gordon Waller as concert coordinator. In the new position, Waller will be responsible for handling concert promotions for Dallas Holm and Praise.

Re'Generation has been signed by Allied Concert Services of Minneapolis, Minn. for a series of 15 concerts in 15 cities in Michigan, Minnesota, Iowa and South Dakota during the month of November. The concert series represents a first for the Nashville-based group, as they appear as part of a regular subscription series presenting a mixture of Broadway songs with spiritual music in civic and high school auditoriums.

Retired Nashville attorney, **Frank E. Ratner**, has announced plans to publish a music industry newspaper, *Country Music West*, which will feature news pertinent to the country and gospel music industries. Ratner was formerly an attorney for several country and gospel music artists in Nashville, where he also published the *Country Music Telegram* until his retirement in 1977, when he moved to Los Angeles. Ratner will be assisted on his new publication by **Frances Kavanaugh-Hecker**, a former motion picture and TV writer. News items can be sent to *Country Music West*, 13609 Victory Blvd., #133, Van Nuys, Calif. 91401.

Greg Nelson, staff writer for River Oaks Music, has been elected to the Board of Governors of the Nashville Chapter of the National Academy of Recording Arts and Sciences; and **Randy Cox**, general manager of Meadowgreen Music, Inc. and River Oaks Music Inc., has been elected to a second one-year term to the Board.

Bread N' Honey artist **Rick Foster** will be entering the studio soon to begin work on his third album, "How Great Thou Art," scheduled for release early next year. The album will feature special string backgrounds on five of the 10 cuts. Foster's two previous albums for the label, "Hymns for Classic Guitar" and "More Hymns for Classic Guitar," have held consistent places on the Inspirational charts and were recently released as guitar books by Mel Bay Publishing.

Gentry McCreary, director of A&R for Luminar Records and director of radio promotion for Light Records, was named Producer of the Year by the Gospel Announcers Guild in ceremonies in Los Angeles, Calif. at the 15th annual session of the Gospel Music Workshop of America. McCreary later received a standing ovation at a reception at the home of **Andrae Crouch** hosted by Light Records, with key executives attending to meet announcers from across the country.

Hilton Hotels Corporation has joined **Johnny Mann's** "Great American Choral Festival" competition as the primary sponsor. Mann, the winner of two Grammy Awards, also announced that many local Hilton Hotels and Inns will be the official headquarters for each competition. The first of 50 state festival competitions will be January 9, 1982 in Los Angeles, with 49 other state festivals planned for January through March. Six regional competitions will take place in early April and May, with the finals set for the Memorial Day period in Philadelphia. More than 250 outstanding music educators and professional conductors will judge the competitions including **Norman Luboff**, **Henry Mancini**, **Roger Wagner**, **Anita Kerr**, **Ray Coniff**, **Ray Charles** and **Fred Waring**. **Dr. Charles Hirt**, professor emeritus at USC, will head adjudicating activities.

The Festival will be unique to choral competition. Each state competition will be conducted in four divisions which will include all groups from junior and senior high school choirs through university concert ensembles; from local barbershop quartets and choruses to civic and church groups and independent amateur units. Groups will be judged exclusively on the quality of their ensemble singing.

RECEPTION FOR CLAWSON — Triangle Records hosted a reception for premier vocalist **Cynthla Clawson** at the Nashville offices of ASCAP recently. The purpose of the reception was to introduce Clawson's new LP, "Finest Hour," to members of the press and the Nashville music community — more than 100 turned out for the occasion. Clawson was also presented with the specially made hour glass that adorns the cover of the album. The vocalist earlier this year won three Dove awards, including Female Vocalist of the Year. Additionally, she walked away with a Grammy this year for her participation in *The Lord's Prayer*. A bit of Clawson trivia — did you know she has a vocal range of nearly four octaves?

angela ball

ALBUM REVIEWS

AMAZING GRACE — B.J. Thomas — Myrrh — MSB 6675 — Producer: Pete Drake — List: 7.98

Thomas' transition to contemporary Christian music has coincided with a strengthening of his personal life, which has led his career to new heights. He has come full circle since the success of "Another Somebody Done Somebody Wrong Song," leaving the enviable status on the country charts for a gospel career. "Amazing Grace" is a compilation of traditional hymns like "The Old Rugged Cross" and "His Eye Is On The Sparrow," tastefully arranged to mesh with Thomas' unique phrasing.

REFLECTIONS — Tom Netherton — Word WSB 8852 — Producer: David Diggs — List: 7.98

Netherton projects an aura of sophistication on this album with lush arrangements complete with full string accompaniment. Smooth, rich vocals become the trademark of this relative newcomer, as he delivers his message through diverse lyrics. "Reflections" is a veritable songwriter's who's who, boasting tunes by David Meece and Tim Sheppard.

THE WINANS — Light-LS 5792 — Producers: Bill Maxwell and Andrae Crouch — List: 7.98

The Winans enter the gospel music world in a blaze of glory on this, their debut album, produced by Andrae Crouch. The quartet comprised of brothers Marvin, Carvin, Michael and Ronald, projects a sound that could easily crossover to black contemporary formats. Marvin is the songwriter of the family, claiming all but one of the tunes on the album. Arrangements utilize a lead vocalist with tight harmonic back-up, a musical style that The Winans seem to have invented.





RCA MARKETING CONVENTION HIGHLIGHTS — More than 400 RCA Records employees, artists and Associated Labels representatives attended the company's recent three-day national marketing meeting in Chicago. Themed "Where Music Happens," the convention was chaired by Larry Gallagher, division vice president, national sales. Pictured in the **top row** are (l-r): Jerry Bradley, division vice president, Nashville Operations; Gallagher; Joe Galante, division vice president, marketing, Nashville; RCA artist Ronnie Milsap; producer Tom Collins; RCA president Robert Summer; Jack Craig, division vice president, RCA Records—U.S.A. and Canada; Gallagher; Summer presenting a gold record for Stephanie Mills' latest LP to 20th Century-Fox Records president Neil Portnow; Summer; Triumph's Mike Levine; and Paul Kantner of the Jefferson Starship. Shown in the

middle row are (l-r): RCA artist Rick Springfield performing for the gathering; Ray Harris, division vice president, black music, introducing RCA group Dream Machine; Dan Loggins, director, contemporary music A&R; RCA artist Bob Welch; and Milsap performing for the crowd with gusto. Pictured in the **bottom row** are (l-r): Frank O'Donnell, manager, national field merchandising; Keith Jackson, division vice president, black music marketing; Jack Chudnoff, division vice president, merchandising; Irwin Katz, director, Red Seal merchandising; Richard Thorward, division vice president, marketing; Galante; Craig; Springfield; Ed Preston, general manager, RCA Canada Record Division; Red Seal artist violinist Dylana Jenson; Tom Shepard, division vice president, Red Seal; Craig; RCA artist Jack Green; and Summer.

THE Staple Singers

HOLD ON TO YOUR DREAM

A Day of Inspiration And Dreams Fulfilled!

AUGUST 4, 1981—CHICAGO'S "SALUTE TO THE STAPLE SINGERS"

For more than 20 years, the Staple Singers have given Chicago and the world music that excites and inspires. The hallmark of recognition came this year, when Mayor Jane Byrne proclaimed Tuesday, August 4 the "Salute To The Staple Singers Day" in Chicago. This was only the second time in history that entertainers were so honored in that city.

20th Century-Fox Records commemorated the occasion with the release of The Staple Singers' debut album for the label, "Hold On To Your Dream" T-636. This album, recorded in Allen Toussaint's Sea-Saint Studio in New Orleans, has a contemporary feel and features glowing vocals by Mavis and Pop Staple. And it's got all the soul fire that's made the world famous Staple Singers consistent sales makers and chart toppers for so long.

CONTAINS THE BRAND NEW SINGLE, "HOLD ON TO YOUR DREAM."

Produced by THE STAPLE SINGERS & JOHN ABBEY
for 4 Sure Productions Inc.


Manufactured and distributed by RCA Records

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	1 22	38 HAPPY LOVE NATALIE COLE (Capitol ST-12165)	48 2
2 IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	2 15	39 THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA BXL1-3976)	— 1
3 ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2031)	4 7	40 VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	40 28
4 DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	3 10	41 THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482)	38 5
5 IN THE POCKET COMMODORES (Motown M8-955M1)	5 11	42 THE STRIKERS (Prelude PRL 14100)	43 8
6 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	10 5	43 EBONEE WEBB (Capitol ST-12148)	50 4
7 CARL CARLTON (20th Century-Fox/RCA T-628)	6 9	44 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	36 36
8 I'M IN LOVE EVELYN KING (RCA AFL1-3962)	7 10	45 JUST A LIL' BIT COUNTRY MILLIE JACKSON (Spring/PolyGram SP-1-6732)	41 6
9 JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	9 7	46 A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	42 23
10 LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	8 13	47 NIGHT CLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	39 18
11 BLACK & WHITE POINIER SISTERS (Planet/Elektra P-18)	11 12	48 CLOSER THAN CLOSE THE STYLISTICS (TSOP/CBS FZ 37458)	57 2
12 CHILDREN OF TOMORROW FRANKIE SMITH (WMOT FW 37391)	13 9	49 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD-1-6327)	49 6
13 LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	20 4	50 THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	— 1
14 THE BROOKLYN, BRONX & QUEENS BAND (Capitol ST-12155)	14 7	51 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	44 17
15 WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	12 11	52 NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	— 1
16 CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	16 10	53 LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	51 16
17 MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	17 25	54 I LIKE YOUR STYLE JERMAINE JACKSON (Motown M8-952M1)	— 1
18 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	15 8	55 MY SPECIAL LOVE LATOYA JACKSON (Polydor/PolyGram PD-1-6328)	58 3
19 WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	18 10	56 MIRACLES CHANGE (Atlantic SD 19301)	53 23
20 WALL TO WALL RENE & ANGELA (Capitol ST-12161)	21 8	57 I BELIEVE IN LOVE ROCKIE ROBBINS (A&M SP-4869)	62 2
21 THE TEMPTATIONS (Gordy/Motown G8-1006M1)	24 4	58 THE SPIRIT'S IN IT PATTI LABELLE (Phila. Int'l./CBS FZ 37380)	— 1
22 BLACK TIE THE MANHATTANS (Columbia FC 37156)	22 7	59 BILLY PRESTON & SYREETA (Motown M8-958M1)	56 6
23 TOO THE S.O.S. BAND (Tabu/CBS FZ 37444)	23 5	60 NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE 37406)	45 11
24 IN THE NIGHT CHERYL LYNN (Columbia FC 37034)	19 11	61 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	47 21
25 THE TIME (Warner Bros. BSK 3598)	29 4	62 TRY ME, I'M REAL BOBBY BLAND (MCA-5233)	— 1
26 KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCL P 2019)	28 16	63 CLASS THE REDDINGS (Believe In A Dream/CBS FZ 37175)	46 9
27 STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	26 19	64 "RIT" LEE RITENOUR (Elektra 6E-331)	59 17
28 TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	32 3	65 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1)	52 29
29 SLINGSHOT MICHAEL HENDERSON (Buddah/Arista BDS 6002)	54 2	66 WANTED DREAD AND ALIVE PETER TOSH (Rolling Stones/EMI America SO-17055)	55 11
30 SUMMER HEAT BRICK (Bang/CBS FZ 37471)	34 3	67 ALICIA ALICIA MEYERS (MCA-5181)	65 22
31 TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	37 3	68 BUSTIN' LOOSE ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	63 12
32 SWEET AND WONDERFUL JEAN CARN (TSOP/CBS FZ 36775)	31 7	69 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	60 45
33 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	25 21	70 IT'S WINNING TIME KLIQUE (MCA-5198)	68 14
34 THE DUDE QUINCY JONES (A&M SP-3721)	27 25	71 SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	61 18
35 MAGIC MAN HERB ALPERT (A&M SP-3728)	35 6	72 HOT! LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605)	70 14
36 RADIANT ATLANTIC STARR (A&M SP-4833)	33 29	73 GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	66 39
37 CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542)	30 10	74 UNLIMITED TOUCH (Prelude PRL 12184)	64 14
		75 CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	71 27



THEY GOT STYLE -- Emergency Records recently signed the R&B outfit Style to a three-year contract with the label, which is preparing release of the group's single, "Movin' On," later in September. Pictured standing during the signing are (l-r): Sergio Cossa, president of Emergency; Jimmy Lewis, producer; and Curtis Urbina, vice president of Emergency Records. Pictured seated are (l-r): Kevin Wilson, Reynaldo Rosario and Clarence Morales of the group.

THE RHYTHM SECTION

PRODUCING RESULTS — Music is an essential ingredient in the personality of songwriter/producer **Chuck Jackson**. From the early days when he listened to the music of **Rev. James Cleveland** and **C.L. Franklin**, to his eventual work as a staff songwriter with Curtom Records, making music or helping shape the music of others has served as a vehicle for his artistic being. Though an accomplished musician, the South Carolina native has eschewed his desire to perform in favor of the mixing board and lead sheets, racking up 17 gold albums and singles, five platinum LPs and seven Grammy nominations, primarily on his collaborations with **Marvin Yancy** on **Natalie Cole's** LPs. Currently in release are several projects which Jackson has produced or co-produced. Among them are **Aretha Franklin's** Arista LP, "Aretha," **Phyllis Hyman's** Arista album, "Can't We Fall In Love Again" and **Michael Henderson's** "Slingshot" on Arista. He is now in the studio with **Donna Washington** preparing her next LP for Capitol Records, in addition to readying a project with **Ren Woods** for Elektra/Asylum. But even with the volume of work, Jackson treats each project as if it were his Pygmalion, providing the artist more than proper sound level and tight mixing. "I get into the personality of the artist because I don't have to worry about my ego as a performer. The fact that I don't try to compete allows me to relax and concentrate on the style of the artist I'm working with," explains Jackson. "I love writing and producing best." Jackson said that he was preparing to enter a deal with Capitol where he would develop product for the label through his production company. Jackson said he had plans to work with other producers through the company, including cohort **Tony Coleman**, in the capacity of executive producer. But the life of a record or production company executive is not exactly his schtick. "I don't ever think I'd stop writing songs or not want to produce," says Jackson, adding "I'd rather be behind the mixing board or out among the talent than behind a desk."

SOUL — Legendary blues queen **Koko Taylor** is set to appear at the Roxy in Los Angeles this week, marking her first appearance in the Southland. The blues shouter will be on the coast in support of her third Alligator LP, "From The Heart Of A Woman." Taylor's popularity has resurged in recent months with her appearances at several blues, jazz and rock festivals the last year, including "Blues Is A Woman" night at the Newport Jazz Festival in New York, Memphis' Beale Street MusicFest, Houston's Juneteenth Festival and the ChicagoFest. . . That ageless soulster, **Solomon Burke**, is in the process of making a move toward developing a larger audience. Through Wilson Prods. Ltd., Burke is set to do a gospel LP, which will be released on the Mother Earth label. But Burke's soul fans should not fret. Burke promises that this inspirational gospel album will feature the contemporary pop/gospel arrangements which made him an international presence among R&B fans.

AIRWAVES — A "Million Dollar Weekend" fund raiser is being sponsored by WJLB-FM/Detroit to collect resources for the Afro-American Museum which was founded there in 1965. Scheduled for Sept. 26 and 27, the event will feature the stations' air personalities and local celebrities broadcasting live from the museum, where telephone volunteers will collect donations toward the facility's new building fund. The city has promised to lease space in Detroit's Cultural Center, but money is needed for construction and staffing.

HOT CROSSOVER VINYL — Lots of hot black contemporary vinyl crossing to the **Cash Box** Top 200 Albums chart this week. Leading the sojourn to pop is "Never Too Much," the Epic LP by **Luther Vandross** (#118 bullet); "The Many Faces Of Roger," the Warner Bros. solo LP by **Zapp's Roger Troutman** (#131 bullet); **Jermaine Jackson's** Motown LP "I Like Your Style" (#135 bullet); **The Whispers' Solar/RCA** album "This Kind Of Lovin'" (#138 bullet); "The Spirit's In It," the PIR/CBS album by **Patti LaBelle** (#150 bullet); **Lena Horne: The Lady And Her Music Live On Broadway**, the legendary singer's Quest/Warner Bros. album (#159 bullet); **Natalie Cole's** Capitol LP "Happy Love" (#162 bullet); and "The Second Adventure," the Solar/Elektra debut by **Dynasty** (#168 bullet). "Oh No" by Motown's **Commodores** (#85 bullet) was the only B/C to pop crossover on the **Cash Box** Top 100 Singles chart.

SHORT CUTS — **Myrna Williams**, who recently exited the position of associate director of artist development at Epic/Portrait/CBS Associated Labels, recently formed World Wind Prods., a firm specializing in development of visual concepts and overseas and domestic tour management. Williams is currently handling press and promotion for the just filmed **Reggae Sunsplash** cinema project. She can be reached at (213) 936-8693 or 636-6688. . . "Walk Under Ladders," the upcoming LP by A&M's talented British pop/rocker, **Joan Armatrading**, will be in release soon. The album features the work of those popular reggae sessionists **Sly Dunbar** and **Robble Shakespeare**. . . **Cathy Jacobsen** was recently named director of sales and distribution for Emergency Records.

michael martinez

CASHBOX TOP 100

September 19, 1981

	Weeks On Chart	9/12 Chart		Weeks On Chart	9/12 Chart		Weeks On Chart	9/12 Chart						
1	ENDLESS LOVE	DIANA ROSS AND LIONEL RICHIE (Motown M 1519F)	1	11	35	LET'S DANCE (MAKE YOUR BODY MOVE)	WEST STREET MOB (Sugar Hill SH 763)	41	7	66	SATURDAY NIGHT	BOBBY BROOM (GRP/Arista GS 2516)	76	4
2	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)	CARL CARLTON (20th Century-Fox/RCA TC-248E)	2	14	36	THAT OLD SONG	RAY PARKER, JR. AND RAYDIO (Arista AS 0616)	27	10	67	IT SHOWS IN THE EYES	ASHFORD & SIMPSON (Warner Bros. WBS 49805)	—	1
3	SUPER FREAK (PART 1)	RICK JAMES (Gordy/Motown G 7205F)	4	8	37	BEFORE I LET GO	MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031)	43	5	68	KOOL WHIP	FATBACK (Spring/PolyGram SP 3020)	78	3
4	SQUARE BIZ	TEENA MARIE (Gordy/Motown G 7202F)	3	14	38	I HEARD IT THROUGH THE GRAPEVINE (PART 1)	ROGER (Warner Bros. WBS 49786)	44	5	69	DANCIN' FREE	THE BROTHERS JOHNSON (A&M 2368)	84	2
5	JUST BE MY LADY	LARRY GRAHAM (Warner Bros. WBS 49744)	5	13	39	JUST ONCE	QUINCY JONES featuring JAMES INGRAM (A&M 2357)	51	5	70	KNOCK! KNOCK!	THE DAZZ BAND (Motown M 1515F)	66	8
6	I'M IN LOVE	EVELYN KING (RCA PB-12243)	6	14	40	MIGHTY FINE	TTF (Gold Coast A-1100)	42	7	71	VERY SPECIAL	DEBRA LAWS (Elektra E-47142)	55	18
7	SLOW HAND	POINTER SISTERS (Planet/Elektra P-47929)	7	15	41	AIMING AT YOUR HEART	TEMPTATIONS (Gordy/Motown G 7208F)	48	6	72	CLASSY LADY	NOEL POINTER (Liberty P-1421)	54	9
8	SWEAT (TIL YOU GET WET)	BRICK (Bang/CBS ZS5 02246)	14	10	42	IF THAT'LL MAKE YOU HAPPY	GLADYS KNIGHT & THE PIPS (Columbia 18-02413)	47	6	73	CLASS (IS WHAT YOU GOT)	THE REDDINGS (Believe In A Dream/CBS ZS5 02437)	77	4
9	I'LL DO ANYTHING FOR YOU	DENROY MORGAN (Becket BKA45-5)	10	13	43	NIGHT GAMES	STEPHANIE MILLS (20th Century-Fox/RCA TC-2506-AM-C)	45	5	74	I'VE GOT TO LEARN TO SAY NO!	RICHARD "DIMPLES" FIELDS (Boardwalk NB 7-11-124)	85	2
10	WHEN SHE WAS MY GIRL	THE FOUR TOPS (Casablanca/PolyGram NB 2338)	12	6	44	I LIKE IT	CAMEO (Chocolate City/PolyGram CC 3227)	50	4	75	TAKE MY LOVE	MELBA MOORE (EMI-America A-8092)	86	2
11	WE'RE IN THIS LOVE TOGETHER	AL JARREAU (Warner Bros. WBS 49746)	13	10	45	DOUBLE DUTCH BUS	FRANKIE SMITH (WMOT 4W 85351)	23	30	76	INCH BY INCH	THE STRIKERS (Prelude PRL 8033)	79	5
12	LADY (YOU BRING ME UP)	COMMODORES (Motown M 1514F)	8	13	46	DON'T STOP THE MUSIC	BITS & PIECES (Mango 109)	52	7	77	JUST MY LUCK	TYRONE DAVIS (Columbia 18-02269)	88	2
13	LOVE ON A TWO WAY STREET	STACY LATTISAW (Cotillion/Atlantic 46015)	11	16	47	STAY THE NIGHT	LATOYA JACKSON (Polydor/PolyGram PD 2177)	34	10	78	BACKFIRED	DEBBIE HARRY (Chrysalis CHS 2526)	80	3
14	SILLY	DENIECE WILLIAMS (ARC/Columbia 18-02406)	19	7	48	EVERYBODY'S BROKE	HERBIE HANCOCK (Columbia 18-02404)	56	6	79	LET'S START II DANCE AGAIN	BOHANNON featuring DR. PERRI JOHNSON (Phase II 4W9 02449)	92	2
15	ON THE BEAT	THE B.B.&Q. BAND (Capitol P-4993)	16	12	49	SHINE YOUR LIGHT	THE GRAINGERS (BC 4009)	49	11	80	ANOTHER DAY WON'T MATTER	BILLY OCEAN (Epic 14-02485)	—	1
16	LOVE ALL THE HURT AWAY	ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	20	5	50	MAGIC MAN	HERB ALPERT (A&M 2356)	35	8	81	WARM WEATHER	PIECES OF A DREAM (Elektra E-47181)	89	2
17	DO IT NOW (PART 1)	THE S.O.S. BAND (Tabu/CBS ZS6 02125)	18	11	51	YOU WERE RIGHT GIRL	NATALIE COLE (Capitol P-5021)	37	9	82	WHO'S SAD	SMOKEY ROBINSON (Tamlam/Motown T 54332F)	82	4
18	CAN'T WE FALL IN LOVE AGAIN	PHYLLIS HYMAN and MICHAEL HENDERSON (Arista AS 0606)	17	12	52	IT'S YOU	AFTERBACH (ARC/Columbia 18-02222)	40	10	83	HE'S JUST A RUNAWAY	SISTER SLEDGE (Cotillion/Atlantic 46017)	64	9
19	NEVER TOO MUCH	LUTHER VANDROSS (Epic 14-02409)	26	7	53	YOU GOT THE PAPERS (BUT I GOT THE MAN)	JEAN KNIGHT & PREMIUM (Cotillion/Atlantic 46020)	62	4	84	NASTY DISPOSITION	AURRA (Salsoul/RCA S7 2148)	—	1
20	I LOVE YOU MORE	RENE & ANGELA (Capitol P-5010)	15	14	54	SHE GOT THE PAPERS (I GOT THE MAN)	BARBARA MASON (WMOT WS9 02506)	63	4	85	ZULU	THE OUIICK (Pavillion/CBS ZS5 02455)	90	2
21	SHAKE IT UP TONIGHT	CHERYL LYNN (Columbia 11-02102)	9	17	55	THIS KIND OF LOVIN'	THE WHISPERS (Solar/RCA YB-12295)	68	3	86	MIDDLE OF A SLOW DANCE	KLIOUE (MCA 51158)	—	1
22	WIKKA WRAP	THE EVASIONS (SAM S-12339)	30	8	56	SHE DON'T LET NOBODY (BUT ME)	CURTIS MAYFIELD (Boardwalk NB7-11-122)	69	3	87	LET'S GET CRACKIN'	SHOCK (Fantasy 916)	—	1
23	GET IT UP	THE TIME (Warner Bros. WBS 49774)	28	5	57	SNAP SHOT	SLAVE (Cotillion/Atlantic 46022)	74	2	88	GONNA FIND HER	TIERRA (Boardwalk NB7 11-112)	61	7
24	HERE I AM	DYNASTY (Solar/Elektra S-47932)	25	12	58	JAMMIN' BIG GUITAR	VAUGHAN MASON (Brunswick 55556)	60	6	89	SEND FOR ME	ATLANTIC STARR (A&M 2340)	59	15
25	FUNTOWN U.S.A.	RAFAEL CAMERON (Salsoul/RCA S7 2144)	24	13	59	SUMMER FUN	BILL SUMMERS AND SUMMERS HEAT (MCA 51138)	46	8	90	SHE BELIEVES IN ME	ROBERT WINTERS & FALL (Buddah/Arista BDA 628)	—	1
26	THIS IS FOR THE LOVER IN YOU	SHALAMAR (Solar/RCA YB-12250)	22	14	60	TIME TO THINK	ROCKIE ROBBINS (A&M 2355)	71	3	91	THE REAL THING	THE BROTHERS JOHNSON (A&M 2343)	58	14
27	A LITTLE BIT OF JAZZ	THE NICK STRAKER BAND (Prelude PRL 8034)	29	8	61	TURN IT OUT	THE EMOTIONS (ARC/Columbia 18-02239)	53	10	92	SOMETHIN' THAT YOU DO TO ME (KEEPS TURNING ME ON)	T LIFE (Arista AS 0623)	—	1
28	JUST ONE MOMENT AWAY	MANHATTANS (Columbia 18-02191)	21	12	62	I JUST WANT TO LOVE YOU	STANLEY CLARKE/GEORGE DUKE (Epic 14-02397)	57	6	93	FUNKY SENSATION	GWEN McRAE (Atlantic 3853)	91	3
29	I CAN'T LIVE WITHOUT YOUR LOVE	TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5 02462)	36	4	63	PULL FANCY DANCER/PULL — PART 2	ONE WAY (MCA 51165)	73	3	94	IT'S GONNA TAKE A MIRACLE	TRUTH (Devaki/Mirus DK 4003)	—	1
30	GENERAL HOSPI-TALE	THE AFTERNOON DELIGHTS (MCA 51148)	31	7	64	SECRETS	BOBBY WOMACK (Beverly Glen 2000)	72	3	95	YOU OUGHT TO BE WITH ME	CARL WEATHERS (Mirage/Atlantic WTG 3834)	75	6
31	FREEWAY	PEACHES & HERB (Polydor/PolyGram PD 2178)	32	8	65	WHO'S BEEN KISSING YOU?	HOT CUISINE (Prelude PRL 8035)	67	5	96	ANYBODY WANNA DANCE	EBCNEE WEBB (Capitol P-5008)	70	15
32	DO YOU LOVE ME?	PATTI AUSTIN (Owest/Warner Bros. QWE 49754)	33	7						97	HEARTBEAT	TAANA GARDNER (West End WES 1232)	83	22
33	STAY AWAKE	RONNIE LAWS (Liberty P-1424)	38	6						98	TURN OUT THE NIGHTLIGHT	TAVARES (Capitol P-5019)	81	11
34	LOVE HAS COME AROUND	DONALD BYRD AND 125TH STREET N.Y.C. (Elektra E-47168)	39	7						99	BODY FEVER (LET'S GO PARTY)	LINDA JONES (Spirit SP-B-777-12)	94	4

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

A Little Bit (Lynton Muir/Tycho — license pending)	27	Heartbeat (Kenix/Sugar Biscuit — ASCAP)	97	Let's Start (April Bohannon — ASCAP)	79	BMI)	47
Aiming At Your (Assorted (Admin. By Mighty Three) — BMI)	41	Here I Am (Spectrum VII/Silver Sounds — ASCAP)	24	Love All The Hurt (Irving/Lijesrika — BMI)	16	Summer Fun (Bilsun/Pure Delite — BMI)	59
Another Day (Blackwood/Zomba — BMI)	80	He's Just A Runaway (Walden/Gratitude — ASCAP/Irving — BMI)	83	Love Has Come (Blackbyrd — BMI)	34	Super Freak (Jobete & Stone City — ASCAP)	3
Anybody Wanna (Eboney Webb/Cessess — BMI)	96	I Can't Live (Mighty Three — BMI)	29	Love On A Two Way Street (Gambi — BMI)	13	Sweat (WB/Good High — ASCAP)	8
Backfired (Chic — BMI)	78	I Heard It (Ston Agate — BMI)	38	Magic Man (Almo — ASCAP/Irving — BMI)	50	Take My Love (Duchess — BMI)	75
Before I Let Go (Amazement — BMI)	37	I Just Want (Clarkee — BMI)	62	Middle Of A Slow (ForGeorge — BMI)	86	That Old Song (Raydiola — ASCAP)	36
Body Fever (Sanyon/Edijon/Fulatab — BMI)	99	I Like It (Better Days/Better Nights — ASCAP)	44	Mighty Fine (Marv Stuart/Jabo — BMI)	40	The Real Thing (State Of The Arts/Brojaly — ASCAP)	91
Can't We Fall (ATV/Ivers — BMI)	18	I Love You More (A La Mode/Arista — ASCAP)	20	Nasty Disposition (Lucky Three/Red Aurra — BMI)	84	This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP)	26
Class (Dextotis/Band of Angels — BMI)	73	If That'll Make (Nick-O-Val — ASCAP)	42	Never Too Much (Uncle Ronnie's — ASCAP)	19	This Kind Of Lovin' (Spectrum VII/Silver Sounds — ASCAP)	55
Classy Lady (Phivin Int'l/Faulkner — ASCAP/BMI)	72	I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	9	Night Games (Cotillion — BMI)	43	Time To Think (Rockie/Almo — ASCAP/Kershey — BMI)	60
Dancin' Free (State Of The Arts/Kodi — ASCAP)	69	I'm In Love (Duchess — MCA)	6	On The Beat (Little Macho — ASCAP)	15	Turn It Out (Yougoulei — ASCAP)	61
Do It Now (Part I) (Avant Garde/Kozmik Kop — ASCAP/Interior/Sigidi — BMI)	17	Inch By Inch (Trumar/Strikers — BMI)	76	Pull Fancy (Duchess/Perk's — BMI)	63	Turn Out The Night Light (Brass Heart — BMI/Werdna Kiofloo — ASCAP)	98
Do You Love Me? (Rodsongs (PRS) Admin. by Rondor (London)/Admin. in the U.S. & Canada by Almo — ASCAP)	32	It's Gonna Take (Murios/Davahkee — ASCAP)	94	Send For Me (Irving/Mercy Kersey — BMI)	89	Very Special (At Home/Jeffix — ASCAP)	71
Don't Stop (Total X — ASCAP)	46	It's You (Modern American/Mike/Rob — ASCAP)	52	Shake It Up Tonight (April — ASCAP)	21	Warm Weather (Assorted — Admin. by Mighty Three — BMI)	81
Double Dutch (WIMOT/Frason/Supermarket — BMI)	45	I've Got To Learn (On The Boardwalk/Dat Richfield Kat/Songs Can Sing — ASCAP)	74	She Believes In Me (Angel Wing — ASCAP)	90	We're In This (Blackwood/Magic Castle — BMI)	11
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	1	Jammin' Big Guitar (Lena/Funky Feet — BMI)	58	She Don't Let (Fekaris — ASCAP/M&M — BMI)	56	When She Was My (MCA — ASCAP)	10
Everybody's Broke (Hancock/Polio Grounds — BMI)	41	Just Be My Lady (Nineteen Eighty Foe — BMI)	5	She Got (Framingreg/Marc James — BMI)	54	Who's Been Kissing (Subiddu B.V./April/Chappells/Roker/ATV-license pending)	65
Freeway (Bull Pen/Wah Watson — BMI)	38	Just My Luck (Content — BMI)	77	She's A Bad Mama Jama (Jim/Edd — BMI)	2	Who's Sad (Chardax-BMI)	82
Funky Sensation (Kenix — ASCAP)	93	Just Once (ATV/Mann and Weill — BMI)	39	Shine Your Light (Dahill — BMI)	49	Wikka Wrap (Screen Gems/EMI — license pending)	22
Funtown U.S.A. (One To One — ASCAP)	25	Just One Moment Away (Content — BMI)	28	Silly (Rosebud — license pending)	14	You Got The Papers (Old New Orleans — BMI)	53
General Hospi-Tale (Sky's The Limit — SESAC)	30	Knock! Knock! (Jazzy Autumn & Three Go — ASCAP)	20	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	7	You Ought To Be (H&H Team/Green Cayenne & Synthesis — ASCAP)	95
Get It Up (Tionna-license pending)	23	Kool Whip (Fired-Up — ASCAP)	68	Snap Shot (Cotillion/Evening Ladies — BMI)	57	You Were Right Girl (Chardax — BMI)	51
Give It To Me (Jobete & Stone City — ASCAP)	100	Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	12	Somethin' That You Do (Mills And Mills/Six Continents/Think Fast — BMI)	92	Zulu (ATV — BMI)	85
Gonna Find Her (Marvin Gardens — ASCAP)	88	Let's Dance (Funky P.O./At Home — ASCAP)	35	Square Biz (Jobete — ASCAP)	4		
		Let's Get Crackin' (MacMan — ASCAP)	87	Stay Awake (Sweetbeat — ASCAP)	33		
				Stay The Night (Blackwood/Screen Gems — EMI —			

BLACK CONTEMPORARY

MOST ADDED SINGLES

- 1. SNAP SHOT — SLAVE — COTILLION/ATLANTIC**
WGCI, WCIN, WWIN, WLLE, WENZ, WBMX, WXYV, WDAS-FM, WOKB, WNHC, WAOK, KDKO, WILD
- 2. IT SHOWS IN THE EYES — ASHFORD & SIMPSON — WARNER BROS.**
WVEE, WWRL, WWIN, WEDR, WENZ, WDIA, WSOK, WGIV, KDKO, WILD, WRBD
- 3. THIS KIND OF LOVIN' — THE WHISPERS — SOLAR/RCA**
WPAL, WVEE, WENZ, WBMX, WUFO, WOKB, WAOK, WATV, WILD, KPRS
- 4. TIME TO THINK — ROCKIE ROBBINS — A&M**
WWRL, WRAP, WGCI, WCIN, WATV, WGIV, KPRS
- 5. SHEDON'T LET NOBODY (BUT ME) — CURTIS MAYFIELD — BOARDWALK**
WPAL, WAOK, KSOL, WILD, KPRS, WDAO
- 6. DANCIN' FREE — THE BROTHERS JOHNSON — A&M**
WHRK, WWRL, WRAP, WWIN, WENZ, WXYV
- 7. PULL FANCY DANCER/PULL-PART 2 — ONE WAY — MCA**
WENZ, WOKB, WAOK, KPRS, WVKO
- 8. KOOL WHIP — FATBACK — SPRING/POLYGRAM**
WRAP, WJMO, WBMX, WDAS-FM, WGIV

MOST ADDED ALBUMS

- 1. I LIKE YOUR STYLE — JERMAINE JACKSON — MOTOWN**
WHRK, WPAL, WWIN, WUFO, WXYV, WOKB, WSOK, WNHC, WILD, KPRS, WDAO, WGPR-FM
- 2. NEVER TOO MUCH — LUTHER VANDROSS — EPIC**
KDAY, WGCI, WCIN, WWIN, WLLE, WXYV, WDAS-FM, WAOK, WATV, KPRS, WDAO
- 3. NEW AFFAIR — THE EMOTIONS — ARC/COLUMBIA**
WRAP, WLLE, WBMX, WUFO, WSOK, KPRS, WDAO

UP AND COMING

IT WAS SO EASY — STACY LATTISAW — COTILLION/ATLANTIC

I'M SO GLAD I'M STANDING HERE TODAY — CRUSADERS featuring JOE COCKER — MCA

I COULD WRITE A LOVE SONG — MIGHTY FIRE — ELEKTRA

LOVE DON'T LOVE NOBODY — JEAN CARN — TSOP/CBS

BLACK RADIO HIGHLIGHTS

WVEE — ATLANTA — SCOTTY ANDREWS, PD

HOTS: D. Morgan, T. Marie, Pointer Sisters, D. Ross/L. Richie, Ebonee Webb, Q. Jones, D. Williams, The Time, Brick, West Street Mob, C. Carlton, D. Laws, E. King, Evasions, L. Vandross. ADDS: Ashford & Simpson, T. Davis, Whispers, Ebonee Webb, Roger. LP ADDS: N. Cole, E. Williams, S.O.S. Band.

WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: C. Carlton, D. Ross/L. Richie, Ebonee Webb, L. Vandross, N. Straker Band, D. Morgan, West Street Mob, B.B.&Q. Band, C. Carter. ADDS: Ashford & Simpson, Tyrone Davis, K. Burke, Melba Moore, Rene & Angela, Maze, Crusaders, Spunk, High Inergy, Slave, S. Lattisaw, Bros. Johnson. LP ADDS: J. Jackson, L. Jackson, TTF, Brenda Watts, L. Vandross, F. Smith.

WXYV — BALTIMORE — TIM WATTS, PD

HOTS: P. Hyman/M. Henderson, A. Franklin/G. Benson, D. Byrd, Temptations, D. Williams, Al Jarreau, 1st Class, B.B.&Q. Band, L. Vandross, S. Clarke/G. Duke, D. Harry, Manhattans, Tavares, Graingers, 4 Tops. ADDS: Bros. Johnson, Love Unlimited Orch., R. Fields, Bob James, Arthur Avames, Slave, Aura, Sheree Brown, Sequence. LP ADDS: Al Jarreau, J. Jackson, 4 Tops, Manhattans, A. Franklin, Tavares, P. LaBelle, L. Vandross.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — D. ROSS/L. RICHIE

JUMPS: 8 To 2 — R. James, 9 To 3 — V. Mason, 14 To 9 — Al Jarreau, 16 To 13 — N. Straker Band, 20 To 15 — D. Williams, 22 To 16 — N. Cole, 24 To 17 — Sparque, 25 To 18 — N. Pointer, 27 To 19 — L. Vandross, 26 To 20 — Logg, 28 To 21 — C. Weathers, 29 To 22 — D. Byrd, 33 To 23 — B. Mason, 32 To 24 — 4 Tops, 31 To 25 — Temptations, 34 To 26 — Hot Cuisine, 35 To 27 — P. Austin, 36 To 28 — Maze, 37 To 29 — Q. Jones, 38 To 30 — Bits & Pieces, 39 To 31 — A. Franklin/G. Benson, HB To 32 — T. Pendergrass, HB To 33 — S. Mills, HB To 34 — H. Alpert, HB To 35 — G. Knight, HB To 36 — One Way, HB To 37 — R. Laws, HB To 38 — Peaches & Herb, HB To 39 — Brandy Wells, HB To 40 — B. Ocean. ADDS: Tom Grant, Whispers, Ashford & Simpson, Jean Carn, Slave, Snock, C. Mayfield, B. Womack. LP ADDS: J. Jackson, M. Henderson, 4 Tops, Love Smith, Whispers, Gil Scott Heron, Dynasty, N. Cole, D. Byrd, G. Gaynor.

WUFO — BUFFALO — DAVE MICHAELS, MD

HOTS: D. Ross/L. Richie, C. Carlton, Pointer Sisters, L. Graham, 4 Tops, B.B.&Q. Band, P. Hyman/M. Henderson, Rene & Angela, Al Jarreau, A. Franklin/G. Benson, T. Pendergrass, Manhattans, Brick, The Time, D. Byrd, J. Carn, Maze, H. Alpert, P. Austin, S. Clarke/G. Duke. ADDS: B. Bland, L. Jordan, Whispers, Phil Gentile, Imagination, Staple Singers. LP ADDS: Whispers, J. Jackson, P. LaBelle, N. Cole, Emotions, Love Smith.

WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — B.B.&Q. BAND

HOTS: West Street Mob, Al Jarreau, D. Ross/L. Richie, S.O.S. Band, Evasions, R. James, Millie Jackson, 4 Tops, S. Clarke/G. Duke, G. Soccio, Bits & Pieces, P. Hyman/M. Henderson, Maze, D. Williams, G. Jones, L. Vandross, D. Byrd, Q. Jones, The Time. ADDS: C. Khan, H. Mason, R. Winters & Fall, T. Life, C. Mayfield, Stargard, Baby Brother, Whispers, M. Moore, B. Ocean. LP ADDS: L. Jackson, Afterback, J. Jackson.

WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: 4 Tops, Brick, Roger, Maze, West Street Mob, G. Knight, L. Vandross, D. Ross/L. Richie, D. Byrd, Tavares, A. Franklin/G. Benson, TTF, P. Austin, Dream Machine, S. Mills, T. Pendergrass, Pointer Sisters. ADDS: Pieces Of A Dream, Bohannon, Fatback, Gloria Bagwell, Ashford & Simpson, Jean Carn, R. Robbins, B. Ocean, Strikers, Wrecking Crew. LP ADDS: Dynasty, P. LaBelle, Peaches & Herb, Brick.

WBMX — CHICAGO — PAM WELLS, MD

HOTS: B.B.&Q. Band, Dazz Band, D. Ross/L. Richie, J.G. Watson, Rene & Angela, S.O.S. Band, Maze, L. Vandross, N. Straker Band, D. Morgan, E. King, Al Jarreau, Brick, R. Crawford, R. Fields, TTF, Suzi Q, Graingers, West Street Mob. ADDS: Staple Singers, J. Carn, Betty Wright, Fatback, Whispers, Slave, P. Austin, Bits & Pieces. LP ADDS: N. Cole, Emotions, Commodores, C. Carter.

WGCI — CHICAGO — STEVE HARRIS, PD

HOTS: D. Ross/L. Richie, C. Carlton, L. Vandross, Roger, E. King, R. James, Afternoon Delights, Pointer Sisters, The Time, 4 Tops. ADDS: Superior Movement, Slave, R. Robbins, Temptations, Sheree Brown. LP ADDS: L. Horne, Dynasty, D. Byrd, L. Vandross, Roger.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — D. ROSS/L. RICHIE

HOTS: D. Morgan, C. Carlton, P. Hyman/M. Henderson, Shalamar, Vin Zee, Tavares, 4 Tops, N. Straker Band, Al Jarreau, Dazz Band, T. Marie, Graingers, West Street Mob. ADDS: Fatback, S.O.S. Band, B. Broom, S. Mills, D. Williams.

WJLB — DETROIT — JOHN EDWARDS, MD — #1 — D. MORGAN

JUMPS: 11 To 8 — C. Carlton, 12 To 9 — J. Carn, 13 To 10 — Evasions, 15 To 11 — S. Clarke/G. Duke, 16 To 12 — D. Williams, 18 To 14 — N. Pointer, 20 To 15 — Manhattan Transfer, 21 To 16 — S.O.S. Band, 23 To 17 — Tierra, 25 To 18 — The Time, 26 To 19 — Dayton, 27 To 20 — Maze, 25 To 21 — Q. Jones, 28 To 22 — L. Vandross, 29 To 23 — Graingers, 30 To 24 — D. Byrd, 31 To 25 — A. Franklin/G. Benson, 32 To 26 — TTF, 33 To 27 — Dazz Band, 36 To 28 — Roger, 35 To 29 — R. Laws, 34 To 30 — D. Harry, 38 To 31 — N. Straker Band, 37 To 32 — S. Robinson, 39 To 33 — Wrecking Crew, 40 To 34 — Emotions, LP To 35 — L.J. Reynolds, LP To 36 — Bros. Johnson, LP To 37 — T. Pendergrass, LP To 38 — One Way, LP To 39 — Strikers, LP To 40 — B. Ocean. ADDS: Spunk, S. Lattisaw, K.I.D., R. Fields, Kraftwerk, Tom Grant, Margo Michaels, Delfonics, P. LaBelle.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — D. ROSS/L. RICHIE

JUMPS: 10 To 7 — West Street Mob, 15 To 8 — C. Weathers, 14 To 10 — Dynasty, 16 To 11 — B.B.&Q. Band, 17 To 12 — A. Franklin/G. Benson, 18 To 14 — R. James, 19 To 15 — Al Jarreau, 24 To 16 — Peaches & Herb, 29 To 17 — Cameo, 28 To 18 — P. Austin, 23 To 20 — K. Diamond, 25 To 21 — L. Vandross, 26 To 22 — B. Mason/J. Knight, 30 To 23 — 4 Tops, 35 To 24 — T. Pendergrass, 31 To 25 — H. Alpert, 33 To 26 — Maze, 36 To 27 — Gwen McCrae, 37 To 28 — Baby Brother, 43 To 29 — The Time, 38 To 31 — Q. Jones, HB To 32 — N. Straker Band, 45 To 36 — TTF, 42 To 38 — Fatback, Ex To 41 — Crusaders, Ex To 42 — Strikers, Ex To 43 — Slave, HB To 44 — Bohannon, HB To 45 — V. Mason. ADDS: R. Fields, Ashford & Simpson, Shock, Pure Energy, Imagination, Tavares, E. Williams, L.J. Reynolds, H. Hancock, S. Lattisaw, L. Jordan. LP ADDS: Dynasty, P. LaBelle, Vin Zee, One Way, M. Henderson.

KMJQ — HOUSTON — BILL TRAVIS, PD — #1 — D. ROSS/L. RICHIE

JUMPS: 5 To 2 — R. James, 6 To 4 — T. Marie, 11 To 5 — Pointer Sisters, 13 To 6 — L. Graham, 36 To 12 — A. Franklin/G. Benson, 22 To 14 — Al Jarreau, 28 To 16 — Aura, 35 To 22 — Raydio, 29 To 24 — P.

Hyman/M. Henderson, Ex To 35 — Atlantic Starr. ADDS: B.B.&Q. Band, L. Vandross, J. Knight, B. Mason, Ebonee Webb, Dynasty, 4 Tops.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — R. JAMES

HOTS: Al Jarreau, L. Vandross, C. Carlton, D. Morgan, D. Williams, N. Straker Band, S.O.S. Band, Brick, 4 Tops, B.B.&Q. Band, H. Hancock, Peaches & Herb, The Time, A. Franklin/G. Benson. ADDS: Temptations, Bob Marley. LP ADDS: Bob James, 4 Tops, L. Vandross.

KGFJ — LOS ANGELES — J.B. STONE, PD

HOTS: R. James, C. Carlton, D. Ross/L. Richie, D. Morgan, L. Vandross, E. King, Brick, Evasions, L. Graham, T. Marie, Atlantic Starr, T. Gardner, Commodores, D. Laws, Cameron, Afternoon Delights, H. Han, A. Franklin, S.O.S. Band, P. Hyman/M. Henderson, 4 Tops, Furious 5/Sugarhill Gang, Dynasty, B.B.&Q. Band, C. Lynn. ADDS: Q. Jones, B. Broom, Dells, R. Laws. LP ADDS: R. Fields, L. Williams, S. Mills, B. Ocean, B. James, B. Marley, L. Horne.

WDIA — MEMPHIS — CARL CONNOR, PD

HOTS: D. Morgan, 4 Tops, Maze, A. Franklin/G. Benson, Evasions, Al Jarreau, Brick, D. Ross/L. Richie, R. James, Roger, S.O.S. Band, L. Graham, C. Carlton, Cameron, D. Williams, Shalamar, Commodores, Pointer Sisters, T. Pendergrass, P. Austin, L. Vandross, B. Mason, Afterback, Time. ADDS: Ashford & Simpson, Cameo, G. Knight, R. Laws. LP ADDS: Raydio.

WHRK — MEMPHIS — SHARON SMITH, MD

HOTS: Pointer Sisters, C. Carlton, B.B.&Q. Band, A. Franklin/G. Benson, 4 Tops, Brick, D. Ross/L. Richie, L. Graham, Al Jarreau, L. Vandross, D. Morgan, D. Williams, Commodores, L. Vandross. ADDS: Bros. Johnson, Hall & Oates, B. Ocean. LP ADDS: Crusaders, B. Broom, Arthur, M. Moore, B. Mason, J. Jackson, Spyro Gyra, D. Byrd.

WEDR — MIAMI — GEORGE JONES, MD — #1 — E. KING

HOTS: D. Morgan, Dayton, Brick, C. Carlton, B.B.&Q. Band, Vin Zee, E. Kendricks, Bros. Johnson, Evasions, S. Mills, T. Marie, S. Lattisaw, Afterback, Emotions, N. Pointer, R. James, L. Vandross, ADC Band. ADDS: Johnny & Michael Hill, I. Hayes, Slave, Wild Sugar, Aurra, M. Moore, R. Fields, Midnight Star, C. Kahn. LP ADDS: 4 Tops, C. Mayfield, One Way, C. Carter, Peaches & Herb, Baby Brother, G. Knight. ADDS: Ashford & Simpson, B. Marley, Spunk, K.I.D., Shock, E. Williams, F. Smith, Klique, Wild Sugar. LP ADDS: Roger, Gwen McCrae.

WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: A. Franklin/G. Benson, T. Pendergrass, D. Byrd, G. Knight, Al Jarreau, Hot Cuisine, P. Austin, H. Alpert, L. Vandross, S. Mills, Dynasty, 4 Tops, Bob James, B. Broom. ADDS: Temptations, Bros. Johnson, D. Laws, R. Robbins, Ashford & Simpson, T. Life, B.B.&Q. Band, Wrecking Crew. LP ADDS: B. Broom, Bob James, Yellow Jackets, Rahmlee Michael Davis, Gil Scott Heron, Osama Kitajima.

WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — D. ROSS/L. RICHIE

HOTS: T. Marie, Pointer Sisters, P. Hyman/M. Henderson, Al Jarreau, S. Lattisaw, D. Williams, L. Graham, Rene & Angela, A. Franklin/G. Benson, C. Carlton, E. King, Commodores, 4 Tops, Dynasty, Emotions, L. Vandross, L. Jackson, Shalamar, H. Alpert, Q. Jones, Change, S. Robinson, Pieces Of A Dream, G. Knight, W. Jackson, T. Pendergrass. ADDS: Temptations.

WRAP — NORFOLK — JIMMY WILLIAMS, MD

HOTS: R. James, Manhattans, Brick, Al Jarreau, B.B.&Q. Band, 4 Tops, S.O.S. Band, P. Hyman/M. Henderson, C. Carlton, L. Graham. ADDS: Truth, R. Robbins, Cameo, Fatback, Bros. Johnson, C. Carter, D. Byrd, Strikers, Bohannon. LP ADDS: Delfonics, R. Ayers, Emotions, 4 Tops.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — D. ROSS/L. RICHIE

HOTS: R. James, T. Marie, C. Carlton, Brick, Pointer Sisters, L. Graham, V. Mason, Sequence, P. Hyman/M. Henderson, B.B.&Q. Band, Reddings, West Street Mob, N. Straker Band, B. Mason. ADDS: Whispers, Slave, One Way. LP ADDS: Whispers, 4 Tops, J. Jackson.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — D. ROSS/L. RICHIE

HOTS: L. Graham, B.B.&Q. Band, D. Morgan, R. James, West Street Mob, Pointer Sisters, Al Jarreau, 4 Tops, A. Franklin/G. Benson, L. Vandross, Vin Zee, Commodores, Rene & Angela, D. Byrd, P. Austin, Graingers, Stylistics, G. Knight, Brick, Maze, R. Laws, T. Pendergrass, S. Mills, V. Mason, Dynasty. ADDS: Fatback, Express, Mighty Fire, Spunk, Slave, S. Woods, D. Laws, M. Moore. LP ADDS: M. Henderson, L. Vandross, R. Robbins.

WLLE — RALEIGH — CAESAR GOODING, MD — #1 — D. ROSS/L. RICHIE

HOTS: E. King, C. Carlton, L. Graham, T. Marie, The Time, Commodores, D. Morgan, Al Jarreau, R. James, Manhattans, 4 Tops, N. Straker Band, S.O.S. Band, Temptations, L. Vandross, Brick, Jacksons, Whispers, D. Laws. ADDS: Bob Marley, Black, Slave, Kwick, L. Williams, T. Davis. LP ADDS: Bob James, N. Cole, Whispers, D. Byrd, L. Vandross, Emotions, Dynasty, S. Turrentine.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — C. CARLTON

JUMPS: 10 To 5 — R. James, 20 To 10 — Brick, 15 To 11 — Al Jarreau, 19 To 14 — D. Morgan, 18 To 15 — West Street Mob, 24 To 18 — S.O.S. Band, 28 To 19 — 4 Tops, 26 To 22 — B.B.&Q. Band, HB To 24 — A. Franklin/G. Benson, 30 To 25 — Bits & Pieces, HB To 26 — V. Mason, HB To 28 — The Time, HB To 29 — L. Vandross, HB To 30 — Peaches & Herb. ADDS: Whispers, Ashford & Simpson, Bros. Johnson, One Way, Slave, B. Mason. LP ADDS: A. Franklin, M. Henderson, B. Bland, The Time, J. Carn.

KMJM — ST. LOUIS — STEVE WEED, MD — #1 — D. ROSS/L. RICHIE

HOTS: Pointer Sisters, Commodores, C. Carlton, R. James, T. Marie, F. Smith, E. King, 4 Tops, Shalamar, L. Graham, Roger, R. Fields, T. Gardner, Rene & Angela, Bits & Pieces, R. James, P. Hyman/M. Henderson. ADDS: Brick, A. Franklin/G. Benson. Ex: D. Harry, Commodores.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, MD — #1 — D. ROSS/L. RICHIE

JUMPS: 12 To 5 — B.B.&Q. Band, 10 To 6 — Brick, 18 To 8 — Al Jarreau, 19 To 10 — L. Vandross, 16 To 13 — Afterback, 20 To 15 — Roger, 26 To 16 — D. Williams, 21 To 17 — Time, 22 To 19 — A. Franklin/G. Benson, 25 To 20 — Cameo, 27 To 22 — H. Hancock, 28 To 24 — One Way, 29 To 26 — P. Austin, 30 To 27 — D. Byrd, 37 To 28 — Maze, 33 To 30 — Shock, 36 To 32 — Bros. Johnson, 38 To 35 — E. King, 40 To 37 — Bits & Pieces, 41 To 38 — Slave.

KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — D. ROSS/L. RICHIE

HOTS: Pointer Sisters, Commodores, L. Graham, Shalamar, T. Marie, C. Carlton, R. James, E. King, Raydio. ADDS: Brick, B.B.&Q. Band, Cameo, Fatback, Q. Jones.

COIN MACHINE

State Groups Rally Against Anti-Coin Legislation Trend

by Marc Cetner

LOS ANGELES — While the 1980s have thus far been boom years for the amusement game industry, the period of high revenues and expansion has also brought its share of growing pains. One of the most disconcerting outgrowths of the prosperous era has been the proliferation of adverse legislation prompted by the crowds that flock to arcades and amusement game centers, and the revenue-minded media attention that the video game explosion has been given.

Stringent state and city ordinances calling for increased sales tax on games, new zoning restrictions on arcades, an 18-year-old and over age limit and bans on amusement games altogether have been proposed and, in some cases, enacted because of the coin machine fervor.

Anticipation of and involvement in court cases throughout the land has caused those in the coin community to seek safety in numbers. And when cases such as Alladin's Castle vs. Mesquite, Tex., which involves a battle over an age restriction law that could eventually end up in the Supreme Court, or an Akron, Ohio blow-up over teenagers congregating and drinking alcoholic beverages near an arcade keep cropping up, the need for a large legislative body to present the industry's side is imperative.

In many states the need for that "legislative body" has been fulfilled by state associations. And while many associations don't go as far as the courtroom in this day of proliferating ordinances, they do act as much needed ad-

(continued on page 36)

Centuri Reports Improved Third Quarter Results

HIALEAH, Fla. — Centuri, Inc., a manufacturer of high technology video games and other electronic devices based here, reported increased revenues and earnings for the third quarter ended July 31.

Revenues were \$14,835,980 with net in-

(continued on page 40)

Empire Distributing Appoints New Regional Vice Presidents

CHICAGO — Jerry Marcus, president of Empire Distributing, Inc., announced the promotion of five employees to vice president positions at Empire.

Among those appointed was E.R. Barth, who was named vice president-finance. A graduate of the University of Illinois with an MBA from Loyola University, Barth has been with Empire for four years, starting out as controller. Prior to joining Empire, he served as assistant corporate controller at Seeburg. Barth is married and resides in Elmhurst, Ill.

Robert (Bob) Rondeau has been promoted to vice president-general manager of Empire's Green Bay, Wis. office. He attended the University of Wisconsin,



HISTORIC SIGNING — Pictured at the recent signing of a long term contract between D. Gottlieb & Co. and its long time distributor in Germany and Austria, Nova Apparate, are (l-r): Nova president Hans Rosenzweig, clasping hands with Alfred Adickes, board chairman of Nova, and Robert W. Bloom, president of Gottlieb. The signing, with a luxurious party following, was held in Hamburg, Germany on July 29. Nova has been Gottlieb's exclusive distributor in Germany and Austria for over two decades, under the leadership of Alfred (Freddy) Adickes, who recently sold Nova to the ADP interests to devote his time to golf, charitable activities and relaxation, but remains with Nova as chairman of the board. The



new president of Nova is Hans Rosenzweig, one of the best known figures in the coin-op industry on the international scene. ADP, which is owned by the Gauselmann interests, is one of the world's largest conglomerates in the coin machine industry, acting as operators, manufacturers and distributors. Pictured in the group photo are (l-r): Dieter Rucker, purchasing and marketing executive at Nova; Marshall Caras, vice president-marketing at Gottlieb; Rosenzweig; Bloom; Gil Pollock, vice president and general manager-pinball division at Gottlieb; and Michael Sengelmann, export manager at Nova.

Williams Files Infringement Suit In Los Angeles

CHICAGO — Williams Electronics, Inc. recently learned that a video game called "Mayday" was being imported into the United States, from Japan, in both kit form and as completed games. After a detailed investigation of "Mayday," Williams concluded that the play of the game has substantial similarities and identities to Williams "Defender" video game. It is the opinion of Williams that "Mayday" games infringe its copyrighted audio/visual effects and its copyrighted software program and the company said it fully intends to protect its right and take whatever legal action is necessary to prevent the importation, sale, distribution or operation of "Mayday" games.

To this end, a lawsuit has been filed in the United States District Court in Los Angeles against Sutra Import Corporation, which has imported some quantity of "Mayday" games from Japan, according to Williams. In addition, further civil actions are in preparation against other known importers

(continued on page 40)

Bally Acquires Barnaby's Chain

CHICAGO — Robert E. Mullane, president of Bally Manufacturing Corp., and Angelo Geocaris, chairman of the board of Barnaby's Family Inns, Inc., a privately held corporation headquartered in Chicago, announced that Bally has acquired all of the outstanding capital stock of Barnaby's.

Barnaby's is engaged in the ownership

and operation of 11 family style restaurants located in Illinois and Wisconsin featuring a pizza and sandwich menu and is also engaged in franchise operations in five states, including Illinois.

"The acquired company will be operated as a separate subsidiary of Bally," said Mullane.

(continued on page 40)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

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

TOP NEW COUNTRY SINGLES

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

TOP NEW B/C SINGLES

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

TOP NEW A/C SINGLES

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



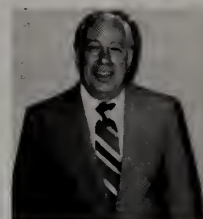
Dugan



Heiser



Rondeau



LaRoux

(continued on page 37)

Again it's Defender. Still no contender.



Defender



COIN MACHINE

State Associations Mobilize To Oppose Adverse Legislation

(continued from page 34)

visors in these matters.

Ohio Group

One of the most active state associations is The Ohio Music and Amusement Assn. (OMAA) in Columbus. Led by president Paul Corey, the 118-member group was responsible for working out a new city zoning ordinance in regard to the specifications needed to obtain an amusement games license.

"We had a problem with young people congregating at an arcade - the usual drinking, drugs and parking problem - that caused the people of Akron some concern," said Corey. "So we put a legislative committee together, worked with the Akron City council and helped them draft a new ordinance before the board of zoning that called for proper supervision and security measurements at arcades."

Another "growing pains" problem that the OMAA helped to fight was the out and out theft of vid games right out of showrooms.

"This business of picking up a 'Pac Man' at 2:00 in the morning and heading south is commonplace and we believe it's going interstate, so we put our emergency newsletter into effect," said Corey.

The letter contained a list of machines lost by association members along with the manufacturer and serial number in order to help law officials.

Corey also stressed that now was the time to do public relations work for the industry, and to show that arcades are a true business. He added that working in Congress with those in the community and other state associations was also the proper stepping stone towards alleviating the adverse legislation.

One of the state associations that Corey is constantly in touch with is The Music Operators of Michigan (MOM), another strong state group headed up by Walt Maner.

Michigan arcade and game center owners have been faced with ordinances in several places in the past months. One of the most heatedly debated ordinances was one that threatened to ban games at convenience stores where liquor is sold in the city of Flint.

The town's operators formed their own group, hired a public relations consultant as a lobbyist and also recruited an attorney. After debating with the city council, the proposed ordinance was stopped.

"We're not financially geared toward helping people," said MOM's Maner, "but we are here to organize operators and help them help themselves."

Maner went on to say that the first solution in stopping the plethora of legal wrangles that currently exist is to get the operators in a certain area to form one voice and get city officials to understand the business.

Lack Of Understanding

"When people see youths congregating in big numbers they think something is wrong, and that's what is occurring throughout the U.S. right now," said Maner. "That lack of understanding of the coin industry is what state associations should seek to overcome."

The coin industry image problem was also addressed by Martin Kallsen of The Land of 10,000 Lake's state association, Music Operators of Minnesota.

"The great success of the coin industry has caused the media to report only on the

thousands of dollars of revenues we're making, or we read about the old underworld connection in the newspapers, and it's causing parents to think we are of low character," said Kallsen. "That's why our state association is doing everything it can to promote coin machine as a family entertainment business."

Kallsen maintained that the press on the industry's monetary success is what has prompted the government to try and raise the sales tax on amusement games. And it was partially through the efforts of the state associations that the legislation which would have increased the sales tax from 3% to 5% was stopped.

"We developed a grassroots network to work with people on the tax committees and it was through that close association that we were able to get preferential treat-

ment for our industry," added Kallsen.

And while state associations are helping communities and city governments to understand the amusement game business there is still a long road to hoe as far as city ordinances and legal disputes are concerned.

"There's been no statewide legislation yet," said Bob Rhinehart of the Florida Amusement Vending Assn., "but in Coral Gables, Fla. they tried to ban video games altogether and there are problems in other cities as well."

Rhinehart continued by saying that the solution was not in finding security men or adjusting local loitering laws. "It's a whole can of worms, and you can bet it's going to be a big topic of discussion at the State Association at AMOA this year," he concluded.

Abloy Appoints Minella To Post Of Market Development Manager

CHICAGO — Abloy Security Locks of Niles, Ill. announced the promotion of Frank Minella to the post of market development manager - Laundry Industry. He formerly served as eastern regional sales representative for Abloy, covering the east coast states.

Jack W. Matthews, senior vice president and general manager of the firm, made the announcement at a recent national sales meeting, commenting that "Frank has a strong background in the laundry industry and we aim to, as a company, take advantage of his enthusiasm and dedication to this valuable market."

In his new position, Minella will be

responsible for the development of the laundry market, including laundry distributor sales, while continuing in his function as Abloy liaison to large route operators. He will work with the local Abloy sales personnel around the country in implementing Abloy's policy for the laundry industry. Additionally, he will assist in cultivating new sales territories for the manufacturer of high security locks.

Minella will continue to have direct sales responsibility for North Carolina, Virginia, West Virginia, Maryland, and the District of Columbia. He is a five year veteran of field sales for Abloy and will now be home-

(continued on page 37)

1981



THE CONRAD HILTON HOTEL • CHICAGO, ILLINOIS
THURSDAY, FRIDAY, SATURDAY - OCTOBER 29-30-31

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



GOIN' WINKY — Exidy's top selling new video game, "Venture," has spawned a whole assortment of new fashion ideas based on the player's screen character in the game, "Winky." And while the game is currently in stepped-up production, "Winky" shirts, hats and pins are being manufactured en masse. Pictured in the top row are (l-r): Exidy marketing director Lila Zinter sporting her "Winky" hat and Exidy staffer Scott Silva in his "Winky" T-shirt. Pictured in the bottom photo is an assembly line full of "Venture."

Williams®

SOLAR FIRE



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

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

Height: 69½"; Depth: 53"
Width (cabinet): 22½"
Width (backbox): 30¼"
Weight: 290 lbs.
instruction manual in game.



Your weapons:

"Flash Bank"

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

"Black Hole"

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

"Alien Eject"

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

"Solar Target"

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

"Solar Gun"

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

"Mystery Bonus"

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

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

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

"Magna-Save™"

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

SOLAR FIRE

**Sizzling play!
Hot profits!**

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

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COIN MACHINE

PINBALL MACHINES

BALLY
 Ground Shaker (1/80)
 Silverball Mania (3/80)
 Space Invaders (3/80)
 Rolling Stones (5/80)
 Mystic (6/80)
 Hot Doggin' (7/80)
 Viking (8/80)
 Skateball (10/80)
 Frontier (11/80)
 Xenon (11/80)
 Flash Gordon (2/81)
 Eight Ball Deluxe (4/81)
 Fireball II (5/81)
 Embryon, w.b. (7/81)
 Fathom (8/81)

GAME PLAN
 Coney Island (3/80)
 Super Nova (4/80)
 Lizard (6/80)

GOTTLIEB
 Roller Disco, w.b., (1/80)
 Torch (2/80)
 Spider Man (3/80)
 Circus, w.b. (4/80)
 Panthera (6/80)
 Counterforce (8/80)
 Star Race, w.b. (9/80)
 James Bond (10/80)
 Time Line (11/80)
 Force II (1/81)
 Pink Panther (3/81)
 Mars (6/81)
 Volcano (8/81)

STERN
 Big Game, w.b. (3/80)
 Ali (4/80)
 Seawitch (5/80)
 Cheetah, w.b. (6/80)
 Quicksilver (7/80)
 Star Gazer (7/80)
 Flight 2000 (9/80)
 Nine Ball (1/81)
 Free Fall (2/81)
 Lightning (4/81)
 Split Second (7/81)

WILLIAMS
 Gorgar (1/80)
 Laser Ball, w.b. (1/80)
 Firepower (3/80)
 Blackout (9/80)
 Scorpion, w.b. (9/80)
 Alien Poker (10/80)
 Black Knight (12/80)
 Jungle Lord (4/81)
 Pharaoh (7/81)

VIDEO GAMES (upright)

AMSTAR
 Laser Base (7/81)

ATARI
 Monte Carlo (4/80)
 Asteroids Cabaret (5/80)
 Missile Command (8/80)
 Missile Command Cabaret (8/80)

MANUFACTURERS EQUIPMENT

A compilation of current music and games equipment with approximate production dates included in most cases.

Battlezone (11/80)
 Battlezone Cabaret (11/80)
 Asteroids Deluxe (4/81)
 Asteroids Deluxe Cabaret (4/81)
 Centipede (6/81)
 Centipede Cabaret (6/81)
 Red Baron (8/81)
 Red Baron, sit-down (8/81)

CENTURI
 Eagle (10/80)
 Eagle Maxi (10/80)
 Phoenix (1/81)
 Route 16 (4/81)
 Route 16 Elite (4/81)
 Pleiades (7/81)

CINEMATRONICS
 Tailgunner (3/80)
 Rip Off (3/80)
 Star Castle
 Armor Attack (5/81)

EXIDY
 Bandido (1/80)
 Tailgunner 2 (2/80)
 Targ (6/80)
 Spectar (1/81)
 Venture (8/81)

GAME PLAN
 Intruder (2/81)
 Tank Battalion (3/81)
 Killer Comet (4/81)

GOTTLIEB
 No Man's Land (12/80)
 New York, New York (2/81)

GREMLIN/SEGA
 Monaco GP (2/80)
 Mini Monaco GP (5/80)
 Astro Fighter (2/80)
 Car Hunt (5/80)
 Digger (7/80)
 Carnival (8/80)
 Tranquillizer Gun (8/80)
 Moon Cresta (10/80)
 Space Firebird (12/80)
 Astro Blaster (3/81)
 Pulsar (4/81)
 Space Odyssey (7/81)
 Space Fury (7/81)

MIDWAY
 Deluxe Space Invaders (1/80)
 Galaxian (4/80)
 Extra Bases (5/80)
 Space Encounters (8/80)
 Space Encounters Mini-Myte (9/80)
 Space Zap (10/80)

Space Zap Mini-Myte (10/80)
 Pac-Man (11/80)
 Pac-Man Mini-Myte (11/80)
 Rally-X (2/81)
 Rally-X Mini-Myte (2/81)
 Gorf (4/81)
 Gorf Mini-Myte (4/81)
 Wizard of Wor (6/81)
 Wizard of Wor Mini-Myte (6/81)
 Omega Race (8/81)
 Omega Race Mini-Myte (8/81)
 Omega Race sit-in capsule (8/81)

STERN
 Astro Invader (8/80)
 Berzerk (1/81)
 The End (3/81)
 Scramble (4/81)
 Super Cobra (7/81)

TAITO AMERICA
 Space Chaser (2/80)
 Stratovox (9/80)
 Polaris (12/80)
 Space Invaders Trimline (2/81)
 Crazy Climber (3/81)
 Crazy Climber Trimline (3/81)
 Zarzon (5/81)
 Zarzon Trimline (5/81)
 Colony 7 (7/81)
 Colony 7 Trimline (7/81)
 Moon Shuttle (8/81)
 Moon Shuttle Trimline (8/81)

UNIVERSAL USA
 Cheekie Mouse (5/80)
 Magical Spot (10/80)
 Zero Hour (1/81)
 Space Panic (1/81)

U.S. BILLIARDS
 Quasar (4/81)

WILLIAMS
 Defender (12/80)

COCKTAIL TABLES

AMSTAR
 Phoenix

ATARI
 Soccer (4/80)
 Asteroids (4/80)
 Missile Command (8/80)
 Football (7/80)
 Asteroids Deluxe (4/81)
 Centipede (6/81)

CENTURI
 Rip Off (8/80)
 Targ (10/80)
 Route 16 (4/81)
 Pleiades (7/81)

GAME PLAN
 Shark Attack (5/81)

GOTTLIEB
 New York, New York (3/81)

GREMLIN/SEGA
 Carnival
 Space Firebird
 Astro Blaster (4/81)

MIDWAY
 Deluxe Space Invaders (3/80)
 Galaxian (4/80)
 Extra Bases (8/80)
 Space Zap (10/80)
 Pac-Man (11/80)
 Rally-X (2/81)
 Gorf (4/81)
 Wizard of Wor (6/81)
 Omega Race (8/81)

STERN
 Astro Invader (11/80)
 The End (1/81)
 Berzerk (2/81)
 Scramble (5/81)

TAITO AMERICA
 Space Invaders II (2/80)
 Polaris (12/80)
 Crazy Climber (5/81)
 Zarzon (5/81)

WILLIAMS
 Defender (4/81)

PHONOGRAPHS

Centuri 2001
 Lowen-NSM Consul Classic
 Lowen-NSM Prestige ES-2
 Lowen-NSM Festival
 Rock-Ola Grand Salon II Console (9/80)
 Rock-Ola 484 (11/80)
 Rock-Ola 481 Max 2 (1/81)
 Rowe R-85 (10/80)
 Rowe Jewel
 Seeburg Phoenix (12/80)
 Stern/Seeburg DaVinci (7/81)
 Wurlitzer Cabarina
 Wurlitzer Tarock
 Wurlitzer Atlanta
 Wurlitzer Silhouette

POOL TABLES

Irving Kaye Silver Shadow
 Irving Kaye Lion's Head
 Dynamo Model 37
 TS Tournament Eight Ball
 U.B.I. Bronco
 Valley Cougar

NAMA Launches Nat'l PR Campaign

CHICAGO — A series of three articles under the title "Vending Talk" has been placed in nationwide circulation by the National Automatic Merchandising Assn. (NAMA) in order to communicate positive information about the vending industry to the general public.

The three articles, individually titled "History", "Man Behind The Machine" and "New Technology", are being distributed to suburban and weekly newspapers through the North American Precis Syndicate on a paid basis, according to Walter W. Reed, NAMA director of public relations.

The syndicated service is targeted at 2,800 weekly and 1,000 suburban newspapers, all having circulation of less than 25,000, Reed said.

The stories, accompanied by cartoons, were written by the NAMA staff and stress the services performed by vending operators, the variety of products available, the applications of vending in different locations and the development of new equipment in recent years.

Launched in June and July, the three-part series already has resulted in clippings from newspapers in many states, Reed said. "It is one of several services offered by NAMA to and for its members in order to communicate positive industry information through news media," he explained.

Valley Sales Program Is Gaining Momentum

(continued from page 35)
 and how it has long been the profit-foundation for distributors and operators alike," he added.

The "Sun-Sational Sail Away" offers a grand prize of a week's Caribbean cruise aboard the Song of Norway; a second prize of a Valley Victor IX home pool table, plus twenty-three additional prizes of golf clubs, calculators, digital watches and golf balls. The program runs through Oct. 23, 1981, and winners will be announced at the AMOA Show in Chicago on Oct. 30.

Further information may be obtained through Valley distributors.

Empire Appoints New Regional VPs

(continued from page 34)

vice president-general manager of Empire's Livonia, Mich. office. Heiser, who attended the American Academy of Dramatic Arts, is well known throughout the industry for the noted Empire Follies revue which he produces on behalf of the International Order of Alhambra. He served in the U.S. Navy during the Korean War and was responsible for producing USO shows during this period. Heiser has been in the coin machine business for 18 years and has been with Empire for six. Prior to joining Empire he worked with Sega chairman David Rosen in Philadelphia and Banner Specialty in Baltimore. Married and the father of six children, Heiser resides in Southfield, Mich.

Harold LaRoux was appointed vice president-general manager of Empire's Wyoming office. He attended Wayne State University and spent nine years in the insurance business before coming to Empire. He has been with the Empire organization for his entire 18-year tenure in the coin

machine business. Married and the father of three children, LaRoux lives in St. Joseph, Mich.

In announcing the new appointments, Marcus stated that the promotions were made to these five individuals for their outstanding performance in helping Empire "triple in size over the last three years. The promotion of the four branch vice presidents is an indication that the four branches of Empire Distributing are equal in size, volume, profit and services offered to most independent distributors in the U.S. All four offices," Marcus concluded, "could stand on their own and be outstanding successes in today's marketplace."

Abloy Names Minella

(continued from page 36)

based in central Virginia. He formerly worked out of the firm's northern Pennsylvania office.

Abloy Security Locks is located at 5603 W. Howard St., Niles, Ill. 60648.

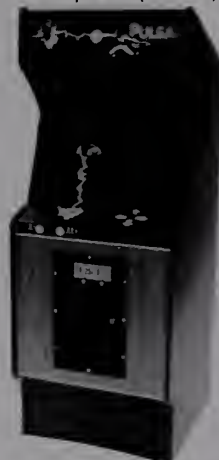


IN REVIEW. Presented is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.



BALLY 'FIREBALL II'. An updated version of a previous Bally pin, equipped with multi-ball action, innovative play features and a most outstanding voice package. Attractive graphics. (6/6/81).

CINEMATRONICS 'ARMOR ATTACK'. A one or two player video game of heated combat action in a setting of city streets rather than space. It's jeeps against attacking tanks and helicopters. (6/6/81).



CENTURI 'PLEIADES'. The name comes from Greek mythology; the play theme offers fast-paced space combat action portrayed in the progressive screen concept of four different phases. (7/11/81).

GOTTLIEB 'MARS...'. A most outstanding pinball game with dramatic graphics, stunning visual and sound effects and a terrific new playfield layout abundant in exciting scoring features. (6/27/81).

ATARI 'CENTIPEDE'. Easy to learn but tough to master, the object of play is to destroy the centipede and its monstrous allies. Player uses a Track-Ball controlled gun. Action aplenty. (6/20/81).

GREMLIN 'PULSAR'. A game of skill and precision as the player guides a tank through a changing maze, transporting colored keys to their matching locks. Challenging obstacles along the way. (6/13/81).



TAITO AMERICA 'COLONY 7'. Player must defend the "colony" from evil attackers, using pulse rays to destroy the enemy. Extended weaponry is a key feature for increasing scores. (7/18/81).

BALLY 'EMBRYON'. A "supersized" Bally flipper, with three separate captured ball features, a rotating circle of award lites, multi-ball, the new "flipsaver flipper" and lots of extras. (7/18/81).

MIDWAY 'WIZARD OF WOR'. It's players against a variety of monster opponents in this challenging Midway video game. Outstanding color and maze patterns add to the game's appeal. (7/18/81).

STERN/SEEBURG 'DA VINCI'. This is the first 100-selection Seeburg phonograph released by Stern. Attractive in appearance, the model is designed in sleek, colorful motif. (7/18/81).



WILLIAMS 'PHARAOH'. A multi-level, multi-ball pingame from Williams with bold, colorful artwork and fascinating design symbolic of ancient Egypt. Heated pinball action, too. (7/25/81).

AMSTAR 'LASER BASE'. A space combat video game in which the player must defend four earth space ships through various sequences of heated play that gets increasingly more difficult. (8/1/81).

STERN 'SPLIT SECOND'. Designed by Harry Williams, this is an exciting multiple ball, split level, "talking" pinball game. Eye-catching design depicts a colorful circus theme. (8/1/81).



Infringement Policy

To meet the demands of the marketplace for new and exciting electronic games, Williams creates innovative games with strong play appeal and exclusive features. Williams' research & development, design talent and engineering skill combine their expertise to continuously insure a high standard for the industry.

To protect the rights of original works, United States codes provide for registration of copyrights and trademarks. Williams fully intends to protect its proprietary rights under these regulations and will take all legal action necessary against anyone engaging in the manufacture, assembly, distribution, sale or operation of infringing games.

To date, Williams has received orders from United States District Courts in Portland, Newark, Alabama and Los Angeles prohibiting the further sale of infringing games. Williams' rights have also been upheld in the foreign marketplace in England, France, Spain, Germany and Italy.

This notice is to serve as fair warning that Williams intends to seek prosecution against any person or company violating its exclusive proprietary rights in DEFENDER™ and in other games that follow.

Williams®

Williams Electronics, Inc., Chicago, IL 60618

COIN MACHINE

Centuri Reports Improved Third Quarter Results

(continued from page 34)

come of \$2,200,144, or 22 cents a share. This compares with revenues of \$398,299 and a net loss of \$926,442, or 12 cents a share for the third quarter in 1980.

Revenues for the first nine months of fiscal 1981 were \$37,558,579 with a net profit of \$5,221,406, or 52 cents a share. This compares to revenues of \$1,883,376 and a loss of \$2,207,116 or 29 cents a share for the same period in 1980.

The company currently has a net operating loss carryforward of \$6,314,878, which can be utilized to reduce taxes payable on future earnings.

"The coin-operated game industry continues to expand and the company's video games — 'Phoenix,' 'Route 16' and 'Pleiades' — were well received by both our distributors and the public," commented board chairman Milton Koffman. "Centuri has maintained high volume, cost efficient production and consequently, we are capable of meeting demand delivery schedules which are inherent to our industry."

Centuri, Inc. is traded over-the-counter.

Williams Files Infringement Suit In Los Angeles

(continued from page 34)

of "Mayday", Williams advised.

Williams further reported that it will also request that the United States customs service deny entry into the country any infringing games or kits and will seek re-delivery orders on any "Mayday" games that have already entered the country. Those parties that are importing, assembling, distributing or operating "Mayday" may be subject to civil action which may result in substantial damages, as well as confiscation of all infringing goods.

Williams Electronics has been successfully protecting the proprietary rights of its "Defender" video game in the United States and elsewhere. Games known as "Defense," "Defense Command", "Avenger", among others, have been shown to infringe Williams copyrighted audio/visual effects and copyrighted software programs, the company said, and in most cases the infringing games were virtually identical to Williams "Defender" game.



GRAND OPENING — Universal Research Laboratories, Inc., a subsidiary of Stern Electronics (Chicago) recently celebrated the grand opening of its new electronic manufacturing plant in Elk Grove, Village, Ill. More than \$1 million was invested in URL's new 42,000 sq. ft. facility. Pictured at the opening festivities are (l-r):



Sam Stern, executive consultant for Stern Electronics; Edward Polanek, president of URL; Gary Stern, president of Stern Electronics and URL operations supervisors Grace Merkel, Darlene Rodriguez, James Seknevich, John Bush, Stan Schneider, Jerry Tofel, Jean Doesn, Art Gross, and Ben Williamson.

Elcon Introduces 'Diversions' Game

CHICAGO — Elcon Industries, Inc. has introduced its new "Diversions" table, which is believed to be the industry's first booth-style video game table. It is designed to fit existing restaurant booths or be used separately with chairs. The generous tabletop (32 inches by 41 inches) allows diners to eat and play at the same time, with ample provisions for knee and leg room.

Diversions is available with over 12 different video games (including Tank Battalion, Cosmic Attackers, Devil Zone and Space Force) that are easily and economically changed to keep games up to date, the company advised.

Features include a 14 inch color monitor, hand laminated finish, separate locking cashdrawer, quality coin mechanism and easy access to all components.

The new game table is available exclusively from Elcon Industries, Inc. and further information may be obtained by contacting the company at 2715 Nakota Road, Royal Oak, Mich. 48073.



'Diversions'

CHICAGO CHATTER

There's a lot of excitement going at the Taito America facilities over a brand new video game called "Qix," which has tested out like a "blockbuster," according to marketing manager **Mike Von Kennel**. The game's entirely different from anything else that is currently on the market, Mike pointed out, and this is a key attribute. It was developed by in-house engineers and marks the introduction of Taito's new electronic system. Samples of the up-right are on their way to distributors (with other configurations probably being introduced at a later date). "We're booking orders in tremendous numbers," Mike added, "and are gearing up the plant for capacity production — effective immediately." Qix shows strong signs of ultimately ranking as Taito's biggest hit to date. Watch for it.

ED DORIS, executive director of the Amusement & Vending Machine Distributors Assn., advised that the newly organized group scheduled its first board of directors meeting to map out plans and programs for the coming year. Association president **Ira Bettelman** presided over the meeting, which was in progress here in town as **Cash Box** went to press.

DATeline GREEN BAY, WISCONSIN — where big doings will be taking place Sept. 28-30 in commemoration of Empire Dist.'s 40th anniversary celebration this year. **Bob Rondeau**, who heads up this Empire branch office, has all sorts of special activities and promotions on tap for the occasion.

GOTTLIEB'S MARKETING VICE PRESIDENT Marshall Caras items that former sales exec **Tom Herrlick** has returned to the fold, on a part time basis, to lend a hand with details for the upcoming AMOA convention. Tom's also scheduled to work this year's show and will be present in the Gottlieb exhibit at the Hilton.

STERN ELECTRONICS, INC. is enjoying mucho success with its current hit video "Super Cobra" — and is all set for production of its next pin "Catacomb," which is now being sample shipped to distribs. A two-day Seeburg meeting was in progress as we went to press. Marketing director **Tom Campbell**, along with the firm's **Ron Monzo** were in attendance at the big "Follies '81" sponsored by Empire Dist.-Livonia. Attendance topped the 1000 mark and following the entertainment, cocktails and buffet were served at the branch office where an auction was held offering equipment donated by Stern and several other manufacturers. Proceeds went to retarded children. Empire's **Hank Heiser** really out-did himself this year, as Tom noted, and rates a giant salute for the entertainment and the activities that followed.

EASTERN FLASHES

Various distribs we spoke with this past week report that while video games remain consistent in sales and popularity a resurgence of interest in pinball machines is beginning to surface, but on a small scale at present. However, as one distributor put it, with a few outstanding new models in the offing, it won't be too long before pins regain the position of prominence enjoyed in pre-video explosion days.

ATARI'S "CENTIPEDE" tops the video hit list at Mondial-Springfield. An exceptional game, said general manager **Tony Yula**. Also strong in this category are Exidy's "Venture" and Universal's "Cosmic Avenger." Pinwise, Gottlieb's "Volcano" is doing "very well," Tony mentioned, adding that the factory's next scheduled pin is currently on test and people are waiting in line to play it. **Cash Box** felicitations to Mondial's receptionist **Lillian Catena** on the birth of a baby boy, **Richard Gerard**.

ROYAL DIST. -CINNCY is still operating in temporary quarters. However, as we learned from company president **Joe Westerhaus, Jr.**, construction of the new building is proceeding rapidly and the tentative target date for completion is Nov. 1. Hopefully, by the time he gets back from attending the AMOA show in Chicago, Royal will be getting settled into the new facilities. Present business out there is "terrific" — they just can't get enough equipment to meet the demand. Gottlieb's "Volcano" pin, Midway's "Omega Race" along with their numero uno "Pac Man" and Universal's "Cosmic Avenger" are among the hit sellers. In the music department, Joe said ops are heaping praise on the reliability of the NSM "Prestige" jukebox.

Bally Acquires Barnaby's Chain

(continued from page 34)

lane. "The subsidiary will immediately begin conversion of the present Barnaby's company owned restaurants, subject to necessary local governmental provisions, and design and construction of new restaurants, all containing integral family amusement centers with a large variety of coin-operated amusement games. The converted restaurants will also feature new decors and menus."

Under the definitive acquisition agreement, Bally acquired Barnaby's for 160,000 shares of Bally Common Stock.

A leading manufacturer and distributor of coin-operated amusement games and gaming equipment worldwide, Bally Manufacturing Corporation also operates Bally's Park Place Casino Hotel in Atlantic City, New Jersey through an 83%-owned subsidiary and, in addition, owns and operates Aladdin's Castle, Inc.

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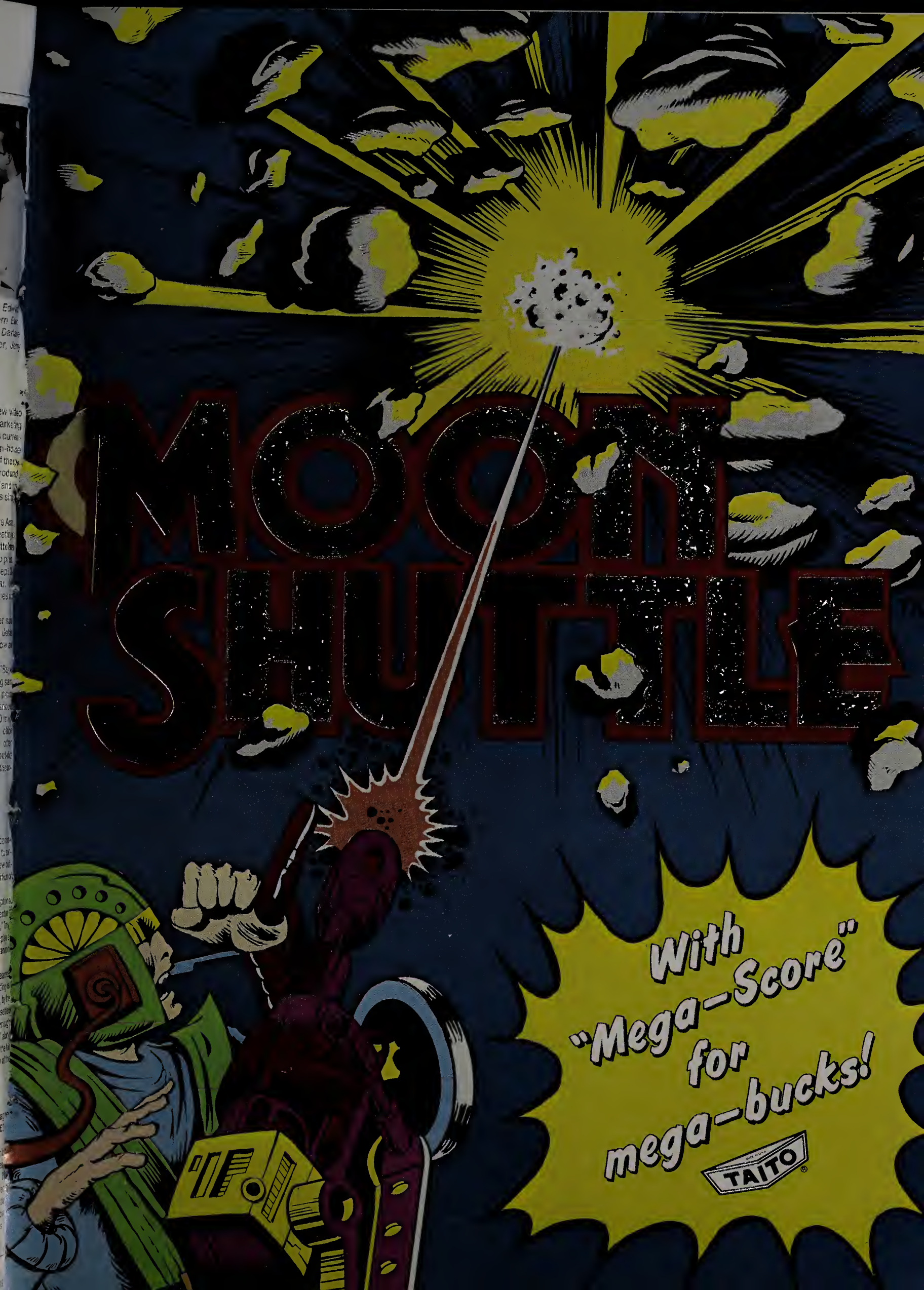
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MOON SHUTTLE

With
"Mega-Score"
for
mega-bucks!



MOON SHUTTLE™

**It's "Mega-Score"
for mega-bucks...**

Anytime and any number of times during the game, a player can add another coin to get an additional group of ships for continuous play. For the player, "Mega-Score" means a greater challenge with faster-moving and more deadly enemies pitted against him as well as an opportunity for a higher-than-ever score! For the operator, "Mega-Score" means mega-bucks!

**...and more thrills and chills
in the great beyond!**

As commander of "Moon Shuttle", the player must shoot his way through shifting meteor fields only to face attacks from centrons, expandos, electric jelly, retons, plasma jacks and their comrades. Each phase becomes progressively more difficult and challenging.

The player is awarded for his bravery and skill with an additional ship if he seeks out and destroys the hidden meteor disguise ship which appears randomly in the meteor belt. Plasma jacks scream in agony as they're hit and divide into mini-jacks which also must be destroyed for a higher point value! A zapped electric jelly means a lightning bolt take-out! Expandos menacingly spread their wings just before they take aim and shoot! The player is encouraged with "Never give up!" when the situation seems hopeless and can use his meteor thrust control during the meteor shower. Spectacular sound effects, unique graphics and all-out action never let up in intensity and excitement!



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COLLECTORS, DEALERS VISITING N.Y. CALL (516) 33-2247. 1,000s of 45s, LPs — Collectors items. Rock 'n' roll to disco. Buy collections, cutouts, overruns. SEND \$1.00 for giant catalog — foreign \$1.50 or 10 int. reply coupons. VIDEO DISC, BOX 409, N. Baldwin Sta., Baldwin, NY 11510.

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RIAA Certifications For August Announced

NEW YORK — RIAA certification for the month of August included five platinum and nine gold LPs, and four gold singles.

Albums certified platinum were: "Hard Promises," Tom Petty & the Heartbreakers, Blackstreet Records; "The Turn of A Friendly Card," Alan Parsons' Project, Arista; "Somewhere Over the Rainbow," Willie Nelson, Columbia; "Long Distance Boyager," the Moody Blues, Threshold/PolyGram; and "Share Your Love," Kenny Rogers, Liberty Records.

Albums certified gold were: "Working Class Dog," Rick Springfield, RCA Records; "It Must Be Magic," Teena Marie, Arista; "Knights of the Sound Table," Cameo, Casablanca/PolyGram; "Juice," Juice Newton, Capitol; "REO/T.W.O.," REO Speedwagon, Epic; "Blows Against the Empire," Paul Kantner and Jefferson Starship, RCA; "In the Pocket," Commodores, Motown; "Urban Chipmunk," the Chipmunks, RCA; and "Share Your Love," Kenny Rogers, Liberty Records.

Singles certified gold were: "Jessie's Girl," Rick Springfield, RCA Records; "Theme From Greatest American Hero," Boey Scarbury, Elektra; "The One That You Love," Air Supply, Arista; and "Endless Love," Diana Ross and Lionel Richie, Motown Records.

Cowan Moves Offices

LOS ANGELES — Bobbi Cowan & Assoc., a California-based publicity company, recently announced the relocation of its offices 236½ S. Robertson Blvd., Beverly Hills, Calif. 90211. The phone is (213) 858-8686.

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

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ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more, RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending.

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

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

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PROFESSIONAL

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MISCELLANEOUS

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

MOVIE MATERIAL (Posters, Stills, Lobby Cards, etc.) For sale and trade. HOLLYWOOD BOOK AND POSTER CO., 1706 N. Las Palmas Ave., Hollywood, CA 90028, (213) 465-8764.

"JUKEBOX THE GOLDEN AGE." A pictorial guide to collectable jukeboxes, 65 pictures in color, 104 pages hardbound. It's pure cream! \$13.95/UPS. Jukebox Collector, 2545CB SE 60th Ct., Des Moines, Iowa 50317.

DYNAMO POOL TABLES 4x8 - \$1,000 each. 1/3 deposit & balance C.O.D. I want to buy 22 Col. Crownline Cig. Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501.

HUMOR

ATTENTION ANNOUNCERS! Let our total comedy service unlock bigger ratings for you! Established professionals offering subscription eggleter, Dee Jay Handbooks, career-boosting Monologues, Individualized Custom Gags and much more. Send for FREE INFORMATION PACKAGE. PETER PATER P.O. Box 402-C. Pinedale, Calif., 93650.

Four Tops: Pals Still Cutting Hits After 28 Years Together

(continued from page 10) with as time goes on.

Listen, we're not kids," he admits. "We realize that the record market is geared to younger people in a lot of record company minds, so for us it's definitely a challenge."

It's a challenge the group seems already to have won, however. Not only has the "Tonight" album gotten off to a fast start, but the first single, "When She Was My Girl," is already the group's biggest hit in

Welk Issues 'Ideas Book'

LOS ANGELES — As part of its ongoing effort to exploit its catalog, The Welk Music Group has issued a copy of the company's new Ideas Book to artists, managers, agents, advertising agents, T.V., movie and video producers and others who are involved in music.

Divided into several categories and cross indexes such as Hits Of The 1960s, Hit Songs From Hit Shows and under such mood and subjects heading as "Night" or "Girls' Names," the promotional tool exposes songs from the catalogs of Vogue Music, T.B. Harms Co., Bibo Music Publishers, Champagne Music Corp., Hall-Clement Publications, Jack and Bill Music Co. and Harry Von Tilzer Music Publishing Co.

Compiled by Dean Kay and Willa Hubert, The Ideas Book has been designed to help meet the specific needs of each facet of the entertainment industry.

years, currently Top 10 in the Cash Box Black Contemporary chart, with a good possibility of equalling that success on the pop singles chart.

Stubbs talks admiringly of the group's new producer, Dave Wolfert, who he feels was effective in updating the group's sound. "He's intelligent, knows what he's doing, knows what he's looking for and listens to us," says Stubbs. He feels the relationship "turned out good for us because the group had a lot of say, but not contrary to what Dave Wolfert ultimately thought. He was the producer and we let him produce."

Stubbs is very optimistic about the group's future, and says the members are looking forward to recording again in the near future. "We'd like to be able to do a wider range of material and be accepted doing it," states Stubbs, whose favorite of the Four Tops' Motown LPs is the one featuring Broadway show tunes. "We don't want to be locked into a pocket," he says. "Even being identified with a sound as great as the one Motown had can sometimes be a hindrance."

WCI To Pay Dividend

NEW YORK — Warner Communications, Inc. last week declared a regular quarterly dividend of 17 cents per share on WCI Common Stock.

Dividends are payable on Nov. 16, 1981 to shareholders of record at the close of business on Oct. 15, 1981.

Feist And Berman To Address Publishers

NEW YORK — Leonard Feist, president, National Music Publishers' Assn., and Albert Berman, president, The Harry Fox Agency, will be the featured speakers at the Sept. 24 meeting of the New York chapter of the Music Publishers' Forum. The session will be held at 3:30 p.m. in the South Gallery of the Barbizon Plaza Hotel at 106 Central Park South.

Among the issues to be discussed is the new 4¢ recording rate approved by the Copyright Royalty Tribunal in December, with Berman addressing the realities and procedures of the change. Feist will speak to a broad variety of licensing matters, including those related to cable and satellite futures.

Admission to the session is without charge, and all interested in attending are asked to telephone Marv Goodman at (212) 977-5683.

I.C.E. Management Bows

LOS ANGELES — The formation of I.C.E. International Management, a management division of Isgro Enterprises, Inc., was recently announced by company president Joe Isgro.

Initial signing to I.C.E. is Carl Carlton, 20th Century-Fox artist, who has been on a cross-country promotional tour including live dates with artists like Rick James and Chaka Khan. Additional signings are to be disclosed at a later date.

I.C.E. is located at 6255 Sunset Blvd., #923, Los Angeles, Ca. 90028. Telephone is (213) 460-6325.

MERCHANDISING

Retailers Step-Up Use Of Computers Despite Lack Of Bar-Coding Standard

(Continued from page 18)

tically limitless," data processing manager Jim Sage sees the system paying for itself "within two or three years."

Before that time is out, Stark plans to have terminals in various departments and regional offices, with portable terminals in all its outlets. "That will be approximately a year-and-a-half to two years from now," said Sage, who added that the in-store terminals will be equipped to handle many programs including "sales information, inventory and payroll transmission." Stark will use a combined inventory tracking system that utilized both pre-assigned barcode numbers, and its own assigned numbers for non bar-coded records and tapes.

But despite its own in-house tag system, Record Bar concedes that industry-wide employment of bar-coding would be a big plus for computerization. "I can't say that they're necessarily holding us up," said Record Bar's Hester, "but it would be nice if that issue were decided. Obviously, if the industry can decide on a standard, we'd love to go with it."

Customer Convenience

Roy Imber of Elroy Enterprises, parent company of the Record World/T.S.S. stores in New York, pointed out yet another potential benefit of the marriage of computers and bar-coding — customer convenience. "At the store level all the front end operations — the recording of sales, prices, product break-down, category break-down, etc. — would be speeded up," he

RCA Mounts Major Marketing Push For Triumph LP

NEW YORK — RCA Records has embarked on a major marketing campaign in support of Canadian rock trio Triumph's new "Allied Forces" LP. The campaign will be running in conjunction with an extensive national tour by the group that will include approximately 52 dates, running through the month of December.

The first phase of the campaign is already underway with the release of the album, concentrating on in-store visibility for the LP at the local retail level. According to Don Wardell, RCA manager, product management, a variety of sales aids have been prepared, including 1,000 dump bins, each holding up to 75 LPs, with a head card and cassette display showing all four Triumph albums; 10,000 four-color posters displaying a blown-up reproduction of the "Allied Forces" cover; another 10,000 posters depicting the Triumph catalog; 5,000 window streamers announcing the tour, album and single; and 3,000 die-cuts of the Triumph logo centerpiece.

In addition, RCA has prepared a limited edition of 1,000 enamel pins representing the "Flying V" guitar pictured on the "Allied Forces" cover. The guitar itself, which is the property of the band's Rik Emmett, will be the first prize in a nationwide contest organized by RCA in cooperation with *Hit Parader* magazine and Dean Guitars, manufacturers of the instrument.

National and local advertising will include trade and consumer print ads, in addition to 30-second and one minute radio spots and two 30-second TV spots. In conjunction with the tour, RCA has prepared a four-page Triumph newspaper, "The 33 1/3 Battalion Gazette," to be used as a giveaway at concerts and in stores.

Lastly, the label has produced videos of three key cuts from the "Allied Forces" LP, including the current single "Magic Power," "Say Goodbye" and the title track from the album.

said. "We would be able to move our customers through our stores faster, make it easier for them to shop."

As with other retailers that have been employing computers, Record Bar points to a more complete, up-to-date sales analysis as a big plus. The chain has been colating its sales figures through the computer in its home office for the last six years, and Hester believes it has done a great deal to homogenize the selection in the chain's over 100 outlets, as well as pinpointing which records are climbing and which are falling off.

Tower's Polster has had similar results. His department receives a Top 25 list from the stores on Monday, and it is able to give them back a chain-wide sales report in printed form by Thursday. "I'd say the turn is pretty good," he said.

Likewise, rack jobbers have been able to reap the benefits of increased sales analysis through computers. Ray McDaniels of Handleman's in Clawson, Mich. reports that the outfit has been using computers for "at least the last five years" to track its top 500 sellers, both nationally and by region. McDaniel feels the job would be next to impossible otherwise, with Handleman servicing "somewhere around 8,000 outlets in all 50 states and Canada" through its accounts.

The situation is somewhat the same at Pacific Records and Tapes, where controller George Williams reports that the San Francisco rack jobber employs its own computer to analyze national sales trends.

Distrib Network Set For Elephant Parts

LOS ANGELES — Pacific Arts Video Records has announced that distribution for *Michael Nesmith In Elephant Parts*, in addition to other product, will be handled by the following companies:

Sound/Video, Video Station-Los Angeles; Video Product Distributors-San Francisco; Rocky Mountain Video, Western Video Corp., Mile-Hi — Denver; Media Concepts — St. Petersburg; Sound/Video Unlimited — Chicago; Paul Stone Sales — Indianapolis; Irwin/Lazarus, Inc., Artec Distributors — Boston; Western Video, Video Merchandisers — Dallas; Jerry Schwab & Assoc. — Portland; Video Trend, Inc. — Detroit; A&H Video — New York; King Of video — Las Vegas; Piks Distributing — Cleveland; The Video Library Co. — Philadelphia; Source Video Distributors — Nashville; Sight & Sound — St. Louis; and MPA Video — Canada.

NARM Rack Jobbers Conference Is Set For Scottsdale

(Continued from page 8)

Illinois, will discuss "The Role of the Mass Merchandisers in Today's Record and Tape Market."

NARM executive vicepresident Joseph A. Cohen will make two presentations: an update on the NARM gift-giving campaign titled, "The Gift that Keeps on Giving: The Gift of Music Campaign;" and another titled "Innovative Special Events: A Reflective Look at Creative Rack Jobbers Programs."

Closing the three-day session, and offering a view of the three way relationship from the manufacturers' viewpoint, will be Vic Faraci, executive vice president of Elektra/Asylum/Nonesuch Records.

Commenting on the timing and importance of such a meeting, Okinow said, "With an older population, concentrated in suburbia and shopping in the kinds of stores which rack jobbers service, we must seriously examine that potential."

SINGLE BREAKOUT OF THE WEEK

TRYIN' TO LIVE MY LIFE WITHOUT YOU • BOB SEGER • CAPITOL P-A-5042
Breaking out of: Port O' Call — Nashville, Richmand Bros. — Philadelphia, Charts — Phoenix, Tower — Campbell, Tower — Seattle, Tower — Sacramento, Waxie Maxie — Washington, Cavages — Buffalo, Record Theater — Cincinnati, Radio Doctors — Milwaukee, P.B. One Stop — St. Louis, Alta — Phoenix, Record Theatre — Cleveland.

SINGLES BREAKOUTS

PRIVATE EYES • DARYL HALL & JOHN OATES • RCA PB 12296
Breaking out of: Musicland — St. Louis, Tower — Campbell, Waxie Maxie — Washington, Peaches — Memphis, Tower — Seattle.

SHARE YOUR LOVE WITH ME • KENNY ROGERS • LIBERTY P-A-1430
Breaking out of: Port O' Call — Nashville, Waxie Maxie — Washington, Tower — Campbell, Sam Goody — New York, Turtles — Atlanta.

WHEN SHE WAS MY GIRL • THE FOUR TOPS • CASABLANCA/POLYGRAM NB 2338
Breaking out of: Tape City — New Orleans, Musicland — St. Louis, Radio Doctors — Milwaukee, Peaches — Columbus.

HARD TO SAY • DAN FOGELBERG • FULL MOON/EPIC 14-02488
Breaking out of: Radio Doctors — Milwaukee, Tower — W. Covina, Charts — Phoenix, Pickwick — Midwest.

THE THEME FROM HILL STREET BLUES • MIKE POST featuring LARRY CARLTON • ELEKTRA E-47186
Breaking out of: Radio Doctors — Milwaukee, Tower — Sacramento, Musicland — St. Louis.

IN THE DARK • BILLY SQUIER • CAPITOL P-A-5040
Breaking out of: Record Theatre — Cleveland, Port O' Call — Nashville, Radio Doctor — Milwaukee.

I COULD NEVER MISS YOU (MORE THAN I DO) • LULU • ALFA ALF-7006
Breaking out of: Tower — Sacramento, Handleman — Atlanta, Tower — San Francisco.

FASTEST MOVING MIDLINES

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

Beatles • Rock 'N' Roll Vol. 1 • 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

Devo — Live • Warner Bros. MINI 3548

Doors • The Doors • Elektra EKS 74007

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

Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137

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

Ted Nugent • Ted Nugent • Epic PE 33692

Tom Petty And The Heartbreakers • You're Gonna Get It • MCA DA 52029

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

Visage • Polydor/PolyGram PX-1-501

Brad Whitford/Derek St. Holmes • Columbia NFC 37365

COMPILED FROM: Musicland Group — National • Cutler's — New Haven • Peaches — Cincinnati • Sound Warehouse — San Antonio • Peaches — Oklahoma City • Tower — Sacramento • Alta — Phoenix • Lieberman — Denver • Record Theatre — Cincinnati • Musicland — St. Louis.

TOP SELLING ACCESSORIES*

Allsop 3 Cassette Head Cleaner 70300

Audio Technica Sonic Broom AT6012

Bowers Anti-Static LP Inner Sleeve

Discwasher DW Record Care Kit

Discwasher D-4 Fluid Re-Fill 1 1/4 oz.

Everyready Alkaline D-Cell Battery 2/card

Maxell UDXL II C-90

Maxell UD C-46

Memorex MRX2 C-90 2/Pack

Memorex MRX1 C-60

Memorex Cassette Head Cleaner 0300

Pickwick 45 RPM Record Center 104

Savoy Cassette Carrying Case 2130

TDK SA C-90

TDK SA C-60

TDK DC-90 2/Pack

TDK VHS Video Cassette T-120

TDK Cassette Head Cleaner HC 01B

COMPILED FROM: Musicland Group — National • Cutler's — New Haven • Peaches — Cincinnati • Sound Warehouse — San Antonio • Peaches — Oklahoma City • Tower — Sacramento • Alta — Phoenix • Lieberman — Denver • Record Theatre — Cincinnati • Musicland — St. Louis.

* Excludes T-Shirts & Paraphernalia

Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



DEAD RINGER • MEATLOAF • CLEVELAND INT'L./EPIC FE 36007

Breaking out of: Handleman — National, Record Bar — National, Musicland — National, Record Theatre — Cleveland, Peaches — Cleveland, Radio Doctors — Milwaukee, Streetside — St. Louis, Record Theatre — Cincinnati, Disc-O-Mat — New York, Richman Bros. — Philadelphia, Harvard Coop — Boston, Waxie Maxie — Washington, Spec's — South Florida, Turtles — Atlanta, Tape City — New Orleans.

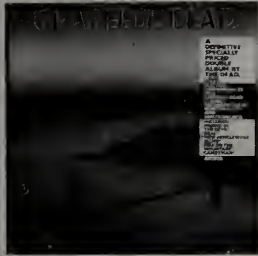
MERCHANDISING AIDS: 3x3 Cover Blow Up, Oversize Artist Poster, Album Flats, Header Cards/Counter Displays, Stand Up, Logo.

ALBUM BREAKOUTS

DEAD SET • GRATEFUL DEAD • ARISTA A2L 8606

Breaking out of: Musicland — National, Record Bar — National, Tower — San Francisco/Campbell/Sacramento/Los Angeles, Everybody's — Northwest, Lieberman — Portland, Mile Hi — Denver, Sam Goody — New York, Disc-O-Mat — New York, Harvard Coop — Boston, Strawberries — Boston, Cutler's — New Haven, Record & Tape Collector — Baltimore, Waxie Maxie — Washington, Turtles — Atlanta, Sound Warehouse — San Antonio, Wilcox — Oklahoma City, Streetside — St. Louis, Rose Records — Chicago, Flipside — Chicago, Radio Doctors — Milwaukee, Cavages — Buffalo.

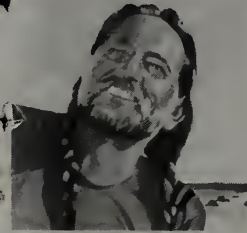
MERCHANDISING AIDS: 2x2 Flats, 2x3 Flats, Mini Covers



WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) • WILLIE NELSON • COLUMBIA KC2 37542

Breaking out of: Record Bar — National, Musicland — National, Western Merchandisers — Southwest, Lieberman — Dallas/Portland, Sound Warehouse — San Antonio, Tape City — New Orleans, Wilcox — Oklahoma City, Turtles — Atlanta, Oz — Atlanta, Peaches — Atlanta, Port O' Call — Nashville, Rose Records — Chicago, Flipside — Chicago, Radio Doctors — Milwaukee, Licorice Pizza — Los Angeles, Mile Hi — Denver, Richman Bros. — Philadelphia.

MERCHANDISING AIDS: Oversize Artist Poster, Logo, Album Flats, Rack Header Cards.



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

Breaking out of: Disc-O-Mat — New York, Sam Goody — New York, Webb's — Philadelphia, Record & Tape Collector — Baltimore, Soul Shack — Washington, Streetside — St. Louis, Musicland — St. Louis, PB One Stop — St. Louis, Chicago One Stop, Record Theatre — Cincinnati, Turtles — Atlanta, Hotline — Memphis, Tape City — New Orleans, Tower — Sacramento.

MERCHANDISING AIDS: Trims.



ALLIED FORCES • TRIUMPH • RCA AFL1-3902

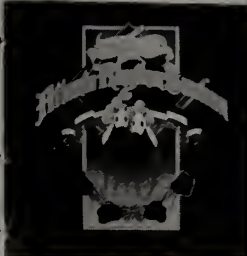
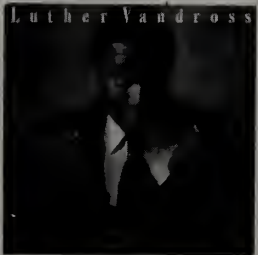
Breaking out of: Western Merchandisers — Southwest, Everybody's — Northwest, National Record Mart — Pittsburgh, Radio Doctors — Milwaukee, Flipside — Chicago, Streetside — St. Louis, Cavages — Buffalo, Disc-O-Mat — New York, Record & Tape Collector — Baltimore, Waxie Maxie — Washington, Big Apple — Denver, Tower — Campbell, Licorice Pizza — Los Angeles.

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

NEVER TOO MUCH • LUTHER VANDROSS • EPIC FE 37451

Breaking out of: King Karol — New York, Disc-O-Mat — New York, Cutler's — New Haven, Webb's — Philadelphia, Record & Tape Collector — Baltimore, Soul Shack — Washington, Waxie Maxie — Washington, Cavages — Buffalo, Chicago One Stop, Rose Records — Chicago, Turtles — Atlanta, All Record Service — Oakland, Tower — Los Angeles/San Diego.

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



QUINELLA • ATLANTA RHYTHM SECTION • COLUMBIA FC 37550

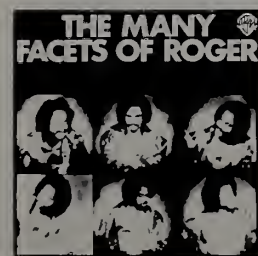
Breaking out of: Record Bar — National, Lieberman — Dallas/Portland, Turtles — Atlanta, Oz — Atlanta, Port O' Call — Nashville, Wilcox — Oklahoma City, Radio Doctors — Milwaukee, Charts — Phoenix.

MERCHANDISING AIDS: 3x3 Cover Blow Up, Logo, Album Flats.

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

Breaking out of: Rose Records — Chicago, Chicago One Stop, Radio Doctors — Milwaukee, Streetside — St. Louis, Turtles — Atlanta, Port O' Call — Nashville, Waxie Maxie — Washington, All Record Service — Oakland, Tower — Sacramento, Mile Hi — Denver.

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



NEW PLUS — Approximately 700 people joined in celebrating the recent opening of the newest Music Plus store in Chino, Calif. Also joining the dealer during the celebration was A&M recording group Oingo Boingo and KROQ jock Freddy Snakeskin. The chain gave away a Reference turntable, T-shirts, beach bags and other gifts.

WHAT'S IN-STORE

GETTIN' AGGRESSIVE IN GOTHAM — It's tough to get enough space for a "superstore" in Manhattan, so by merging and expanding their lines, **Audiomatic** and **Bondy's** have been able to achieve the kind of diversification that usually eludes the typical urban outlet, while coping with the problem of limited space. Bondy's, long known to disco aficionados as one of the best dance music stores in the downtown area, recently went through something of an identity change when owner **Sy Bondy** retired and turned the shop over to his son, **Billy**. He and partners **Seth Grossman** and **Les Schneiderman** began to strengthen ties with their mid-town Audiomatic store, an outlet known for its excellent selection of new wave and hard-to-find rock records, and brought Audiomatic manager **Burt Golden** downtown to put together a new wave dance section for the disco store. While the addition has helped sales downtown, as well as strengthening ties and cross-shopping, the Bondy/Audiomatic crew hasn't stopped there. A full, worldwide exporting department has recently bowed under the leadership of **Jim McCarthy**, former export director for New York's **Record Haven** one-stop. The stores' claim to fame has been their perseverance; McCarthy and company have already established a reputation for filling tough orders. "Even if we make a little less, we'll track down any record that an overseas account wants," said McCarthy. "We feel we have to treat our customer's businesses as if they were our own." A lot of action for a relatively small operation.

CUTTING SHIPPING COSTS — Bohman industrial Traffic Consultants, Inc. of Gardner, Mass. has just released a new book entitled *Guide to Cutting Your Freight Transportation Costs Under Trucking Deregulation*. The 30-chapter book gives detailed information about a wide variety of freight rate reductions, discounts and allowances, and deals specifically with volume incentive discounts, dock delivery discounts, loading allowances, discounts for failure to deliver according to schedule and reduced rates on returned goods. The book may be purchased direct from Bohman at 335 East Broadway, Gardner, Mass. 01440. The price is \$19.95.

RCA VIDEODISC DISPLAY CONTEST — To beef up demand for its videodisc system, RCA is offering \$50,000 in prize money for the best in-store or window display. RCA Videodisc distributor salesmen and their retail accounts are eligible to win a total of 47 prizes — 12 in each of RCA's four national sales regions. The contest ends Oct. 31. In-store or window displays must include RCA VideoDisc album covers, the company's latest catalog, and an RCA "SelectaVision" VideoDisc player.

NOW MEET CRAZY MAX — Record buyers in New York know **Crazy Eddie**, and customers in the Carolinas are hip to **Record Bar's** "Vinyl Avenger." Now people in the Mid-Atlantic are seeing a character named "Crazy Max" on their tube, as the **Waxie Maxie** chain begins its Christmas advertising campaign. The masked merchandiser will also be popping up on the radio, making in-store appearances and be depicted in cartoon form in print ads. The slogan, "Crazy Max the price slasher is on the loose at Waxie Maxie's," will be used as a tag.

fred goodman

WEA Bows Display Contest For Stones

LOS ANGELES — A national display contest has been bowed by WEA and Atlantic Records to augment an intensive marketing/advertising campaign and heavy radio airplay garnered with release of The Rolling Stones' "Tattoo You" LP.

The campaign, titled "Start It Up and End It Up," is to run Sept. 14-Oct. 30 and will award the winning merchandiser or sales rep and his/her marketing coordinator a grand prize of an all-expense paid trip to the final night of the Stones' American tour.

Seven first prizes of \$200 plus a Stones' tour jacket will be awarded in the seven other WEA branches, and eight second prizes of \$100 plus a framed tour poster signed by the Stones will be awarded to runners-up in each of the eight WEA branches.

Merchandising material to be used in the contest consists of 3 x 3s and 1 x 1s (front and back cover), streamers, mobiles,

stickers, personality posters and tour posters. All WEA merchandisers, sales and promotion personnel, in addition to marketing coordinators, are eligible to enter the contest.

Judging in the contest will be handled by Atlantic's merchandising department, employing criteria such as creativity, quality of display, saturation of marketplace, effective use of space and materials and product visibility.

Though the contest is designed to focus on cities included in the Rolling Stones tour, set to run from Sept. 25 through the first week in December, cities not included in the contest are also eligible to win prizes.

Bonus prizes will consist of souvenirs from the tour such as autographed drum sticks, signed stage passes and assorted personal items from Mick Jagger and other members of the band.

INTERNATIONAL

INTERNATIONAL PROFILE

Perla: Riding The Sounds Of Paraguay To Success Through Latin America

by Richard Imamura

LOS ANGELES — One of the more unusual stories of the Latin American music business is that of Perla, born in Paraguay and a star in Brazil. On the surface, such a fact wouldn't seem unusual, until one realizes that the primary language of Paraguay is Spanish, while that of Brazil is Portuguese.

Nevertheless, in her career, that has seen her earn nine gold records, two of Perla's biggest album hits in Brazil have been "Perla en Espanol" ("Perla in Spanish") and "Perla en Espanol, Vol. II." Her versatility as a singer is further illustrated by her latest gold record, "Vamos dancar reggae."

Befitting her unusual success story, Perla's early history and her eventual discovery also followed a different (and somewhat fairy tale-like) path.

Born in Caracupe, Paraguay, Perla's father was a musician who early on in life organized his children into a singing group. Along with her older brothers and sisters, Perla sang the folk music of her country at numerous dances and events in the various cities of Paraguay, eventually becoming popular enough to perform at government receptions for foreign leaders.

"Eventually, our success was such that my father decided that I should try for a solo career," Perla relates. "I continued travelling and later met Reynaldo, a Brazilian."

She would eventually marry Reynaldo and move to Rio de Janeiro. There, one night in 1971, a fairy tale break helped



Perla

launch her recording career.

"We were dining at one of the fashionable spots in town, one that was frequented by many artists and producers," she recalls. "During the evening, someone found out that I was a singer, and I was invited on stage to sing."

Perla made such an impression on the crowd that she was hired on the spot and remained at the nightclub for the next 10 months. Because so many entertainment industry people frequented the nightclub, her stint there resulted in TV appearances, a part in a feature film and a recording contract with RCA Brasil.

She then started her string of gold records in Brazil, and soon her popularity spread to other parts of Latin America, where her success began to rival that which she enjoyed in her adopted homeland. A recent tour of the U.S. and "Vamos dancar reggae" carry on her string of successes, opening new worlds to conquer in the fairy tale life of the beautiful Paraguayan singer.

CRI Promotes Two

NEW YORK — Pierre Sissman and Antonio Perez-Solis have been named to new overseas positions with CBS Records International (CRI).

Sissman was named director, CBS label and European artist marketing, CRI Paris. He will be responsible for the marketing and A&R direction of the CBS/Columbia labels in Europe and will continue marketing European artists.

Sissman has been with CBS for two years, starting with CBS Disques, the French affiliate of CBS Records, and moving to CRI as associate director, European artist development.

Perez-Solis was appointed regional director, CBS Songs Latin America. Solis will be responsible for all creative and administrative aspects of music publishing for the entire Latin American region. He has been with CBS since 1976 as general manager of Ediciones April Music and manager of business affairs of Discos CBS in Spain.

INTERNATIONAL CERTIFICATIONS

Landscape

RCA recording group Landscape had its "Einstein A Go Go" single certified silver in the U.K., signifying sales of 250,000 units.

Shakin' Stevens

Epic recording artist Shakin' Stevens had his "This Ole House" and "You Drive Me Crazy" singles certified silver in the U.K., signifying sales of 250,000 units each.

Bruce Springsteen

Columbia recording artist Bruce Springsteen had his LP "The River" certified gold in the U.K., France, The Netherlands and Sweden.

Teardrop Explodes

Phonogram recording group Teardrop Explodes has its "Reward" single certified silver in the U.K., signifying sales of 250,000 units.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — French pianist Richard Clayderman, composer and producer Oliver Toussaint and other French artists will be visiting Argentina during November as part of a promotion plan devised by Tonodisc vice president Francisco Vidal, who has been handling the recent Parchis tour of the provinces. Clayderman has been a strong seller for years in this market, and it is considered that he may help to introduce other names to the audience.

CBS A&R man Mochin Marafioti reports the release of the new album by Cacho Castana with his own tunes, produced by Ruben Lotes. Castana has been very popular in the past, but switched labels twice; his music is considered to be a mixture of tango and pop, which should appeal both to teenagers and the 25+ crowd. The diskery is also launching the album of the reunited group Manal, one of the top names of the late '60s.

EMI's commercial director, Alberto Caldeiro, has returned from another tour of the interior of the country, following a yearly plan of contacts with different regional markets. The company has been very successful with artists like Los Reales del Valle, who are little known in Buenos Aires but have considerable sales in certain parts of the nation.

RCA has reported the inking of rock composer and chanter Litto Nebbia to a contract for albums. Nebbia is currently living in Mexico, but visits frequently the States and Brazil, and has been in Argentina for six weeks touring the country. His career started in 1968, when his group, Los Gatos, hit the charts with one of the classics of the local pop history, "La Balsa."

The opening of the second International Record Fair at La Rural has been considered a follow-up, a few months later, to the successful first event, held in April. Most of the record companies are once again available, and sales are expected to be brisk, although some of the distributors have decided not to take part due to policy differences with the labels regarding these sales. One of the leading opinions among the retailers is that the record companies should concentrate their efforts in promotion and leave sales to them, but the fresh cash coming from buyers is as strong an argument as anything else for the labels.

miguel smirnoff

Brazil

RIO DE JANEIRO — Cheap Trick pulled out of its "confirmed" visit here because of unresolved differences with its Brazilian promoters, and the "confirmed" visit of George Benson is looking shakier all the time.

Due to business commitments, Herb Alpert has had to cancel his proposed

promotional visit to Brazil, although his wife, Lani Hall, has confirmed her presence. Hall will be in Brazil to promote two new albums. She has her latest American album, "Blush," being released, as well as an album, "A Brasileira," which is sung in Portuguese, with all the songs being written by major Brazilian composers. "A Brasileira" will receive simultaneous release in the U.S. and Brazil.

christopher pickard

Italy

MILAN — Three conventions organized by record companies, all scheduled for the end of August, officially opened the new season of the record market in Italy, after the Summer pause. Dischi Ricordi had its meeting in Merano from Aug. 24-29; CBS in Milan, from Aug. 27-28; and Fonit-Cetra in Capri, from Aug. 27-29.

A new label, Five Records (affiliated with the TV network Canale 5), was born in Milan, distributed by CGD-MM. Wladimiro Albera has been named managing director of the company.

Effective Sept. 1, the Dig-It label, managed by Pippo La Rosa, will be distributed by Fonit-Cetra. Previously, the catalog was distributed by EMI Italiana.

Davide Matalon, managing director of Ducale, announced the signing of a licensing agreement for all the European market of the Bainbridge catalog, which includes recordings by Hugo Montenegro, Calola, Gordon Jenkins and others. The first releases (on both LPs and cassettes) are out in these days.

marlo de luigi

Japan

TOKYO — Polystar recording artist Shinji Tanimura was awarded the Platinum Disc prize at the 5th Hong Kong Music Festival, held Aug. 3 at the Academic Community Hall there. In this festival, many Chinese singers, including Adam Chen, Wo Mei Zen, and George Lam, won Gold discs. Tanimura, however, was the first singer to win a prize at this festival outside of singers who are natives of Hong Kong. The Platinum-Disc is to be given to singers selling over 50,000 album units.

According to a survey of Cash Box Tokyo office, the sales of both prerecorded records and tapes in this summer were 10-20% down in comparison with the previous year, making this summer season the worst in several years. According to the retailers, the reasons that brought the stagnation included a very hot summer, lack of smash hits and depression of general economy. As to the prospect for the autumn and year-end sales, many of respondents answered that the slow sales of this summer might continue and the forecasting would be very pessimistic.

kozo otsuka

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

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

TOP TEN LPs

- 1 Esencia Romantica — Los Panchos and Serra Lima — CBS
- 2 Discos Non Stop — Non Stop Band — Interdisc/ATC
- 3 Star Show Special — various artists — Interdisc/ATC
- 4 Champions — various artists — PolyGram
- 5 Tango — Placido Domingo — PolyGram
- 6 Memories, Vol. II — various artists — Interdisc
- 7 Parchis, Vol. 3 — Tonodisc/ATC
- 8 Pensar En Nada — Leon Gieco — Music Hall
- 9 La Historia De... — Sui Generis — Microfon/ATC
- 10 Winners, Vol. 3 — various artists — EMI

—Prensario

Italy

TOP TEN 45s

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

TOP TEN LPs

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

—Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 Tainted Love — Soft Cell — Bizzare
- 2 Love Action — Human League — Virgin
- 3 She's Got Claws — Gary Numan — Beggar's Banquet
- 4 One In Ten — UB40 — DEP Int'l.
- 5 Japanese Boy — Ancka — Hansa
- 6 Start Me Up — The Rolling Stones — Rolling Stones
- 7 Hold On Tlgh — ELO — Jet
- 8 Wired For Sound — Cliff Richard — EMI
- 9 Abacab — Genesis — Charisma
- 10 Everybody Salsa — Modern Romance — WEA

TOP TEN LPs

- 1 Time — ELO — Jet
- 2 Shot Of Love — Bob Dylan — CBS
- 3 Secret Combination — Randy Crawford — Warner Bros.
- 4 Pretenders II — Pretenders — Real
- 5 Duran Duran — EMI
- 6 Present Arms — UB40 — DEP Int'l.
- 7 Love Songs — Cliff Richard — EMI
- 8 Bella Donna — Stevie Nicks — WEA
- 9 Kim Wilde — RAK
- 10 Hotter Than July — Stevie Wonder — Motown

—Melody Maker

TOP 40 ALBUMS

	Weeks On Chart	9/12		Weeks On Chart	9/12
1 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	2	5	21 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	17	45
2 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	1	9	22 BLUE TATTOO PASSPORT (Atlantic SD 19304)	22	4
3 "RIT" LEE RITENOUR (Elektra 6E-331)	4	20	23 MECCA FOR MODERNS MANHATTAN TRANSFER (Atlantic SD 16036)	21	7
4 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	3	21	24 SHOGUN JOHN KAIZAN KNEPTUNE (Inner City IC 6078)	25	5
5 FREETIME SPYRO GYRA (MCA 5230)	8	3	25 REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	—	1
6 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	5	14	26 TARANTELLA CHUCK MANGIONE (A&M SP-6513)	26	18
7 APPLE JUICE TOM SCOTT (Columbia FC 37419)	7	11	27 INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201)	31	6
8 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	6	23	28 THREE QUARTETS CHICK COREA (Warner Bros. BSK 3552)	23	9
9 THE DUDE QUINCY JONES (A&M SP 3721)	9	24	29 YELLOW JACKETS (Warner Bros. BSK 3573)	30	9
10 HUSH JOHN KLEMMER (Elektra 5E-527)	10	15	30 GALAXIAN JEFF LORBER FUSION (Arista AL 9545)	27	22
11 LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL-STARS (GRP/Arista 5506)	13	8	31 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3451)	28	17
12 SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495)	24	2	32 MISTRAL FREDDIE HUBBARD (Liberty LT-1110)	32	3
13 WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	14	10	33 BLYTHE SPIRIT ARTHUR BLYTHE (Columbia FC 37427)	33	2
14 MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526)	12	7	34 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153)	29	15
15 FUSE 1 VARIOUS ARTISTS (CTI 9003)	16	6	35 PAQUITO BLOWIN' PAQUITO D'RIVERA (Columbia FC 37374)	35	3
16 MAGIC MAN HERB ALPERT (A&M SP-3728)	15	5	36 LIVE STEPHANIE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	34	16
17 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCCIA (Columbia FC 37152)	11	16	37 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010)	36	29
18 CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504)	20	6	38 THE DOLPHIN STAN GETZ (Concord C.J. 158)	—	1
19 PIED PIPER DAVE VALENTIN (GRP/Arista 5505)	19	8	39 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC 37126)	37	20
20 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327)	18	7	40 LOVE LIGHT YUTAKA (Alfa AAA-10004)	39	20

ON JAZZ

INDIE ACTION — Last week we gave you a quick run-down of some of the fall releases you can expect to see from the majors in the coming weeks. But as has always been the case, the majors are only part of the story when it comes to jazz. The small, independent labels continue to represent a major share of the more creative and uncompromising jazz artists. Finding those smaller, indie labels isn't always easy, but Daybreak Express Records, at Box 250, Van Brunt Station, Brooklyn, N.Y., and JCOA/NMDS at 500 Broadway, New York each carry a healthy number of small record companies, both domestic and foreign. Each has just completed its new catalog, available on request. We haven't seen JCOA's yet, but Jimmy and Carol Elgo's Daybreak catalog, which can be obtained for a mere two dollars, is a veritable gold mine, listing tens of thousands of titles on 425 labels. Among the new discs they're handling are three releases on the Omnisound label: "The Phil Woods/Lew Tabackin Album;" "Pocono Friends" by John Coates, Jr.; and "Solar Energy" by Bill Goodwin. Other new items include: "All Out" by vocalist Jay Clayton on Anima Records; "Spectres" by saxophonist Tim Berne with Olu Dara and John Lindberg on Empire; and trumpeter Glenn Zottola's "Live at Eddie Condon's" with Harold Danko and Al Harewood on Dream Street Records. Two releases on Bob Wilbar's Boswell label round out the action at Daybreak: singer Pug Horton's "Don't Go Away" features Sir Roland Hanna and Milt Hinton; and "Live At Bechet's" features Wilbur and his Bechet Legacy band. The big news at JCOA/NMDS is (aside from office manager Taylor Storer's upcoming marriage) two titles on the new Hat Hut subsidiary label, Hat Art. "Songs" by soprano saxophonist Steve Lacy is a collaboration by Lacy and author Brian Cysin, while the Vienna Art Orchestra debuts with "Concerto Piccolo." The Hat Art releases list for \$19.98. Also available from JCOA are: Amira Biraka's "New Music/New Poetry" featuring Steve McCall and David Murray on the India Navigation label; Phillip Glass's "Dressed Like An Egg," a limited edition release on the newly formed Soho News label; Horace Tapscott protege Linda Hill's "Lullaby For Linda" on Numbus; Art Ensemble of Chicago saxophonist Roscoe Mitchell's "New Music for Woodwinds and Voice" on Arch; West Coast tenor man Ray Collin's "Of Blues, Myself, and I" on KRC; and saxophonist Frank Lowe's "Slizoke" with Butch Morris, Wilbur and Tim Pleasant on Cadence Records.



OUTLAW MEETS ENIGMA — While in Las Vegas at Caesar's Palace, Columbia recording artist Willie Nelson was surprised backstage by labelmate Miles Davis. Nelson and Davis later adjourned to write a song together, titled "Expect Me Around." Pictured are (l-r): Connie Nelson; Davis; and Nelson.

EMERY BORED? NEVER! — We recently had the opportunity to sit and chat with James Emery, guitarist for the String Trio of New York. Like his recordings, Emery's conversation is infused with exuberance and candor, and his expansive music is a natural extension of his personality. Aside from his work in the trio (which also features violinist Billy Bang and bassist John Lindberg), Emery has been working in an ensemble featuring trombonist Ray Anderson and flutist Robert Dick that will debut this fall in New York, as well as in a duo with Dick that will perform with the String Trio at the Polish Jazz Jamboree this month. The outside interests are nothing new to Emery, who has also performed with Leroy Jenkins, Anthony Braxton, Karl Berger and Kalapusha Maurice McIntyre, and given his own solo concerts. "It takes a lot of projects to keep the music moving," Emery told us, adding that although everyone in the trio is involved in outside projects, the group takes precedence, and "everyone can come together quickly." The trio had its start in 1977, when Lindberg and Emery began practicing and performing as a duo at the Creative Music Studio in Woodstock. Moving to New York, they set up shop at the La Mama Cafe, where they hooked up with violinist Bang. "Things just seemed to coalesce," recalled Emery, who added that the unique instrumentation gave them "a lot of room in which to experiment. It has a lot of charm in its intimacy." Unique as it may be, the string trio is nothing new to jazz. "Pops Foster used to work string trios constantly," said the guitarist. "It's just that it hasn't been used in years. And people like to see a group without traditional instruments, but still playing the music. I don't want to say we have a delicate sound, but we produce some fairly subtle textures. I'm the only one who uses amplification, and I only use it to come up to their sound level. We're really able to span a wide dynamic range." With two LPs presently available on the Black Saint label, the group is looking towards the future. "We're going to stay together and expand our audience," said Emery. "We have a large tour set for the fall, and we'll be playing in New York in January. We're also trying to get an American record company interested in us, but we don't feel we have to become more commercial to do that. We're just going to keep the music growing and fresh."

fred goodman

JAZZ ALBUM PICKS

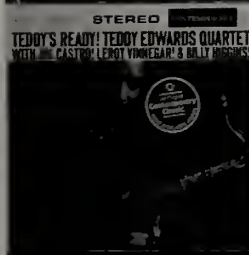
AMSTERDAM AFTER DARK — George Coleman — Timeless
GRP 129 — Producer: Wim Wigt — List: 9.98

The strongest tenor man on two feet, Coleman is ably assisted by a superb rhythm section of Hilton Ruiz on piano, Sam Jones on bass and Billy Higgins on drums here. The title track, a smooth, medium tempo tune, shows how well Coleman can integrate his driving, frequently jagged sound into the most urbane and sedate setting. The mark of a true master.



THROUGH A LOOKING GLASS — Bob Brookmeyer — Finesse FW 37488 — Producer: Norman Schwartz — List: None — Bar Coded

Valve trombone titan Bob Brookmeyer is back, and he ushers in a new label with a polished, sophisticated small group date of the highest quality. Saxophonist Dickie Oatts and trumpeter Tom Harrell are superb solo counterpoints, and the rhythm section of drummer Mel Lewis, pianist Jim McNeely and bassist Marc Johnson are a study in precision. Finesse Records is pressed and distributed by CBS.



TEDDY'S READY! — The Teddy Edwards Quartet — Contemporary S7583 — Producer: Lester Koenig — List: 7.98

Maybe Teddy was ready, but the world wasn't. The great West Coast tenor stylist was a favorite at Contemporary in the late '50s, and early '60s, where he found work as a leader and sideman, but he failed to sustain much attention with the record buying public. This relaxed quartet date, originally released in 1960, features Leroy Vinnegar, Joe Castro and Billy Higgins, and gives a second generation a shot at discovering a fluid and confident player.



BLYTHE SPIRITS — Columbia Records recently held a listening party for alto saxophonist Arthur Blythe, introducing his new album, "Blythe Spirit." Pictured at the party are (l-r): Arma Andon, vice president product development, Columbia Records; Guy Spellman, product manager, Columbia; Blythe; George Butler, vice president, progressive and jazz music A&R, Columbia; and Stan Monteiro, vice president, Columbia label promotion.

CASH BOX TOP 100 ALBUMS

September 19, 1981

		Weeks On 9/12 Chart			Weeks On 9/12 Chart			Weeks On 9/12 Chart			
1	ESCAPE JOURNEY (Columbia TC 37408)	1	7	35	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	37	86	68	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	44	45
2	BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139)	2	6	36	SHOT OF LOVE BOB DYLAN (Columbia TC 37496)	48	3	69	THE DUDE QUINCY JONES (A&M SP-3721)	64	25
3	4 FOREIGNER (Atlantic SD 16999)	3	9	37	FACE VALUE PHIL COLLINS (Atlantic SD 16029)	33	28	70	LOVERBOY (Columbia JC 36762)	66	35
4	TATTOO YOU ROLLING STONES (Rolling Stones/Atlantic COC 16052)	12	2	38	BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 36812)	35	23	71	MAGIC MAN HERB ALPERT (A&M SP-3728)	72	6
5	ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	5	9	39	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	36	49	72	FAIR WARNING VAN HALEN (Warner Bros. HS 3540)	63	17
6	PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346)	4	9	40	DIRTY DEEDS DONE DIRT CHEAP AC/DC (Atlantic SD 16033)	34	23	73	DEAD SET GRATEFUL DEAD (Arista A2L 8606)	—	1
7	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	7	16	41	BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	47	8	74	EAST SIDE STORY SOUEEZE (A&M SP-4854)	76	17
8	PIRATES RICKIE LEE JONES (Warner Bros. BSK 3432)	8	7	42	REFLECTOR PABLO CRUISE (A&M SP-3726)	42	9	75	CHILDREN OF TOMORROW FRANKIE SMITH (WMOT/CBS FW 37391)	77	9
9	TIME ELO (Jet/CBS FZ 37371)	9	5	43	LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	56	4	76	ICEHOUSE (Chrysalis CHR 1350)	78	11
10	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	6	41	44	FREETIME SPYRO GYRA (MCA-5238)	52	4	77	THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	90	4
11	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	10	22	45	SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	46	12	78	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	71	57
12	DON'T SAY NO BILLY SOUIER (Capitol ST 12146)	11	20	46	MECCA FOR MODERNS THE MANHATTAN TRANSFER (Atlantic SD 16036)	39	15	79	CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544)	70	10
13	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	13	26	47	GIVE THE PEOPLE WHAT THEY WANT THE KINKS (Arista AL 9567)	75	2	80	WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835)	69	32
14	PRETENDERS II PRETENDERS (Sire SRK 3572)	16	5	48	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	40	13	81	STARS ON LONG PLAY (Radio Records/Atlantic RR 16044)	68	19
15	HEAVY METAL ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	17	7	49	ZEBOP! SANTANA (Columbia FC 37158)	43	23	82	SUMMER HEAT BRICK (Bang/CBS FZ 37471)	93	3
16	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	14	11	50	JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554)	38	7	83	ARTHUR — THE ALBUM ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582)	99	3
17	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	22	5	51	HIGH 'N' DRY DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	57	7	84	THE COMPLETION BACKWARD PRINCIPLE TUBES (Capitol SOO-12151)	79	17
18	EL LOCO ZZ TOP (Warner Bros. BSK 3593)	19	7	52	HOY!-HOY! LITTLE FEAT (Warner Bros. 2BSK 3538)	55	5	85	JUMPIN' JIVE JOE JACKSON (A&M SP-4871)	67	8
19	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	18	12	53	CARL CARLTON (20th Century-Fox/RCA T-628)	60	9	86	AEROBIC DANCING BARBARA ANN AUER (Gateway GSLP-7610)	89	9
20	IN THE POCKET COMMODORES (Motown M8-955M1)	15	11	54	BROTHERS OF THE ROAD THE ALLMAN BROTHERS BAND (Arista AL 9564)	62	5	87	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	—	1
21	THE INNOCENT AGE DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	1	55	SHORT BACK N' SIDES IAN HUNTER (Chrysalis CHR 1326)	61	4	88	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027)	80	17
22	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	20	15	56	NORTH COAST MICHAEL STANLEY BAND (EMI-America SW-17056)	59	8	89	WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049)	73	10
23	KOOKOO DEBBIE HARRY (Chrysalis CHR 1347)	25	4	57	DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	51	11	90	MARAUDER BLACKFOOT (Atco SD 32107)	85	10
24	MISTAKEN IDENTITY KIM CARNES (EMI-America SO-17052)	23	21	58	PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL1-4028)	—	1	91	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	74	21
25	HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	21	18	59	ROCKIHNROLL GREG KIHN BAND (Beserkley/Elektra BZ-10069)	53	25	92	THE PRESSURE IS ON HANK WILLIAMS, JR (Elektra/Curb SE-535)	103	4
26	FANCY FREE OAK RIDGE BOYS (MCA-5209)	24	16	60	VOICES DARYL HALL & JOHN OATES (RCA AOL 1-3646)	45	58	93	SIMPLICITY TIM CURRY (A&M SP-4830)	95	6
27	STEP BY STEP EDDIE RABBITT (Elektra SE-532)	32	5	61	MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	54	25	94	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	88	40
28	PARADISE THEATER STYX (A&M SP-3719)	28	34	62	MODERN TIMES JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448)	49	23	95	THE RIGHT PLACE GARY WRIGHT (Warner Bros. BSK 3511)	96	12
29	JUICE JUICE NEWTON (Capitol ST-12136)	29	29	63	TIME EXPOSURE LITTLE RIVER BAND (Capitol ST-12163)	84	2	96	THE TEMPTATIONS (Gordy/Motown G8-1006M1)	106	4
30	FEELS SO RIGHT ALABAMA (RCA AHL-1-3930)	27	28	64	BACK IN BLACK AC/DC (Atlantic SD 16108)	58	56	97	PARTY MIX THE B-52's (Warner Bros. MINI 3596)	65	7
31	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	26	15	65	DEAD RINGER MEAT LOAF (Cleveland Int'l./Epic FE 36007)	—	1	98	WINNERS THE BROTHERS JOHNSON (A&M SP-3724)	82	10
32	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013)	30	30	66	THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	50	9	99	COMPUTER WORLD KRAFTWERK (Warner Bros. HS 3549)	92	16
33	FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37389)	41	11	67	SIGN OF THE TIMES BOB JAMES (Tappan Zee/Columbia FC 37495)	81	2	100	BALIN MARTY BALIN (EMI-America SOO-17054)	87	17

Cashbox Top Albums/101 to 200

September 19, 1981

Weeks On Chart	9/12 Chart	Weeks On Chart	9/12 Chart	Weeks On Chart	9/12 Chart	Weeks On Chart	9/12 Chart
8.98	101	8.98	100	8.98	134	8.98	166
8.98	102	8.98	116	8.98	135	8.98	167
8.98	103	8.98	104	8.98	136	8.98	168
8.98	104	8.98	97	8.98	137	8.98	169
8.98	105	8.98	144	8.98	138	8.98	170
8.98	106	8.98	111	8.98	139	8.98	171
8.98	107	8.98	110	8.98	140	8.98	172
8.98	108	8.98	119	8.98	141	8.98	173
8.98	109	8.98	113	8.98	142	8.98	174
8.98	110	8.98	120	8.98	143	8.98	175
8.98	111	8.98	83	8.98	144	8.98	176
8.98	112	8.98	83	8.98	145	8.98	177
8.98	113	8.98	115	8.98	146	8.98	178
8.98	114	8.98	91	8.98	147	8.98	179
8.98	115	8.98	134	8.98	148	8.98	180
8.98	116	8.98	126	8.98	149	8.98	181
8.98	117	8.98	118	8.98	150	8.98	182
8.98	118	8.98	107	8.98	151	8.98	183
8.98	119	8.98	117	8.98	152	8.98	184
8.98	120	8.98	121	8.98	153	8.98	185
8.98	121	8.98	132	8.98	154	8.98	186
8.98	122	8.98	125	8.98	155	8.98	187
8.98	123	8.98	86	8.98	156	8.98	188
8.98	124	8.98	107	8.98	157	8.98	189
8.98	125	8.98	101	8.98	158	8.98	190
8.98	126	8.98	94	8.98	159	8.98	191
8.98	127	8.98	109	8.98	160	8.98	192
8.98	128	8.98	139	8.98	161	8.98	193
8.98	129	8.98	130	8.98	162	8.98	194
8.98	130	8.98	141	8.98	163	8.98	195
8.98	131	8.98	138	8.98	164	8.98	196
8.98	132	8.98	136	8.98	165	8.98	197
8.98	133	8.98	138	8.98	166	8.98	198

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

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