

# CASH BOX

September 12, 1981

NEWSPAPER

\$2.75



**Billy Thorpe**

# Natalie Cole

## Happy Love

(ST-12165)

The new album features the single  
"NOTHIN' BUT A FOOL"

Produced and arranged by George Tobin  
in association with Mike Piccirillo  
for George Tobin Productions Inc.

Personal Management:  
Kevin Hunter/New Direction, Los Angeles



# CASH BOX

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## EDITORIAL Make No Mistake About It

If you haven't yet noticed (and it's hard to see how that's possible), there's been a lot of good music coming from artists and labels that don't really ring a bell. More and more nowadays, a "new" sound has emerged from such labels as Myrrh, Songbird, Benson, Word, Light and a host of others.

New stars have also been surfacing — led by such notables as Walter Hawkins, James Cleveland, Mighty Clouds Of Joy, Don Francisco, Evie Tourniquist and The Imperials. Who are these people? And what were those labels mentioned?

The artists are "gospel" singers, and the labels are those that once relied almost totally upon the Christian bookstore circuit to make a living. The only differences nowadays are that the singers are just as likely to be on network television or major market

radio as in church, and the labels now merchandise their wares through more conventional record retailing channels as well as church bookstores.

The steadily increasing viability of gospel music as commercial product has already begun to make an impression on the industry. As the music gains in popularity, more mainstream marketing and promotional opportunities open up.

Cash Box recognizes gospel's growing potential and its viability as truly commercial product. Therefore, with this issue, the **Cash Box Gospel Programming** chart debuts in the Radio section. Each week, seven albums with mainstream crossover potential will be spotlighted. Gospel is on the way, so don't miss the boat.

# NEWS HIGHLIGHTS

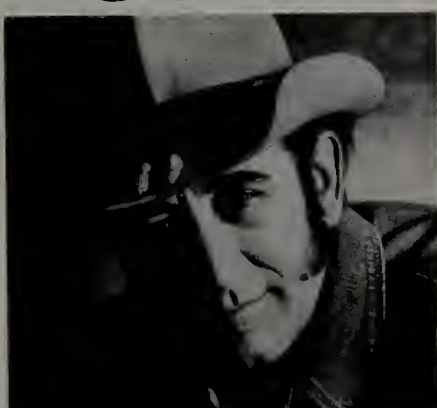
- Attraction of radio advertising linked to audience participation, low cost (page 5).
- Irwin Steinberg exits chairman post at PolyGram Records (page 5).
- Special Merchandising Supplement: Classical Music (opposite page 16).
- New Faces To Watch Spotlight (opposite page 24).
- "Say Goodbye To Hollywood" by Billy Joel and Santana's "Searchin'" are the top **Cash Box** Singles Picks (page 13).
- "Nine Tonight" by Bob Seger and Nils Lofgren's "Night Fades Away" are the top **Cash Box** Album Picks (page 15).

## TOP POP DEBUTS

<b>SINGLES</b>	47	TRYIN' TO LIVE MY LIFE WITHOUT YOU — Bob Seger — Capitol
<b>ALBUMS</b>	12	TATTOO YOU — Rollins Stones — Rollins Stones/Atlantic

<b>POP SINGLE</b>
ENDLESS LOVE Diana Ross and Lionel Richie Motown
<b>B/C SINGLE</b>
ENDLESS LOVE Diana Ross and Lionel Richie Motown
<b>COUNTRY SINGLE</b>
MIRACLES Don Williams MCA
<b>JAZZ</b>
THE MAN WITH THE HORN Miles Davis Columbia

# NUMBER ONES



Don Williams

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

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# CASH BOX TOP 100 SINGLES

September 12, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart
1	<b>ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	9/5	34	<b>GENERAL HOSPI-TALE</b> THE AFTERNOON DELIGHTS (MCA-51148)	37	67	<b>SAY GOODBYE TO HOLLYWOOD</b> BILLY JOEL (Columbia 18-02518)	—
2	<b>QUEEN OF HEARTS</b> JUICE NEWTON (Capitol P-4997)	3	35	<b>YOU COULD TAKE MY HEART AWAY</b> SILVER CONDO (Columbia 18-02268)	38	68	<b>SHAKE IT UP TONIGHT</b> CHERYL LYNN (Columbia 11-02102)	69
3	<b>SLOW HAND</b> POINTER SISTERS (Planet/Elektra P-47929)	2	36	<b>HARD TO SAY</b> DAN FOGELBERG (Full Moon/Epic 14-02488)	49	69	<b>YOU'RE MY GIRL</b> FRANKE & THE KNOCKOUTS (Millannum JH-11808)	40
4	<b>STOP DRAGGIN' MY HEART AROUND</b> STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336)	7	37	<b>JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM (A&M 2357)	42	70	<b>OUR LIPS ARE SEALED</b> GO-GO'S (I.R.S./A&M IR-9901)	80
5	<b>URGENT</b> FOREIGNER (Atlantic 3831)	6	38	<b>WE'RE IN THIS LOVE TOGETHER</b> AL JARREAU (Werner Bros. WBS 49746)	45	71	<b>DOUBLE DUTCH BUS</b> FRANKIE SMITH (WMOT 4W85351)	68
6	<b>THEME FROM "THE GREATEST AMERICAN HERO"</b> JOEY SCARBURY (Elektra E-47147)	4	39	<b>BACKFIRED</b> DEBBIE HARRY (Chrysalis CHS 2526)	43	72	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AS 0804)	54
7	<b>WHO'S CRYING NOW</b> JOURNEY (Columbia 18-02241)	9	40	<b>STRAIGHT FROM THE HEART</b> THE ALLMAN BROTHERS BAND (Arista AS 0618)	44	73	<b>WORKING IN THE COAL MINE</b> DEVO (Full Moon/Asylum E-47204)	84
8	<b>LADY (YOU BRING ME UP)</b> COMMODORES (Motown M1514F)	8	41	<b>WHEN SHE WAS MY GIRL</b> THE FOUR TOPS (Casablanca/PolyGram NB 2338)	51	74	<b>THE SENSITIVE KIND</b> SANTANA (Columbia 18-02178)	60
9	<b>(THERE'S) NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA PH-12264)	10	42	<b>BOY FROM NEW YORK CITY</b> MANHATTAN TRANSFER (Atlantic 3816)	27	75	<b>TOUCH ME WHEN WE'RE DANCING</b> CARPENTERS (A&M 2344)	58
10	<b>THE BEACH BOYS MEDLEY</b> (Capitol P 5030)	13	43	<b>I'VE DONE EVERYTHING FOR YOU</b> RICK SPRINGFIELD (RCA PB-12166)	53	76	<b>BETTE DAVIS EYES</b> KIM CARNES (EMI-America 8077)	70
11	<b>JESSIE'S GIRL</b> RICK SPRINGFIELD (RCA PB-12201)	5	44	<b>SHARE YOUR LOVE WITH ME</b> KENNY ROGERS (Liberty P-A-1430)	59	77	<b>IN THE AIR TONIGHT</b> PHIL COLLINS (Atlantic 3824)	67
12	<b>HOLD ON TIGHT</b> ELO (J&R/CBS ZS5 02408)	14	45	<b>I'M IN LOVE</b> EVELYN KING (RCA PB 12243)	46	78	<b>EVERLASTING LOVE</b> REX SMITH/RACHEL SWEET (Columbia 18-02169)	72
13	<b>STEP BY STEP</b> EDDIE RABBITT (Elektra E-47174)	16	46	<b>SOME DAYS ARE DIAMONDS</b> JOHN DENVER (RCA PB-12246)	47	79	<b>EASY TO LOVE AGAIN</b> CAROLE BAYER SAGER (Boardwalk NB7-11-118)	87
14	<b>ARTHUR'S THEME (BEST THAT YOU CAN DO)</b> CHRISTOPHER CROSS (Warner Bros. WBS 49787)	20	47	<b>TRYIN' TO LIVE MY LIFE WITHOUT YOU</b> BOB SEGER (Capitol P-A-5042)	—	80	<b>AT THIS MOMENT</b> BILLY & THE BEATERS (A&E ALF-7005)	89
15	<b>FIRE AND ICE</b> PAT BENATAR (Chrysalis CHS 2529)	15	48	<b>LOVE ON A TWO WAY STREET</b> STACY LATTISAW (Columbia/Atlantic 46015)	32	81	<b>STAY AWAKE</b> RONNIE LAWS (Liberty P-A-1424)	90
16	<b>FOR YOUR EYES ONLY</b> SHEENA EASTON (Liberty P 1418)	19	49	<b>SQUARE BIZ</b> TEENA MARIE (Gordy/Motown G 7202F)	52	82	<b>IT'S NOW OR NEVER</b> JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)	74
17	<b>COOL LOVE</b> PABLO CRUISE (A&M 2349)	17	50	<b>SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)</b> CARL CARLTON (20th Century-Fox/RCA TC-2488)	66	83	<b>IN THE DARK</b> BILLY SQUIER (Capitol P-A-5040)	—
18	<b>START ME UP</b> ROLLING STONES (Rolling Stones/Atlantic RS21003)	22	51	<b>DON'T GIVE IT UP</b> ROBBIE PATTON (Liberty P 1420)	26	84	<b>SAUSALITO SUMMERNIGHT</b> DIESEL (Regency RY 7339)	—
19	<b>THE VOICE</b> THE MOODY BLUES (Threshold/PolyGram TR 602)	21	52	<b>BURNIN' FOR YOU</b> BLUE OYSTER CULT (Columbia 18-02415)	63	85	<b>ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)</b> MARTY BALIN (EMI-America P-A-8093)	—
20	<b>REALLY WANNA KNOW YOU</b> GARY WRIGHT (Warner Bros. WBS 49769)	23	53	<b>HEAVY METAL (TAKIN' A RIDE)</b> DON FELDER (Full Moon/Asylum E-47175)	55	86	<b>STARS ON 45 — MEDLEY</b> STARS ON 45 (Radio Records/Atlantic RR 3810)	79
21	<b>ELVIRA</b> THE OAK RIDGE BOYS (MCA-51084)	11	54	<b>THE SUN AIN'T GONNA SHINE ANYMORE</b> NIELSEN/PEARSON (Capitol P 5032)	57	87	<b>YOU SAVED MY SOUL</b> BURTON CUMMINGS (A&E ALF-7008)	—
22	<b>I COULD NEVER MISS YOU (MORE THAN I DO)</b> LULU (ALFA ALF-7006)	24	55	<b>FALLING IN LOVE AGAIN</b> MICHAEL STANLEY BAND (EMI-America 8090)	56	88	<b>NOT FADE AWAY</b> ERIC HINE (Montego P-A-1200)	88
23	<b>FEELS SO RIGHT</b> ALABAMA (RCA PB-12236)	25	56	<b>YOU DON'T KNOW ME</b> MICKEY GILLEY (Epic 14-02172)	48	89	<b>I'LL DO ANYTHING FOR YOU</b> DENROY MORGAN (Beckat BKA45-5)	—
24	<b>I DON'T NEED YOU</b> KENNY ROGERS (Liberty 1415)	12	57	<b>SILLY</b> DENIECE WILLIAMS (ARC/Columbia 18-2406)	64	90	<b>GIVE IT TO ME BABY</b> RICK JAMES (Gordy/Motown G 7197F-1)	73
25	<b>THE NIGHT OWLS</b> LITTLE RIVER BAND (Capitol P-A-5033)	29	58	<b>NICOLE</b> POINT BLANK (MCA-51132)	61	91	<b>DEDICATED TO THE ONE I LOVE</b> BERNADETTE PETERS (MCA-51152)	78
26	<b>THE BREAKUP SONG (THEY DON'T WRITE 'EM)</b> GREG KIHN BAND (Beserklay/Elektra B-47149)	18	59	<b>ALL I HAVE TO DO IS DREAM</b> ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)	62	92	<b>GEMINI DREAM</b> THE MOODY BLUES (Threshold/PolyGram TR601)	82
27	<b>THAT OLD SONG</b> RAY PARKER, JR. & RAYDIO (Arista AS 0616)	28	60	<b>LOVE ALL THE HURT AWAY</b> ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	76	93	<b>ROCK AND ROLL DREAMS COME THROUGH</b> JIM STEINMAN (Epic/Clavend Int'l. AE7 1232)	77
28	<b>BREAKING AWAY</b> BALANCE (Portrait/CBS 24-02177)	30	61	<b>THE THEME FROM HILL STREET BLUES</b> MIKE POST featuring LARRY CARLTON (Elektra E-47186)	71	94	<b>SWEET BABY</b> STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	83
29	<b>DRAW OF THE CARDS</b> KIM CARNES (EMI-America 8087)	31	62	<b>A HEART IN NEW YORK</b> ART GARFUNKEL (Columbia 18-02307)	65	95	<b>WE CAN GET TOGETHER</b> ICEHOUSE (Chrysalis CHS 2530)	81
30	<b>PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA PB-12296)	41	63	<b>ALIEN</b> ATLANTA RHYTHM SECTION (Columbia 18-02471)	75	96	<b>YOU MAKE MY DREAMS</b> DARYL HALL & JOHN OATES (RCA PB-12217)	85
31	<b>CHLOE</b> ELTON JOHN (Gaffan 49788)	33	64	<b>THE STROKE</b> BILLY SQUIER (Capitol P-5005)	39	97	<b>A WOMAN IN LOVE (IT'S NOT ME)</b> TOM PETTY and the HEARTBREAKERS (Backstreet/MCA BSR-51136)	86
32	<b>SUPER FREAK (PART I)</b> RICK JAMES (Gordy/Motown G7205F)	35	65	<b>TEMPTED</b> SQUEEZE (A&M 2345)	50	98	<b>DON'T WANT TO WAIT ANYMORE</b> TUBES (Capitol P 5007)	91
33	<b>IN YOUR LETTER</b> REO SPEEDWAGON (Epic 14-02457)	36	66	<b>HEARTS</b> MARTY BALIN (EMI-America 8084)	34	99	<b>TIME</b> THE ALAN PARSONS PROJECT (Arista AS 0598)	92
						100	<b>STARS ON 45 — MEDLEY II</b> STARS ON 45 (Radio Records/Atlantic RR 3830)	93

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Heart In (Headquarters Artist/Irving — BMI) .....	62	Endless Love (PGP/Brockman/Intersong — ASCAP Administered) .....	1	Love All The (Irving/Ljjesrika Music — BMI) .....	60	Straight From Tha (Pangola/Caraers/Milene — BMI)40
A Woman In Love (Gone Gator/Wild Gator — ASCAP) .....	97	Everlasting Love (Rising Sons — BMI) .....	78	Love On A Two (Gambel — BMI) .....	48	Super Freak (Jobete & Stone City — ASCAP) .....
Allen (Low Sal Music — BMI) .....	63	Falling In Love (Berna/Michael Stanley — ASCAP) .....	55	Nicole (Hamstein — BMI) .....	58	Sweet Baby (Mycenae — ASCAP) .....
All I Have To Do (House Of Bryant — BMI) .....	59	Feels So Right (Maypop — BMI) .....	23	No Gettin' Over Me (Rick Hall — ASCAP) .....	9	Tempeted (Illegal Song — BMI) .....
Arthur's Theme (Irving/Woolnough/Unichappel/Begonia — BMI/New Hidden Valley/Pop 'n' Roll/WB — ASCAP) .....	14	Fire And Ice (Rara Blue/Big Tooth/Discott/Denise Barry — ASCAP) .....	15	Not Fade (Wren Music — BMI) .....	88	That Old Song (Raydiola — ASCAP) .....
At This Moment (WB Music + Vere Cruz Music — ASCAP) .....	80	For Your Eyes (United Artists — ASCAP) .....	16	Our Lips (Gotown/Plagent Visions — ASCAP) .....	70	The Breakup Song (Flye-Boy — ASCAP) .....
Atlanta Lady (Mercury Shoes/Great Pyramid — BMI)85	39	Gemini Dream (W.B./MCA — ASCAP) .....	92	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI) .....	30	The Night Owls (Colgams-EMI — ASCAP) .....
Backfired (Chic — BMI) .....	28	General Hospi-tale (Solid Smash — ASCAP) .....	34	Queen Of Hearts (Drunk Monkey — ASCAP) .....	2	The One That You (Caraers/Bestall Reynolds — BMI)72
Beach Boys-Medley (BMI) .....	10	Give It To Me (Jobete & Stone City — ASCAP) .....	90	Raally Wanna (Rondor, Adm. By Almo/High Wave — ASCAP) .....	20	The Sensitive Kind (Audigram — BMI) .....
Bette Davis Eyes (Plain & Simple/Donna Waiss — ASCAP/BMI) .....	76	Hard To Say (Hickory Grove Admin. By April Music — ASCAP) .....	36	Rock And Roll (Neverland/Lost Boys — BMI) .....	93	The Stroke (Songs Of The Knight — BMI) .....
Boy From New York (Trio — BMI) .....	42	Hearts (Mercury Shoes/Great Pyramid — BMI) .....	66	Sausalito Summernight (Southern — ASCAP) .....	84	The Sun Ain't (Saturday/Seasons Sour — BMI) .....
Breaking Away (Daksel — BMI) .....	28	Heavy Metal (Fingers — ASCAP) .....	53	Say Goodbye To Hollywood (Blackwood — BMI) .....	67	Theme: "Greatest American Hero" (April/Bleekwood/Daria/Darjen/ SJC & Cannell — BMI/ASCAP) 61
Burnin' For You (B.O.'Cult — ASCAP) .....	52	Hold On Tight (Blackwood/Jet — BMI) .....	12	Shake It Up Tonight (April — ASCAP) .....	68	Theme: Hill St. Blues (MGM Music — ASCAP) .....
Chloe (Intersong — ASCAP) .....	31	I Could Naver (Abasongs, Ltd. — BMI) .....	22	Share Your Love (Duchess Music Corp. (MCA — BMI) .....	44	The Voice (WB — ASCAP) .....
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) .....	17	I Don't Need You (Boochute — BMI) .....	24	She's A Bad Mama Jama (Jim/EOD — BMI) .....	50	Time (Woolfsongs Ltd./Cereers (Adm. By Irving — BMI) .....
Dedicated To The One (Duchass MCA — BMI) .....	91	"I'll Do Anything (Big Sevan/Bart Reid — BMI/Becket/Miller — ASCAP) .....	89	Silly (Rosebud) .....	57	Touch Me When (Hall-Clement — BMI) .....
Don't Give It Up (British Rocket/Adel — ASCAP) ..	51	I'm In Love (Duchess — BMI) .....	45	Slow Hand (Warner-Tamarlane/Flying Dutchman/Sweet Harmony — BMI) .....	3	Tryin' To Live (Happy Hooker — BMI) .....
Don't Want To Wait (Pseudo/Irving/Foster Fees/Goone's Tunes — BMI) .....	98	In The Air (Effectsound Ltd./Pun — ASCAP) .....	77	Somedays Are (Tree — BMI) .....	46	Urgant (Somerset/Evensongs — ASCAP) .....
Double Dutch (Wimot/Frashon/Supermarket BMI) 71	71	In The Dark (Songs Of The Knight — BMI) .....	83	Square Biz (Jobete — ASCAP) .....	49	We Can Get (Rare Blue — ASCAP) .....
Draw Of The Cards (Appian/Almo/Pants Down/Black Mountain — ASCAP/BMI) .....	29	In Your Letter (Slam Dunk — ASCAP) .....	33	Stars On 45 (Various Publishers — BMI/ASCAP) .....	86	We're In This Love (Blackwood/Megic Castle — BMI)38
Easy To Love Agsin (Unichappel/Begonia Malodias — BMI/Hidden Valley — ASCAP) .....	79	It's Now Or (Gladys — ASCAP) .....	82	Starts On 45 (Various Publishers — BMI/ASCAP) ..	100	When She Was My (MCA — ASCAP) .....
Elvira (Acuff-Rose — BMI) .....	21	I've Done Everything (Warner-Temerlane-BMI) ..	43	Start Me Up (Colgams-EMI — ASCAP) .....	18	Who's Crying (Week High Nightmara — BMI) .....
		Jessie's Girl (Robie Porter — BMI) .....	11	Stay Awake (Sweetbaat Music — ASCAP) .....	81	Working In The Coal (Marsaint Music — BMI) .....
		Just Once (ATV/Mann & Weil — BMI) .....	37	Step By Step (Briarpatch/DeeDave — BMI) .....	13	You Could Take (Grey Hare — ASCAP) .....
		Lady (Jobete & Commodores — ASCAP) .....	8	Stop Draggin' (Gona Gator/Wild Gator — ASCAP) 4		You Don't Know Me (Rightsong — BMI) .....
						You Make My (Hot-Cha/Six Continents — BMI) ..
						You Savad My Soul (Shillelagh — BMI) .....
						You're My Girl (Big Taeth — BMI/Bright Smile — ASCAP) .....

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

## Steinberg Exits Chairman Post At PolyGram Records

LOS ANGELES — Irwin H. Steinberg, chairman of PolyGram Records Inc., has left the company to pursue, in his words, "recently offered opportunities in academia and other record-related areas." A long-time record industry veteran as a top executive of PolyGram Records and PolyGram Corp. and their predecessor companies, PolyGram Records Group and Mercury Records, Steinberg will still continue on as a consultant at PolyGram.

Of Steinberg's departure, PolyGram Records president David A. Braun commented, "Irwin has rendered 36 years of valuable services to PolyGram. We thank him for all his efforts during both the good and the difficult times. The company stands as a monument to hard work. We wish him well."

Steinberg's career began in 1946 when he helped found Mercury Records in Chicago. Made president of that company in 1969, he went on to sign and develop such pop, rock 'n' roll and R&B music stars as Rod Stewart, The Ohio Players, Rush, Bachman Turner Overdrive, Kool And The Gang, The Bar-Kays and John Cougar.

By 1976, PolyGram made Steinberg chairman of the newly founded PolyGram Records Group, which consisted of the Phonogram/Mercury and Polydor labels and PolyGram Distribution. Overseeing Polydor he signed Rainbow, Isaac Hayes and Freddie Perren's MVP Production company and resigned The Osmonds and Atlanta Rhythm Section.

During this same period, Steinberg helped PolyGram assume the distribution of RSO Records. Aided by RSO's top selling albums, "Saturday Night Fever" and "Grease" in 1978, PolyGram achieved a record high in sales. That same year, Steinberg became the executive vice president of PolyGram Corp.

In 1980, PolyGram created PolyGram Record Operations (PRO) to administer all of the labels, and installed Steinberg as Chairman. In late 1980, David Braun formed PolyGram Records, Inc. (PRI), which comprised the assimilated, wholly owned American PolyGram labels, Polydor, Mercury and Casablanca, PolyGram Classics and the distributed RSO label.

Until this time, Steinberg has acted as PRI's chairman, basically acting as counsel to the new management, and assisting in

(continued on page 12)



**HOLD ON TO YOUR PLAQUES** — While touring to promote its new album, "Hold On To Your Dreams," 20th Century-Fox recording group The Staple Singers was recently honored in Chicago by Mayor Jane Byrne. Pictured at the ceremony are (l-r): Cleotha Staple of the group; Byrne; Mavis Staple, 'Pops' Staple and Yvonne Staple of the group; and Neil Portnow, president, 20th Century-Fox.

## Warner Home Video Outlines Rental-Only Licensing Plan

by Dave Schulps

NEW YORK — Warner Home Video (WHV) officially unveiled its new rental-only policy for prerecorded video software at a press conference here Sept. 2. Company representatives, led by WHV president Morton J. Fink, outlined a program that will begin this month in seven Texas markets, with national implementation targeted by March of 1982.

The policy, according to Fink, was partially the result of a year-long market study undertaken by WHV that found that usage trends of video product by consumers point to what he described as a "rental revolution." The study revealed, among other things, that for every videocassette sold during 1980, an average of approximately 12, and as many as 20 to 25, were rented. Fink called the trend toward rentals "irreversible."

The program will be launched with 48 rental-only titles, including *Superman II*, *The Shining*, *Private Benjamin*, *Any Which Way You Can*, *Altered States*, *Excalibur* and *Wolfen*. These titles will be added to WHV's current catalog of 105 titles, thus bringing Warner's inventory of feature film, musical productions and other titles to more than 150 for rental.

All programs will be licensed to participating outlets under the terms of the program, wherein WHV will retain title to all

product. The rental outlet will pay a licensing fee to WHV on each unit, renewable on a weekly basis.

"The one week renewable license feature of our plan insures an absolute minimum of

(continued on page 16)

## Accent Is On The Positive At RCA National Meeting

by Michael Martinez

CHICAGO — RCA Records president Robert Summer last week vehemently denied rumors that the label was up for sale and cited the recent chart successes of RCA and Associated Labels artists Rick Springfield, Hall & Oates, Dolly Parton, Ronnie Milsap, Evelyn King, Stephanie Mills, Jefferson Starship and Alabama, along with the recent signing of multimedia superstar Diana Ross, as proof that RCA is still a potent force in the record business.

As more than 400 label staffers — representing sales, merchandising and promotion departments — assembled here for RCA's first national marketing meeting in five years, Summer said, "RCA Records is not for sale in whole or in part."

Sharply underscoring Summer's comments that the label was solvent and was stepping into the future with confidence was the presentation of a healthy roster of new music the label will release during the remainder of the year.

Each speaker during the three-day meeting, held at the Marriott Lincolnshire resort north of Chicago, stressed that RCA's recent chart successes — with country, black, classical and pop product — was an indication that RCA was the "label of the '80s." Summer commented that 15-20% of all number one chart positions during the first six months of 1981 were held by RCA or associated labels, including A&M, Salsoul, 20th Century-Fox, Pablo and the recently departed Solar.

Summer pointed to reinforced sales and A&R staffs as indications that RCA intended to support new and developing artists with an intensive company-wide effort.

"Although the economy is now resisting growth, we have decided not to draw back," Summer said.

### Combined Strength

Drawing on the motif of the industrial revolution, Summer said that it was time for independent creative energy and the

(continued on page 12)

## The Attraction Of Radio Ads Tied To Audience, Low Cost

by Larry Riggs

NEW YORK — The Radio Advertising Bureau (RAB) reports that the amount spent on radio advertising increased to \$3.5 billion in 1980, topping the 1979 total of \$3.2 billion. This rise, according to Ken Costa, RAB vice president of marketing information, is partly due the bureau's "radio is red hot" campaign.

Radio is red hot because it is cost efficient, can deliver specialized audiences and generates "listener involvement" in commercials by creating an environment compatible with a station's format, RAB says. Several advertising agencies handling radio ads agree with this, a **Cash Box** survey revealed.

Although radio is not as good a medium as television for reaching a mass audience, it can deliver smaller, more loyal ones and, hence, is good for targeting specific markets. "Radio's ratings are not as large as television or large circulation magazines, but it works when you need to expose the message on a limited basis," said Steven Zigler, vice president and director of media planning of Wells, Rich, Green. He cited fast foods chains and soft drinks during the summer as products advertised well on radio. "They appeal to the teen market," he said.

Because the radio market is fragmented, format plays a big role in determining which station an agency is going to use to advertise its products. "Radio formats are not the only determinant of demographics," said Sharon Laik, vice president and director of spot broadcasting of D'Arcy, McManus, Minius, "but they are important to determine lifestyle and are important in making spectrum buys because people have loyalty to formats. For example, if you wanted to advertise motor oil, you would want to reach blue collar workers, and they might listen to country and western stations."

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## Light To Handle Own Distribution, Severs Word Ties

LOS ANGELES — Light Records will terminate its exclusive distribution agreement with Word, Inc. and handle its own distribution as of Dec. 14, 1981. The Luminar label will also be part of Light's new self-distribution program.

"Although the Word cutoff for ordering through them is Dec. 11, they have graciously extended the return date to Jan. 31, 1982," said Light Records president Ralph Carmichael.

Light is currently reviewing additional distribution potentials, according to executive vice president Larry Jordan. However, its own sales staff and telephone marketing will continue to be responsible for sales of Lexicon Music product, as well as that of Light and Luminar Records, to the gospel bookstore market.

Lexicon Music, parent company of Light Records, began distribution and sales of its own printed music product Jan. 1, and sales have more than doubled in the first six months.

In late 1980, Lexicon Inc. redeemed all outstanding stock held by ABC-Word. Carmichael now owns 100% of Light/Lexicon. Carmichael and Word president Jerrell McCracken originally started Lexicon Music in 1964 with Word Records and Carmichael each owning 50% of the stock.

(continued on page 14)



**FELICIANO TO MOTOWN** — Singer/guitarist Jose Feliciano, who has earned two Grammys and 32 gold albums worldwide, recently signed an exclusive deal with Motown Records. The artist's self-titled debut LP for the label is being produced by Motown chief Berry Gordy, with Suzee Ikeda and Hal David. The first single from the album will be "Everybody Loves Me." Pictured standing during the signing are (l-r): Burl Hechtman, Feliciano's personal manager; Lee Young, Sr., vice president of creative; Jay Lasker, Motown president. Pictured seated is Feliciano.

# Alfa Records: Bridging Gap Between Japan And The U.S.

by Marc Cetner

LOS ANGELES — The establishment of the first Japanese record label in the United States is a pretty major feat in its own right, but Alfa Records can look back on its first year of existence with a bit more pride than just knowing it can survive in the tough American market. The Los Angeles-based affiliate of Alfa Japan has so far released six well-received albums by artists of diverse styles, garnered two Top 30 singles — Lulu's "I Could Never Miss You (More Than I Do)" and Billy & The Beaters "I Can Take Care Of Myself" — and formed a smoothly functioning independent distribution network.

The Japanese/American label, funded by noted importers Yanase & Co. through Alfa Japan, has attempted to merge the quality associated with its native country's record industry with U.S. music business expertise, and, for the most part, it has succeeded. The enlistment of a 15-member staff headed by former RCA label chief Bob Fead and such respected industry veterans as marketing vice president Pete Jones; sales vice president, Bernie Sparago; and A&R vice president Lorne Saifer, has opened the door for Alfa to create an ongoing cultural exchange between America and Japan and to stay in step with the ever fluctuating U.S. music market.

"Alfa felt from a universal point of view that the time was ripe to move Japanese

music and culture outside of the country," explained Fead. "Shogun, for instance, was one of the highest rated shows in television history, thus proving that the American public has demonstrated a desire to know more about Japan and its people."

The first concrete example of Alfa bringing quality Japanese product to the U.S. in the first part of the culture exchange is in the fledgling label's packaging, which reflects the craftsmanship long associated with Japan's record industry. The label's first six releases have all been high premium pressings accompanied by a special plastic inner sleeve, encased in a 22 point board high lam jacket.

And while the label has acted as somewhat of a funnel for Japanese artists in America by releasing an album by homeland jazz fusionists Casiopea, Alfa's American wing has also used its power of autonomy to sign a diverse roster of artists including Scottish A/C-pop songstress Lulu, country rockers The Corbin/Hanner band, blues-based pop group Billy & The Beaters, straight ahead AOR rockers DVC and noted jazzist Yutaka Yokokura.

"Obviously, the goal of any record company is to be successful without losing your creativity," said Fead, who has just added former Guess Who leader Burton Cummings and rocker Teresa Straley to the Alfa roster. "And this record company isn't going to isolate itself into any particular

(continued on page 8)

# Biegel, Kranzberg Promoted At Boardwalk Entertainment

NEW YORK — In a major re-structuring move, the Boardwalk Entertainment Co. has named Irv Biegel president and chief operating officer and Scott Kranzberg senior vice president. They will both report to Neil Bogart, Boardwalk's chairman of the board and chief executive officer.

In announcing the appointments, Bogart noted that "Boardwalk has experienced major growth during this last quarter of our first year, both in the size and scope of its operation. Our smooth transition from branch operation to independent status, which is a clear reflection of Irv Biegel's leadership and our strong executive staff, has been of tremendous benefit to our company.

## More Opportunities

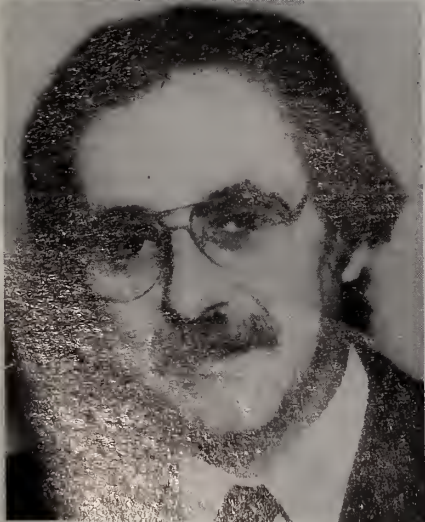
"Knowing that Boardwalk's daily operation is in such capable hands has freed me to pursue the development of other projects for the company," he added. "I'm delighted to be able to devote concentrated attention to developing long range plans in marketing and A&R."

Prior to his current position, Biegel was

executive vice president for Boardwalk. His affiliation with Bogart dates back to 1977, when he served as vice president for Casablanca Record and FilmWorks. Biegel has also been vice president of sales for Motown and vice president and general manager of Bell Records.

Kranzberg, in his new role as senior vice president, will continue to direct the label's promotion staff, as well as oversee the label's marketing and advertising. Before joining Boardwalk, he directed promotion activities for Chrysalis Records and Private Stock Records. He began his career with Pickwick.

In assessing these changes in the structure of his company, Bogart pointed out that Boardwalk has "reached the threshold of a new level of activity. I intend to take Boardwalk to its goal of becoming a multimedia company, developing projects not only for the stage, but for film and television as well. With the support of Irv, Scott and the incredibly dedicated staff at Boardwalk, the systems are in place to make that plan a reality."



Irv Biegel



Scott Kranzberg



**WEA AND MARLEY** — WEA International has obtained the rights to previously unreleased material by the late Bob Marley for an LP, "Chances Are," to be released in September. Pictured at the signing are (l-r): Wally Roker, U.S. rep, Cayman Music; Fred Haayen, senior vice president, WEA Int'l.; Danny Sims, president, Cayman Music; and Henry Allen, president, Cotillion.

# James Files Suit Against Promoters, Denies UPI Story

by Fred Goodman

NEW YORK — Motown recording artist Rick James held a press conference here Sept. 2 and announced the filing of a \$450 million counter suit against a group of concert promoters. James also used the conference to refute a recent news service report that he had eluded law enforcement agents in Dallas attempting to serve him a summons.

James' counter suit, filed in the Supreme Court of Erie County, New York, named as defendants K.C. Productions, a Colorado corporation; Michael Casey, a Denver businessman; Urgent Productions, Inc., a Texas corporation; Steven Corey, a Dallas businessman; and Special Attractions, Inc.,

(continued on page 14)

# Pi-Gem Acquisition Bolsters Welk Country Catalog

by Jennifer Bohler

NASHVILLE — If all points of Welk Music's tentative multi-million dollar sales agreement with Pi-Gem/Chess Music are met and it acquires the 1,500-song Pi-Gem/Chess catalog (**Cash Box**, Sept. 5), the move will make Welk one of the largest publishing houses in Nashville, rivalling Tree International's more than 20,000 titles and 100 staff writers. Roger Sovine, Welk's vice president of professional services, said his company's worldwide total of titles is already about 20,000 titles without the Pi-Gem/Chess catalog.

When contacted last week, Sovine said that nothing more could be added to the details of the sale at this time. The fate of the 16 Pi-Gem/Chess staff writers — whether they would join Welk's 20-member Nashville staff or seek other deals — was undetermined at presstime.

Tom Collins, co-owner of Pi-Gem with RCA artist Charley Pride and three other investors, disclosed to **Cash Box** that his future plans, other than continuing to produce, are also undetermined at this point. He did say, however, that there are some definite projects in the works, and an announcement will be forthcoming. Collins currently produces such artists as Barbara Mandrell, Ronnie Milsap, Steve Wariner and Sylvia, among others.

## No Money Mentioned

Though neither Sovine nor Collins would disclose the exact figure Welk agreed to pay for Pi-Gem/Chess, industry sources estimated it at about \$3.9 million. Meanwhile, the Pi-Gem professional staff,

(continued on page 30)



Billy Thorpe has finally come down to earth. The hard rocking guitarist, who has been a superstar in his native Australia for years, used futuristic space themes on his two prior American releases, but he's come down to a more basic sounding, high energy rock on his new Pasha/Columbia release, "Stimulation." And the move looks like a wise one with his album already shooting to #136 bullet on the **Cash Box** Pop LP chart after only two weeks in release.

Once again produced by studio wiz Spencer Proffer, Thorpe has abandoned the other worldly, special effects sound of last year's Elektra/Asylum release, "21st Century Man," and 1979's "Children Of The Sun" album on the Capricorn label. The artist/producer team has opted to keep things hard rocking and accessible on "Stimulation," and the decision has worked out wonderfully.

"We thought it was time to do a very street-oriented rock record with Billy that could transcend all classifications and all questions about Billy's scope as an artist beyond concept records," said producer Proffer.

The album is also significant because it marks the debut release on industry veteran Proffer's new Pasha/Columbia label. Proffer explained that Thorpe's launching the record company with a new LP was only natural since the two had been working together building a base at the AOR level through four years and three LPs.

The English-born Thorpe began his recording career in Australia with a band called The Aztecs, which scored several chart successes and became a favorite at outdoor Aussie music festivals.

But one visit to America hooked him. He was impressed with the superior technology in the U.S., and after winning the American International Song Competition, he decided to make L.A. his permanent home.

Upon arriving in Los Angeles, he became fast friends with producer/writer Proffer, and, save for touring, the two have rarely emerged from Proffer's Pasha Music House studio since. The hard work has paid off this time, as the duo has stopped flying in outer space and simply gone for some straight ahead, hard rock "Stimulation."

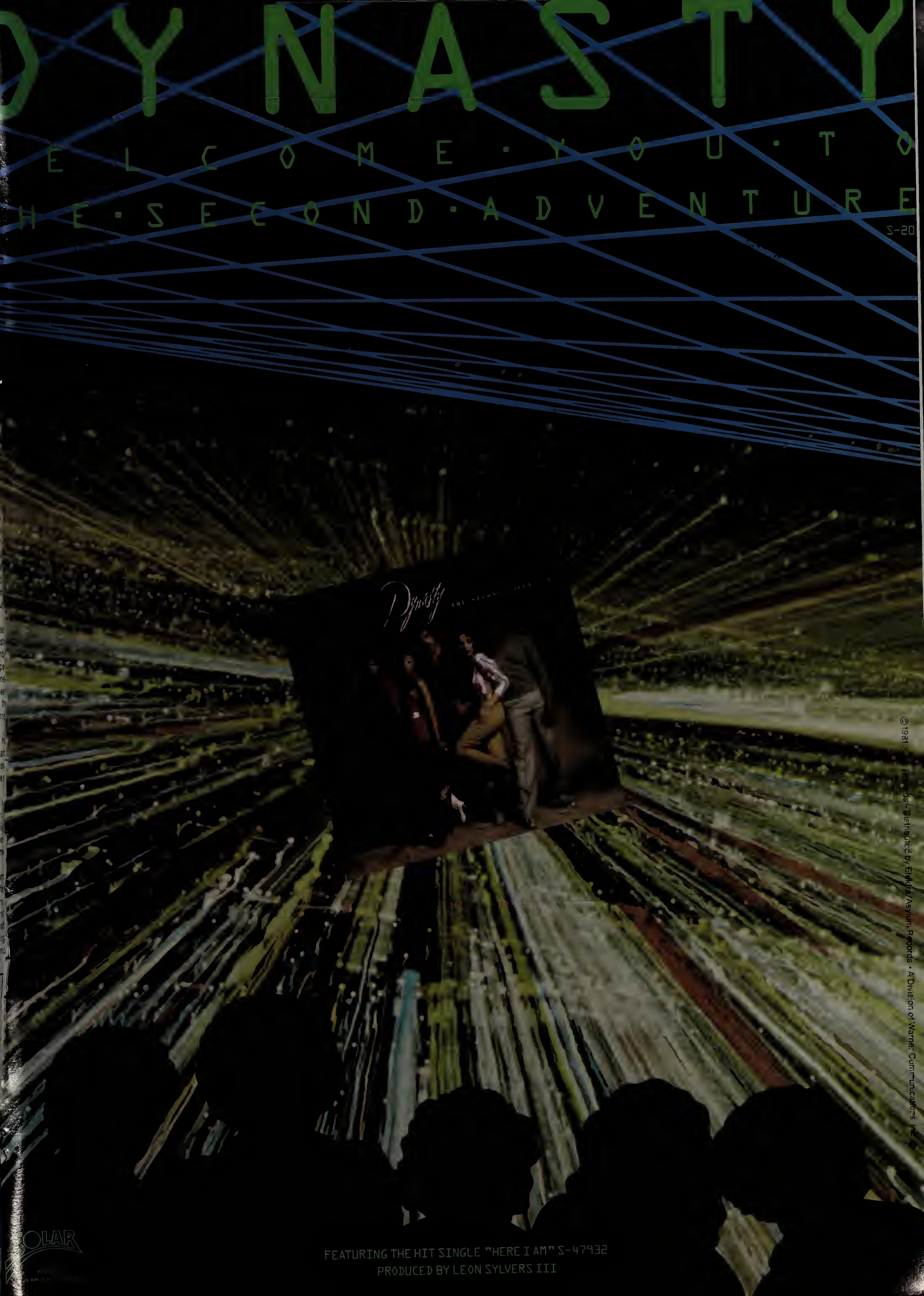
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# DYNASTY

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PRODUCED BY LEON SYLVERS III

# NEW FACES TO WATCH



## Icehouse

It's no mere coincidence that Chrysalis recording group Icehouse does such covers as Brian Eno's "And Then There Was You" and John Lennon's "Cold Turkey" in its live act. The foursome cut its teeth on a new wave rabid Sydney club scene by performing such numbers.

"When we first started three years ago, the 'wave' was going full bore, but it seemed that bands were performing all original material for originality's sake. A lot of it was just trash," reflects Icehouse co-founder/bassist Keith Welsh. "We opted to play great songs by Bowie, Eno and T-Rex until we'd developed our own unique identity."

The Bowie/Eno influence played an important role in the evolution of the Aussie quartet's heavily guitar/synthesizer laden contemporary pop sound. And by the time the band's ultra modern style had blossomed, it had earned hard core followings in the Sydney and Melbourne areas.

Known as Flowers in the land Downunder, the band's 1980 debut album, entitled "Icehouse," became a Top 10 fixture on the Australian charts. But when the quartet turned its sights toward other lands, it found a legal roadblock in using its original name.

The song, album and, ultimately, the name of the group came about when Icehouse leader/guitarist Iva Davies was inspired to write a song about a house across the road from his residence in Sydney. "The song is interesting because this house always had its lights on and no one ever seemed to go in or out," said Welsh. "And Iva got this image of people being trapped in the cold foreboding place. Later we found out that the home was a halfway house for psychiatric patients . . . We figured everyone could relate to that."

The name problem wasn't the only dilemma that Icehouse encountered on the road to stateside release. The group found that its best selling album needed to be remixed in order to be comparable to anything on the American airwaves.

"The album's volume level was so much lower than anything else on the radio, so Iva went to Los Angeles to work on bringing up the frequencies with producer Ed E. Thacker," explains Welsh.

The resulting LP is "a bit more orchestrated and experimental than most things out there today," maintains Welsh. And crisply rocking avant pop songs like "We Can Get Together" and "Fat Man," as well as the flowing, alien title track, are some of the reasons for the album shooting to the #78 bullet position on the **Cash Box** Pop LP chart.

Another key to Icehouse's initial American success is that the group — Davies, Welsh, Anthony Smith (keyboards) and John Lloyd (drums) — is currently on a well-received tour of the States.

"We like it here in the U.S. because people want to hear the music more than be entertained — they lay back a bit," says Welsh. "Whereas in Australia, if the crowd isn't completely involved after the first few songs, they write you off. We're going more the way of people like Peter Gabriel and Eno."

Although Icehouse's U.S. tour was abruptly cut short recently when its equipment truck was involved in an accident, you can be sure it won't dampen the band's resolve to make it here.



## Karla De Vito

Epic recording artist Karla De Vito has always aspired to be an actress and has a track record to prove it. In 1975 and 1976, however, she decided to try to become a rock singer, but, she says "I just didn't know how you do it."

"I thought you had to go to the Berklee School of Music and be completely well-trained," she says. "Then a friend dragged me down to CBGBs and we saw the Ramones, and I thought they were so funny. All they knew were three chords, and they never counted off 1-2-3-4 in time. If those guys can do this," she thought, "so can I."

Since then, she has been the lead singer of a rock-jazz band, Orchestra Luna, worked in Jim Steinman's rock opera, *Neverland*, and Meat Loaf's "Bat Out of Hell" road show. Her first solo album, "Is This A Cool World Or What," has just been released. But, never neglecting her acting career, she is currently playing Mabel, the female lead in *The Pirates of Penzance* on Broadway.

De Vito's acting career began back in 1972 when she left Loyola University in Chicago to join the national company of *Godspell*. "I was the youngest in the company, and there were a lot of older kids there and they were always demanding raises. But I was saying, 'Oh, gee, I'm so happy to be doing this that I'd pay them,' to which they'd say 'shut up kid,'" De Vito said. "I came from being a naive hick to learning that theatre is a business."

At the same time, she was working in Second City's children's theater in Chicago. "I got really basic training in improvisation there," she said. "It taught you ensemble and how to work with other people."

Next, De Vito played several roles in *El Grande De Coca Cola*, a revue that travelled from Chicago to Boston to New York. After two years on the road, she decided to join Orchestra Luna. "We toured the northeast colleges and clubs, and at CBGBs we played double bills with Talking Heads," she said. "We were a jazz-rock-vaudeville band that also did serious theatrical sketches, all with a rock base."

Through Orchestra Luna, De Vito met Jim Steinman who asked her to join *Neverland*. There she met Meat Loaf, whom she joined on tour two months later. After completing his tour, De Vito returned to theatre in an off-broadway version of Cole Porter's *Jubilee* and LaMama's production of *A Midsummer's Night Dream*. From that, she moved into the role of Linda Ronstadt's understudy in *Pirates*, taking over last June.

De Vito says she wants to stay in rock 'n' roll right now because of "the greater artistic control" she has there. She also plans a tour to support "Cool World," and in December, she has a backers audition for her rock opera, *Bloody Bess*, about a pirateess in the 17th century.

Other than her singing, one of De Vito's strongest assets has been her keen sense of humor, which permeates much of "Is This A Cool World Or What?" and quickly rises to the surface in ordinary conversation. She recently told *Rolling Stone* that Curly of The Three Stooges was a major influence in developing the near-operatic flutter in her voice, standing in front of the TV as a kid and mimicking his warbling. From Three Stooges to pirates and an LP, it's been a kooky trip for Karla.



**TOASTED** — Alfa Records president Bob Fead, standing, recently toasted Jiro Yanase (seated on Fead's immediate left), chairman of Yanase & Co., Ltd., parent company of Alfa. The salute came during a visit by Yanase & Co. executives in Los Angeles to celebrate the signing of Burton Cummings to the label and Alfa artist Lulu's chart success with the single, "I Could Never Miss You (More Than I Do)."

## Alfa Records: Bridging Gap Between Japan And The U.S.

(continued from page 6)

category of artist.

"Right now," he continued, "we are seeing a tremendous shift in the average age of the consumer and changes in buying habits. "As an industry, we have to find ways outside of normal channels, radio in particular, to introduce new artists to the consumer."

One way that Alfa took on that task last year was by sending out a special retail store manager promo package to stimulate in-store play and familiarize vendors with the label. The package included release sheets and press kits, as well as a questionnaire probing retailers on their reaction to the product and what they'd like to see from a new label.

The marketing procedure worked as the company received 400 responses out of the 2000 questionnaires sent out, and most were in praise of Alfa's quality pressings.

### New Image

"We're creating an image of a label that pays attention to details," said marketing head Jones. "And we can react quickly to a retailer, manager or artist because we're small. We don't need committees to make decisions. There's no necessity for long deliberation, for example, on whether to back a tour date with ads."

One of the diminutive label's first decisions from the outset was to circulate its product via independent distribution, and

Jones remains bullish on the idea.

"Like Arista, Chrysalis, Boardwalk and Motown we believe the independent route is the best way to go because it has unique advantages such as a direct profit motive in certain areas and the capability to build and establish a faster feel for product," said Jones.

### Taking Risks

And while Fead and Jones maintained that they were part of a small and aggressive label willing to take risks and chances with independent distribution and promotion, the seasoned record company veteran in them prompts the two to keep what Jones termed, "a clear sense of reality about the business."

Jones explained that one had to be both reasonable and aggressive at the same time in today's market. He went on to say that there's no room for mistakes like overshipping, and that one had to really research his market.

"The days of massive returns, huge shipments and big buck artist contracts are over," Fead added. "We must address the business as it exists in today's marketplace and try to be a little bit more aware of what's going to take place in the coming months and develop and spot trends. I don't see any trends now, but I think we're all looking for something new to happen, and we're, trying as best as we can to create something new and unique."

## Alabama Scores Nominations In Five Categories For Annual CMA Awards

by Tom Roland

NASHVILLE — Alabama has been selected as finalists in five categories, while the Oak Ridge Boys, George Jones and Don Williams scored in four categories each for the upcoming Country Music Assn. (CMA) Awards. Barbara Mandrell, last year's Entertainer of the Year, was nominated in three categories, as was newcomer Terri Gibbs. The awards show will be telecast live from the Grand Ole Opry House Oct. 12 at 8:30 p.m. on CBS-TV.

Alabama received nominations as the Entertainer of the Year, Single of the Year for "Old Flame," Album of the Year for "Feels So Right," Vocal Group of the Year, and Instrumental Group of the Year. The Oak Ridge Boys were nominated as Entertainer of the Year and Vocal Group of the Year, and the Oak Ridge Band is a finalist for Instrumental Group of the Year. Additionally, "Elvira" has been nominated as Single of the Year and Song of the Year.

Jones is a finalist for Entertainer of the Year. Male Vocalist of the Year, and Album of the Year for "I Am What I Am." He was also nominated along with Tammy Wynette for Vocal Duo of the Year, and "He Stopped Loving Her Today" was nominated for Song of the Year, a category it won last year. Williams has been selected as a finalist for

Male Vocalist of the Year, and Single of the Year and Album of the Year for "I Believe In You." That song was also nominated as Song of the Year, and his backup band is a finalist for Instrumental Group of the Year.

Nominated as finalists for the Entertainer of the Year award are Alabama, Jones, Mandrell, the Oak Ridge Boys, and Kenny Rogers. The finalists for Single of the Year include four singles on MCA: "Elvira" by the Oak Ridge Boys, "I Believe In You," by Don Williams, "I Was Country (When Country Wasn't Cool)" by Mandrell, and "Somebody's Knockin'" by Gibbs. The fifth nominee is Alabama's "Old Flame" on RCA.

Up for Album of the Year honors are three RCA releases, "Feels So Right" by Alabama, "Out Where The Bright Lights Are Glowing" by Ronnie Milsap, and *9 To 5 And Odd Jobs* by Dolly Parton, plus "I Am What I Am" by Jones on Epic and "I Believe In You" by Williams on MCA.

In the running for Song of the Year are "Elvira," Dallas Frazier, Acuff-Rose Publishing; "He Stopped Loving Her Today," Bobby Braddock and Curly Putman Tree Publishing, "I believe In You," Roger Cook and Sam Hogin, Roger Cook Music and Cook House Music; "I Was Country (When Country Wasn't Cool)," Kye Felming and Dennis Morgan, Pi-Gem Music; and

(continued on page 30)



# Nighttime is the Right Time for DAVID JOHANSEN!

"David Johansen... is one of the four or five most charismatic male rock singers in America."

—Stephen Holden, *The New York Times*

Audiences everywhere are discovering what *The New York Times* knows, as David Johansen delivers in the flesh as special guest of Pat Benatar on a coast-to-coast sold-out tour.

And the album AOR demanded—"Here Comes The Night"—is one of radio's most requested records, with jocks spinning everything from "She Loves Strangers" to "Here Comes The Night"

FZ 36589



## Way to go, David Jo!

On Blue Sky Records and Tapes.



David delivers:

### September:

8	Syracuse, NY	War Memorial
9	Toronto, CN	Maple Leaf Gardens
10	Montreal, CN	Montreal Forum
13	Albany, NY	J. B. Scotts
14	Buffalo, NY	Auditorium
15	Rochester, NY	War Memorial
18-20	Detroit, MI	Pine Knob
24	Lakeland, FL	Civic Center
25	Hollywood, FL	Sportatorium
26	Gainesville, FL	O'Connell Center, U. of FL
28	Atlanta, GA	Omni
29	Birmingham, AL	Boutnell Auditorium

### October:

1	Biloxi, MS	Mississippi Coliseum
2	Baton Rouge, LA	Centroplex, LA State U.
3	Houston, TX	Coliseum
5	Austin, TX	Special Events Center, U. of TX
6	Dallas, TX	Convention Center
9	Omaha, NE	Civic Center
10	Kansas City, KS	Municipal Center
11	Wichita, KS	Century II Convention Center
14	Amarillo, TX	Civic Center
15	Odessa, TX	Coliseum
17	Portales, NM	Eastern NM State U.
18	Las Cruces, NM	Pan Am Center, NM State U.
20	Albuquerque, NM	Civic Auditorium
21	Tempe, AZ	Compton Terrace
23	Los Angeles, CA	Sport Arena
24	San Diego, CA	Sport Arena
26	Davis, CA	Recreation Hall, U. of CA at Davis
27-28	Oakland, CA	Oakland Coliseum

Produced by Barry Mraz and David Johansen.

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## WEA Int'l Bolsters Latin Efforts With New Spanish Firm

LOS ANGELES — In an effort to reach the vast Spanish-speaking market worldwide, WEA International has opened up its newest European affiliate in Spain. The new company, to be called WEA Records S.A., will officially open for business between April and July of 1982.

Ben Bunders, a WEA International vice president and founder and managing director of WEA affiliates in Belgium and The Netherlands and Warner Bros. Music, Holland, has been named to head the new operation, which will most likely be headquartered in the city of Barcelona. In addition to hiring staff personnel and arranging pressing and distribution deals, Bunders also plans to have "between 10 and 15 artists (signed up) by the end of the year."

"The establishment of a WEA company in Spain is a strong indication of our intention to aggressively address the Latin music market throughout the world," says Bunders. "We will not only make a concerted effort to increase sales levels on Warner Bros., Elektra/Asylum, Atlantic and custom label product in Spain, but will also be working toward acquiring a strong roster of local artists and talented producers."

"In this manner, we will begin to develop repertoire that will impact on the other Spanish-speaking markets, which contain some 300-400 million music lovers," Bunders adds. "In addition, we certainly are not going to ignore the tremendous market of Spanish-speaking record buyers in North America."

Expanding on Bunders' point, WEA International president Nesuhi Ertegun adds,

(continued on page 41)

## Capitol Names Three In Restructuring Of Creative Services Dept.

LOS ANGELES — In a restructuring of the Capitol Records press, artist relations and television departments, Michelle Peacock has been named director, press & artist development; while Patti Maturkanic has been appointed manager, television and video exploitation, and Steve Gelber senior manager, press & publicity.

Peacock, formerly promotion manager of the Nashville/Memphis district for Capitol, will coordinate the label's east and west coast publicity divisions, in addition to taking an active role in the company's west coast artist relations program, in her new capacity. She will also oversee the newly-created television exploitation wing. Peacock will report directly to Dan Davis, Capitol vice president, creative areas.

Maturkanic, a 13-year veteran of the Capitol organization, will be responsible for placing live acts and artist videotapes on network and cable television, as well as supplying clubs with video clips. A former member of the royalties department, she spent the last five years in the artist relations department, most recently as artist relations manager.

Gelber, formerly manager of press & editorial services, will oversee the label's west coast publicity activities in his new position, while continuing his editorial duties generating the label newsletter, press releases and artist biographies.

Maturkanic, Gelber and Maureen O'Connor, Capitol east coast press and artist relations manager, will all report to Peacock.

## One B Moves Office

LOS ANGELES — One B Management, headed by Larry Robins, recently moved its offices to 8239 W. 6th St., Los Angeles, Calif. 90046. The new phone is (213) 933-2404.



Don Ellis

## RCA Relocates Its European Office; Taps Ellis, Lavish

NEW YORK — RCA Records has moved its European regional headquarters from Rome to London.

"The decision to relocate our management is the result of a determination to expand our commitment to audio and video activities throughout Europe," said Robert Summer, president, RCA Records. "London is the perfect travel and communications center for this purpose."

Simultaneous with the move, Don Ellis, managing director, Record Division, RCA Limited (England), will assume the additional title of vice president, market development, RCA Records Europe. Ed Lavish, deputy managing director, Record Division, RCA Limited, will assume the additional duties of vice president, finance and operations, RCA Records Europe.

The position of vice president, RCA Records Europe, held until now by Giuseppe Ornato, will be assumed by Summer in an acting capacity. Ornato will remain in Rome and continue as president, RCA S.p.A. Summer praised Ornato's performance as vice president, RCA Records Europe and predicted that RCA's Italian company will benefit from Ornato's increased attention.

In their new positions, Ellis and Lavish will report to Summer. In addition, Lavish will continue to report to Ellis in his role as deputy managing director.

Prior to joining RCA in November 1980, Ellis had been executive vice president, creative, Motown Records. He began his career with CBS Records, where he rose to the position of national vice president of A&R for both Columbia and Epic.

Lavish came to RCA Records Europe in April of 1980 as deputy managing director. He joined RCA in 1962, handling numerous overseas assignments. Prior to joining the European operation, he spent three years as the vice president of finance for RCA's Brazilian subsidiary.

## Federal Judge Enjoins Merchandise Bootlegger

NEW YORK — The Allman Brothers Band has secured a nationwide permanent injunction — the first of its kind — against bootlegging of merchandise bearing the band's name and logo. The order, issued by Federal District Judge Edward N. Cain of Pennsylvania, restrains the unauthorized sale of counterfeit merchandise in and around all of the band's performances.

The order also calls for seizure of the merchandise. "This represents a victory for bands and merchandisers, as well as for venues and local governments," said Paul A. Cooperstein, attorney for Road Runner Prods., the licensee for Allman Brothers merchandise.



Harris



Gargano



Jenkins



Melendez

**Changes At Capitol** — Ken Northrup, corporate controller, and Bill Robertson, corporate treasurer, have been appointed divisional vice presidents of Capitol Industries-EMI, Inc. Mark Berger has been appointed director, business affairs, at Capitol Records, Inc. He spent the past seven months at 20th Century-Fox as an associate counsel for telecommunications. Prior to that he worked as an attorney in Capitol's legal department. He joined the Capitol staff in 1978.

**Harris Named At Juana** — Clint Harris has been promoted to vice president in charge of operations for Juana Records. Harris, formerly general manager of WBUL in Birmingham, Ala., has been director of national promotions for the label since it was formed in 1976.

**Resnick Named** — John Resnick has been appointed vice president of newly formed Powerhouse Talent Corporation. He formerly headed national promotions for MCA's subsidiary Butterfly Records. He had also worked at the David Libert Agency as promotion director for client recordings to radio stations and retail outlets.

**Destiny Names Three** — Destiny Records has announced the appointments of Frank Gargano as executive assistant to the president, Roland Young to director of creative services and Carol King Jenkins as administrative assistant. Gargano comes to Destiny after serving as national sales coordinator for Solar Records and has held similar positions at 20th Century-Fox Records and RCA, A&M & Associated Labels. Young was the former art director of A&M Records. Jenkins was a former music director at radio stations KGFH and KJLH and has been with Warner Bros. Records and United Artists Records.

**Melendez Named At Gold Coast** — Sara Melendez has been promoted to director of midwest promotions for Capitol-distributed Gold Coast Records. She was with Curtom/RSO before joining Gold Coast.

**Calle Promoted At MCA** — Sam Calle will be national singles secondary promotion manager for MCA Records. Before his promotion, he was regional promotion manager, based in Minneapolis. Previously, he had been with ABC Records as a local promotion manager.

**I.R.S. Names Zislls** — International Record Syndicate (I.R.S.) has announced the appointment of David Zislls as I.R.S.'s director of business affairs. He was most recently the president and founding owner of Treggar Products, a merchandising firm based in Los Angeles.

**Shaw Named At RCA** — RCA Records, Nashville, has announced the appointment of Kay Shaw as manager, press & publicity, RCA Records, Nashville. She moves to Nashville from New York City, where she was an associate editor for *Penthouse* magazine.



Calle



Zislls



Shaw



Blake

**Lewis Appointed At Columbia** — Greg Lewis has been appointed local promotion manager for the Chicago market by Columbia Records. Prior to joining CBS, he held positions in local and regional promotion at Atlantic and Casablanca Records.

**Sparrow Names Blake** — Sparrow Records has announced the appointment of Jeff Blake as the company's director of marketing services. He came to Sparrow from the product support division of the Lockheed Corporation.

**Seabolt Joins First Generation** — Jerry D. Seabolt has joined First Generation Records as national promotion and marketing director.

**Tsutsumi Named** — Epic/Sony has announced the appointment of Terry Tsutsumi to general manager, international A&R, Epic/Sony. He replaces Hiro Ishikawa who has been appointed general manager of the Video Software department which has been newly formed by CBS/Sony.

**Wardlaw Bows PR Firm** — Sandra Wardlaw, former vice president at Norman Winter PR, has announced the formation of Wardlaw Public Relations. During her career in the entertainment business, Wardlaw has handled film, personality, corporate and music public relations.

**Wardlaw Names Palmer** — Laura O. Palmer has been appointed national publicist for the Wardlaw Public Relations Firm. Prior to her appointment, she worked at Solar Records in the management and concert divisions.

**Plushner Appointed For Sony** — Rick Plushner has been named national sales manager for Sony's Digital Audio Division. A three-year Sony veteran, his most recent position was western regional manager for digital audio sales.

**3M Names Haglund** — Aldon Haglund has been appointed product development manager of 3M's Home Entertainment Products Department. A 3M employee since 1966, his most recent assignment was product development manager for the professional and commercial products department of the Commercial Tape Division.

**Grevas Joins Frank Management** — Frank Management has announced the appointment of Alexandra Grevas to its promotion staff. She comes to Frank Management from Columbia Records where she held positions in the local, regional and national promotion departments.

**Gunther Appointed** — Rock Circuit International has announced that Ed Gunther has joined the concert promotion firm as vice president of operations. He has been an investment broker and has also done concert promotion.

**Satler Appointed** — Musico, Inc. has announced the appointment of Janet C. Satler as assistant to the president. She is the former head of S&S Productions and has worked as an advertising copywriter and layout artist for the Preston Agency and was a freelance photographer for Peterson Publishing.



W E L C O M E S

*Jose*

FELICIANO

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**RITZ A GO GO** — Following two recent performances at the Ritz in New York, I.R.S. recording group *The Go Go's* received visitors backstage. Pictured in the **bottom row** are (l-r): Michael Plen, national promotion director, I.R.S.; Michael Leon, vice president, east coast operations, A&M Records; and Belinda Carlisle, Jane Wiedlin and Charlotte Caffey of the group. Pictured in the **top row** are (l-r): Kathy Valentine of the group; Bob Laul, national sales director, I.R.S.; Gina Schock of the group; and Ginger Canzoneri, manager.

## Upbeat Mood Highlights RCA Confab In Chicago

(continued from page 5)

significant major label strength of RCA to combine in efforts to spawn and sustain innovation.

Jack Craig, vice president of operations in the U.S. and Canada, supported Summer's statements by stressing the company's commitment to A&R functions, noting that Ray Harris, vice president of the black music division, had assumed A&R duties and that industry veteran Bob Wright had joined the company as director of black music A&R.

Craig was also very enthusiastic over RCA's recent pact with the U.K.'s Ensign Records, which is slated to release albums by the Bendeth Band and Roy Sundholm.

"RCA is no longer a territorial A&R label, we have gone worldwide," said Craig, adding that "there are now no boundaries."

He said, "We plan to release new artists slowly, but when we do, they will have every available merchandising tool at their disposal."

"If it takes three or four LPs to deliver an artist we believe in, then that's what it takes," continued Craig, who then exhorted label staffers to be aggressive in their efforts to fortify sales of RCA product.

Points raised by Craig included having staffers more aggressively merchandise cassettes, greater cooperation between pop and black music promotion staffs and establishing firmer relations with all levels of retail, including the racks and one-stops.

### Product Presentations

Each division chief headed a presentation of product due from the label. Among them were Jerry Bradley, divisional operations vice president in Nashville, and Joe Galante, country music marketing vice president.

Accompanied by an audio visual presentation, Bradley and Galante noted that product was due from Leon Everette, R.C.

## Steinberg Out

(continued from page 5)

the completion of the reorganization.

Some of the many honors bestowed upon Steinberg during his past career include being named Chicago's "Man Of The Year" and Keynote Speaker at the NARM Convention. He has also served on the board of directors of the RIAA.

In wishing PolyGram's present management well, Steinberg highly praised the company he helped build. "PolyGram," he said, "is a good place for an artist to be throughout the world."

Steinberg may be reached at (212) 489-8117 or through his attorney, Allen Arrow at (212) 586-1451.

Bannon and Louis Mandrell, Charley Pride, Waylon Jennings, Steve Wariner, Sue Powell, Dean Dillion, and re-releases of product by Willie Nelson, Elvis Presley and Patsy Cline and Jim Reeves.

Tom Sheppard, vice president of RCA's Red Seal line, introduced several new releases, including product from newcomer Elena Duran and Claude Bolling. Sheppard also noted that RCA Red Seal would commence U.S. distribution of the French classical label Erato. Harris, joined by Wright and Keith Jackson, vice president of black music marketing, presented the black product set for release during the last part of the year. The voluminous release schedule included product from Chocolate Milk, the Main Ingredient, newly-signed Dream Machine, Wax and Steve Sterling. Product to be released on the 20th Century-Fox label included records by Edwin Starr, The Chi-Lites, The Dells, and the Staple Singers. Pablo product included records from Mongo Santamaria, Toots Thelma, Dizzy Gillespie, Sarah Vaughn and Milt Jackson. Harris also noted that the label recently signed the group Pleasure.

Fulfilling a contractual obligation, Solar

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## Status On Goody Case To Be Heard Sept. 11

NEW YORK — Principals in the Sam Goody case are expected to return to Federal District Court here on Sept. 11 to hear a status report on the case.

The date, originally set by Judge Thomas C. Platt for July 31 (**Cash Box**, Aug. 8), has not been effected by subsequent appeal requests filed by the prosecution, according to a spokesman for Platt.

U.S. Attorney Edward Korman and Strike Force chief Thomas Puccio of the Eastern District have begun seeking a approval for a Justice Department appeal against the dismissal issued by Judge Platt on July 27. The prosecution has also requested that a new judge be assigned to the case (**Cash Box**, Aug. 8) and is presently seeking a writ of mandamus, which would reinstate the guilty verdict returned by the jury (**Cash Box**, April 18).

However, lawyers for Sam Goody, Inc. and its vice president, Sam Stolon, see little chance of the Appeals Court setting aside Platt's decision. "I've never been able to predict what courts are going to do," said Goody attorney Martin Gold. "But our research indicates that this is not an appealable order."

If the prosecutor's appeal is denied and Platt's decision stands, a new trial will begin.

**NORTH COASTINGS** — He called it "North Coast," Michael Stanley said of his band's new album, because while other coasts get all of the attention, his hometown of Cleveland has a coastline, too: Lake Erie. The phrase, he said, is one that had started cropping up in area newspapers and struck him, as did his last album's title, "Heartland," as being descriptive of the sort of inland areas that don't receive much national exposure but are the lifeblood of rock 'n' roll. In New York because "we realized that living in Cleveland we had to go to the media; it wasn't going to come to us," Stanley embodies the kind of work ethic rock bands that tend to get passed over on the coasts due to their lack of access to national publicity. The Stanley Band, after all, has been working since the early '70s, recording for three labels, only now seeming to have finally turned the corner to national acceptance after years of being unable to break out past its substantial Ohio-area audience. Stanley himself credits his current label, EMI America, with finally giving the group the kind of support it was never able to get during its years with EPIC and Arista. Stanley's last LP, "Heartland," was far and away the band's biggest success to date — it went gold — and the recently released "North Coast" seems poised to do even better. Yet it was Stanley's own persistence in the face of years of little success prior to "Heartland" that has really made his current popularity possible. Asked why he and his band had kept going through it all, Stanley shrugged and replied, "Maybe it was stubbornness or maybe just stupidity. We were dropped by



**KING CRIMSON MEETS SQUIER BILLY** — At the recent Christmas in August party thrown by Capitol Records for Billy Squier (r) at the Power Station, Robert Fripp (l) chatted with Squier.

Arista the day after we broke the attendance record at the Richfield Coliseum outside Cleveland. We wanted to give it one last shot, so we recorded 'Heartland' on our own and offered it to labels. Surprisingly, there was a lot of interest, and we chose EMI because they had a good track record and were a small label roster-wise." The year-and-a-half since then has been an exciting one, Stanley offered. "We've gone from our lowest point ever to our highest. We've seen a lot of tangible results from the six or seven years we've been hanging in" . . . Another Cleveland-area name also pulled in to town the same week as Stanley. **Norman Nardini & the Tigers** actually hail from Pittsburgh, but the group recorded its live debut LP, "Eat'n Alive," (released recently by Sutra) in Cleveland, where they are local heroes. Like Stanley, Nardini, who cut his teeth in **Diamond Reo** during the mid-'70s, is committed to the music of the heartland, and the working band ethic. Like Stanley, he, too, bemoans the difficulty these hard working bands have getting media exposure. In Nardini & the Tigers' case, they have tried to do something about it by offering a newsletter called *Tiger Tails* to their fans, which reviews shows, gives upcoming concert dates and the like. Nardini, whose wild stage persona seems to mix equal parts **Jerry Lewis**, **Rick Nielsen**, **Robert DeNiro** and **Bruce Springsteen**, said he just can't fathom New York bands who come to gigs in taxis and only know under an hour's worth of material. He claims he and the Tigers have "at least 90 original songs" in their repertoire and treat playing music as a business. Still, it's love for the music that keep Nardini and company going on. "There are no real rock 'n' roll bands left for kids to hear. We know the kids, talk to them, and we know they're not getting it. We want to keep playing it for them." "Eat'n Alive," and especially the band's live performance, where you can actually see Nardini work, offers a good glimpse of the kind of earthy excitement that means rock 'n' roll in the heartland.

**STYX'S AIRBORNE ORDEAL** — Breathe a sigh of relief for Styx. The engine of the chartered airplane taking the group to Charleston, W. Va. for the next to last date of its eight-month tour caught fire and knocked out the entire navigation system, excluding the radio and air speed indicator. The pilot managed to land the plane safely in Indianapolis, where the much relieved group still had to find a way to reach Charleston. There, 13,000 fans were waiting, in "festival" seating, for the group to go on at 9 p.m. By the time another plane was found, it was an hour before showtime. Fearing the worst, the group called ahead and asked the promoter to explain that the group would be late and that in return for their patience, everyone in the hall would receive a free Styx album in exchange for their ticket stubs at a later date. Styx finally arrived at the hall at 9:55 went on stage by 10:10 without incident, and is currently working out the logistics of giving away the 13,000 albums to the ticket holders.

(continued on page 45)

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

### Top Fifteen

1. **First True Love Affair** — Jimmy Ross — RFC/Quality QRFC 002
2. **Square Biz** — Teena Marie — Gordy 3500
3. **Gonna Get Over You** — France Joli — Prelude 610
4. **Who's Been Kissing You** — Hot Cuisine — Prelude 613
5. **Dancin' The Night Away** — Voggue — Atlantic DK 4815
6. **She's A Bad Mama Jama** — Carl Carlton — 20th Century-Fox 129
7. **You're The One/Disco Kicks** — Boystown Gang — Moby Dick 242
8. **Remember/Cruisin'** — Boystown Gang — Moby Dick 231
9. **As Time Goes By** — Funkapolitan — London U.K. (import)
10. **Let's Start II Dance Again** — Bohannon — Phase II 4W9 02449
11. **Trippin' On The Moon** — Cerrone — Black Sun (import)
12. **Here I Am** — Dynasty — Solar 11504
13. **Zulu** — The Quick — Pavillion 4Z9 02433
14. **A Little Bit Of Jazz** — Nick Straker Band — Prelude 612
15. **Walking In The Sunshine** — Central Line — Mercury U.K. (import)

### Top Breakout

**Disco Dream** — Mean Machine — Sugar Hill 564

### Breakouts

- I Can't Stay Away From You** — Viola Wills — Perfect TSS 12101A
- Stars On 45, Vol. 3** — Stars On — Stemra Holland (import)
- P.S.** — Dolly & the Dots — WEA U.K. (import)
- Heart, Heart** — Geraldine Hunt — Prism PD412
- Sharks Are Cool** — The Quick — Epic U.K. A-131 500 (import)

## NEW AND DEVELOPING ARTISTS

## NEW AND DEVELOPING ARTISTS

**DIESEL** (Regency RY-960001A)  
**Sausalito Summernight** (3:06) (Southern Music — ASCAP) (M. Boon, R. Vunderlink) (Producer: not listed)

Judging from the lyrics, Diesel had some car trouble cruising around northern California, but apparently this record is having no problems getting mileage on radio. Little wonder...it's California-styled rock, a la Steve Miller (particularly in the vocals), with a twist of pop bubblegum.



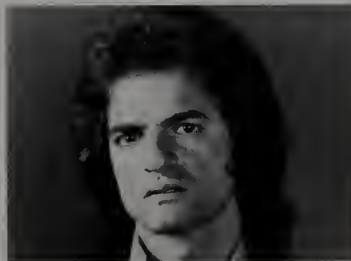
**AMY WOOLEY** (MCA MCA-51168)  
**Have A Heart** (3:48) (Blue Harbor Music — BMI) (A. Wooley) (Producer: L. Shelton)

Perhaps the strongest crossover record from a new artist since Rosanne Cash's "Seven Year Ache," this will have immediate country, pop and A/C appeal. Comparisons to La Ronstadt will inevitably be made, particularly to her "Heart Like A Wheel" period, but Wooley more than holds her own on this mid-tempo ballad. Wooley's plea is poignantly rendered.



**RICHARD O'BRIEN** (Ode Sounds & Visuals/Warner Bros. LAS49799)  
**Shock Treatment** (2:49) (20th Century-Fox Music Corp. — ASCAP) (R. O'Brien, R. Hartley) (Producer: R. Hartley)

The brains behind the wildly successful cult hit *The Rocky Horror Picture Show*, as well as the character Riff Raff, O'Brien returns as bald Cosmo McKinley for *Shock Treatment*. Drums rumble on the title cut, a la Buddy Holly's "Peggy Sue," while O'Brien belts out the high-pitched hook.



**JOE VITALE** (Asylum E-47210)  
**Lady On The Rock (It's America)** (3:53) (Marinara Music Co. — BMI/Gold Hill Music, Inc. — ASCAP) (J. Vitale, B. Szymczyk, S. Stills) (Producer: B. Szymczyk)

Longtime Eagles and Joe Walsh percussionist/keyboard player Vitale comes through with a flag waving rock anthem, powered by wall-to-wall electric guitars and a continuous synthesizer sequence.

**CHILLIWACK** (Millennium JH-11813)  
**My Girl (Gone, Gone, Gone)** (3:56) (ATV Music Publishing of Canada Ltd./Some Sung Songs/Solid Gold Publishing-P.R.O.-Can.) (B. Henderson, B. MacLeod) (Producers: B. Henderson, B. MacLeod)

Vancouver's Chilliwack has toiled in Canada for many years without that big U.S. break. The trio, however, should finally strike paydirt with this shakin' mixture of pop vocal chant and riff rockin'.



**KWICK** (EMI America A-8091)  
**Nightlife** (3:58) (Million Dollar Music Publishing Co./Cessess Publishing Co. — BMI) (M. Toles) (Producers: A.A. Jones, W. Stewart)

Amid car horns and assorted street sounds, Kwick breaks into a solid mid-tempo R&B jam driven by upfront bass guitar and steady handclaps. However, it is the excellent harmonies that really pace this effort from the "To The Point" LP. Whether high or hushed, Kwick's vocals are a pleasure for B/C.



**NEW ENGLAND** (Elektra E-47205)  
**Don't Ever Let Me Go** (3:41) (Rock Steady Music, Inc. — ASCAP) (J. Fannon) (Producer: T. Rundgren)

A propulsive drum beat kicks this high octave pop rocker into fifth gear, as the Styx-like harmonies soar along with the Boston-ish guitar work. New England has what it takes to crack pop and AOR playlists, and producer Todd Rundgren brings it all into sharp focus.



**TIM CURRY** (A&M 2353)  
**Working On My Tan** (3:48) (Arriviste Ink., Ltd./Irving Music, Inc./Mother Fortune Inc. — BMI/Midnight Opera Co./Jambitt Music/Justin's Music/ION Music — ASCAP) (T. Curry, B. Babbitt, C. Collins, B. Kulick, M. Tschudin, M. Kamen) (Producer: M. Kamen)

Actor/singer Curry did the rock on his last LP, "Fearless," and now he does the reggae on his first single from "Simplicity."

## FEATURE PICKS

## HITS OUT OF THE BOX

**TUBES** (Capitol A-5016)  
**Talk To Ya Later** (3:45) (Pseudo Songs/Irving Music, Inc./Foster Frees Music, Inc./Rehtakul Veets Music — BMI/ASCAP) (Tubes, Foster, Lukather) (Producer: D. Foster)

From the pop ballad "Don't Want To Wait Anymore," The Tubes segue back into a propulsive rocker from "The Completion Backward Principle" LP. Already an AOR fave, this wry, guitar-powered exercise should rock Top 40 lists.

**THE DIRT BAND** (Liberty A-1429)  
**Fire In The Sky** (3:48) (LeBone-Aire Music/Vicious Circle Music — ASCAP) (J. Hanna, B. Carpenter) (Producers: J. Hanna, B. Edwards)

Sounding more than ever like the Nitty Gritty Dirt Band of old, the boys from Aspen, led here by bassist Jeff Hanna, get back to their country rock roots with some tasty harmonica accompaniment.

**BOB MARLEY** (Cotillion 46023)  
**Reggae On Broadway** (3:15) (Cayman Music, Inc. — ASCAP) (B. Marley) (Producers: B. Marley, L. Fallon)

Fuzz electric guitars, horns, a full complement of backing vocalists and a strong rhythm section make this previously unreleased Marley track one of the reggae giant's busier cuts. It's also one of the most rock-oriented.

**THELMA HOUSTON** (RCA JH-12285)  
**96 Tears** (3:27) (Abkco Music — BMI) (R. Martinez) (Producer: G. Tobln)

Following Garland Jeffreys' more straightforward cover of the ? and The Mysterians hit, Houston tries a dance-oriented version with synthesizers and a Fender Rhodes instead of Farfisa and a quick-stepping rhythm section.

**THE GRAINGER'S** (BC BC-002A)  
**Shine Your Light** (3:59) (Dahill Music — BMI) (G. Grainger) (Producers: The Graingers)

Brooklyn's Grainger's get into a funky family affair with some sexy male and female vocalizing on this northeast regional R&B hit. Wirey synth work keeps everything hopping to the rock steady rhythm.

**LENNY WILLIAMS** (MCA MCA-51179)  
**Freefall (Into Love)** (3:15) (Len-Lon Music Pub. Co./Fat Jack the Second Music Pub. Co./Stay Attuned Music — BMI) (L. Williams, P. Jackson, Jr., J. Wieder) (Producers: L. Williams, S. Newman)

Williams skydives into a slick groove on this track from the "Taking Chances" LP. Strings mesh easily with funky keyboards and rhythm guitar behind his ever-smooth vocal.

**BURTON CUMMINGS** (Alfa ALF-7008)  
**You Saved My Soul** (3:26) (Shielagh Music — BMI) (B. Cummings) (Producers: B. Cummings, B. Robb)

Cummings recalls the classic Phil Spector sound ("Be My Baby," etc.) and, with lines like "Every second record on the radio seemed like our song," captures the feeling of growing up and falling in love in that period, as well. A great hook makes this a surefire pop winner.

**THE CHI-LITES featuring Gene Record** (CHI-Sound/20th Century-Fox TC 2503) **Me And You** (3:25) (Angelshell Music, Inc./Six Continents Music Publishing Inc./Gaetana Music — BMI) (E. Record, C. Davis) (Producers: E. Record, C. Davis)

A biting rhythm keeps the edge on this swooping Chi-Lites track. Gene Record is in particularly fine voice.

**JOSE FELICIANO** (Motown M 1517F)  
**Everybody Loves Me** (4:28) (Stone Diamond Music Corp. — BMI) (K. Hirsch, D. Pomus) (Producers: B. Gordy, S. Ikeda)

A much more somber and solemn tune that the title implies, this piano and string-swept ballad is rendered in the distinctive aching Feliciano style.

**BILL WYMAN** (A&M 2367)  
**(SI SI) Je Suls Un Rock Star** (3:22) (Ripple Music Ltd., admin. in the U.S. and Canada by Aimo Music Corp. — ASCAP/ITC Filmscores Ltd.) (B. Wyman) (Producer: B. Wyman)

The Stone Alone, bassist Bill Wyman, uses a synthesizer to duplicate the sounds of a steel drum for this calypso-flavored poke at the rock star image. With his thick English accent on the spoken vocal, Wyman sounds a bit like Ian Dury.

**BILLY JOEL** (Columbia 18-02518)  
**Say Goodbye To Hollywood** (3:45) (Blackwood Music, Inc. — BMI) (B. Joel) (Producer: P. Ramone)

**SANTANA** (Columbia 18-02519)  
**Searchin'** (3:34) (Light Music — BMI/Urmila Music — ASCAP) (D. Santana, A.J. Ligertwood, C. Solberg, A. Pasqua) (Producer: K. Olson)

**CARPENTERS** (A&M 2370)  
**(Want You) Back In My Life Again** (3:39) (Duchess Music Corp. (MCA) /Home Sweet Home Music — ASCAP) (K. Chater, C. Christian) (Producer: R. Carpenter)

**STACY LATTISAW** (Cotillion 46024)  
**It Was So Easy** (3:14) (ATV Music Corp. — BMI) (B. Thomas, B. Reeder, J. Reeder) (Producer: N.M. Walden)



**WINNING** — A&M recording duo the Brothers Johnson will serve as Grand Marshalls during the upcoming Skate-O-Thon to benefit the Institute for the Advancement in Human Services, an L.A.-based job training and placement center for young people. Pictured are (l-r): Ricklin Harvey, marketing director for Chitown Music Marketing; Louis Johnson; Bill Marshall, executive director of the service; Mike Gormley, vice president of communications, A&M; George Johnson; and Mark Hartley, manager for the Brothers Johnson.

## Light Label Severs Ties With Word, Sets Up To Handle Own Distribution

(continued from page 5)

Light Records product for the west coast will now be shipped from its warehouse at Newbury Park, Calif., while shipments to the rest of the country will be from Warsaw, Ind.

Both Carmichael and McCracken had praise for their past association.

### Words Of Praise

"For 15 years, Word has had the responsibility of marketing and distributing all Light/Lexicon product," said Carmichael. "The association has been a fantastic experience. I produced records and music and watched Jerrell McCracken and his team take the product to the public. It's been a beautiful 15 years."

Carmichael went on to say that he looked forward to the next period of growth with great expectations and that the entire Light/Lexicon family was responding to the tremendous opportunity involved.

McCracken's remarks were equally warm. "For many years Word, Inc., Ralph Carmichael and Light Records/Lexicon Music have enjoyed a close, meaningful relationship," he said. "We have worked together with mutually beneficial results. Now that the time has come for Light/Lexicon to establish their own distribution program, we at Word extend to them our best wishes."

Since January, Light/Lexicon has expanded its warehouse and office facilities and added a complete sales staff in the field under the direction of Neil Hesson, vice president of marketing and sales. The com-

## Parton Makes Changes In Her Business Ventures

**NASHVILLE** — In an expansion and reorganization move, recording artist Dolly Parton recently announced major changes in her publishing companies and Dolly Parton Enterprises.

Bob Hunka has been named general manager of Parton publishing companies Velvet Apple and Songyard. Carla Scarborough, who has worked with Velvet Apple since its inception, will administer the combined foreign sub-publishing division.

Gregg Perry has been upped to president, and Don Warden to vice president, of Dolly Parton Enterprises. Perry will continue to act as Parton's music director. Both will be responsible for the daily operation of the company and develop plans for expansion.

panies now boast over 34,000 square feet in warehouse area and 12,000 square feet in office space.

January also marked the beginning of Light/Lexicon's distribution from its new 10,000 square foot warehouse in Warsaw, Ind. and west coast warehouse in Woodland Hills, Calif.

In May, Light/Lexicon moved its corporate headquarters from Woodland Hills to a new 19,000 square foot building and warehouse in Newbury Park, Calif. The company expanded again in August.

A new computer has also been installed at Light/Lexicon and is capable of handling input from 16 different people at the same time. Sales orders can be transmitted to Winona Lake for shipment the same day.

Light/Lexicon has been a pioneer in the Contemporary Christian Music field, beginning with gospel superstar Andrae Crouch. The label's current talent roster now includes Walter Hawkins and The Hawkins Family, Tramaine Hawkins, The Winans, Jessy Dixon, Reba Rambo, Dony McGuire, Dennis Agajanian, Sweet Comfort Band and Resurrection Band.

Luminar Records artists include the New Bethel Church of God In Christ Choir, James Moore and Infinity.

## James Files Suit Against Promoters, Denies UPI Story

(continued from page 6)

a California corporation. The suit alleges five major causes of action against the defendants.

Irv Shuman, attorney for James, is seeking a preliminary injunctive relief enjoining the defendants from violating a previous agreement with James and his company, Funkacta. The action also seeks damages for alleged malicious abuse of process, for causing James to breach a contract, for attempting to injure James through a writ of attachment and for defaming his professional reputation.

The current legal action is a result of an agreement that James and Funkacta Roadshows, Inc. entered into with Special Attractions, Inc., a California promoter in March of 1981, which gave Special Attractions the right to promote James' 1981 concert tour. After accepting a \$50,000 advance from Special Attractions, James and Funkacta later charged the promotion company with a breach of contract, and

(continued on page 45)

**LIVE ACTION** — The Pretenders, in town last week for Santa Monica Civic and Perkins Palace dates, were full of surprises opening night (Aug. 31). We thought the new LP was kind of a repeat performance of the first one, but **Chrissie Hynde** has become a lot more animated in a live atmosphere and songs like "The Adulteress" and "Bad Boys Get Spanked" were rendered with a vigor that didn't translate on vinyl. To top off the evening, Kling Konk and author of Pretenders first hit "Stop Your Sobbing" **Ray Davies** joined the band on stage for "Mystery Achievement." And a final encore band comprised of Davies, **Nils Lofgren**, opening act **The Bureau** and Chrissie and the lads performed a joyous version of **Jackie Wilson's** classic, "You're Love Keeps Liftin' Me Higher." . . . Look for more Pretenders action Sept. 18 when the foursome joins guest host **Andy Kaufman** on ABC-TV's *Fridays*. . . Modern rock's femme fatale **Pat Benatar** sold out her Oct. 23 performance at The Forum in less than an hour. . . The Gek Theatre has just added several hot fall dates including L.A.'s Golden girls **The Go Goes** with New York's **Fleshtones** (Oct. 9-10), **Hiroshima** (Oct. 16), **The Motels** (Oct. 17) and **The Isley Brothers** (Oct. 23). . . **Roky Erikson**, ex-leader of Texas' legendary Psychedelic rockers **The 13th Floor Elevators**, will commence a month-long west coast tour with a gig at The Roxy Sept. 10. That's also the day his new 415 Records album, "The Evil One," comes out. . . Heavy Metal's problem child **AC/DC** is scheduled to get its tour underway October in Vancouver, British Columbia. . . Australian group **Ice House**, which recently won over a crowd at The Country Club In Reseda with its modern synth/guitar pop, has had to cancel the remainder of its first North American tour. The group's equipment truck collided with a horse trailer enroute from Vancouver to Edmonton, and all the band's gear was destroyed. Looks like the chap's hopes of returning to the states after a month long tour of England with **The Simple Minds** have been dashed.

**TIDBITS** — **John Cale**, former **Velvet Underground** and new rock godfather, has been dropped by A&M. . . **Grand Funk Railroad's** first album in over five years, "Grand Funk Lives," ships Sept. 23. It was produced by **Andy Cavallere**. Mark Farner and the boys will begin touring in November. . . **Mink DeVille's** new album for Atlantic, "You Better Move On," will be out in late September. It was co-produced by **Jack Nietzsche**. . .



**GOLD AT THE GREEK** — 20th Century-Fox recording artist **Stephanie Mills (l)** was awarded a gold album for her "Stephanie" LP by label president **Neil Portnow (c)** following her recent return performance at L.A.'s Greek Theatre. The singer was joined in celebration by actress **Melanie Chartoff**.

**THE MEDLEY EPIDEMIC** — There's no denying that the past three months have shaped up as the summer of the medley. Starting with the famous **Beatles** tribute "Stars On 45," the trend has progressed to the point to where there's been medleys as odes to everyone from **The Beachboys** to **Beethoven**. And there's more on the way. "Stars On Long Play II" ships this week and the first single is a seven-inch compilation of Supremes hits. However the most amusing "Stars On"-styled record that we've heard about yet is "Tribute To The Punks Of 76." Yes, that's right: a collage of punk classic by the likes of **The Damned**, **The Jam**, **The Clash** and **The Sex Pistols** as performed by a motley crew of British wave veterans called the **Friendly Hopefuls**. We're hoping an American record company is willing to bite on that one.

**PRINE TIME** — While most of L.A. was renting out the Sports Arena for **Bruce Springsteen's** week-long series of concerts a few week back, another contemporary who came out of the Dylan school in the early '70s, **John Prine**, was taking up a three-day residence at the Roxy. Unlike the enigmatic Springsteen, who evolved into a mainstream rock superstar from his folkie roots, Prine stayed the basic G-chord acoustic balladeer. And it's a shame to see the Memphis by way of Chicago folkie labelless, because he's every bit the lyricist Springsteen is. Songs such as the classic Vietnam vet catastrophe song "Sam Stone" or "Christmas In Prison" have always illustrated Prine's flair for verbalizing the plight of society's outcasts. And while he's never seemed to shake the problem of staying too rooted in the "Blonde On Blonde" style of folk poetry, his new country flavored works showed a new found growth in his music and phrasing. On Prine's first night at the Roxy he alternated between using a guitar and bass player accompaniment and lone acoustic spots. And he also had long-time friend and Chicago area folk music pillar **Steve Goodman** step out on stage for a solo spot of his own. But during an amusing send-up of a song about **Elvis Presley** impersonators called "Imitatin' Elvis," Goodman broke his A string and things got tense. Ever the professional, Goodman didn't bat an eyelash as he called for a replacement string, restringing the guitar and went back into the song without falling out of the rhyme scheme for a second. Truly a professional, folks. When Prine returned for more, including a rousing closing version of "Muleberg County," it left little doubt in the ex-hippie crowd's minds that folk was still gloriously alive in the '80s.

**ALL WASHED UP AND NO PLACE TO GO** — Lensing in various locations around California is a motion picture entitled *All Washed Up* starring **Fee Waybill**, who puts aside his lead singing post in The Tubes temporarily, along with such characters as **Quay Lewd** to play a down at the heels singer. We hear that the movie revolves around the punk scene (played pretty much for yuks), so in a bit of inspired casting, ex-Pistols **Steve Cook** and **Paul Jones**, and Clash man **Paul Simonon** were chosen for a fictitious group called **The Looters**. **Diane Lane**, who starred in *A Little Romance*, will also be in the movie as the lead singer for another fictitious group called **The Stains** (not to be confused with the So. Cal. punk band of the same name). Look for a soundtrack from this production to include other California club mainstays such as **Black Randy** and the **Metro Squad**, among others.

**WHO? ME?** — Credit RCA's currently hot pop artist **Rick Springfield** for having the sense and savvy for timely humor. During his recent showcase performance at the label's national marketing meeting at the Marriott Lincolnshire resort outside of Chicago, the youthful musician/composer/actor told a tragic story about being in an intimate situation with a young woman and how, at the point of attack, she called him "Bruce," as in **Bruce The Boss Springsteen**. He promptly tore into a riff-laden tune, aptly titled "Bruce," about how he meets a fine young Philly at a Hollywood Hills party, how they leave to carry things to a romantic conclusion. But then the girl calls him Bruce. He doesn't mind, though, deciding to "hitch" it to her anyway. Not meant to be a lament, Rick was merely describing some of the ups and downs of a rock star. We're sure that Springfield does alright anyway with the gangs of *General Hospital* groupies. Let's just hope that they don't start calling him Noah!

marc cetner

HITS OUT OF THE BOX

HITS OUT OF THE BOX

**NINE TONIGHT** — Bob Seger & The Silver Bullet Band — Capitol STBK-12182 — Producers: Bob Seger and Punch — List: 12.98 — Bar Coded

After years of being known only in the midwest as a great journeyman rocker, Bob Seger became a superstar with a double album in-concert package called "Live Bullet." And this album should be received with even more fervor, as it documents Seger's live repertoire during his recent gold and platinum years. Recorded last year at the Boston Garden and Cobo Hall in Seger's beloved Detroit, the album is simply a rendering of one of the most high voltage performances in rock.



**PRIVATE EYES** — Daryl Hall & John Oates — RCA AFL1-4028 — Producers: Daryl Hall & John Oates — List: 8.98 — Bar Coded

After a few years of being out of touch, Daryl & John came back like gangbusters in 1980 with "Voices" and three Top 10 singles. The album was a diverse melange of old and modern pop with an occasional dash of Hall & Oates trademark blue eyed soul sound. The effervescent New York-based duo has come forth with a hot follow-up to "Voices" in "Private Eyes," which continues on in the same vein. Great harmonies, the bouncy vocals of Daryl Hall and some dynamic production bring the modern Top 40 sound to full power.



**DEAD RINGER** — Meat Loaf — Epic/Cleveland International FE 36007 — Producers: Meat Loaf and Stephan Galfas — List: None — Bar Coded

The Mighty Meat all but disappeared following the tour behind the multi-million selling "Bat Out Of Hell" album. The mountainous rocker had almost ruined his powerful vocal chords during the hectic concert trek. He went into hibernation with a throat doctor for two years, but has at last emerged with a passle of new Jim Steinman compositions. The first thing one will notice on the LP is that his voice has changed. He still bellows, though, and the music is every bit as wonderfully pompous and Wagnerian as "Bat Out Of Hell."



**HAPPY LOVE** — Natalie Cole — Capitol ST-12165 — Producer: George Tobin — List: 8.98 — Bar Coded

This young songstress is on her way to becoming a superstar. She has an absolutely dynamic range full of power and intensity that sets her apart from any B/C-pop singer around. Smokey Robinson/Thelma Houston producer George Tobin has rightfully chosen a theatrical full production sound as a framework for her incendiary vocals. Whether its a building ballad like The Guess Who's old "These Eyes" or an uptempo B/C-pop crossover song like "You We're Right Girl," Cole is in total control. Daddy would be proud and a variety of formats should dig deep into this collection.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

**THIS KIND OF LOVIN'** — The Whispers — Solar BXL1-3976 — Producer: The Whispers — List: 8.98

The album cover might suggest something else, but this is a surprisingly strong LP for the band's final contractual obligation LP to RCA. The L.A.-based fivesome remains one of the classiest and smoothest sounding vocal groups in B/C. Like Smokey Robinson, the quintet is truly professional with shimmering warm ballad-oriented vocals that never fail to send shivers up the spine of traditional soul fans.



**NIGHT FADES AWAY** — Nils Lofgren — Backstreet BSR-5251 — Producer: Jeffery Baxter — List: 8.98

The diminutive guitar player's comeback LP sounds as if sparks should fly off the fretboard with the coupling of Nils and Jeff "Skunk" Baxter, but the two have wisely chosen to keep the pop rock styling straight ahead and free of mindless riffing. The duo has managed to come up with a passle of good, hook-ridden rockers like "Empty Heart" and "Dirty Money." Strong chording, tough vocals and resilient production make Lofgren's debut for the Backstreet label a winner.



**LENA HORNE:**

**LENA HORNE: THE LADY AND HER MUSIC LIVE ON BROADWAY** — Lena Horne — QWEST 2QW 3597 — Producer: Quincy Jones — List: 13.98 — Bar Coded

The legendary singer/actress and Broadway superstar returned to the New York stage with this musical production in 1980 and it earned her a Tony. Production wiz Quincy Jones liked the show so much he decided to pump it up and bring it to vinyl, and the result is this scintillating and emotional two-record set.



**TRAVELIN' LIGHT** — Tim Welsberg — MCA MCA-5245 — Producer: John Hug — List: 8.98

Pop's most noted flautist puts his lips to 11 new songs that run the gamut from rock to soft ballads, but always stay in the realm of light jazz fusion. This album is a little more rock 'n' roll oriented than 1979's "Nightrider" LP, but it still has the wonderfully airy feeling that seems to pervade all of Welsberg's work. Both A/C and jazz stations should get behind songs like "Sundance Shuffle," "Sleepwalk" and "Trinity." One of Welsberg's most engaging outings yet.



**DARK CONTINENT** — Wall Of Voodoo — I.R.S. SP 7022 — Producers: Jim Hill, Paul McKenna and Wall Of Voodoo — List: 7.98

Wall of Voodoo is as much a child of the old television show *Chiller* as it is the new rock. The fivesome's melange of off killer synthesizer, choppy guitar, rhythm machine and sundry sound effects is music for the happily insane. It's danceable, hypnotic, humorous and foreboding, all at the same time. It's kind of like Devo visits *Night Gallery*. Leader Stan Ridgway has one of the most engagingly quirky voices in modern rock, and the rest of the band is equally psychotic.

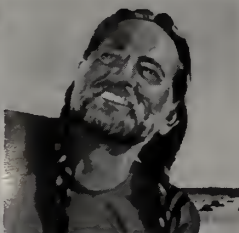
**KING COOL** — Donnie Iris — MCA/Carousel MCA-5237 — Producer: Mark Avsec — List: 8.98

The former leader of the Jaggerz (remember "The Rapper"?) returned as a solo act last year and scored one of the pop/rock sleepers of 1980 with "Back On The Streets" and the Top 40 single, "Ah! Leah." This time around, Iris and best friend/producer/keyboardist Mark Avsec return with more of that wonderful multi-layered high harmony power pop, and they should fare even better than last year.



**GREATEST HITS AND SOME THAT WILL BE** — Willie Nelson — Columbia KC2 37542 — Various Producers — List: None — Bar Coded

This release is truly the quintessential package for the avid record collector — a two-record set of some of Willie Nelson's biggest hits, coupled with a few never before released gems, including, "Stay A Little Longer," "Heartaches Of A Fool" and "Good Hearted Woman." The set unearths such jewels as "Railroad Lady," "Faded Love" and "Angel Flying Too Close To The Ground," as well as old classics.

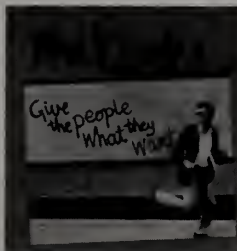


**NO SLEEP 'TIL HAMMERSMITH** — Motorhead — Mercury ARM-1-4023 — Producer: Vic Maile — List: 8.98

This classic and much maligned British neo-heavy metal act has finally gone ahead and made the album its fans have been crying for all these years. Filled with crunching, churning head banging rampages, the album is surprisingly clean for an act that sports screeching vocals, deafening decibels and a non-stop wall of noise. The threesome played with a reserved abandon on this album and Vic Maile managed to catch all of its power and fury.

**GIVE THE PEOPLE WHAT THEY WANT** — The Kinks — Arista AL 9567 — Producer: Ray Davies — List: 8.98 — Bar Coded

Raymond and the lads decide to "Give The People What They Want" on their latest, and unfortunately, that's the mindless hard rock riffing that's so popular on the radio today. Mind you, the Kinks dress up the metallurgy more charmingly than any other band around, but where are the days of "Celluloid Heroes" and "Misfits?" There are some saving graces, however, namely "Better Things," a little bit of Kink heaven that's reminiscent of "Days."



**ELEVEN STOREYS HIGH** — Jan Storey — Red Lady Records RLR 134 — Producers: Bill Storey and Tony McShear — List: None

This Colorado native has an interesting talk/sung vocal style that is at once sensual and dramatic. Her back up group here plays a cross between breezy A/C and Aspen cocktail lounge fusion, and it's the perfect compliment to her peculiar, almost monotone vocal sound. The music here is kind of a cross between Carpenters and Firefall. Best tracks on this debut LP are "Afraid To Let Go," and "Would You Believe Me."



# MERCHANDISING



**NESMITH'S FIRST VIDEO IN-STORE** — Ex-Monkee and current video artist/executive Michael Nesmith made his very first video in-store appearance recently, visiting the North Parkway, Dallas outlet of Video of Texas. The visit was in support of the Pacific Arts Video recording "Michael Nesmith in Elephant Parts." Pictured are (l-r): Nesmith; Cathy Reece, manager of Western Video in Dallas; and Craig Curtwright, Video of Texas president and owner.

## WHV Unveils Rental-Only Program

(continued from page 5)

inventory investment, while making available to the consumer the entire catalog of Warner Bros. features," said Fink.

WEA Corp., distributor of Warner Home Video product, has already notified accounts that all existing dealer and wholesaler agreements will effectively be cancelled in less than two months. As of Oct. 17, stock balancing provisions between WEA and accounts, in addition to other terms and conditions, will be terminated. WEA Corp.'s six branch warehouses in Los Angeles, Dallas, Chicago, Cleveland, Atlanta and Philadelphia will presumably act as main regional inventory centers for rentals upon implementation of the program.

It is believed that returned merchandise will be re-packaged for rental to remain consistent with newer titles released in the rental-only program. However, it was revealed that WHV will be issuing credit to dealers for returned goods to WHV, which will go towards future licensing fees for the rental goods.

Neither Fink nor WHV acting senior vice

## CBS To Add 'Nice Price Plus' LP Series

NEW YORK — CBS Records will expand its "Nice Price" midline series of records and tapes to include a "Nice Price Plus" series of two-record sets beginning in early October. The wholesale price structure will be identical to that of CBS's single disc front-line product.

The first group of releases in the series will consist of 73 titles from those bearing the CG, EG and ZG prefixes. Additional catalog selections that were originally released as double record sets, as well as items deleted from the catalog, will be added to the series at a later date. A number of newly re-packaged sets will also be included.

Commenting on the new configuration, Bob Stanford, director, sales, special projects, CBS, said that the double record series was "created as the next logical step" following the "Nice Price" line.

Stanford added that the releases will carry "Nice Price Plus" stickers similar to the ones on the single midline albums.

## Sinatra Single Due Sept

LOS ANGELES — "Say Hello," Frank Sinatra's new single on the Warner Bros. label, will ship Sept. 11. The song, which features an arrangement by Don Costa and lyrics by Sammy Cahn, is a reworked version of the well-known Pan Am Airlines commercial theme.

The new single will be backed with "Good Thing Going," a song from the new Stephen Sondheim Broadway bound musical, *Merrily We Roll Along*.

president of marketing Leon Knize disclosed what the licensing fee to dealers would be, and Fink admitted that "we don't have a rental fee structure." He indicated that the dealer or retail licensor "will rent at whatever price he wants."

While WHV representatives declined stating what specific policing and security measures were planned to enforce the program, they did say that "shopping services, surveillance organizations, etc."

(continued from page 24)

## Edwin Hawkins LP Set For Release

LOS ANGELES — Industry speculation over the future of Edwin Hawkins' recording career has ended with the news that the first of two new Edwin Hawkins albums will be released on Myrrh Records in late September.

The initial album, "Edwin Hawkins With The Oakland Symphony Orchestra, Vol. 1," was recorded live in-concert. Gil Askey, who has conducted for Diana Ross and Curtis Mayfield, conducted the orchestra for Hawkins.

The second album of the series will be released in the near future.

## Knoll Records Firms Up Indie Distribution Web

NEW YORK — New York-based Knoll Records has formed its independent distribution network.

The new distributors are Aquarius for East Hartford, Conn.; Best and Gold for Buffalo, N.Y.; Alpha for New York, N.Y.; Universal for Philadelphia, Pa.; Progress for Ohio, Missouri, Indiana, Illinois and Michigan; Zamoiski for Baltimore/Washington, D.C.; Bib for Charlotte, N.C.; MJS for Miami, Fla. and Atlanta, Ga.; All South for New Orleans, La.; Stan's Record Service for Shreveport, La.; Music City for Nashville, Tenn.; Hotline for Memphis, Tenn.; Associated for Phoenix, Ariz.; Big State for Dallas, Texas; Pacific Records and Tapes for Oakland, Calif. and Seattle, Wash.; and Record Distributors of California, Inc. for Los Angeles, Calif.

Knoll's debut album is "Eclipse of the Blue Moon" by Gene Cotton.

## MCA To Release LPs

LOS ANGELES — MCA Records recently announced plans to release seven new albums during the first of September.

Among the releases are "King Cool" by Carousel/MCA artist Donnie Iris; "Now Playing" by Bernadette Peters; "Night Fades Away," a debut by Nils Lofgren on Backstreet/MCA; a self-titled debut by Brian Johnson; One Way's "Fancy Dancer;" "Strait Country" by George Strait; and "Old Loves Never Die" by Gene Watson.

## SINGLE BREAKOUT OF THE WEEK

**PRIVATE EYES • DARYL HALL & JOHN OATES • RCA PB-12296**

**Breaking out of:** P.B. One Stop — St. Louis, Musicland — St. Louis, Lieberman — Portland, Turtles — Atlanta, Alta — Phoenix, Tower — W. Covina, Tower — Sacramento, Waxie Maxie — Washington, Peaches — Columbus, Record Theatre — Cincinnati

## SINGLES BREAKOUTS

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

**Breaking out of:** Harmony House — Detroit, Lieberman — Portland, Alta — Phoenix, Waxie Maxie — Washington, Record Theatre — Cincinnati, Sound Sellers — Boston, Wherehouse — Los Angeles, Camelot — National, Tower — Seattle, P.B. One Stop — St. Louis

**FIVE DONE EVERYTHING FOR YOU • RICK SPRINGFIELD • RCA PB-12166**

**Breaking out of:** Radio Doctors — Milwaukee, Sounds Unlimited — Chicago, Lieberman — Portland, Alta — Phoenix, Record Theatre — Cincinnati — Waxie Maxie — Washington, Sound Sellers — Boston, Tower — Sacramento, Spec's — S. Florida

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

**Breaking out of:** Musicland — St. Louis, Lieberman — Kansas City, Peaches — Columbus, Harmony House — Detroit, Lieberman — Portland, Waxie Maxie — Washington, Turtles — Atlanta, Record Theatre — Cincinnati, Sounds Unlimited — Chicago

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

**Breaking out of:** Lieberman — Dallas, Radio Doctors — Milwaukee, Alta — Phoenix, Lieberman — Portland, Sam Goody — New York, Waxie Maxie — Washington, Lieberman — Kansas City

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

**Breaking out of:** Lieberman — Portland, Peaches — Columbus, Musicland — St. Louis, Peaches — Memphis, Lieberman — Dallas

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

**Breaking out of:** Alta — Phoenix, Radio Doctors — Milwaukee, Record Theatre — Cleveland, Harmony House — Detroit, Tower — Campbell

## FASTEST MOVING MIDLINES

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

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

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

**(S) B-52's • Party Mix • Warner Bros. MINI 3596**

**(S) Tommy Bolln • Teaser • Nemporor/CBS PZ 37534**

**David Bowle • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843**

**Doors • The Doors • Elektra EKS 74007**

**Doors • The Doors • Elektra EKS 75005**

**Exposed/A Cheap Peek at Today's Provocative New Rock • Various Artists • Columbia X2 37124**

**Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137**

**Billy Joel • Piano Man • Columbia PC 32544**

**Carole King • Tapestry • Columbia PE 34946**

**Lene Lovich • New Toy • Stiff/Epic SE 37452**

**Tom Petty & the Heartbreakers • You're Gonna Get It • MCA DA 52029**

**Pretenders • Extended Play • Sire MINI 3563**

**(S) Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407**

**Vlsage • Polydor/PolyGram PX-1-501**

**(S) Brad Whitford/Derek St. Holmes • Columbia NFC 37365**

COMPILED FROM: Musicland Group — National, Cavages — Buffalo, Disc Records — Texas, Gary's — Virginia, National Record Mart — Pittsburgh, P.B. One Stop — St. Louis, Radio Doctors — Milwaukee, Peaches — Columbus, Big Apple — Denver, Dan Jay — Denver

## TOP SELLING ACCESSORIES\*

Allsop Cassette Head Cleaner 70300

Ampro Dustbuster Record Care Kit

Audio Technica Sonic Broom AT6012

Discwasher DW Record Care Kit

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

Discwasher SC-2 Stylus Care Kit

Discwasher VRP Anti Static LP Inner Sleeve

Eveready Alkaline D-cell Battery 2/Card

Le-Bo Cassette Carrying Case TA 133

**(S) Maxell UDXL II C-90**

Maxell UDXL II C-60

Memorex MRX2 C-90 2 Pack

Memorex Cassette Head Cleaner 0300

Savoy Cassette Carrying Case 2130

**(S) TDK SA C-90**

TDK T-120 VHS Video Cassette

**(S) TDK DC-90 2 Pack**

TDK DC-60 2 Pack

COMPILED FROM: Musicland Group — National, Cavages — Buffalo, Disc Records — Texas, Gary's — Virginia, National Record Mart — Pittsburgh, P.B. One Stop — St. Louis, Radio Doctors — Milwaukee, Peaches — Columbus, Big Apple — Denver, Dan Jay — Denver

\* Excludes T-Shirts & Paraphernalia

**(S)** Heavy Sales



# Tasteful Merchandising Is Key To Boosting Classical Sales

by Michael Martinez

In an attempt to boost sales of prerecorded classical music, retailers in recent years have waged an aggressive campaign to establish the product's presence in their stores. Specially tailored in-store merchandising, advertising, store-generated sales and promotions and cross-merchandising tie-ins are among the tools dealers employ to achieve the goal of attracting more established and potential classical music consumers to their outlets.

Retailers for the most part have applied these tools in much the same way they merchandise pop music -- but with "more taste," according to those who do a large volume of classical sales.

Larger record companies, according to dealers contacted by **Cash Box**, are responsible for the bulk of in-store merchandising and advertising support.

Some retailers contacted said that label marketing and merchandising support is usually extended on the basis of a store's classical music sales volume and prominence in a particular recorded music retail market. The use of in-

"The cornerstone of any successful classical music merchandising is selection and inventory," explained Schulman, adding that while inventory investment could be "monstrous," consumers usually discovered quickly where their favorite rendering of a particular symphony could be found.

He added that service, or having someone in-store who is familiar with the music and is capable of directing the consumer to the title being sought, is equally important.

Stan Silverman, buyer with the Boston-based Harvard Coop, said that because prerecorded classical music sales constitute 40% of all sales in the store's record department, "the key to successful merchandising of classical music here is having product in the bins." He said people who buy that music are not necessarily impressed by posters. "They have a different mentality than pop customers."

Agreeing, Jeff Meyer, manager at Baltimore's Record Master added, "We have a separate classical store (located

Some added that in-store airplay of classical product, while not a frequent practice, is useful in attracting attention to a particular title. Dealers said that such product exposure is most effective when coupled with in-store display.

The target of such merchandising is the crossover consumer, the customer who has budding interest in classical music but doesn't know where to begin. Some dealers noted that the classical budget lines have helped generate sales from such consumers and also encouraged multiple sales among established classical consumers.

CBS Masterwork's Great Performances line, selected Nonesuch Records product, selected titles released by RCA Red Seal and the PolyGram Records classical label's discounted titles are employed by many retailers in sales programs, programs which they say are as important to the business as selection and inventory in attracting store traffic.

"We have a mailing list that we use to send sales information to our customers and it features the classical product we



# Classical Music

dividually styled racks or bin markers, a separate room in the store and, in less frequent cases, a separate classical music facility are employed by dealers to develop greater presence in the classical music market.

In each instance, retailers employ such merchandising according to the demands and potential of the market, which vary from region to region. But one element all retailers contacted uniformly employ is taste in development of classical merchandising and advertising.

"I believe classical music product can be aggressively merchandised and that it should be merchandised like the pop stuff, but everything must be done with taste," said Art Schulman of the four store Laury's Discount chain of Chicago.

Schulman said that in-store display highlighting classical product could not be done in the "schlocky style that labels use for rock 'n' roll" because the classical music consumer is a "different creature."

"The classical music buyer doesn't want to be bothered with gaudy posters and in-store sinnage," said Schulman, adding that "buyers that come into our store are more concerned with the availability of certain product and its value."

In fact, most of those contacted agreed that inventory and selection depth were ultimately the most important factors, more so than the application of in-store displays.

---

**"Classical buyers don't want to be bothered with gaudy posters. They are more concerned with product selection."**

---

across the corridor from the main store in a mall setting), and if we put up a junkie looking poster, customers usually complain."

Meyer also said that customers in the classical store are usually there to buy product and require more service attention than the rock consumer. He said they rarely react to posters.

Other retailers, while happy that in-store support is available from the labels, said that meager wall and ceiling space in store usually prohibits extensive use of such material and that, when applied, it must be used prudently.

Among the in-store display tools available are artist and conductor posters, flats, streamers and product posters. Each of the stores contacted held such items in varying esteem as merchandising aids for classical product.

will discount in a given week," explained Marcy Penner, advertising manager for the Washington, D.C.-based 19-store Waxie Maxie chain.

At Record Masters, Meyer said that while label advertising for classical product has diminished, the bigger companies have been supporting the store's classical music club packets, coupons and other special features for the outlet's use in merchandising product on sale. He said the store sponsors a sale on classical product every week, whether the label featured supports the sale or not.

"We run in-store specials on selected titles on a weekly basis," explained Silverman of the Harvard Coop, adding that the specials are not usually advertised on radio or in print.

But other retailers, such as Nancie Taylor, classical music buyer at the 16-store, Atlanta-based Turtles web, said that cluster ads could be employed in advertising classical music sales.

Taylor said that sale of classical product is often included in ads featuring store-wide sales on pop, rock, R&B and jazz product.

There was disparaging opinion on whether or not the scope and volume of print and radio advertising for classical product was bountiful. According to those contacted, the amount of advertising support for classical product depended largely upon factors similar to those governing labels' ad expenditures on

# Classical Music

popular music, including product flow at the outlet and the cost of advertising in a particular market.

Penner at Waxie Maxie said that when the chain made a commitment to delve substantially into classical stock at four of its stores, an initial expenditure requiring hefty financial resource, labels extended a great deal of support for merchandising the new product.

But she added that support dwindled as titles were purchased by the chain in smaller quantities. She further said that the cost of advertising in the Washington Post and other media in the area was high and consequently prohibitive.

Taylor at Turtles said that labels offered the most advertising support for new release, usually extending resources for print ads.

Silverman said that his store receives substantial ad support for classical product because of the high volume of classical titles moved through the store and because of its proximity to a large consumer market for classical product.

He said labels usually advertise with the local classical station and with area newspapers.

But retailers said that meager ad support for classical product at retail could be overcome by developing in-store promotions.

Schulman at Laury's said that the chain has been running special in-store promotions on classical product about three times a year, which include label supported advertising, in-store display and cross-merchandising with other companies and radio.

Describing one such promotion, Schulman said that PolyGram's Deutsche Grammophon, London and Phillips classical lines were featured during a PolyGram Classics sale where the store had a wine and cheese tasting party (highlighting a local cheese and wine vendor), audio consultants on hand to show state-of-the-art equipment for playing audiophile product and a string quintet and brass quartet to perform for customers at the store.

He said that the event was advertised in the local press and at local station WFMT. Schulman said that similar promotions were planned for sales of CBS Masterwork, Angel and other labels during the remainder of the year.

In another promotion described by Penner, Waxie Maxie sponsored a promotion with a tie-in to a local Mercedes-Benz-Volvo dealer, where the chain gave away 100 copies of Pavarotti's latest album to people who test drove a car from the dealership.

Most retailers said that the bigger companies tended to support their classical product in either in-store merch aids or advertising. Companies such as PolyGram (which releases the largest volume of classical product), CBS Masterworks, RCA Red Seal, the Moss Music Group labels and Angel generally develop promotion and marketing programs to extend to the retail arena.

RCA Red Seal recently announced plans for an intensive Christmas sales season marketing plan, including in-store merchandising and advertising for the Red Seal digital line, the Point-Five (half-speed remastered) series, Broadway show albums and other serious music releases from the label.

"The key to getting that support, to maintaining a steady stream of support from the labels for their classical product is to go for it," said Schulman.



**SMILE** — Jean-Pierre Rampal (l), who records for CBS Masterworks, is quite active on the in-store appearance circuit, logging time with retailers year-round from coast-to-coast. Rampal is pictured here trying to develop a future fan at Sam Goody's Fifth Ave. store in New York City.

# PERLMAN

The master violinist adds a new jazz session & Beethoven's great concerto to his Angel Catalog!



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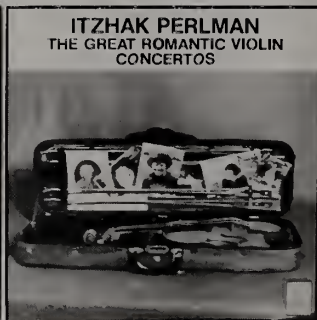
DS-37471



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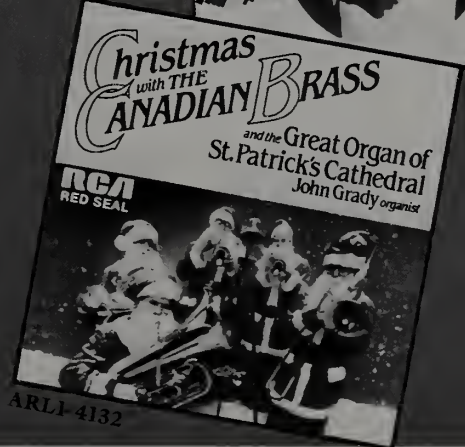
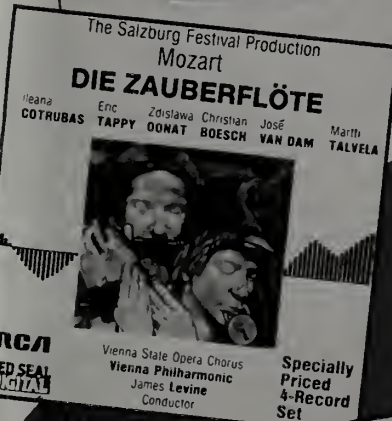
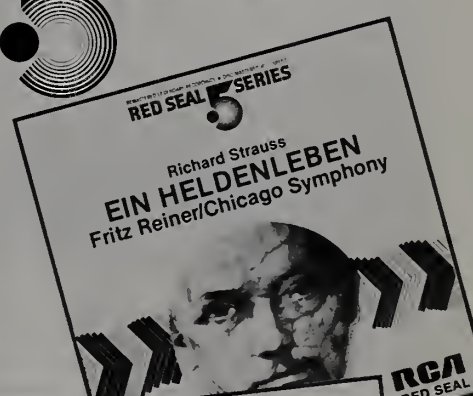
# FOR THE FALL SELLING SEASON RED SEAL MEANS BUSINESS

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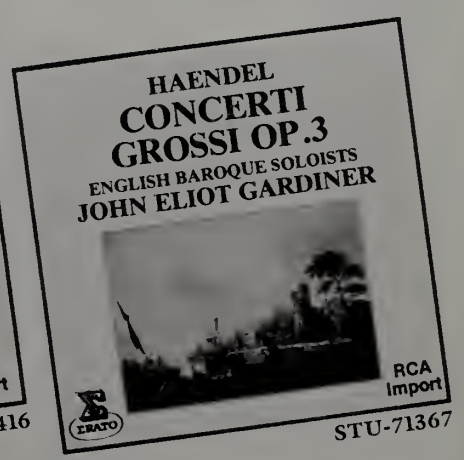
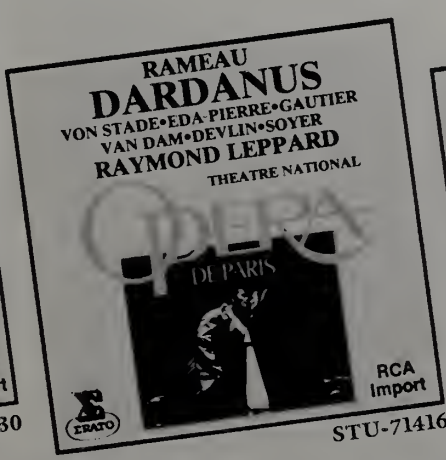
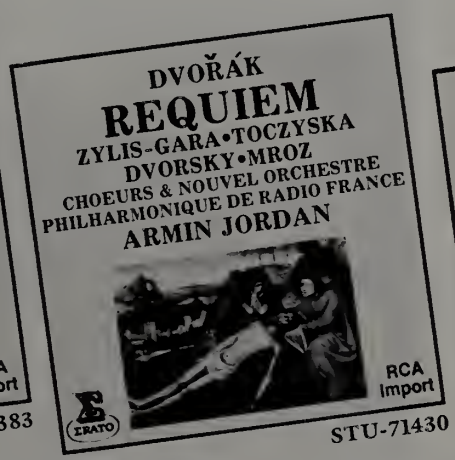
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- LONDON DIGITAL STRAVINSKY PETRUSHKA DORATI • DETROIT** (LDR 71023\*)
- LONDON DIGITAL STRAUSS CINDERELLA BONYNGE** (LDR 72005)
- LONDON DIGITAL Rossini Overtures William Tell • La Gazza Ladra & Others Riccardo Chailly** (LDR 71034\*)
- LONDON DIGITAL CHUNG Lalo Symphonie Espagnole Saint-Saëns Violin Concerto No.1 Dutoit • Montreal Symphony** (LDR 71029\*)
- LONDON DIGITAL TIPPETT SYMPHONY NO. 4 PRINCE CHARLES SUITE SOLTI • CHICAGO** (LDR 71046)

■ The latest digital technology!

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- The world's greatest artists!
- A widely varied catalog of sonic blockbusters, ranging from standard repertoire to works never before recorded.
- Available on premium quality imported cassette.\*

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0510

# Classical Music

## Audiophile Discs Spur Sales, Help Broaden Classical Market

by Dave Schulps

The recent advent of digital and high quality audiophile lines for classical recordings has resulted in increased sales to both longtime classical music aficionados and to a new constituency of audiophiles who have come to the music because of the availability of so many better sounding recordings. A **Cash Box** survey of classical music and audiophile label executives also pointed to a relationship between the availability of audiophile recordings and audiophile hardware sales.

"There's no question that the availability of digital and audiophile product has expanded the market for classical music," said Irwin Katz, director of Red Seal marketing, RCA Records. "A lot of people who own fine audio equipment are buying the digital

product simply because the sound reproduction is so far superior to the average record. It's opened up a whole new area of sales to us," Katz said, however, that there has not yet been any accurate assessment made of how large that new sales area might be.

Patti Laursen, staff producer for Angel Records, said Angel has also found that the excitement created by audiophile lines has boosted sales of classical records in general. "We expected it to have that effect," she offered, "because we knew how excited we were about it here, but the response from the field would suggest a larger audiophile audience than we had initially thought."

However, Richard Rollefson, vice president, London Records/PolyGram Classics, felt that the impact of the audiophile on classical sales may be a

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# Classical Music

**CBS MASTERWORKS SIGNS VIOLINIST CHO-LIANG LIN** — CBS Masterworks has signed critically acclaimed violinist Cho-Liang Lin to an exclusive recording contract. CBS Masterworks plans to record Lin in 1982 with Michael Tilson Thomas conducting the Philharmonia Orchestra in London. Pictured at the signing are (l-r): Joe Dash, vice president/general manager, CBS Masterworks; Cho-Liang; Christine Reed, director of A&R, CBS Masterworks; and Sheldon Gold, president, ICM Artists.

temporary one. "I don't know whether the audiophiles will really broaden the base of classical music," he said, "because even though we've sold a lot of product to people who would not have bought it if it were not audiophile, once pop product becomes more readily available, we'll probably lose those sales. "If you're asking if I think we can increase our market share from three-to-five percent to closer to 10%, I'd have to say no," said Rollefson. Nevertheless, Rollefson did say that the availability of an audiophile disc on a given title can spell as much as a 100% increase in sales over what a regular recording would do. Marvin Saines, executive vice presi-

dent of the Moss Music Group, made the distinction between a disc merely recorded digitally and one pressed on special vinyl and elaborately packaged for the connoisseur. Moss offers both a digital line at \$10.98 and a high quality audiophile line at \$17.98. Saines claimed that his audiophile titles can sell between five and 10 times more than the same ordinary digital recording. While few music merchandisers actually possess any information data on the effect of the rapidly increasing availability of classical audiophile software on hardware sales, most said they felt there must be a correlation. Some labels have begun experiments with

audiophile product through hi fi outlets. London's Rollefson and Red Seal's Katz both mentioned that their labels were currently studying further tie-ins with audio hardware outlets. Jon Kelly, president of Audiotechnica U.S., Inc., distributor for the TelArc Records, explained that his company, which is primarily a hardware distributor, entered the software distribution business mainly because "we looked at the hardware market as business people and wondered how we could keep the market buying if records continue to be so terribly pressed. We decided that in order to continue to be able to sell expensive, quality hardware, it was in our interest to promote records that would give the consumer his money's worth." Even so, Kelly said it is difficult to gauge the effect of increased software availability on hardware sales, "because you have to take in other factors such as the economy." Nevertheless, Kelly said his "gut reaction is that the correlation exists."

# PLACIDO DOMINGO

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**CARLO MARIA GIULINI**  
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Aida • Il Trovatore • Carmen  
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**BERLIOZ REQUIEM**  
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 Ricciarelli • Domingo

Gruberova  
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Placido Domingo

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LP 2530 700 • MC 3300 700

**The Incomparable Tenor In His Biggest Deutsche Grammophon Release Ever!**

# New Classical Releases

## ANGEL

BEETHOVEN: *Symphonies (9)*. Philharmonia O, Sanderling (8).  
 BEETHOVEN: *Violin Concerto*. Perlman; Philharmonia O, Giulini.  
 CHERUBINI: *Requiem in C minor*. Philharmonia Ch&O, Muti.  
 DURUFLE: *Requiem*. J. Baker; King's College Ch, Ledger.  
 JANACEK: *Glagolitic Mass*. Birmingham Ch&SO, Rattle.  
 KORNGOLD: *Violin Concerto*. Perlman; Pittsburgh SO, Previn.  
 MAHLER: *Symphony No. 7*. London PO, Tennstedt (2).  
 MOZART: *Die Zauberfloete*. Donath, Gruberova, Jerusalem, Brandel, Bracht; Bavarian RCh&SO, Haitink (3).  
 PROKOFIEV: *Romeo and Juliet: Suite*. Philadelphia O, Muti.  
 PUCCINI: *Tosca*. Scotto, Domingo, Bruson; London PCh&O, Levine (2).  
 SCHUBERT: *Choral Works*. Bavarian RCh&SO, Sawallisch.  
 SCHUBERT: *Trout Quintet*. Richter; Borodin Qrt.  
 STRAUSS, R.: *Arabella*. Varady, Gruberova, Fischer-Dieskay; Sawallisch (3).  
 STRAVINSKY: *Petrushka*. Philadelphia O, Muti.  
 TCHAIKOVSKY: *1812 Overture; String Serenade*. Philadelphia O, Muti.  
 VERDI: *La Traviata*. Scotto, Kraus, Bruson; Ambrosian OpCh, Philharmonia O, Muti (3).  
*Montserrat Caballe and Ransom Wilson: Duos for Voice and Flute*.  
 Oboe Quartets (by J.C. Bach, Mozart, J. Stamitz, Wanhal). Still, Perlman, Zukerman, Harrell.  
*Christopher Parkening: Guitar Recital*.

## DEUTSCHE GRAMMOPHON

BERLIOZ: *Requiem*. Domingo, et al.; O de Paris, Barenboim (2).  
 BERLIOZ: *Reverie et caprice*. LALO: *Symphonie espagnole*. Perlman; O de Paris, Barenboim.  
 BRAHMS: *String Quartet No. E*. SCHUMANN: *Piano Quintet* (J. Levine). LaSalle Qrt.  
 BRAHMS: *Symphony No. 2*. Los Angeles PO, Giulini.  
 BRUCKNER: *Symphony No. 8; Te Deum* (Jessye Norman, Minton, Rendail, Ramey). Chicago SO, Barenboim (2).  
 HAYDN: *Symphonies Nos. 82-87*. Berlin PO, Karajan (3).  
 HOLST: *The Planets*. Berlin PO, Karajan.  
 KREISLER: *Violin Works*. Mintz.  
 LISZT: *Songs*. Fischer-Dieskau, Barenboim (4).  
 MOZART: *Symphonies Nos. 29, 35; Masonic Funeral Music*. Vienna PO, Boehm.  
 PUCCINI: *Turandot*. Ricciarelli, Hendricks, De Palma, Domingo, Zednik, Araiza, Hornik, Raimondi, Nimsgern; Vienna Ch Boys, Vienna StOpCh, Vienna PO, Karajan (3).  
 STRAUSS, J. II and Josef: *Waltzes, Polkas, Marches, and Overtures*. Berlin PO, Karajan. (3).  
 STRAUSS, R.: *Alpine Symphony*. Berlin PO, Karajan.  
 TCHAIKOVSKY: *Symphony No. 6*. Los Angeles PO, Giulini.  
 VERDI: *Aida*. Ricciarelli, Obraztsova, Valentini-Terrani, Domingo, De Palma, Nucci, Ghiaurov, Raimondi; La Scala Ch&O, Abbado (3).  
 VERDI: *Un Ballo in maschera*. Ricciarelli, Gruberova, Obraztsova, Domingo, Bruson; La Scala Ch&O, Abbado (3).

## LONDON

BACH: *Keyboard Works*. Schiff, piano.  
 BARTOK: *Concerto for Orchestra; Dance Suite*. Chicago SO, Solti.  
 BEETHOVEN: *Piano Sonatas (complete)*. Ashkenazy (12).  
 BEETHOVEN: *Symphony No. 5; Leonore Overture No. 3*. Philharmonia O, Ashkenazy.  
 BELLINI: *La Sonnambula*. Sutherland, Pavarotti, Ghiurov; National PO, Bonyng (3).  
 BERLIOZ: *La Damnation de Faust*. Von Stade, Riegel, Van Dam, M. King; Chicago Sch&O, Solti (3).  
 BRAHMS: *Cello Sonatas (2)*. Harrell, Ashkenazy.  
 BRITTEN: *Soirees musicales; Matinees musicales*. ROSSINI: *La Boutique fantasque*. National PO, Bonyng.  
 BRUCKNER: *Symphony No. 4*. Chicago SO, Solti.  
 CHOPIN: *Piano Works*. Ashkenazy (continuation of cycle).  
 DELIUS, SIBELIUS: *String Quartets*. Fitzwilliam Qrt.  
 DVORAK: *Orchestral Suite in A; Nocturne; et al.* Detroit SO, Dorati.  
 FRANCK: *String Quartet*. Fitzwilliam Qrt.  
 GAY: *The Beggar's Opera*. Sutherland, Te Kanawa, Lansbury, Gielgud, Morris, Marks, Dean, Mitchell, Hordern; National PO, Bonyng (2).  
 GRANADOS: *Danzas espanolas (10)*. De Larrocha.  
 HAYDN: *Symphonies Nos. 96, 101*. London PO, Solti.  
 HINDEMITH: *Konzertmusik for Brass*. Philip Jones Brass Ens.  
 JANACEK: *Cunning Little Vixen*. Popp, Randova, Jedlicka; Vienna PO, Mackerras

## CBS MASTERWORKS

BOLLING: *"Toot" Suite* (Maurice Andre, trumpet; Claude Bolling, piano)  
 VERDI: *Requiem (2-record set)* (digital) M. Caballe, Perini, P. Domingo, P. Plishka; Musica Sacra; New York Philharmonic/Mehta  
*"When You Wish Upon A Star" A Tribute to Walt Disney* (analog and digital) (Mormon Tabernacle Choir)  
 MOZART: *Piano Concertos Nos. 17 & 18* (digital) (English Chamber Orchestra/Perashia)  
*"Perhaps Love"* (Placido Domingo with John Denver)  
 HOROWITZ and CHOPIN (3-record set)  
 BRUCKNER: *Symphony No. 4*;  
 WAGNER: *Siegfried Idyll* (digital) (Bavarian Radio Orchestra/Kuhelik)  
*Recital by Kiri Te Kanawa* (R. Amner, piano)  
 STRAVINSKY: *The Recorded Legacy* (31-Record set)  
*'Diva!'* (Arias performed by Caballe, Horne, Cotrubus, Scotto, Te Kanawa, and von Stade)  
*"Napoleon"* (Original music from the soundtrack of Abel Gance's 1927 masterpiece, composed and conducted by Carmine Coppola)  
 WOLF-FERRARI: *"Secret Of Susana"* (digital) (Scotto, Bruson; Philharmonic Orchestra/Pritchard)  
*"Echoes Of Spain"* (works by Albeniz) (digital) (J. Williams, guitar)  
 MENDELSSOHN; *Violin Concerto*;  
 BEETHOVEN: *2 Romances* (digital) (Stern; Boston Symphony Orchestra/Ozawa)  
 TCHAIKOVSKY: *"Suite No. 2"* (Los Angeles Philharmonic/Thomas)

## Great Performances

Now there are 25 "Great Performances," on CBS Records and Tapes!

10 Great Performances  
**TCHAIKOVSKY**  
**1812 OVERTURE**  
 MARCHE SLAVE ROMEO AND JULIET OVERTURE  
**BERNSTEIN**  
**NEW YORK PHILHARMONIC**

21 Great Performances  
**BEETHOVEN**  
**"EROICA"**  
**SYMPHONY NO. 3**  
**SZELL**  
**CLEVELAND ORCHESTRA**

1 Great Performances  
**R A V E L**  
**BOLERO**  
 LA VALSE-ALBORADA DEL GRACIOSO  
 DAPHNIS ET CHLOE SUITE NO. 2  
**BERNSTEIN**  
**NEW YORK PHILHARMONIC**  
**ORCHESTRE NATIONAL DE FRANCE**

This new series consists of the best of the basics, such as **Boléro**, **1812 Overture**, **The Planets**, Beethoven's **Symphony No. 5**, **Peer Gynt Suites** and others. And these masterpieces are interpreted by the finest musicians, including Leonard Bernstein, Eugene Ormandy, Rudolf Serkin, Isaac Stern, George Szell and Bruno Walter.

All critically-acclaimed performances! All newly-remastered for clean, modern stereo sound! All at the same, unbelievable low price! And many more to come! There's never been a better traffic builder built around the great classics!

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### VOICES TRULY FOR THE AGES: THE FIRST DIGITAL RECORDING OF VERDI'S REQUIEM.

CBS Mastersound presents a sonic spectacular—the first digital recording of Verdi's beloved **REQUIEM**.

Zubin Mehta conducts the New York Philharmonic and Musica Sacra Chorus in a star-studded two-record set featuring **Montserrat Caballé**, **Bianca Berini**, **Placido Domingo** and **Paul Plishka**.

**VERDI'S REQUIEM.**  
 A digital masterpiece, on CBS Masterworks Records.

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# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK

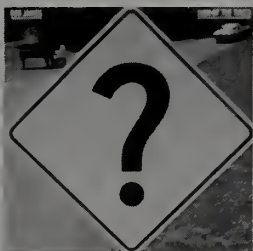


**GIVE THE PEOPLE WHAT THEY WANT • THE KINKS • ARISTA AL 9567**  
**Breaking out of:** Sound Unlimited — National, Tower — Seattle/San Francisco/Campbell/Sacramento/Los Angeles/San Diego, Lieberman — Portland, Flipside — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis, Lieberman — Kansas City, Gary's — Virginia, Wilcox — Oklahoma City, Sound Warehouse — San Antonio, King Karol — New York, Disc-O-Mat — New York, Harvard Coop — Boston, Cutler's — New Haven, Record & Tape Collector — Baltimore.  
**MERCHANDISING AIDS:** 2x2 Flats, Mini Covers

## ALBUM BREAKOUTS

**SIGN OF THE TIMES • BOB JAMES • COLUMBIA FC 37495**

**Breaking out of:** Sound Unlimited — National, Everybody's — Northwest, Licorice Pizza — Los Angeles, Big Apple — Denver, Mile Hi — Denver, Tower — Los Angeles/Seattle, Turtles — Atlanta, Peaches — Atlanta, Port O' Call — Nashville, Sound Warehouse — San Antonio, Wilcox — Oklahoma City, Harmony House — Detroit, Streetside — St. Louis, Record & Tape Collector — Baltimore  
**MERCHANDISING AIDS:** Album Flats, Poster, Header Card, Die Cut Logo.



**TIME EXPOSURE • LITTLE RIVER BAND • CAPITOL ST-12163**  
**Breaking out of:** Record Bar — National, Sound Unlimited — National, Harmony House — Detroit, Great American Music — Minneapolis, Radio Doctors — Milwaukee, Flipside — Chicago, Lieberman — Kansas City, Wherehouse — Los Angeles, Tower — Los Angeles/Campbell, Mile Hi — Denver, Port O' Call — Nashville, Turtles — Atlanta, Spec's — South Florida, Waxie Maxie — Washington, Disc-O-Mat — New York.  
**MERCHANDISING AIDS:** 1x1 Flats, 3x3 Poster, 30x20 Banner, Wedge.

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

**Breaking out of:** Handleman — National, Record Bar — National, Camelot — National, Musicland — National, Sound Unlimited — National, Gary's — Virginia, Lieberman — Dallas, Wilcox — Oklahoma City, Turtles — Atlanta, Oz — Atlanta, Port O' Call — Nashville, Record & Tape Collector — Baltimore, All Record Service — Oakland, Licorice Pizza — Los Angeles.  
**MERCHANDISING AIDS:** 2x2 Flats, Poster, Standup Display.



**SUMMER HEAT • BRICK • BANG/CBS FZ 37471**  
**Breaking out of:** Record Bar — National, Camelot — National, Turtles — Atlanta, Sound Warehouse — San Antonio, Cactus — Houston, Soul Shack — Washington, Mile Hi — Denver, Independent — Denver, Big Apple — Denver, Tower — Sacramento/Seattle.  
**MERCHANDISING AIDS:** Album Flat, 2x2 Cover Blowup, Logo.

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

**Breaking out of:** Camelot — National, Everybody's — Northwest, Licorice Pizza — Los Angeles, City One Stop — Los Angeles, Big Apple — Denver, Tower — Sacramento, Lieberman — Dallas, Wilcox — Oklahoma City, Streetside — St. Louis, Oz — Atlanta, Peaches — Atlanta, Record & Tape Collector — Baltimore.  
**MERCHANDISING AIDS:** 1x1 Flats, Streamer, Movie One Sheets.



**THE TIME • WARNER BROS. BSK 3598**  
**Breaking out of:** Record Bar — National, Camelot — National, Radio Doctor — Milwaukee, Rose Records — Chicago, Harmony House — Detroit, Cavages — Buffalo, Turtles — Atlanta, Strawberries — Boston, Popcorn — Boston, Tower — Sacramento, Mile Hi — Denver.  
**MERCHANDISING AIDS:** 1x1 Flats, Poster.

**SCISSORS CUT • ART GARFUNKEL • COLUMBIA FC 37392**

**Breaking out of:** Sound Unlimited — National, Turtles — Atlanta, Flipside — Chicago, Waxie Maxie — Washington, Wilcox — Oklahoma City, Wherehouse — Los Angeles, Tower — Los Angeles.  
**MERCHANDISING AIDS:** Album Flats, Poster.



**DROZ DROPS IN** — WEA president Henry Droz recently visited Hegewisch Records in suburban Chicago. Pictured are (l-r): Hegewisch owner Joe Sotiros; Rick Cohen, WEA Chicago sales manager; Hank Caldwell, WEA vice president of black marketing; Ken Zurek, manager of Hegewisch; Frank Williams, WEA Chicago region black marketing; Droz; and Jim Manfre, WEA local sales representative.

## WHAT'S IN-STORE

**SWEET PROMOTIONS** — William Neilson Ltd., the Canadian candy company, and Sam the Record Man, that nation's largest record retail chain, are in the midst of a massive record giveaway. 50,000 albums and cassettes are being awarded to purchasers of Nielson's Crispy Crunch, Sweet Marie and Malted Milk candy bars who find "winning yellow circles" on the inside wrappers. Engineered by Nielson, the contest is the first time that the company has ever tied itself with the record business. "We used surveys to determine the best prizes we could offer our target group," said Grant Irwin, Nielsen's assistant product manager. "Albums scored higher than anything else, including cash." Irwin explained that Sam the Record Man was the logical choice because it's all over Canada and was willing to handle mail-ins, a necessity in the north country. The wrapper also includes a consolation prize of one dollar off any regularly priced LP or tape at the chain. The results? "The contest will run until the end of the year," said Irwin, "so we don't know yet what it's doing for us at the consumer level. But wholesale shipments for the three bars have really taken off."

**SWEET ON ELVIS, TOO** — Album Graphics, Inc. (AGI), the manufacturer of Chu-Bops, has put together a special Elvis Presley series. For the uninitiated, Chu-Bops are packages of chewing gum wrapped in high-quality album cover miniatures, which, after only 18 months on the market, are nearing the 100 million unit mark. Although the company has only released current titles so far, AGI's Gary Mankoff told us that the eight-piece Presley series was the type of project the company has been eyeing for some time. "We felt all along that it would be appropriate at some point to vary our normal release pattern of eight current album titles with a special series," he said. Aside from reproductions of the original cover art to such titles as "Elvis," "Blue Hawaii," and "G.I. Blues," each package includes a gold colored bubble gum record, an exclusive photo of The King and the introduction of Chu-Bops, premium coupons redeemable for the Chu-Bops International Collectors Album, a showcase for the serious Chu-Bops collector. A gold countertop display case is available to retailers, and Mankoff feels that the prominent display of the series can help record sales as well as AGI. He reports that a recent AGI survey of 2,400 Chu-Bops buyers revealed that 66% of the respondents said that owning a particular Chu-Bop package made them want to buy the same LP and that 54% were reminded of an album purchase they wanted to make. "We know Chu-Bops can lead to increased record sales for retailers," said Mankoff.

**OUT OF THE GARAGE** — Bomp Records' recent Garage Tour in support of Vox Records' "Battle of the Garages" LP garnered much support through a heavy print, in-store, and radio ad campaign. Twenty-five hundred full-color posters were distributed to retailers around the country, along with covers, buttons and other point-of-purchase display material. Print ads tied sale prices at outlets like Crazy Eddie in New York and Sound Odyssey in the Mid-Atlantic to local appearances by LP Garage stars the Slikee Boys, Dark Side, Hypsterz, and Wombats. The print tag for the ad noted that the disc was available at "all cool record stores" . . . Other recent Sound Odyssey promotions have included an in-store by The Go-Go's at the Cherry Hill, N.J. store, and a Bruce Springsteen tour jacket give away in conjunction with radio station WMMR. Nine jackets were awarded to winners of on-air trivia contests, with the winners picking up their plunder at Sound Odyssey outlets . . . While busy with the Garage promotion, nobody at Crazy Eddie's noticed that their omnipresent slogan, "Crazy Eddie — His Prices Are Insane," had been jumped on by New York's politicians. A dark horse candidate in the city's Democratic primary for mayor tossed his hat into the ring along with the invective that he was challenging the incumbent because "Crazy Eddie Koch's policies are insane." More proof that life imitates the record business.

**RECORD BAR NEWS** — Record Bar has named Lou Goetz director of personnel and Ginny Garrell manager of training and development. Prior to joining the outfit, Goetz was head basketball coach at the University of Richmond. Garrell has spent the last two years developing employee training programs for businesses in New Hampshire. The personnel department is being expanded to help cover the company's quickly growing staff: Record Bar will employ 2,450 people by year's end . . . The chain's Durham, N.C. outlets and radio station WDUR recently gave listeners a chance to test their detective skills during a promotion supporting Stacy Lattisaw's single, "Love On A Two Way Street." Prizes were hidden throughout the city, and the best sleuth received dinner for two at a local restaurant, a dozen roses, a gold necklace inscribed "I found love on a two way street" and (no surprise here) Lattisaw's latest album . . . Those same Durham outlets also recently had a Record Bar night at the Durham Bulls baseball game, with customers registering at the stores to win the shirt off a Durham Bull's back. A John Denver catalog was also given away at the park . . . Recent action at the Jacksonville store has included an in-store by Steppenwolf's John Kay and a roast beef bonanza in cooperation with Arby's and radio station WXQR. Station listeners who correctly guessed which Arby sandwich WXQR DJs were ordering received coupons for five sandwiches and a Record Bar frisbee. The coupons were deposited into a bin from which one lucky soul was selected for a grand prize of a \$100 Record Bar gift certificate.

fred goodman

# AUDIO / VIDEO

## SOUND VIEWS



**SPARKS FLY FOR JOEL FILM** — Sparks, an exclusive Long Island alternative nightclub owned by Billy Joel's concert sound engineer, Brian Ruggles, was the location for a special taping of songs from Joel's "Songs In The Attic" LP for a promotional clip, as well as a television commercial. The black & white footage was directed by Rick London, in association with Electric Company Prods. Pictured performing for the taping are (l-r): Doug Stegmeyer, bass; Liberty DeVitto, drums; Russel Javors, guitars; David Brown, guitars; Richie Cannata, saxophone; and Joel.

## Warner Home Vid Bows Rental Program

(continued from page 16)

would be employed to monitor all markets "at the inception (of the program) and, occasionally . . . as required after our intentions and our ability to enforce are made clear to the retail licensor and the master licensor."

The company further plans to broaden its distribution to include most department store chains and the mass merchandisers, including supermarkets and drug store chains, with the inception of the program. Accordingly, WEA's distribution is expected to expand into mass distribution channels.

Implicit in the rental-only scheme is War-

ner Home Video's hope that such a plan will be so attractive to dealers from the standpoint of increased profits "that the temptation for them to use bootleg or pirated goods is greatly diminished." Additionally, with a rental-only plan, WHV is expecting an "earlier window" between theatrical release and release to the home video market. Initial examples of this are the *Superman II* and *Wolfen* titles, both of which are still in first run presentations.

In support of the new program, WHV is embarking on a major consumer advertising campaign, created and implemented by the Lois Pitts Gershon agency, with a media budget in the first year of more than \$2 million.

Both Warner Home Video and the Warner/Elektra/Atlantic (WEA) Corp. are subsidiaries of Warner Communications, Inc. WHV products are presently sold by 19 WEA Video Sales & Management Personnel (VSP), in addition to nearly 100 WEA record and tape salespeople.

## Cormier Forms Audio/Video Firm

by Tom Roland

NASHVILLE — Ken Cormier recently announced the formation of Ken Cormier Prods., a Dothan, Ala.-based firm that will work in all aspects of the audio/video industry.

The firm already has its own record label, KCP Records, plus a publishing house and studio located within Dothan. Cormier intends for the label to work in conjunction with Nashville and work with acts that "should have been in Nashville a long time ago and just didn't know how to get there." Currently, the label has signed five artists — Mark Swindell, Jessica Lake, Steve Gary, Jerome Jackson and Lisa Landers.

Cormier indicated that, initially, the company will try to market a TV series mixing Nashville artists with KCP performers in concert at Billy Bob's nightclub in Dallas. He hailed the concept as a "new breed" of Westwood One's *Live at Gilley's*, saying, "I think the public wants to see a country show with the stars and somebody new that they've never seen with just as much talent that's never had a chance to get there."

In conjunction with Buddy Lee Attractions, the firm has scheduled a tour for its acts where they will be featured with top selling attractions like Alabama. Current plans call for singles to be released at the end of September for each of the artists, with live LPs to be sold at the act's concert appearances. A "Shower of Stars" album, featuring two cuts by each act, is also being considered.

Citing his company as a "straight-forward, open-minded" organization, Cormier estimated that current plans will require "a budget of \$1,000,000, if not more." "We're not going to go into it in a small way," he added, "but we're awful cautious because of so many ripoffs in the industry."

## RIAA/Video Council Adds Three Members

NEW YORK — Three members have been added to the RIAA/Video Council, the association's new video policy-making body. They are Al Markim of the Video Corp. of America (VCA), John Messerschmitt of North American Philips and Barry Reiss of MCA/Universal.

Markim, president of VCA, co-founded the company and held the title of executive vice president. From 1971-77, he was also president of S/T Videocassette Duplicating Corp. Previously he was president of Recording Studios Inc. and was also an independent film producer.

Messerschmitt, vice president, videodisc program development, North American Philips, has been with the company since 1945. Starting as senior sales engineer in 1957 with Amperex Electronics, a Philips subsidiary, he rose to president in 1968. Subsequently, he was named group vice president of the Philips Electronic Component Group and vice president of the executive office.

Reiss, vice president of MCA Videodisc, Inc./MCA Videocassette, Inc./Universal Pay Television, joined the firm in 1978, leaving his post as administrative vice president of Arista Records. Previously, Reiss was vice president of talent contracts, CBS Records, and an attorney specializing in labor relations and entertainment law.

The RIAA/Video council provides guidance for the 25 member companies of the video division, as well as to all manufacturers and licensors of home video programming.

**BLAY OUT AS MAG VIDEO HONCHO** — In a surprise move late last week, it was announced that **Andre Blay**, founder and president of Michigan's Magnetic Video, a leading supplier of video cassette and disc software to the home market, resigned from the company. He could not be reached at presstime regarding his reason for the departure. No replacement has yet been named for Blay. Blay founded Magnetic Video in 1969 and 10 years later sold the company to 20th Century-Fox Corp. for a reported \$7.2 million in cash. He stayed on as president of the company, which now has approximately 300 titles in its catalog.

**THE LONELY ONE LAUNCHES WOLF & RISSMILLER VIDEO** — The Sept. 4 Roy Orbison date at Wolf & Rissmiller's Country Club in Reseda, Calif. went out on a direct



**MAG VIDEO GETS ITA PLAQUES** — Jack Dreyer (l), vice president and general manager of the consumer products division, Magnetic Video, and director of public relations Philip Myers (r) accept three of nine new ITA Golden Videocassette awards plaques from ITA executive vice president Henry Brief. Total ITA awards for Magnetic Video now number 28.

satellite broadcast to 12 cities, thus launching the concert promotion company's video division. SelecTV fed the 90-minute show live, via satellite, to the Los Angeles, Milwaukee, Oklahoma City, Ann Arbor, Tulsa, Boston, San Francisco, Birmingham, Louisville, New Orleans, Norfolk and Richmond markets. It was simulcast in stereo. **Scott Sternberg** produced the program, with **Stan Blum**, of Stan Blum Enterprises, and **Ken Scher** serving as executive producers. Earlier in the month, Wolf & Rissmiller produced a videotaping of A&M recording group **Squeeze** in concert for Warner Amex. The company is now planning a weekly music show for cable TV with Sternberg as producer and director and Scher as exec producer.

**UNIVERSAL'S STUDIO A: AUDIO PLUS VIDEO IN CHI TOWN** — Chicago's own Universal Recording Corp., headed by SPARS president **Murray Allen**, now has a room fully equipped for video music production. The 40' x 60' Studio A will be able to handle shoots of up to five cameras, according to Allen, and is capable of either analog or digital audio production. Universal is launching the room with a major video production for Chicago's On Track firm, which will videotape such local bands as **Screaming Rachel & The Remotes**, **The Raves**, **Bohemia**, **The Marquees** and **Phil 'N The Blanks**. For further info, call (312) 642-6465.

**VIDEO SOFTWARE NOTES** — Fall videocassette releases from MGM/CBS Home Video includes *That's Entertainment, Part II*, the **Marx Brothers** comedies *A Day At The Races* and *Go West*, **Abbott and Costello** in *Hollywood*, the sci-fi film *Soylent Green*, the musicals *Bells Are Ringing* and *The Great Caruso* and the film classics *Lolita*, *Tale Of Two Cities*, *Night Of The Iguana* and *Little Women*. Current films from Lorimar slated for release by MGM/CBS are *Sea Wolves*, *Logan's Run*, *The Postman Always Rings Twice*, and *Helter Skelter*. Additionally, MGM/CBS has licensed two productions by ABC Video Enterprises, *The Creation of a Ballet*, featuring the Netherlands Dance Theatre, and *The Horse That Played Center Field*. Among the other original productions slated for fall are a new production of the Broadway musical *Purlie* and the Bolshoi Ballet's *Romeo and Juliet*. From CBS Theatrical Films will be *Back Roads*, with **Sally Fields** and **Tommy Lee Jones**, and in the area of concert films, on tap is *No Nukes*. From the CBS News Collectors Series will be *Man On The Moon*. Videodisc titles from MGM/CBS will include *The Big Red One*, *Brigadoon*, *Sunshine Boys*, *Coma*, *Treasure Island*, *Rio Lobo*, *Bells Are Ringing*, *Cousin, Cousine*, *No Nukes*, **REO Speedwagon's** "Hi-Infidelity," *Day At The Races* and *Back Roads*. . . The Nostalgia Merchant has been busy prepping a new series of releases for the fall, as well. Heading the list will be three **Laurel and Hardy** titles, *The Bohemian Girl*, *A Chump At Oxford* and *Laurel and Hardy Comedy Classics, Vol. 7*, which includes the short subjects *Me And My Pal*, *Below Zero*, *Thicker Than Water*, and *The Midnight Patrol*. Also set for shipment with the Laurel and Hardy releases are *The Third Man*, with **Orson Welles**, the cult horror film *Night Of The Living Dead* and the cartoon compilation, *Cartoon Parade #4*. Sci-Fi buffs will be pleased to learn that Nostalgia Merchant recently acquired a package of 20 titles from Mossman Williams Prod. of Kansas City, including the films *Invaders From Mars*, *Rocketship X-M*, *Flight To Mars*, *Kronos*, *The Crawling Eye* and *Destination: Moon*, and episodes from such popular TV series as *Space Patrol*, *Tom Corbett* — *Space Cadet* and *Tales of Tomorrow*. All titles will carry a retail list of \$59.95 and are scheduled for October delivery. . . New releases from Video Communications, Inc. include *Becket*, *The Bird With The Crystal Plumage*, *The Toolbox Murders* and *Kingdom of the Spiders*. The latter two horror films retail for \$54.95, while *The Bird With The Crystal Plumage* carries a suggested list of \$59.95 and *Becket* retails for \$79.95. . . NFL Films has inked a pact with DiscoVision Assoc. and Pioneer Video for the manufacturing and distribution of five NFL LaserVision titles. Each title will run 27 minutes per side in the CAV (Constant Angular Velocity) format, allowing for freeze frame, visual scan, frame number search, variable speed slow motion, step frame, chapter stop access and stereo sound. Titles include the recent NARM award winning *Football Follies w/The Sensational Sixties*, *The Son Of Football Follies w/Big Game America*, *The NFL Symfunny w/Legends of the Fall*, *The Super Seventies* and *Super Memories of the Super Bowl*. . . Family Home Entertainment, a new California-based videocassette production firm headed by **Noel Bloom**, will offer a Toronto production of the Broadway musical *Pippin*, starring **Ben Vereen**, as its first release to the home market in October. FHE also plans to offer a diverse range of family entertainment in the coming months, from a collection of Little Lulu cartoons to a specially taped live concert of **Tom Jones** appearing at Caesar's Palace. For further info, contact FHE at 7920 Alabama Ave., Canoga Park, Calif. The telephone number is (213) 888-3040 and the toll-free number out of state is (800) 423-5558. . . *Alien* was the top-selling videocassette title for the month of August at New York's Video Shack chain, followed by *Superman* (1979), *Emanuelle*, *Godfather I*, and *The Muppet Movie*. The remainder of the Top 10 at Video Shack were, in order, *Enter The Dragon*, *Close Encounters Of the Third Kind*, *Airplane!*, *10* and *Godfather II*.

**VIDEO CLIPS** — With fall rapidly approaching, activity on the production front for promotional videos has increased a good deal. On the west coast, Gowers, Fields &

(continued on page 35)



# CASHBOX 2

September 12, 1981

# NEW

# FACES

# TO

**F**or four years now, **Cash Box** has spotlighted **New Faces To Watch** each week. Some of the acts have been totally new, others have featured members of established groups striking out on their own, while still others have been artists prominent in one genre crossing over into the mainstream. In each case, it was a case of an act reaching a new plateau.

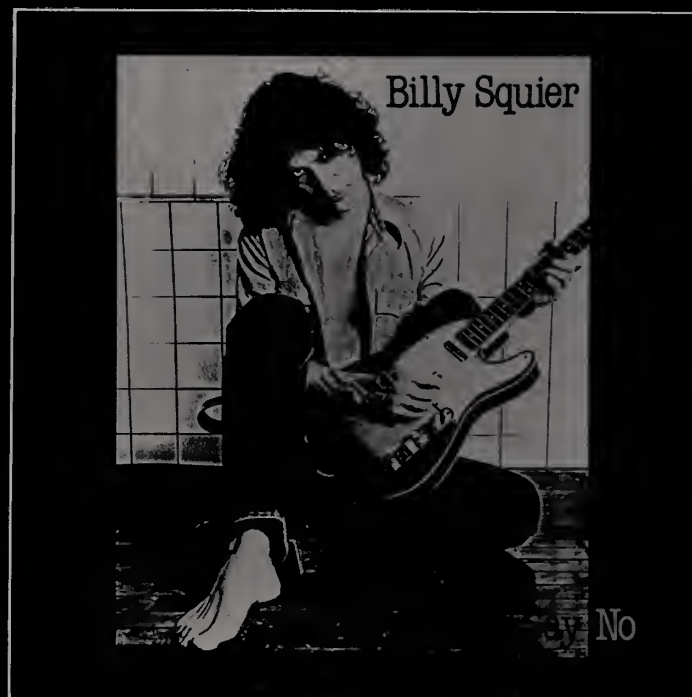
*(continued inside)*

# WATCH

# NEW FACES GOING PLACES!



JUICE NEWTON



BILLY SQUIER



RENE & ANGELA



IRON MAIDEN

# ON CAPITOL RECORDS AND CASSETTES

# PolyGram Records™



## THE ONE COMPANY

### CREATING NEW FACES TO WATCH WORLDWIDE

NOVO COMBO

---

MARTIN BRILEY

---

STEVE WOODS  
& THE SLINGSHOT BAND

---

MICKEY NEWBURY

---

CLAY HUNT

---

MANTRA

---

MOTORHEAD

---

TEARDROP EXPLODES

---

TOM DICKEY  
AND THE DESIRES

---



(continued from front cover)

Often, the New Faces To Watch feature has reflected the new trends in the industry -- when disco was hot, disco acts dominated the feature, then it was new wave, and now it is country. Of the 20 acts spotlighted here, fully half are country.

Ranging from relative veterans like Razy Bailey, Juice Newton and Reba McEntire to newcomers like Lacy J. Dalton, Alabama and Terry Gibbs to a show business daughter like Rosanne Cash, country acts provided the most significant breakthroughs this year, reflecting the boom that has occurred in that genre.

Country hit it big on the charts this year -- and the New Faces had their fair share of the

hits. The New Faces spotlighted here scored nine #1 country singles, four Top 10 pop singles, seven Top 10 country albums and five RIAA gold certifications -- three singles and two albums.

However, there was more to it this year than just the country acts. Heading the New Romantic invasion from Britain, Adam & The Ants created a stir with its debut album and single, and Scottish thrush Sheena Easton hit it big with her A/C, pop/rock stylings, exemplified by the #1 single, "Morning Train (9 To 5)."

Television star Rick Springfield, from ABC-TV's *General Hospital*, scored with his first #1 single, "Jessie's Girl," and L.A.-based Phil Seymour and Franke & The

Knockouts from New York furthered the cause of pop rock with their vinyl offerings.

New talent in the Black Contemporary field also surfaced this year with the debut product by Richard "Dimples" Fields and The Reddings, heirs to the late R&B master Otis Redding.

Such a wide variety of acts proves that while country did indeed dominate the charts to a good extent this year, other genres still maintained vital pipelines to new talent. As has been said so often in the past, new talent is the lifeblood of the industry, and if the acts spotlighted here are any indication of the quality of those on the way up, there will be plenty of new stars in the years to come.

## ACHIEVEMENTS TO DATE

NAME	LP/SINGLE	HIGHEST CHART POSITION	DATE	RIAA	NAME	LP/SINGLE	HIGHEST CHART POSITION	DATE	RIAA
Adam & The Ants	"Kings Of The Wild Frontier"	47 Pop	6/20/81		Franke & The Knockouts	"Franke & The Knockouts" "Sweetheart" (45) "You're My Girl" (45)	61 Pop 13 Pop 29 Pop	6/6/81 6/6/81 8/22/81	
Alabama	"My Home's In Alabama"	3 Country 111 Pop	8/20/80 9/13/80	Gold	Terri Gibbs	"Somebody's Knockin," (45) "Somebody's Knockin" "	9 Country 10 Pop 5 Country 61 Pop 91 Pop	1/17/81 5/2/81 3/28/81 5/2/81 7/4/81	
	"Why Lady Why" (45) "Old Flame" (45) "Feels So Right"	2 Country 1 Country 1 Country	12/6/80 4/11/81 5/17/81	Gold		"Rich Man" (45)	16 Country	8/1/81	
	"Feels So Right" (45)	23 Pop 1 Country 23 Pop	8/29/81 7/11/81 9/12/81		Johnny Lee	"Lookin' For Love" (45) "Lookin' For Love" "One In A Million" (45) "Prisoner Of Hope" (45)	1 Country 4 Pop 102 Pop 6 Country 1 Country 1 Country	9/6/80 10/4/80 12/13/80 12/20/80 12/27/80 7/25/81	Gold
John Anderson	"John Anderson" "If There Were No Memories" (45) "1959" (45) "I'm Just An Old Chunk Of Coal" (45) "John Anderson 2" "I Love You A Thousand Ways" (45) "Chicken Truck" (45)	41 Country 22 Country 4 Country 3 Country 31 Country 19 Country 80 Country	9/27/80 9/27/80 2/14/81 6/6/81 7/4/81 9/12/81 9/12/81		Loverboy	"Turn Me Loose" (45) "Loverboy"	40 Pop 29 Pop	4/4/81 6/13/81	Gold
Razy Bailey	"Loving Up A Storm" (45) "Razy" "I Keep Coming Back"/ "True Life Country Music" (45) "Anywhere There's A Jukebox" (45) "Friends" (45) "Makin' Friends" "Midnight Hauler" (45) "Scratch My Back" (45)	1 Country 13 Country 1 Country 42 Country 2 Country 7 Country 10 Country 44 Country	10/11/80 10/18/80 2/7/81 5/30/81 6/6/81 7/4/81 9/12/81 9/12/81		Reba McEntire	"(You Lift Me) Up To Heaven" (45) "I Can See Forever In Your Eyes" (45) "I Don't Think Love Ought To Be That Way" (45) "Today All Over Again" (45)	9 Country 14 Country 18 Country 14 Country	8/30/80 12/27/80 5/30/81 9/12/81	
Rosanne Cash	"Seven Year Ache" (45) "Seven Year Ache" "My Baby Thinks He's A Train" (45)	1 Country 22 Pop 2 Country 38 Pop 39 Country	5/23/81 7/11/81 5/30/81 6/20/81 9/12/81		Juice Newton	"Angel Of The Morning" (45) "Juice" "Queen Of Hearts" (45)	20 Country 2 Pop 3 Country 27 Pop 22 Country 2 Pop	5/2/81 5/9/81 5/30/81 9/5/81 8/22/81 9/12/81	Gold Gold Gold
Champalgn	"How 'Bout Us" "How 'Bout Us" (45)	52 Pop 13 B/C 5 B/C 10 Pop	5/9/81 5/16/81 4/25/81 6/5/81		The Reddings	"The Awakening" "Remote Control" (45) "You're The Only One" (45) "Class" "Class (Is What You Got)" (45)	26 B/C 101 Pop 5 B/C 95 Pop 36 B/C 33 B/C 120 Pop 77 B/C	1/10/81 1/10/81 1/10/81 1/31/81 8/8/81 8/15/81 8/22/81 9/12/81	
Lacy J. Dalton	"Hard Times" "Hard Times" (45) "Hillbilly Girl With The Blues" (45) "Whisper" (45) "Takin' It Easy" "Takin' It Easy" (45)	21 Country 8 Country 6 Country 17 Country 27 Country 12 Country	10/25/80 11/15/80 2/28/81 6/13/81 9/12/81 9/12/81		Phil Seymour	"Precious To Me" (45) "Phil Seymour"	29 Pop 122 Pop	3/21/81 4/11/81	
Sheena Easton	"Morning Train (9 To 5)" (45) "Sheena Easton" "Modern Girl" (45) "For Your Eyes Only" (45)	1 Pop 30 Pop 15 Pop 16 Pop	4/18/81 5/23/81 7/25/81 9/12/81	Gold	Rick Springfield	"Jessie's Girl" (45) "Working Class Dog" "I've Done Everything For You" (45)	1 Pop 13 Pop 43 Pop	6/25/81 9/12/81 9/12/81	Gold Gold
Richard "Dimples" Fields	"Dimples"	3 B/C 33 Pop	8/22/81 8/29/81		Sylvia	"Tumbleweed" (45) "Drifter" (45) "Drifter" "The Matador" (45) "Heart On The Road" (45)	17 Country 1 Country 3 Country 2 Country 57 Country	11/22/80 4/4/81 7/4/81 7/11/81 9/12/81	

# FACES TO KNOW.



**Frank Marino**



**Jo Jo Zep & The Falcons**



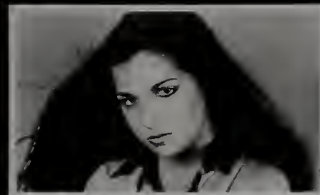
**The Psychedelic Furs**



**Harlequin**



**Lacy J. Dalton**



**Rachel Sweet**



**Tim Goodman**



**The Hitmen**



**Deniece Williams**



**Whitford/St. Holmes**



**Silver Condor**



**Cheryl Lynn**



**Rex Smith**



**The Joe Perry Project**



**Atlanta Rhythm Section**



**Loverboy**



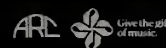
**Arthur Blythe**



**Rosanne Cash**

**GETTING MORE FAMILIAR EVERY MONTH. ON COLUMBIA AND ARC RECORDS AND TAPES.**

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# NEW FACES TO WATCH

## Rick Springfield

Pop rocker Rick Springfield was riding high in 1972. His debut single, "Speak To The Sky," gave him instant success, hitting the Top 10 in both the U.S. and Europe. However, the light, sugar-coated pop blessing was quickly to become a curse. The handsome, Australian-born singer/songwriter, in a classic case of media mislabeling, was branded with the "teen fave" moniker.

"I was the victim of a little misguided publicity," explains Springfield. "The press seemed to judge me on one song, and the kids ended up thinking they were getting the next David Cassidy. I would think I was doing in-depth interviews with magazines about my songs. But later, I'd end up reading stories about my dream girl or favorite color in these publications."

His follow-up album, although a well-crafted rock outing, also went the way of obscurity because of the teen dream labelling. His career was further sent into limbo when, on the eve of the release of his "Wait For The Night" LP, his label, Chelsea, folded.

However, after three years and a segue into an acting career, Springfield returned with a new RCA album, "Working Class Dog," brimming with effervescent pop-rock tunes in the Raspberries vein.

Springfield enlisted Pat Benatar's husband, guitarist Neil Giraldo, and Foreigner/Pat Benatar producer Keith Olsen to give his compositions and production added rock 'n' roll punch on the new LP. The stellar company and Springfield's mature writing style mixed beautifully, and power pop tunes like "Jessie's Girl" and "I've Done Everything For You" highlight the album, which is closing in on the Top 10 of the **Cash Box** Pop LP chart after 25 weeks.

In the last seven months, Springfield has carved out a respectable niche for himself in the pop music field. "Jessie's Girl" hit #1 on the **Cash Box** Top 100 Singles chart and recently went gold as did his "Working Class Dog."

Springfield has stayed away from major concert tours, preferring instead to further his acting career in the role of Dr. Noah Drake on ABC television's *General Hospital*. He has, nonetheless, played several scattered concert dates including a recent sold-out show at the Santa Monica civic in California.



Rick Springfield



The Reddings

## The Reddings

"People have always expected a lot from us as musicians," says Otis Redding III, son of the late soul star, Otis Redding, and spokesman for The Reddings, who signed to BID (Believe In A Dream) Records. "But that's all right, because my father was a great artist. Now we have to put our best foot forward to establish ourselves. It's a challenge."

The Reddings, who also include brother Dexter Redding, age 20, and a cousin, Mark Lockett, 23, took that first step late last year with the release of their debut album, "The Awakening." "Otis set a standard to live up to, and we respect that," says the young Otis, a 16-year-old high school senior at St. John's College in Washington, D.C. "But we deliberately chose the title of the album to reflect our feeling that a new legend is also in the making. It's more than just keeping the family name alive."

Since the release of their debut LP, The Reddings have been establishing themselves as a fixture on the black contemporary charts, with three singles — "Remote Control," "You're the Only One" and "Class" — charting and "Remote Control" reaching the Top 5. The group is also building a reputation as a hot live act, opening for people like Stephanie Mills and Teddy Pendergrass. They were also picked to play at a private party for basketball superstar Magic Johnson.

Otis, known affectionately as "Junior" around the house, has played guitar since he was 12. "I used to watch Dexter play it and when he switched to bass at 13, I picked up the guitar, and we've been playing together ever since. Mark has been playing keyboards and drums since he was a teenager, and while we have similar musical influences, each one of us learned to play on our own."

The Reddings recently released their second album "Class," produced once again by Russell Timmons, and it showed the trio blossoming as songwriters. As opposed to their first album, the group wrote nearly all the material on "Class" themselves. They also recently completed a video, which includes performances of all three of their singles.

## Richard "Dimples" Fields

With more than 500,000 units sold and holding steady at #3 on the **Cash Box** Top 75 Black Contemporary Albums chart, the self-titled debut by Richard "Dimples" Fields is certainly one of the biggest success stories for new and developing ar-

tists so far this year. However, the track which has been chiefly responsible for that success was never released as a single.

"She's Got Papers On Me," which includes a riotous retort from Betty Wright to Fields' falsetto musings, was originally tested on one of New York's radio giants, influential WKTU, prior to the LP's release, garnering immediate phone response, according to Boardwalk VP of promotion Ruben Rodriguez. That initial buzz spread like wildfire across the country and the rest is history.

Although Fields, who hails from the San Francisco Bay Area, hopes to be remembered in the same company as doo wop crooners like Frankie Lymon, Don Julian, Jessie Belvin and Ronnie Dyson, he may ultimately be remembered throughout the industry for his fierce determination and self-assuredness.

Fields remembers hearing all the excuses for companies not signing him, being told that his voice was too light, he didn't have the right sound and even being labeled a "grown-up Michael Jackson."

But Dimples persevered through several label rejections, and eventually his product fell into the hands of Rodriguez. When Boardwalk chief Neil Bogart heard Dimples' music, he claimed he had found "the voice of the '80s."

Dimples, wearing another of his many musical hats as producer, plans to spend more time behind the board, but not before he goes out stumping for his own current product. A brief promo swing of radio stations in New York, Washington, D.C., Philadelphia and Atlanta is planned for the upcoming weeks, in addition to television appearances.



Richard "Dimples" Fields



# RECA

## New Faces of 1981

RICK SPRINGFIELD



(AFL-13697)

CURRENT SINGLE  
"I'VE DONE  
EVERYTHING FOR YOU"  
(PB-12166)

FRANKE & THE KNOCKOUTS



(BXL-17755)

CURRENT SINGLE  
"YOU'RE MY GIRL"  
(YB-11808)

ALABAMA



(AHL-13930)

CURRENT SINGLE  
"FEELS SO RIGHT"  
(PB-12236)

## Watch For New Faces of 1982

# NEW FACES TO WATCH

## Loverboy

The members of Vancouver, British Columbia-based rock quartet Loverboy, with the exception of classically trained keyboardist Doug Johnson, have each experienced the hard knocks that being a young musician in the competitive Canadian pop music market entails. Lead guitarist and co-founder Paul Dean has been alternately in and out of an assortment of faceless label and non-label acts, while drummer Matt Frenette came up through a fife and drum marching band. Lead singer Mike Reno started on the skins 13 years ago before finding his niche as a frontman.

However, according to Reno, "nobody has a hard luck story attitude at this point . . . we're just going out and making it happen." Indeed. In the short space of less than a year, the band, which is described by Reno as a "strong, consistent heavy, but not hard, rock" outfit, has earned a platinum LP up north for its self-titled debut. Originally signed through CBS International, the band was picked up by Columbia domestically not long after the album was completed.

Loverboy has managed to turn the experience of its members into a positive attribute. As Reno puts it, "The guys are really pros . . . which is why, when we all first started playing together, we attracted a mixture of older people and young kids." As for Loverboy's music itself, Reno admits that its sound "isn't so new and different" (favorable comparisons to the likes of Cheap Trick, Foreigner and Bad Company are inevitable . . . as well as quite complimentary to Reno), as it is lean, tight and skillfully played.

"The comparisons to groups like the Cars, Boston and Foreigner, I think, are more in terms of overall sound," states Reno. "It's a compliment to me when someone says that I sing like Lou Gramm . . . and I consider Paul Rodgers a great singer. Our guitarist, Paul Dean, has a very distinctive guitar sound, like Tom Schoiz of Boston."

But Reno makes it clear that he considers Loverboy an individual group with strong points of its own.



Loverboy

"You see, we win a crowd over by playing music that comes from our hearts," Reno points out, "and our personnel sets us apart from most groups. Loverboy may be one unit, but everyone in the group has an individual and unique character."

Loverboy has gained recognition both as top flight recording artists and exciting concert performers. After 32 weeks, the band's namesake debut album is still on the **Cash Box** Top 100 Album chart, where it reached the #29 spot this summer. Loverboy's single, "Turn Me Loose," reached #40 on the **Cash Box** Top 100 Singles chart and stayed 40 weeks. Not surprisingly, Loverboy was named one of the Top New Groups of the Year by **Cash Box**.

Aside from its action on the charts, Loverboy has gained valuable performing experience through opening concerts for Journey, Kansas and ZZ Top. The band is currently working on its next album, which is slated for release later this fall or early next year.

## Juice Newton

This year may well go down as the year of the cover song. Thus far one of the most successful covers has been Juice Newton's version of the Merilee Rush hit, "Angel of the Morning," a single which served to bring Newton out of the shadows and into the limelight. Since its release and consequent rise to the #2 position on the **Cash Box** Pop chart and Top 20 status on the Country Singles chart, Newton has become a hot item on the tour circuit.

After the release of "Juice," the album that contains the aforementioned single, as well as her newest "Queen of Hearts," Newton embarked on a worldwide tour, which included parts of Europe, South Africa, Canada and the United States. Both singles have been certified gold, as has the album. In August she kicked off an even more extensive tour of the United States, an excursion that will have her crisscrossing across the country.

Newton was born in Virginia Beach and raised as a Navy brat. She taught herself guitar at age 13, inspired by folk singers like Tom Rush and Judy Henske and the early records of Bob Dylan. Soon she was performing on the coffee house circuit. When she started college in northern California, she got interested in rock 'n' roll, inspired by Creedence Clearwater Revival, and formed an electric band with guitarist Otha Young, who is



Juice Newton

still playing with her today.

In 1975 Newton and Young moved to Los Angeles, where they formed Silver Spur. The band signed with RCA and released two LPs, "Juice Newton & Silver Spur" and "After The Dust Settles." In 1978, the band signed with Capitol and released "Come To Me." The album featured "Good Luck Baby Jane," a song Bob Seger wrote for Newton.

Silver Spur split up in 1978 and Newton spent time doing backup singing on several albums, including Bob Welch's "French Kiss," and recording her debut solo LP, "Well Kept Secret," which contained her version of "It's A Heartache" and sold well in the international market.

Her 1979 release, "Take Heart," featured the Top 40 country hit "Sunshine" and confirmed her move into the country/pop field, while "Juice" planted Newton firmly in the mainstream.

Currently, she is selecting material to begin work on a new album near the end of the year. A third single, culled from "Juice," is scheduled for release later this month.

## Adam & The Ants

Adam & the Ants' debut American tour turned into one of the major media events of the year, with the band selling out every date but one and receiving extensive local TV and print coverage everywhere they went. In addition to national appearances on the *Tomorrow Show* and *American Bandstand*, the group was the subject of a 10-minute documentary culled from a video taken during the course of its debut U.S. tour, dubbed "Ants Invasion."

The group's debut album, "Kings Of The Wild Frontier," stayed in the **Cash Box** Top 100 Album chart for over six months and the successful tour helped break down initial radio resistance to the group. In the clubs, where the popularity of "Antmusic" with dancers had initially helped launch them, Adam & the Ant's post-album 12" single release "Stand And Deliver" continued to solidify their following. A bonus 7" 45 of the single was added to the "King . . ." LP package.

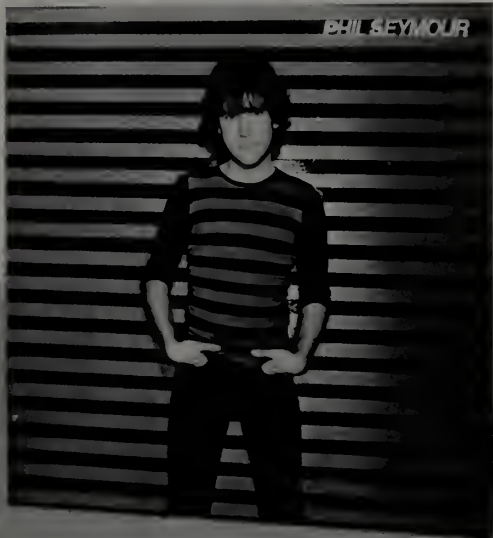
What is Antmusic? According to lead singer Adam Ant, who co-pens the group's tunes with guitarist Marco, "It started about three-and-a-half years ago in clubs, and it's developed from there. We'd been through various line-ups until about eight months ago, when I formed a writing partnership with Marco and an entirely new band. Until then, 'Antmusic' had been an ideal; after



# BOARDWALK'S MAKING FACES

## WE'RE SMILING! AND PROUD OF OUR NEW FACES TO WATCH

### Phil Seymour



"Precious To Me," a delightful pop hit, was the very first single from Phil Seymour, and it earned him his stripes as a songwriter and performer. Now, while word of Phil Seymour spreads throughout Europe and Japan, Phil is at work on his second album, again with producer Richard Podolor.

**PHIL SEYMOUR** NB1-33234  
Produced by  
Richard Podolor  
for Richard Podolor  
Productions.

### Richard "Dimples" Fields



"She's Got Papers On Me" started out as a song in the mind of Richard "Dimples" Fields, but it's become a national sensation, prompting songs of 'response' and stories in Newsweek and US. And Dimples has become a smash album, also featuring an irresistible new single, "I've Got To Learn To Say No!" NB7-11-124

**DIMPLES** NB1-33232  
Produced by  
Richard "Dimples"  
Fields and Belinda  
Wilson for DRK  
Productions.

Full color posters and album flats available for display.



## NEW FACES TO WATCH

that, it became a reality. We decided we wanted our music to have a very distinctive sound, so that when the radio came on you'd know it was Adam & the Ants; just like when ABBA comes on, you know it's ABBA."

The sound Adam and Marco came up with is a potpourri of influences from rock 'n' roll's past, combined with an element that is rare not only to rock, but to most Western music: tribal chants and rhythms. "The two poles in our music are voice and drums," Ant explains, "which is basically what tribal music is all about. Everything in between is just there to achieve a fuller sound."

Joining Adam, whose impassioned anglicized vocalizing calls to mind both the glitter era David Bowie and Johnny "Rotten" Lydon, are two drummers, chosen, "because we couldn't get the sound we wanted with one. We needed one to sound very basic and another to cross over and complement the beat." Filling out the sound of "Antmusic" are Marco's guitar, a mixture of the twangy Duane Eddy sound and the more kinetic Link Wray power chord style, and Kevin Mooney's abrasive Bo Diddley-inspired bass.

Ant says he first became interested in tribal music after viewing the Lindsay Anderson film *If*, which used the African religious chant "Missa Luba" in its soundtrack. "After that, I just broadened it right out. I bought music by American Indians and creoles, and I decided to go deeper into the different tribal areas, everything from Burundi to Pygmi to Maori to Zulu. The attraction to me was to find something as far away from rock 'n' roll as I could and work it back into the rock framework. It's so ethnic that out of like six hours of tribal music you might find 10 seconds that can be used that will make sense to the Western ear."

The group plans a short U.S. tour later this month before returning to England to finish its second LP, which is scheduled for November release.



Donnie Iris

### Donnie Iris

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

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

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

However, Iris was determined to not fade away. "I spent a lot of time listening to music, and I like a lot of the new wave." According to Iris, he was especially knocked-out by the Police and Talking Heads because, "they were different." Iris left Beaver Falls to do a national tour with an R&B



Rosanne Cash

group, Wild Cherry. The experience charged him up, and he returned once more to Pennsylvania, determined to cut some fresh wax of his own.

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

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

"Back On The Streets" went to a respectable #58 on the **Cash Box** Pop LP chart, paced by the hook-laden Top 25 Pop single, "Ah Leah!" A successful national concert tour in support of "Back On The Streets" ensued and then Iris went back into hiding with keyboardist/producer/best friend Mark Avsec in their underground studio in Beaver Falls.

The result of that summer hibernation is "King Cool," which like its predecessor is rife with that brilliantly layered vocal and instrumental style that sounds as if it were recorded at the top 24-track studio in the country.

### Rosanne Cash

Rosanne Cash has a musical heritage a mile long. Her father is Johnny Cash, a name that is a musical heritage in itself. Rosanne's stepmother is June Carter of the famous Carter Family. Rosanne's sister is Carlene Carter, and Carlene's husband is singer/songwriter Nick Lowe. Rosanne's husband is Rodney Crowell. Enough said? Obviously Rosanne's musical credentials cannot be denied.

Cash was born in Memphis in 1955, about the same time her father's career in country music was launched. The day after she graduated from high school, Cash joined her father's road show, first working in the wardrobe department and then in the show itself, doing a few tunes and adding background vocals.

Following a brief stay in London and drama classes at Nashville's Vanderbilt University, Cash moved to Hollywood and enrolled at the Lee Strasberg Theatre Institute to pursue a serious study of acting. While she was at Strasberg's, Ariola Records in Germany expressed an interest in hearing a demo tape she had recorded in Nashville in early 1978. She subsequently signed



Adam & The Ants

# MCA HOT

## AND GETTING HOTTER WITH OUR NEW FACES



**BAD MANNERS**  
MCA-5218



**JOE DOLCE**  
"SHADDAP YOU FACE" MCA-5211



**FAIR WARNING**  
MCA-5236



**TERRI GIBBS**  
"I'M A LADY" MCA-5255



**DONNIE IRIS**  
"KING COOL" MCA-5237



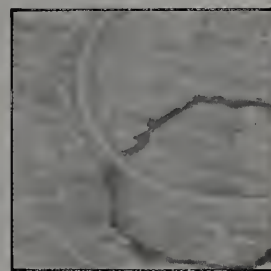
**KLIQUE**  
"IT'S WINNING TIME" MCA-5198



**TAFFY McELROY**  
"THE HEARTBREAK KID" MCA-5191



**ALICIA MYERS**  
"ALICIA" MCA-5181  
Watch for new LP this Fall



**THE RINGS**  
MCA-5165  
Watch for new LP this Fall



**GEORGE STRAIT**  
"STRAIT COUNTRY" MCA-5248



**BILL SUMMERS**  
"CALL IT WHAT YOU WANT" MCA-5176  
Watch for new LP this Fall



**THRASHER BROTHERS**  
"SMOOTH SOUTHERN HIGHWAY" MCA-5184



**AMY WOOLEY**  
MCA-5240

**AFTERNOON DELIGHTS**  
"GENERAL HOSPI-TALE" MCA-5257

**KIPPI BRANNON**  
"SLOWLY" MCA-51166

**DOLL BY DOLL**  
MCA-5269 COMING THIS FALL

**MICKI FURHMAN**  
PRODUCED BY JERRY GILLESPIE

**LEE GREENWOOD**  
"IT TURNS ME INSIDE OUT" MCA-51159

**THE LOOK U.K.**  
MCA-5249 COMING THIS FALL

**ROB PARSONS**  
PRODUCED BY ED PENNEY

**YATES BROTHERS & SISTERS**  
MCA-5265 COMING THIS FALL

MCA RECORDS



© 1981 MCA Records, Inc.

# NEW FACES TO WATCH

with the label and released the album in Europe.

The next year, 1979, Columbia Records heard the German album, liked what they heard, and signed Cash to the label.

Rosanne Cash is a prime example of an artist who is as at home on the country charts as she is on the pop charts. Example: The highly successful "Seven Year Ache" single, written by Cash and produced by husband Rodney Crowell and the first from the album of the same name, soared to the #1 position on the Country Singles chart, and did almost as well on the pop chart, reaching #22 position. The album also came close to a #1 position on the Country Album chart, peaking at #2, while on the pop side, it made it to #38.

This is Cash's second album for the label, and like the first, "Right Or Wrong," its release was followed by some exciting news for the Cash-Crowell clan — Rosanne is expecting her second child, which is due sometime after the first of the year. Because of the pregnancy, Cash had to cut her tour somewhat short, but in the time allowed, managed to pack in an impressive string of dates that won her accolades from sea to shining sea. On some of those dates, Cash was teamed with Randy Meisner. Television was no stranger to Cash, as she appeared on the *Today Show*, *Tomorrow Show*, *Good Morning America* and the talk shows. In 1980, she was nominated by the Academy of Country Music in the Top New Female Vocalist category, and this year she is nominated for the Country Music Assn.'s Horizon Award, which will be presented in October.

Meanwhile, Cash has been working on a new album in Nashville, which is scheduled for release about the same time as the new baby.

## John Anderson

John Anderson is no third party dark horse but a front running contender for the pure country laurel, an artist whose love of solid country sound is revealed on his debut Warner Bros. LP, "John Anderson," produced by Norro Wilson and featuring 12 tunes, four numbers co-written by



John Anderson

Anderson.

At 25, Anderson is one of the youngest exponents of what he calls "hard country." "I think I'm privileged to know what good country sounds like," the young singer/songwriter/guitarist asserts. "Good country is a thing that will always be around."

Born in Apopka, Fla., one of six children, Anderson started playing guitar and singing at age seven. "It seems like I've always known I wanted to be a singer and play music," he recalls. By the age of ten he was an accomplished guitarist and in high school formed his first band, a rock 'n' roll unit for which he wrote the music. It was around that time that his musical directions changed from hard rock to country and he's never looked back since.

Anderson's music is traditional country in the strictest sense of the word, and that is what has made him a highly popular performer, not only in the United States, but in the United Kingdom as well, where the traditional sounds of country are a very popular genre. To please his fans at home and abroad, Anderson spends a good deal of time on the road, usually working 20 days a month. But working the road so much has paid off in several ways for Anderson. For one, he put together his own band, selecting from some of the best musicians he could find playing the clubs he often frequented. Also, Anderson has managed to continue to build upon that solid core of fans who found him and his music such an appealing combination when he debuted on Warner Bros. just over two years ago.

Thus far, Anderson has been nominated for Top New Male Vocalist by both the Academy of Country Music and the Music City News. A song he released as a single, "I'm Just An Old Chunk Of Coal," written by Billy Joe Shaver, has been nominated Song of the Year by the Country Music Assn.

## Phil Seymour

Among the first artists signed to Neil Bogart's Boardwalk label, transplanted Tulsan Phil Seymour was also the first to deliver the goods. His initial solo single (and one of the first tunes he ever wrote), "Precious To Me," went Top 30. Although follow-up 45s from his self-titled LP, such as the energetic pop/rock cover of "Let Her Dance," fared less well on major market radio, Seymour's songs sparked the imagination of heartland America. "Precious" went to #1 in such areas as Helena, Mont., while "Let Her Dance" hit #1 in Anchorage, Alaska!



Phil Seymour

The elfin ex-member of the Dwight Twilley Band has also proved to be somewhat of a success in such areas as Australia and parts of Europe, where radio is more receptive to his lively teen tunes. Although Seymour would certainly jump at the chance to tour those areas of the world, for the time he is sticking close to his present home of L.A. and doing both small club dates throughout California, in addition to opening for acts such as Alice Cooper.

After leaving Twilley, Seymour returned to L.A. (he and Twilley had moved there after starting out in Tulsa) and started putting together bands. After assembling three different units, "none of which locked into anything," he was advised to start "writing and looking for songs."

In the meantime, Seymour was getting ready to sign a solo deal with Casablanca, when, he says, "the company began to fall apart." Fortunately, when Neil Bogart reemerged from Casablanca with his Boardwalk label, Seymour was one of the first signings.

Still without a band, Seymour went into the studio with producer Richard Podolor, and with the help of fellow Twilley alum Bill Pitcock on guitar and session bassist Emory Gordy, recorded "Phil Seymour." Seymour himself played drums on eight of the tracks, as well as handling all the vocals.

Since the release of the album, Seymour has finalized the line-up of his band and gone out on the road. In addition to himself and Pitcock, the band features Bill Jost on keyboards and guitar, ex-Textone David Provost on bass and drummer Davey Crockett, who played on a couple of the album tracks. Seymour is also preparing to cut his second Boardwalk album later this year.

## Johnny Lee

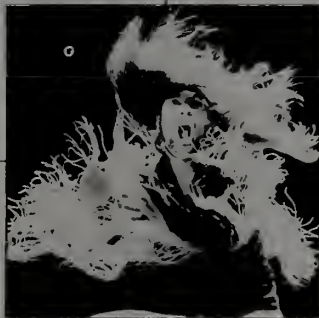
Johnny Lee's incredible climb to the top may have been years in the making, but that success story reads like a spinning meteor. His first single release for Full Moon/Asylum, the Bob Morrison-Patti Ryan-Wanda Mallette composition, "Looking For Love," from the *Urban Cowboy* soundtrack LP, leaped to the #1 position on the charts, thrusting Lee out of the sidelines and into the forefront of modern country music. To prove that first #1 was no fluke, Lee continued adding #1 beads to his strand, with hits like "One In A Million," "Prisoner of Hope" and "Picking Up Strangers," which reached the #2 position on the Country singles chart.

Born in Texas City to a family where "nobody

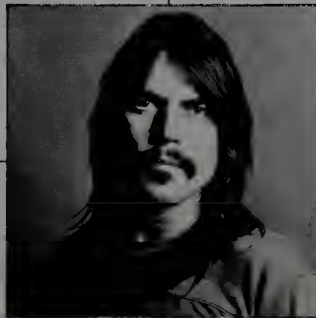


Johnny Lee

# New faces. Going places!



Ozzy Osbourne



The Danny Joe Brown Band



Billy Ocean



The Reddings



Adam And The Ants



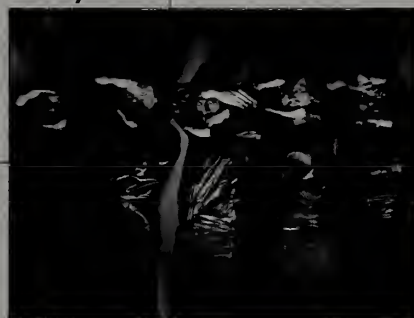
Fantasy



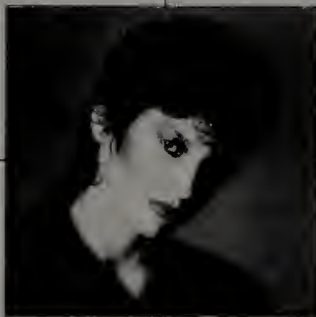
Balance



Luther Vandross



Survivor



Holly And The Italians



Shooting Star



Billy Thorpe

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# NEW FACES TO WATCH

did anything in music except play the radio," Lee formed an attachment to the early strains of rock 'n' roll while working on his father's dairy farm. In high school, he fronted Johnny Lee and the Road Runners during the pre-Beatles era when "any guy who wanted to sing might just as well have put on ballerina shoes!" Beginning as a Future Farmers of America (FFA) band, the Road Runners won a local contest and eventually took top honors in the state finals. The band became hot property at high school dances in the Texas City area.

Upon graduation, Lee put in four years with the Navy, including a tour in Vietnam. After his military stint, Lee "bummed around California for awhile" before returning to his native Texas, where he met Epic recording artist Mickey Gilley. "I was playing around the area and I finally got to meet this Mickey Gilley guy I'd heard so much of and always admired," Lee recalled.

Lee then began sitting in with Gilley and his band on occasion, and, finally, Gilley offered him a spot in the group playing trumpet and singing at the Nesadel. When Gilley opened his now-legendary nightclub in 1971, Lee became a familiar fixture. "When all the things started coming down about the movie they were coming in and making *Urban Cowboy*, a guy by the name of Irving Azoff came down and heard me," Lee said. The rest, of course, is history.

Currently Lee is completing his second album, "Bet Your Heart On Me," with producer Jim Ed Norman. It should be released shortly.

## Champaign

Champaign is an integrated group whose debut Columbia album and single (both titled "How 'Bout Us") were introduced on black radio and left their marks on both the pop and B/C charts. "I've always wanted to make dance records, and I've worked with mixed groups for a long time," explains group leader Michael Day, "and my experience with black audiences is that they'll listen to what sounds good to them. It's the radio and promotion people who tend to have



Lacy J. Dalton

prejudices."

Although there is no road band because touring isn't yet economically feasible, the core group consists of Day (guitar, keyboards, vocals), Howard "Leon" Reeder (guitar, vocals), Dana Walden (keyboards), Rocky Maffit (percussion) — who are white — and lead singers Paulie Carman and Rena Jones. Day, Walden, Reeder and bassist Michael Reed (who plays on the album) have worked together since the mid '70s as producers and partners in Creative Audio Studios and their own small label, Stuff Records, in Champaign, Ill.

Champaign started working together in the spring of 1979 and was signed by Columbia's west coast head of artist acquisition, Warren Williams, early in 1980. When "How 'Bout Us" first appeared on the singles charts in November, the band signed with manager Steve Fagnoli of Cavallo/Ruffalo/Fagnoli.

Champaign got its foot in the door as a B/C-pop crossover band this summer. Voted by **Cash Box** as the #1 Top New Group, Champaign has made respectable showings on the **Cash Box** Top 100 Singles Chart, Top 200 Album chart and Black Contemporary Top 100 chart.

During the summer, Champaign undertook a promotional tour of Europe, where "How 'Bout Us" was the #1 single in the Netherlands. The group has not yet toured, but is currently working on demos of its next album.

## Lacy J. Dalton

Lacy J. Dalton is no overnight success, as her ten-year professional music career will verify.



Sylvia

But only with her signing to Columbia did all the right components combine to create an unmistakable sound on record.

Dalton grew up in a small northeastern Pennsylvania farming town where the smell of steel mills and coal mines was never far away, and music was on the radio 24 hours a day. Originally she intended to be a painter until it struck her suddenly in the midst of a sketching class at Brigham Young University that she would much rather be a musician. She dropped out of college, eventually ending up singing in a rock band in California.

In 1978, Dalton recorded an album's worth of her material in a small garage studio, mailing copies of it to everyone she knew in the music business. One of the tapes went to David Wood, an attorney friend whom she hadn't seen in several years.

Wood called Emily Mitchell, manager, A&R for CBS Records, Nashville, and though to this day, neither can remember exactly what was said, the lawyer managed to infuse Mitchell with his excitement about his new discovery. When Dalton's tape arrived shortly afterwards, Mitchell took one long listen and put the box directly onto producer Billy Sherrill's desk.

In what may be one of the quickest signings ever, Lacy J. Dalton became a CBS artist with Sherrill as her producer.

With the release of her first single, "Crazy Blue Eyes," Lacy J. Dalton was heralded as the quintessential country honky tonk queen. Her raspy vocals and true life songs gave her an appeal few could turn down. Chart-wise, every single she has released since she appeared in the New Faces column has cracked the Top 20 of the Country Singles chart, with one, "Hillbilly Girl With The Blues," making it to #6. The current single, "Takin' It Easy," from the album of the same name, is still bulleting up the Country Singles chart.

In 1980, she was nominated as the Academy of Country Music's Top New Female Vocalist, and won that title. She has been on tour with the Oak Ridge Boys, and will make an appearance on the Today Show Oct. 16, during Country Music Week in Nashville. Meanwhile her latest album is resting in the Top 30 of the Country Album chart after seven weeks.

## Sylvia

Sylvia Kirby Allen wanted to be a singer. The problem for young Sylvia was how to let people in the music industry know it. After all, she didn't play an instrument or write songs — the usual calling card for aspiring young singers. What she did have was talent and a plan of action.

"I always wanted to be a singer," she says. "I wasn't always sure how I was going to do it, but I



Champaign

For 60 years, RCA has been building legends in Country Music...  
and the work continues.



# SUCCESS STORIES

THEY'RE USUALLY NOT WRITTEN OVERNIGHT...

...But in 1981, RCA Records previewed the history of Country Music with the success stories of *Alabama... Sylvia... Razy Bailey...* and we see our future in the development of exceptional new artists like *Leon Everette, Steve Wariner, and Louise Mandrell & R.C. Bannon.*

**RCA**

## NEW FACES TO WATCH

was determined I would be a singer." That fierce determination led her to come to Music City immediately after her graduation from high school. Armed only with an a capella demonstration tape and an extraordinarily bubbly personality, Sylvia knocked on "what seemed like every door in Nashville" before Glenn Keener agreed to see her. Not particularly overwhelmed with a demo tape with no music, Keener picked up a guitar and asked Sylvia to sing something else. Her rendition of the Patsy Cline hit "Crazy" prompted a call to producer/publisher Tom Collins, and an appointment was set.

Collins hired Sylvia as a part-time secretary ("I think he felt sorry for me," she muses), and she spent the next two years typing letters, answering phones, running errands and doing the occasional demo session.

As Sylvia's singing matured, work became more frequent, and Collins decided she was ready for her first solo recording sessions. Jerry Bradley, RCA's Nashville chief, remembered her from a Dave & Sugar audition and signed her immediately. "You Don't Miss A Thing" was Sylvia's first RCA single.

Sylvia's calculated climb to the top was capped with her first #1 record, "Drifter," the single that catapulted the singer from obscurity to the forefront of country music artists today. Her music has become so popular with audiences, she finds herself on the road an average of 28 days a month — not bad for an artist that never performed before an audience prior to the release of her first RCA single.

Sylvia recently released a new single from her "Drifter" album titled "Heart On The Mend," which is currently bulleting up the Country Singles chart.

### Sheena Easton

EMI America recording artist Sheena Easton's rapid rise to the top of the charts both here and in the U.K. with such hits as her recent chart-topping single, "Morning Train (9 to 5)" is truly a tale of success in the classic sense. In fact, if Hollywood ever decided to make a film based on the life of the pert and personable 21-year-old, the plot would undoubtedly read like Horatio Alger,



Sheena Easton



Franke & The Knockouts

with direction by Frank Capra.

The youngest of six children in a working class Scottish family, the strong-willed brunette set her sights on a career of singing and stage work despite the fact that she consistently received top grades in her school studies. By the time she graduated from school a straight "A" student at 17, Easton had decided to pursue her ambitions by enrolling in the Royal Scottish Academy of Music and Drama.

"I've known what I wanted to do ever since I was 12 years old, but I also knew I had to bide my time," reflected Easton. "After I graduated as a drama teacher, I began working four nights a week with a band doing the pubs and such. Within three years, I'd made up my mind to go professional and started doing session work."

Without question, the lovely Ms. Easton has been one of the single most successful new artists of the year so far, racking up a grand total of three Top 20 singles in a row and a Top 30 LP. Not too shabby for her first time at bat.

However, the young Glaswegian has not been resting on her laurels. Far from it. Sheena has been busy at Caribou Studios in Colorado recording her second album, entitled "You Could Have Been With Me," for EMI. The album, which again finds Easton under the considerable production talents of Chris Neil, is scheduled for release Oct. 12, after which she is set to begin a promotional tour throughout the U.S. in support of the album.

In between her two LPs, Easton has found time to tour the U.K., Europe and Japan, as well as record the currently popular title track for the James Bond flick, *For Your Eyes Only*, in which she also made an appearance.

### Franke & The Knockouts

Since the release of their self-titled debut album, Franke and the Knockouts have firmly established themselves as high-charting heavyweight contenders. The LP has spent over six months on the *Cash Box* Top 100 Album chart. Their very first single, "Sweetheart," rose to #13 on the *Cash Box* Top 100 Singles chart and "You're My Girl" followed it to #29. Additionally, the Millennium Records quintet is only American group this year to have two Top 30 singles off their album.

Franke Previte's musical roots go back to a stint as the only white member of an a capella doo-wop quintet in his hometown of New Brunswick, N.J. The group used to practice in a "train station where they had this great echo." Since that time, his

career has alternated between rock and R&B-based efforts. As a member of Bull Angus, a "heavy metal riff-rock band" that recorded two LPs for Mercury in the early '70s, Previte temporarily abandoned R&B entirely. "After I left," he recalls, "I realized that I could only sing at one volume — loud. If I tried to sing softly, only air would come out."

When he was able to recover his voice, he secured a deal as an R&B solo act, but got caught in the middle of financial problems at his record label.

After that experience, he slowly began to put together what would eventually become the Knockouts. "I was working on and off doing demos with Billy Elworthy, who'd been Bull Angus's guitarist at the end, and a band from Poughkeepsie, N.Y., and I asked them if they'd be my band if I got a deal.

"We took the tapes to (Millennium president) Jimmy Inner and he loved the tunes but then said, 'O.K., let's hear some more.' Billy and I looked at each other and went, 'uh-oh,' because we thought those were our best and we really didn't have anymore. Fortunately, Billy knew Blake Levisohn — they'd both been working in Rosetta Stone's band — and Blake had some great songs. I think those songs clinched it for us." Soon after, Blake joined the Knockouts on keyboards.

### Reba McEntire

It's a long way from barrel racing in the rodeo to the Top 10 of the charts, but Reba McEntire has managed the move quite nicely, thank you.

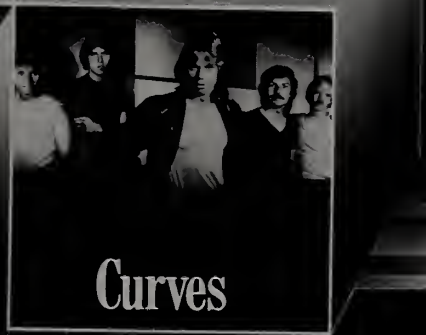
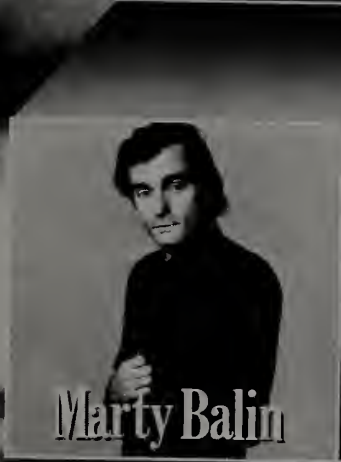


Reba McEntire



# We Build Careers...

## EMI America / Liberty Records



## NEW FACES TO WATCH

Her satisfying, sonorous vocals have made her a favorite with radio, not to mention the rodeo circuits she grew up in and still enjoys tremendously.

McEntire had her first taste of music when her mother would lead Reba and her two sisters and one brother in singing while they were traveling from town to town to watch their father, a champion steer roper, at the rodeos. Her "debut" was singing "Away In A Manger" at her first grade Christmas program.

She made her debut appearance on the Grand Ole Opry in 1977, just after the release of her debut album, entitled simply, "Reba McEntire."

One of the most exciting career moves in recent months for the freckle-faced, Oklahoma native was joining the William Morris Agency for bookings. The agency, along with her record company, Mercury, are determined to make her name a household word. Teaming her with Larry Gatlin and the Gatlin Brothers Band on recent dates, and an upcoming tour with Mickey Gilley and Johnny Lee should prove to be an effective manner of accomplishing this goal. Her tour with Gilley and Lee, currently one of the most successful packages on the road, will be a cross-country, 20-date jaunt that will expose the young singer to an even larger audience.

Additionally, her latest single, "Today All Over Again," looks to be her biggest single to date. Through McEntire has already appeared on many of the syndicated country music television shows, the label is looking to place her on a number of the major talk shows as well in the coming months.

### Razzy Bailey

To say Razzy Bailey has finally secured his niche in the music business is putting it mildly. His appealing country/blues/rock style has been capturing fans and friends alike across the country this year, appropriately on a tour dubbed "Makin' Friends," the title of his third RCA album. The three-month, extensive cross-country jaunt placed the singer in every major market in the United States, where showcases, radio, television and newspaper interviews and in-store appearances were all utilized to reinforce the image of this talent.

Over the past two years, Bailey has scored with countless singles, including two #1 records, as well as three successful albums, the most recent making it to #7 on the **Cash Box** Country Album chart.



Razzy Bailey



Alabama

Bailey was born in Chambers County, Ala., where he spent a good part of his early years listening to the radio, playing his daddy's guitar and developing a taste for a slice of the musical pie. At 15, he began a serious pursuit of his dream by taking guitar lessons from a school teacher.

In 1966 Bailey wrote a song called "9,999,999 Tears," and Lowery sent him into the studio to record it. Initially, the song did not cause much excitement, but it was eventually to become one of the key stepping stones of Bailey's career.

Around 1971, Bailey cut a custom album, including "Tears," which he distributed in clubs. He gave a copy of his work to Ed Mascolo (now RCA southeast regional promotion manager), who in turn introduced it to RCA artist Dickey Lee. Lee ended up recording "Tears," as well as "Peanut Butter," another Bailey tune, and enjoyed a good bit of success with both.

Besides his connection with Mascolo, Bailey also developed another very important relationship with producer Bob Montgomery, who produced his debut album. Through this web of connections, Bailey landed his recording contract with RCA.

### Alabama

The past 12 months have been a remarkable year for the group that named itself after its home state. Country and pop audiences alike have perked up and taken notice of the country/rock sounds that emanate from the four-piece group that many critics say fills the void left when Creedence Clearwater Revival broke-up.

Since June of last year, the group has tallied three #1 singles, a single that reached the #2 position, an album that held the #1 position 12 weeks and an album that reached the #3 position. Both albums have been certified gold, and the first, "My Home's In Alabama," is rapidly approaching platinum status. Additionally, the group has been nominated for five Country Music Assn. (CMA) Awards this year, which will be presented in October. Among the nominations are Entertainer of the Year, Vocal Group of the Year, Instrumental Group of the Year, Single of the Year for "Old Flame," and Album of the Year for "Feels So Right."

The nucleus of Alabama — Randy Owen, Jeff Cook and Teddy Gentry — has been kicking around together for much of their lives, playing southern honky tonks, high school dances and working towards that ever elusive dream of success. The addition of drummer Mark Herndon last year solidified the group and brought it one step closer to that dream.

There's nothing flashy or superfluous about Alabama. The songs are built around three very

strong front voices, and the recorded material displays these alarmingly beautiful vocals quite well.

Alabama is currently recording its third album for RCA, which is scheduled for release in January.

### Terri Gibbs

What Terri Gibbs has accomplished this year so far, many hopeful new artists dream of, but rarely attain. Her very first single ever, "Somebody's Knockin'," cracked the Top 10 of the **Cash Box** Country Singles chart, finally levelling at #9. Additionally, that same MCA single garnered the 26-year-old singer crossover airplay, resulting in a Top 10 pop record her first time out.

Gibbs' sudden rise to fame should not be a puzzle to anyone who knows the determined vocalist from Augusta, Ga. Blind since birth, she developed an interest in music at a very young age. When she was three years old, her aunt placed her in front of a piano and guided her hands through a simple melody. When her aunt walked away from the piano, the precocious three-year-old hopped back on the bench and repeated the melody without assistance. And so it began.

Thanks to Nashville producer Ed Penney, who discovered Gibbs through a demo tape she had sent a publisher, patience wasn't required for an uncomfortable duration once he located her in Augusta.

Awards have abounded for Gibbs following the release of her debut single and LP, also titled "Somebody's Knockin'." This year she won the Academy of Country Music's Top New Female Vocalist of the Year award and was nominated in the Music City News' Most Promising Female Vocalist category in the recent Music City News Awards. And in the upcoming Country Music Assn. Awards show in October, she is nominated in three categories: Female Vocalist of the Year, Single of the Year and the new Horizon Award.



Terri Gibbs

# Three things you need to know

1  
"Don't Get Above Your  
Raising." His first single  
19-02034  
was one of the most  
successful debuts of  
the year.



2  
"You May See Me Walkin'":  
14-02499  
The new single is getting in-  
stant airplay support  
and listener enthusiasm.



3  
"Waitin' For The Sun To Shine."  
FE 37193  
The album with two singles,  
a killer title track and much  
more.

# about Ricky Skaggs.

On Epic Records  
and Tapes.



WE'RE  
THE  
NEW FACE  
TO WATCH  
IN  
BANKING.

FOR  
ENTERTAINMENT BANKING  
NEEDS CONTACT  
OUR  
CENTURY CITY  
ENTERTAINMENT DIVISION.



1950 AVENUE OF THE STARS  
AT CONSTELLATION BOULEVARD  
LOS ANGELES, CALIFORNIA 90067

TOM KEMPF  
557-2861

JIM JUDGE  
557-2873

## AIR PLAY

**LABOR DAY RADIO** — Long weekend holidays usually afford stations the opportunity to break away somewhat from normal programming. Labor Day was no exception, as A to Z specials, live and recorded live concerts and marathon programs supplied by syndicators tended to dominate the airwaves. Of course, the thematic play on the holiday was abundant, featuring segues of **Lennon's** "Working Class Hero," **Devo's** "Working In A Coal Mine," the **Strawbs** "Part Of The Union" and "Keep On Working" by **Pete Townshend**. Others took a different approach to the word labor with cuts like "Born To Run," "Born Free," "Live and Let Die" and so on.

**LIVE JAZZ** — The 1981 Chicago Jazz Festival, held Sept. 4-6, was presented live and exclusively via satellite by National Public Radio's *Jazz Alive!* series. Some of the performers entertaining at this year's fest included **Ella Fitzgerald**, **Count Basie**, **Clark Terry**, **Helen Humes**, **Louie Bellson** and **Jimmy Smith**, to name a few.

**STATION TO STATION** — **KNAC**/Long Beach has been sold to Wright Communications Group, Inc. by Harden Broadcasting Co. **Edward Wright**, president and new owner of the AOR station, says that the staff and format will remain the same. There had been rumors circulating earlier this summer that KNAC's progressive approach to new music might be abandoned with the change . . . Congratulations to **WYSP**/Philadelphia staffers who recently celebrated the station's 10th year anniversary of rock music . . . While **WMMS**/Cleveland's **Kid Leo** was on vacation last week, **Michael Stanley** and **Kevin Raleigh** of the **Michael Stanley Band** filled in on-the-air from 2-6 p.m. on Sept. 2 . . . **Q107**/Washington, D.C. sent two listeners to England for an **AC/DC** concert and another pair of concert winners to Hawaii to see **Pat Benatar**. Remaining **Q107** World Tours include the **Doobie Brothers** in Australia and **REO Speedwagon** in Japan. **Q107's** ABC sister outlet in Los Angeles, **KLOS**, is also in the midst of World Tour promotional sendoffs, most recently awarding a trip for two to Germany to see

**Ozy Osbourne** . . . **M105**/Cleveland recently compiled listener votes for favorite rock artists to be aired on the station's All-Star Classic Rock Weekend Countdown. **Robert Plant** was voted top vocalist, followed by **Bruce Springsteen** and **Jim Morrison**. Only two female vocalists were on that list of Top Ten, **Benatar** and **Stevie Nicks**. Nothing wrong there, but haven't they even heard of **Heart's Ann Wilson**? The top All-Star guitarists voted by **M105** listeners were **Jimi Hendrix**, **Jimmi Page** and **Jeff Beck**. And the top All-Star bands were **Led Zeppelin**, **Beatles** and **Pink Floyd** . . . Boardwalk recording artist **Joan Jett** recently played second base for a team fielded by **WNEW-FM**/New York in a softball game against the Clark, N.J. Police Benevolence



**KIIS THEM EYES** — Comedian **Bruce (Baby) Baum** recently stopped by **KIIS-FM**/Los Angeles to promote his novelty single "Marty Feldman Eyes." Pictured above at the **KIIS-FM** studios are (l-r): **Don Graham**, independent promotion; **Baum**; and **Danny Lemos**, **KIIS-FM** music director.

**Assn. WNEW-FM** didn't fair too well in the game, but the station's captain, **Richard Neer**, declared **Jett** the OVP of the game — that's Only Valuable Player. Meanwhile, **Jett** is currently recording a new album.

**NEW JOBS** — **Warren Maurer** was named vice president of the AM Radio Group for Group W Radio. Formerly VP/GM at **KYW**/Philadelphia, Maurer will oversee the operations at **WBZ**/Boston, **WINS**/New York, **KYW**; **KDKA**/Pittsburgh, **WOWO**/Ft. Wayne, **WIND**/Chicago and **KFWB**/Los Angeles . . . **Dennis Feely** has become director of technical operations for ABC Radio Enterprises. Feely will report to **Rick Sklar**, ABC vice president of programming, and will be responsible for directing, planning and designing all technical facilities for ABC Radio Enterprises . . . **Jim Herron** was named vice president, programming, for the **Jeff Pollack Communications, Inc.** consulting firm. The firm currently advises **KLOS**, **KZEW**/Dallas, **WCMF**/Rochester, **WNOR-FM**/Norfolk, **KISS**/San Antonio, **KATT-FM**/Oklahoma City, **WXEZ**/Toledo, **KBPI**/Denver and **KZAM-FM**/Seattle, in addition to the ABC FM Network and several confidential clients . . . ABC Radio has named **Denise Oliver** VP/programming and operations for Capitol Broadcasting as program director of its new ABC Rock Network, which is scheduled to debut in January 1982 . . . **John Shomby**, one time program director at **WKXX**/Birmingham and most recently PD at **KJJK**/Portland, is heading south once again to assume the programming chores at **WEZB (B97)**/New Orleans . . . **Joe McCoy** was named program director at **WCBS-FM**/New York . . . **Richard Carr** was named vice president of programming for the Mutual Broadcasting System . . . **Ron Morgan**, operations manager and morning man at **KSD-FM**/St. Louis, has been promoted to vice president of operations for the station . . . PD **Ron Riley** has been promoted to operations manager at **WCAO/WXYV**/Baltimore. **Scott Richards**, MD at **WCAO**, was promoted to program director, and **Tim Watts**, MD and morning personality, was upped to PD at **WXYV** . . . **David Pollei** has joined ABC Radio Enterprises as vice president, station marketing, effective immediately. Pollei will be responsible for marketing the firm's satellite music programming service . . . **Jerry Ostertag** was named program manager at **KZAM-FM**, effective Sept. 8. Previously, he was an on-air talent at **WLRS**/Louisville . . . **Harvey Mednick**, who spent 14 years with **RKO Radio** as corporate vice president developing and producing radio specials, has been named creative director for **NKR Prods** . . . **John Platt**, former PD at **WRVR**/New York when it had a jazz format, has become director of special projects for **DIR Broadcasting** . . . **Art Athens** will become news director at **WABC**/New York, effective Jan. 2, 1982. Athens goes to **WABC** from **WCBS**, where he served as a reporter for eight years . . . **Marc Coppola**, former afternoon drive personality and MD at **WBAB**/Long Island, has joined the **WPLJ**/New York staff, handling the 10 p.m.-2 a.m. air shift . . . **WYNY-FM**/New York has added the talents and experience of air personality **Bruce Bradley** to the staff in the morning drive position and moved **Dan Daniel** to afternoon drive. Bradley returns to New York, where he had been at **WHN** for eight years, from **WBZ**/Boston . . . **Dollie Buccl** was named general sales manager at **WWSW**/Pittsburgh . . . **Tim Kelly** and his wife **Ev**, the midday air personality duo at **KFI**/Los Angeles, have left the station to become the new morning drive team at **WAKY**/Louisville . . . **Jack Quigley** has joined **WYSP** as promotions director.

mark albert

## Low Cost, Specialization Characterizes Radio Ads

(continued from page 5)

Not all formats, however, are easily definable demographically. While AOR is generally youth-oriented and talk shows and classical appeal to the listener over 50, formats like country and adult contemporary are not sufficient definitions to guarantee a certain type of listener. "In some markets, adult contemporary can be rock, in others it might be soft," said **Mary Lou Ahern**, radio supervisor of **Wells, Rich, Green**. "It depends on how tightly they format."

"The biggest problems lie with defining contemporary and adult contemporary," added **Len Stein**, vice president of local broadcasting and network radio of **Young & Rubicam**. "Formats are too general a definition for an individual market. You have to study the demographics — age, sex, race and what advertising has been done in the past."

### Mixed Reaction

In the past, the largest number of radio listeners were between the ages of 18 and 34. In the last few years, that figure has increased to the 25-49. Reactions to this change were divided. "We're not going to change our media selections until people begin to show a propensity to change their buying habits," said **Mike Drexler**, executive vice president of **Doyle, Dane, Bernbach**. Most of the agencies feel this has no effect on radio advertising.

But **Jackie Hagar**, regional vice president of **J. Walter Thompson**, says she believes radio stations will gradually move toward programming less rock and more MOR. "They should try to flow into the next cycle of life," she said. She cited **WABC**/New York as an "extreme example" of a station not reacting to changing demography. "They had a very limited playlist, and their music was very hard and listenership began to drop off," she recalled. "They've since changed to a softer sound."

Programming to the housewife is another feature of changing demographic patterns that found little consensus among the agencies. "There may be one or two stations in a market that program to the housewife with talk shows and beautiful music," **Hagar** said. "But the term housewife period is just not the same thing anymore." Nevertheless, "midday is still women oriented," said **Lalik**. "You get very good delivery during housewife time, which is 10 to three," said **Drexler**.

Another factor changing the radio market is the growth of FM. According to the **RAB**, FM had 59.5% of radio listenership last spring. **Lalik** attributed this increase in part to the proliferation of FM

radios in cars. Consequently, FM rates have increased in the recent past. On the other hand, this has made it easier to reach 18-24 year old males, who are "the hardest group to reach," according to **Shelly Cagner**, assistant manager of communications of **Arbitron**.

### 'Listener Involvement'

The specialization of radio has created environments attractive to diverse groups of people. This can prove what **RAB** terms "listener involvement." The agencies, then, are aware of the necessity to tailor commercials to different tastes. For example, **Mark Fredericks**, music director of **BBOO**, attempts to make jingles that are musically consistent with a station's playlist. "We take a sampling of what sound is big by reading the charts," he said. "If it's disco, we make disco commercials; if reggae, then reggae commercials." He added that his agency usually makes commercials in several different styles and so do most of the other agencies.

By the same token, the wrong commercial can cause "intrusion," offending the listenership. For example, "You wouldn't play a country and a western commercial on a classical station," said **Hagar**.

All told, radio continues to be a good medium for reaching specialized local groups of people effectively. The market could change a bit with the resurgence of networks, but this possibility drew mixed reactions as well. "It could take spot dollars away from the local stations," said **Lalik**.

## Wolfman Jack Signed To New Radio Caroline

**LOS ANGELES** — American disc jockey **Wolfman Jack** has been signed to **Radio Caroline**, the "pirate" radio station off the coast of England. **Wolfman Jack's** program will be the highlight of the DJ roster when **Radio Caroline** returns to the air Oct. 3.

Broadcasting from a ship, the **Mi Amigo II**, anchored in international waters off the coast of England, **Radio Caroline** was long considered the premier "pirate" radio station for the U.K. and Europe in terms of pop music. Many rock groups, including the **Beatles**, got their first significant airplay on **Radio Caroline** before the original ship sank a few years ago.

The reactivated **Radio Caroline** will once again broadcast to the U.K. and much of Europe.

**Wolfman Jack's** first show on **Radio Caroline** will be broadcast live from the ship. Subsequent shows will be tapes.

International time sales for **Radio Caroline** are being handled by **Major Market Radio** of New York.

## GOSPEL PROGRAMMING

### ALBUM

### PREFERRED CUTS

- \* **PRIORITY • IMPERIALS • DAYS PRING (DST 4017)**  
"Finish What You Started" • "I'd Rather Believe You" • "Any Good Time At All"
- \* **FORGIVEN • DON FRANCISCO • NEW PAX (NP33042)**  
"He's Alive" • "Jehoshaphat"
- \* **REJOICE • 2ND CHAPTER OF ACTS • SPARROW (SPR 1050)**  
"Title Cut" • "Heaven Came To Earth"
- \* **AMAZING GRACE • B.J. THOMAS • MYRRH (MSB 6675)**  
"The Unclouded Day" • "Title Cut"
- **THE LORD WILL MAKE A WAY • AL GREEN • MYRRH (MSB 6661)**  
"Title Cut" • "Pass Me Not"
- **BE ENCOURAGED • FLORIDA MASS CHOIR • SAVOY (7046)**  
"It Will All Be Over After A While"
- **PRESENTING THE WINANS • THE WINANS • LIGHT (5792)**  
"The Question Is" • "Restoration"

\*INSPIRATIONAL •SPIRITUAL

LP Chart Position

**62 THE ALLMAN BROTHERS • BROTHERS OF THE ROAD • ARISTA**  
**ADDS:** None. **HOTS:** WNEW, KZAM, WRNW, WBAB, KNCN, WPLR, KEZY, WGRQ. **MEDIUMS:** WROQ, KMET, WWWW, KBPI, KSHE, WMMS, WOUR, WKLS, WLIR, WSHE, WABX, KZEL, KOME, KMGN. **PREFERRED TRACKS:** Straight, Judgement.  
**SALES:** Moderate to fair in all regions; strongest in South.

**113 JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** WGRQ. **MEDIUMS:** KSHE, WKLS, WLIR, WSHE, WCCC, KBPI, WWWW. **PREFERRED TRACKS:** Title, School, Independence.  
**SALES:** Moderate to fair in all regions; weakest in Midwest.

# 8 MOST ADDED

**ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA**  
**ADDS:** KNX, WWWW, KBPI, KZEL, WKLS, KSHE, WBAB, WRNW. **HOTS:** WRNW. **MEDIUMS:** KZAM, KEZY. **PREFERRED TRACKS:** Alien.  
**SALES:** Fair initial response in South and Midwest; weak in others.

**143 BALANCE • PORTRAIT/CBS**  
**ADDS:** None. **HOTS:** KBPI, WWWW. **MEDIUMS:** KZAM, WBAB, WMMS, WPLR, WLIR. **PREFERRED TRACKS:** Breaking, Dream.  
**SALES:** Fair in Midwest and West; weak in others.

# 4 MOST ACTIVE

**4 PAT BENATAR • PRECIOUS TIME • CHRYSALIS**  
**ADDS:** None. **HOTS:** WROQ, WNEW, KMET, KBPI, WGRQ, KSJO, KMGN, KMEL, KOME, KZAM, WBLM, WRNW, WBAB, KSHE, WMMS, KNCN, WPLR, WOUR, WKLS, WLIR, WSHE, WABX, WCOZ, WCCC, KLLO, KEZY, KZEL. **MEDIUMS:** None. **PREFERRED TRACKS:** Fire, Title, Just.  
**SALES:** Good in all regions.



**85 BLACKFOOT • MARAUDER • ATCO**  
**ADDS:** None. **HOTS:** KNCN, WKLS, WROQ. **MEDIUMS:** WBLM, WBAB, WMMS, WPLR, WCOZ, KOME, KMGN, KSJO, KBPI, WWWW, KMET. **PREFERRED TRACKS:** Fly, Searchin', Rattlesnake.  
**SALES:** Fair in South; weak in others.

# 8 MOST ACTIVE

**41 BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WWWW, KBPI, WGRQ, KMGN, WRNW, WBAB, WMMS, KNCN, WPLR, WOUR, WLIR, WSHE, WCCC, KLLO, KZEL, KOME. **MEDIUMS:** KMET, KSJO, KZAM, WBLM, WKLS, WABX, WCOZ, KEZY, KMEL. **PREFERRED TRACKS:** Burnin', Sole, Joan, Title.  
**SALES:** Moderate in all regions; strongest in West.

#10 MOST ADDED

**191 CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA**  
**ADDS:** WROQ, KNCN, WRNW, KZEW. **HOTS:** KZAM, WMMS, WWWW. **MEDIUMS:** WBLM, KZEL, KMGN, KNX. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest and West; weak in others.

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

LP Chart Position

**57 DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** KOME, KMGN. **MEDIUMS:** WBLM, WBAB, WMMS, KNCN, WPLR, WKLS, WLIR, KZEL, WGRQ, KBPI, KMET. **PREFERRED TRACKS:** Heartbreak, Let.  
**SALES:** Moderate in East and West; fair in others.

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

**118 THE DIRT BAND • JEALOUSY • LIBERTY**  
**ADDS:** WLIR, WPLR. **HOTS:** KZAM, KNX. **MEDIUMS:** KNCN, WPLR, WOUR, WKLS, WSHE, KEZY, KOME, KBPI, WWWW. **PREFERRED TRACKS:** Close, Fire, Title.  
**SALES:** Fair in Midwest; weak in others.

**48 BOB DYLAN • SHOT OF LOVE • COLUMBIA**  
**ADDS:** WPLR. **HOTS:** WMMS, KNCN, WHFS. **MEDIUMS:** WBAB, WOUR, WLIR, KEZY, KZEL, KOME, KMGN, WWWW, KMET. **PREFERRED TRACKS:** Lenny Bruce.  
**SALES:** Moderate to fair in all regions.

# 9 MOST ACTIVE

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

# 1 MOST ADDED

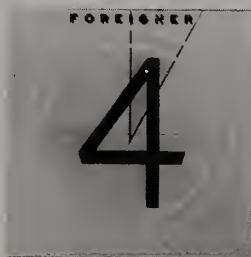
**DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC**  
**ADDS:** KNX, WRNW, WBAB, KSHE, WMMS, KNCN, WPLR, WOUR, WKLS, WLIR, KEZY, WGRQ, KBPI, WWWW, WNEW. **HOTS:** WRNW, KEZY. **MEDIUMS:** WLIR, KBPI. **PREFERRED TRACKS:** Hard To Say.  
**SALES:** Just shipped.



**108 FOGHAT • GIRLS TO CHAT — BOYS TO BOUNCE • BEARSVILLE**  
**ADDS:** None. **HOTS:** KNCN, WPLR, KMGN. **MEDIUMS:** WBLM, KSHE, WMMS, WKLS, KZEL, KOME, KSJO, KBPI, WWWW, KMET. **PREFERRED TRACKS:** Live, Wide, Close.  
**SALES:** Weak in Midwest; fair in others.

# 2 MOST ACTIVE

**3 FOREIGNER • 4 • ATLANTIC**  
**ADDS:** None. **HOTS:** WROQ, WNEW, KMET, WWWW, KBPI, WGRQ, KSJO, KMGN, KMEL, KOME, KZEL, KZAM, WBLM, WRNW, WBAB, KSHE, WMMS, KNCN, WPLR, WOUR, WKLS, WLIR, WSHE, WABX, WCOZ, WCCC, KLLO, KEZY. **MEDIUMS:** KNX. **PREFERRED TRACKS:** Urgent, Night Life, Juke Box.  
**SALES:** Good in all regions.



LP Chart Position

**47 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./ADDIS**  
**ADDS:** None. **HOTS:** WRNW, WBAB, WLIR, WHFS, WNEW. **MEDIUMS:** KZAM, WSHE, KNAC. **PREFERRED TRACKS:** Lips, Beat, This Town.  
**SALES:** Moderate in East and West; fair in others.

# 5 MOST ADDED

**DARYL HALL & JOHN OATES • PRIVATE EYES • RCA**  
**ADDS:** KNX, WNEW, WWWW, KBPI, KEZY, WLIR, WPLR, WBAB, WRNW. **HOTS:** WRNW, WLIR, WRNW. **MEDIUMS:** WBLM, WCCC, KZEL, KOME, KMGN, KSJO. **PREFERRED TRACKS:** I Can't Stop Loving You, Title.  
**SALES:** Just shipped.



**25 DEBBIE HARRY • KOOKOO • CHRYSALIS**  
**ADDS:** WLIR. **HOTS:** WRNW, WMMS, KOME, WNEW. **MEDIUMS:** WLIR, KZEL, KNAC. **PREFERRED TRACKS:** Backfired.  
**SALES:** Good to moderate in all regions.

# 6 MOST ACTIVE

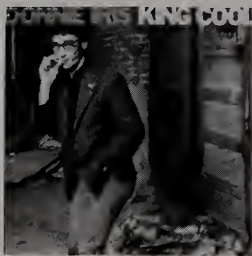
**17 HEAVY METAL • ORIGINAL SOUNDTRACK • FLORIAN**  
**ADDS:** None. **HOTS:** WROQ, KMET, WWWW, WGRQ, KSJO, KMGN, WBLM, WBAB, KSHE, WWWW, WPLR, WKLS, WLIR, WCCC, KLLO, KZEL, KOI. **MEDIUMS:** KNX, KZAM, WSHE, WABX, WCOZ, KMEL. **PREFERRED TRACKS:** Ride, Coal Mine, Mob, Title.  
**SALES:** Good to moderate in all regions.

**61 IAN HUNTER • SHORT BACK N' SIDES • CHRYSALIS**  
**ADDS:** WGRQ. **HOTS:** WRNW, WMMS, KNAC, WNEW. **MEDIUMS:** WBLM, WBAB, KNCN, WLIR, KZEL, KOME, WGRQ. **PREFERRED TRACKS:** Central, Ness, Sister, Title.  
**SALES:** Moderate to fair in all regions; strongest in West.

**78 ICEHOUSE • CHRYSALIS**  
**ADDS:** None. **HOTS:** WRNW, KNCN, WPLR, KZEL, KOME, KNAC. **PREFERRED TRACKS:** We Can, We Will, Sister, Title.  
**SALES:** Weak in East; fair in others.

# 4 MOST ADDED

**DONNIE IRIS & THE CRUISERS • KING COOL CAROUSEL/MCA**  
**ADDS:** WROQ, WWWW, WGRQ, KMGN, WCCC, WABX, WMMS, WBAB, WRNW, KZEL, WPLR, WLIR, WSHE, WCCC, KLLO, KZEL, KOME. **MEDIUMS:** None. **PREFERRED TRACKS:** Merilee, Promise, My Girl.  
**SALES:** Just shipped.



**49 JEFFERSON STARSHIP • MODERN TIMES GRUNT/RCA**  
**ADDS:** None. **HOTS:** KOME, KSJO, KMET. **MEDIUMS:** WBLM, WCOZ, KMEL, KMGN. **PREFERRED TRACKS:** Stranger, Way Back.  
**SALES:** Moderate to fair in all regions; strongest in West.

**8 RICKIE LEE JONES • PIRATES • WARNER BROS.**  
**ADDS:** WABX. **HOTS:** WRNW, WMMS, KNCN, WLIR, WHFS, WWWW, WNEW, KNX. **MEDIUMS:** WBLM, WPLR, WOUR, KZEL. **PREFERRED TRACKS:** Workin' For Me, Belong, Guy, Title.  
**SALES:** Good in all regions.

## # 5 MOST ACTIVE

JOURNEY • ESCAPE • COLUMBIA



**ADDS:** None. **HOTS:** WROQ, WWWW, KBPI, WGRQ, KMG, KZAM, WBLM, WBAB, KSHE, WMMS, WPLR, WOUR, WKLS, WLIR, WSHE, WABX, WCOZ, WCCC, KLLO, KEZY, KZEL, KOME, KMEL. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Crying, Stone, Tide, Don't. **SALES:** Good in all regions.

THE GREG KIHN BAND • ROCKIHNROLL • BESERKLEY/ELEKTRA

**ADDS:** None. **HOTS:** KNCN, WLIR, KOME, WWWW, WNEW. **MEDIUMS:** WPLR, WOUR, WABX. **PREFERRED TRACKS:** Breakup, Hurting, Girl. **SALES:** Moderate in West; fair in others.

## # 9 MOST ADDED

THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA

**ADDS:** WGRQ, WHFS, KMEL, WRNW, KZEW, WBLM, KZAM. **HOTS:** WBAB, WLIR, WSHE, WCOZ, KZEL, KMG, KNAC, KMET, WNEW. **MEDIUMS:** WPLR, WCCC, KEZY, KOME, KSJO, WGRQ, WWWW. **PREFERRED TRACKS:** Better Things, Dial, Yo-Yo, Destroyer. **SALES:** Moderate breakouts in all regions.

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

**ADDS:** None. **HOTS:** WLIR, WHFS, WWWW. **MEDIUMS:** WBAB, WPLR, WKLS, KEZY, KZEL, KOME, KMG, KMET. **PREFERRED TRACKS:** Easy, Gringo. **SALES:** Fair in all regions; weakest in South.

## # 3 MOST ADDED

LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL



**ADDS:** KNX, WNEW, WWWW, KBPI, KMG, KOME, KZEL, WSHE, WLIR, WKLS, WPLR, KNCN, KSHE, WRNW. **HOTS:** KZAM, KEZY. **MEDIUMS:** KMG, WPLR, KMEL, KBPI, WROQ. **PREFERRED TRACKS:** Owls. **SALES:** Good to moderate breakouts in all regions.

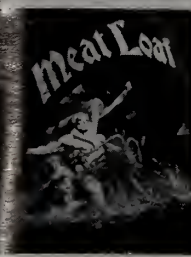
## # 7 MOST ADDED

NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA

**ADDS:** WNEW, WHFS, KOME, KEZY, WOUR, WMMS, WBAB, WRNW. **HOTS:** WNEW. **MEDIUMS:** KEZY, WLIR. **PREFERRED TRACKS:** Pieces, Anytime, Title. **SALES:** Just shipped.

## # 2 MOST ADDED

MEAT LOAF • DEAD RINGER • CLEVELAND INT'L/EPIC



**ADDS:** WNEW, WGRQ, KMEL, KEZY, WCCC, WSHE, WLIR, WKLS, WOUR, KNCN, WMMS, KSHE, WBAB, WRNW. **HOTS:** WNEW, WLIR, WRNW. **MEDIUMS:** KEZY, WBAB. **PREFERRED TRACKS:** I'm Gonna Read 'Em. **SALES:** Just shipped.

LP Chart Position

## # 10 MOST ACTIVE

7 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM

**ADDS:** None. **HOTS:** WROQ, WNEW, WWWW, KBPI, KZAM, WMMS, KNCN, WPLR, WOUR, WKLS, WLIR, WSHE, KEZY, KOME. **MEDIUMS:** KMET, WBLM, KSHE, WABX, WCCC, KZEL, KSJO. **PREFERRED TRACKS:** Voice, 22,000, Gemini. **SALES:** Good to moderate in all regions.

## # 3 MOST ACTIVE

2 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC



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

NOVO COMBO • POLYDOR/POLYGRAM

**ADDS:** KMET, KNCN, WMMS, WRNW. **HOTS:** WLIR. **MEDIUMS:** KZEL. **PREFERRED TRACKS:** Periscope. **SALES:** Fair in West; weak in others.

35 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS

**ADDS:** None. **HOTS:** KNCN, WLIR, WSHE. **MEDIUMS:** WBLM, WPLR, KMG, KMET. **PREFERRED TRACKS:** Crazy, Know. **SALES:** Moderate in Midwest; fair in others.

42 PABLO CRUISE • REFLECTOR • A&M

**ADDS:** WPLR. **HOTS:** None. **MEDIUMS:** KNCN, WOUR, KEZY, KZEL, KOME, KNX. **PREFERRED TRACKS:** Cool, Time, Don't, Jenny. **SALES:** Moderate in West and South; fair in others.

THE JOE PERRY PROJECT • I'VE GOT THE ROCK 'N' ROLLS AGAIN • COLUMBIA

**ADDS:** None. **HOTS:** WRNW, KNCN, WCOZ. **MEDIUMS:** WBLM, WBAB, WMMS, KMG. **PREFERRED TRACKS:** Buzz, East Coast. **SALES:** Fair in East; weak in others.

21 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA

**ADDS:** None. **HOTS:** WNEW, WRNW, KNCN, WPLR, WOUR, WLIR, KOME, KMG, WHFS, WWWW. **MEDIUMS:** KZAM, WBLM, WMMS, WCOZ, KEZY, KZEL, KSJO. **PREFERRED TRACKS:** Woman, Nightwatchman, Waiting, Letting. **SALES:** Good to moderate in all regions.

105 POINT BLANK • AMERICAN EXCESS • MCA

**ADDS:** None. **HOTS:** None. **MEDIUMS:** KZAM, WBLM, WPLR, WOUR, WKLS, WCOZ, KOME, KMG, KSJO. **PREFERRED TRACKS:** Nicole. **SALES:** Moderate in South; fair in others.

16 PRETENDERS • PRETENDERS II • SIRE

**ADDS:** None. **HOTS:** WNEW, KMET, WWWW, WRNW, WBAB, WMMS, KNCN, WLIR, KZEL, KOME, KMG, KNAC, WHFS. **MEDIUMS:** KSHE, WPLR, WSHE, WABX, KEZY, WGRQ. **PREFERRED TRACKS:** Spanked, Jealous, Adulteress, Louie, Pack. **SALES:** Good in all regions.

188 RED RIDER • AS FAR AS SIAM • CAPITOL

**ADDS:** WNEW, WPLR. **HOTS:** WRNW, WCOZ. **MEDIUMS:** KZAM, WBLM, WPLR, WSHE, KOME, KMG, KSJO, WWWW. **PREFERRED TRACKS:** Lunatic, Curtain, Ships. **SALES:** Fair in Midwest; weak in others.

LP Chart Position

## # 1 MOST ACTIVE

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



**ADDS:** WGRQ, KZEW. **HOTS:** WROQ, WNEW, KMET, WWWW, WGRQ, WHFS, KNAC, KSJO, KMG, KMEL, KOME, KZEL, KZAM, WBLM, WRNW, WBAB, KSHE, WMMS, KNCN, WPLR, WOUR, WLIR, WSHE, WABX, WCOZ, WCCC, KLLO, KEZY. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Start, Limousine. **SALES:** Major breakouts in all regions.

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

**ADDS:** WPLR. **HOTS:** WCOZ, KSJO. **MEDIUMS:** WBLM, KSHE, KNCN, KMG. **PREFERRED TRACKS:** Flesh, Breakout. **SALES:** Moderate in West and Midwest; fair in others.

76 SQUEEZE • EAST SIDE STORY • A&M

**ADDS:** None. **HOTS:** WMMS, WPLR, WLIR, KNAC, WHFS, WGRQ, WNEW. **MEDIUMS:** WBAB, KNCN, WCCC. **PREFERRED TRACKS:** Tempted, Is That. **SALES:** Moderate in East and West; fair in others.

11 BILLY SQUIER • DON'T SAY NO • CAPITOL

**ADDS:** None. **HOTS:** WBLM, WBAB, WMMS, WLIR, WSHE, WCOZ, KOME, KMG, KSJO, WWWW, KMET. **MEDIUMS:** KNCN, WPLR, WABX, KMEL, KBPI. **PREFERRED TRACKS:** Stroke, Dark, Lonely. **SALES:** Good to moderate in all regions.

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

**ADDS:** None. **HOTS:** WNEW, WWWW, WBLM, KSHE, WMMS, KNCN, KLLO, KEZY, KMG. **MEDIUMS:** KMET, KBPI, KZAM, WBAB, WPLR, WKLS, WLIR, WABX, WCOZ, KZEL, KOME, WGRQ. **PREFERRED TRACKS:** Hearts, Falling, Heartland. **SALES:** Moderate in Midwest; fair in others.

136 BILLY THORPE • STIMULATION • PASHA/CBS

**ADDS:** WROQ, KMG, KSHE, WRNW. **HOTS:** None. **MEDIUMS:** KZAM, WMMS, KNCN, WOUR, KZEL, WWWW. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions; strongest in Midwest.

## # 6 MOST ADDED

TRIUMPH • ALLIED FORCES • RCA

**ADDS:** WROQ, KMET, WGRQ, KSJO, WCOZ, WSHE, WPLR, WMMS, KZEW, WBLM. **HOTS:** WRNW. **MEDIUMS:** WBAB, KSHE, WLIR, KZEL, WGRQ. **PREFERRED TRACKS:** Open. **SALES:** Slight initial response in South; weak in others.

79 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL

**ADDS:** None. **HOTS:** WRNW, WPLR, KOME. **MEDIUMS:** WMMS, KNCN, WCCC, KZEL, KMG, KSJO, KNAC, WWWW. **PREFERRED TRACKS:** Talk, Sushi, Wait. **SALES:** Weak in South; moderate in others.

63 VAN HALEN • FAIR WARNING • WARNER BROS.

**ADDS:** None. **HOTS:** WLIR, WSHE. **MEDIUMS:** WBLM, WPLR, KMG, KSJO, KMET. **PREFERRED TRACKS:** Unchained, Mean. **SALES:** Weak in West; fair in others.

173 BRAD WHITFORD/DEREK ST. HOLMES • COLUMBIA

**ADDS:** WMMS. **HOTS:** None. **MEDIUMS:** WBLM, KSHE, WOUR, WKLS, WSHE, KMG. **PREFERRED TRACKS:** Open. **SALES:** Fair in South and West; weak in others.

## # 7 MOST ACTIVE

19 ZZ TOP • EL LOCO • WARNER BROS.

**ADDS:** KBPI. **HOTS:** WROQ, WNEW, KMET, WBAE, KSHE, WMMS, KNCN, WPLR, WKLS, WSHE, WCCC, KLLO, KEZY, KZEL, KOME, KMG, WGRQ, WWWW. **MEDIUMS:** WBLM, WLIR, WABX. **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	<b>ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE	11
3	2	<b>QUEEN OF HEARTS</b> JUICE NEWTON	16
2	3	<b>SLOW HAND</b> POINTER SISTERS	16
7	4	<b>STOP DRAGGIN' MY HEART AROUND</b> STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS)	8
6	5	<b>URGENT</b> FOREIGNER	11
4	6	<b>THEME FROM "THE GREATEST AMERICAN HERO"</b> JOEY SCARBURY	18
9	7	<b>WHO'S CRYING NOW</b> JOURNEY	9
8	8	<b>LADY (YOU BRING ME UP)</b> COMMODORES	13
10	9	<b>(THERE'S) NO GETTIN' OVER ME</b> RONNIE MILSAP	12
13	10	<b>THE BEACH BOYS MEDLEY</b> THE BEACH BOYS	8
5	11	<b>JESSIE'S GIRL</b> RICK SPRINGFIELD	25
14	12	<b>HOLD ON TIGHT</b> ELO	8
16	13	<b>STEP BY STEP</b> EDDIE RABBITT	8
20	14	<b>ARTHUR'S THEME (BEST THAT YOU CAN DO)</b> CHRISTOPHER CROSS	5
15	15	<b>FIRE AND ICE</b> PAT BENATAR	9
19	16	<b>FOR YOUR EYES ONLY</b> SHEENA EASTON	8
17	17	<b>COOL LOVE</b> PABLO CRUISE	11
22	18	<b>START ME UP</b> ROLLING STONES	4
21	19	<b>THE VOICE</b> THE MOODY BLUES	6
23	20	<b>REALLY WANNA KNOW YOU</b> GARY WRIGHT	11
11	21	<b>ELVIRA</b> THE OAK RIDGE BOYS	19
24	22	<b>I COULD NEVER MISS YOU (MORE THAN I DO)</b> LULU	7
25	23	<b>FEELS SO RIGHT</b> ALABAMA	14
12	24	<b>I DON'T NEED YOU</b> KENNY ROGERS	14
29	25	<b>THE NIGHT OWLS</b> LITTLE RIVER BAND	4
18	26	<b>THE BREAKUP SONG (THEY DON'T WRITE 'EM)</b> GREG KIHN BAND	17
28	27	<b>THAT OLD SONG</b> RAY PARKER, JR. & RAYDIO	10
30	28	<b>BREAKING AWAY</b> BALANCE	10
31	29	<b>DRAW OF THE CARDS</b> KIM CARNES	6
41	30	<b>PRIVATE EYES</b> DARYL HALL & JOHN OATES	3

LAST WEEK	THIS WEEK		WEEKS ON CHART
33	31	<b>CHLOE</b> ELTON JOHN ADDS: KFYE. JUMPS: KEZR 26 To 23, WZZR 20 To 16, WMAK-FM Ex To 30, WBBF Ex To 24, WISM 13 To 7, WBBQ Ex To 28, O102 35 To 32, WSKZ 30 To 26, WCAO Ex To 30, WRFC 20 To 17, WAXY 26 To 18, WSEZ 19 To 14, WZUU 30 To 26, WSPT 18 To 15, WROR 19 To 16, WGSV 19 To 16, WTIK Ex To 30, BJ105 34 To 31, KJR 25 To 22, KRBE Ex To 25, KFMD 21 To 17, KEEL Ex To 30, WNCI Ex To 28, KYYX Ex To 24, WIKS Ex To 34, B97 26 To 23. SALES: Fair in the East and West.	8
35	32	<b>SUPER FREAK (PART 1)</b> RICK JAMES ADDS: WANS, Z93, WTIK-FM-24, WBEN-FM-8. JUMPS: FM102 22 To 12, KGB 11 To 2, WWKX 5 To 1, KFI 10 To 8, KINT 26 To 22, Z102 16 To 9, B97 3 To 1, WKXX 29 To 22, WBBQ 9 To 5, WPRO-FM 20 To 15, WIF1 26 To 17, WPGC 15 To 11. SALES: Good in the South and West. Moderate in the East and Midwest.	6
36	33	<b>IN YOUR LETTER</b> REO SPEEDWAGON ADDS: WTIK-FM-20, WPGC. JUMPS: KEZR 22 To 17, WZZP Ex To 20, Q102 34 To 29, KJRB 27 To 23, KGB Ex To 28, KERN Ex To 30, WQXI Ex To 19, WSPT 30 To 25, KFMD 19 To 16, KFYE 22 To 19, WIKS Ex To 33, KTSA 29 To 26, KFI 28 To 24, WDRQ 20 To 16, WAYS 14 To 10, BJ105 35 To 30, WISM 12 To 6, KEYN 23 To 18, WRFC 25 To 20, WKBW 21 To 14, WHHY 22 To 19, WBCY 19 To 16, WSEZ 28 To 22, WKXX 22 To 18. SALES: Fair in the Midwest and South.	6

## CASH SMASH

37	34	<b>GENERAL HOSPI-TALE</b> THE AFTERNOON DELIGHTS ADDS: FM102, WTIK-FM-20. JUMPS: KFRC 30 To 15, WPGC 28 To 25, KC101 19 To 15, WXKS 12 To 8, JB105 13 To 10, KCPX 27 To 17, BJ105 17 To 14, WKXX 9 To 7, KIQQ 8 To 5, WGCL 22 To 19, WVBF 19 To 15, WPRO-FM 6 To 3, WIF1 7 To 2. SALES: Good in the West and Midwest. Moderate in the East and South.	8
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38	35	<b>YOU COULD TAKE MY HEART AWAY</b> SILVER CONDOR ADDS: WRVQ, WIKS, WZZR, KBEQ-24. JUMPS: WTIK 28 To 24, WRQX 24 To 21, KFMD Ex To 29, WSGN 10 To 6, WRFC Ex To 30, KOPA 30 To 27, Z102 22 To 19, WKBW 25 To 20, KIQQ 37 To 34. SALES: Fair in South and Midwest.	8
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## PRIME MOVER

49	36	<b>HARD TO SAY</b> DAN FOGELBERG ADDS: KEEL, KBEQ-27, WLS, WBBF, Q102-34, WZUU-27, WROR-23, KGB, WQXI, WNCI, WSGN, WHHY, WZZP, KERN-35, BJ105-39. JUMPS: KEZR 28 To 25, WISM 30 To 18, WMAK-FM Ex To 29, KZZP 21 To 18, WRFC Ex To 28, WKBW Ex To 23, WTRY Ex To 29, WOW 18 To 15, WBCY 31 To 27, WRVQ 24 To 20, KHFI 27 To 15, WRJZ Ex To 27, KC101 28 To 22, KJRB Ex To 28, Q105 23 To 18, FM102 30 To 26, KOPA 29 To 26, WGCL Ex To 28, KJR Ex To 24, KCPX Ex To 27, WBBQ Ex To 30, 94Q 29 To 23, WGSV 35 To 28, WBEN-FM 39 To 34, KFMD Ex To 27, KOFM Ex To 29, WWKX Ex To 28, Z102 27 To 23, KRAV 24 To 17, KEYN Ex To 29, WZZR Ex To 26, KYYX Ex To 29. SALES: Breakouts in all regions.	3
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## PRIME MOVER

42	37	<b>JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM ADDS: WTRY, FM102, WSEZ, WPGC-27. JUMPS: KEZR Ex To 28, WHHY 27 To 23, Q105 20 To 14, KZZP 23 To 20, KJRB 29 To 26, WKXX Ex To 30, 14Q 26 To 22, WXKS 28 To 25, KIQQ Ex To 39, WCAO 26 To 22, KOPA 28 To 25, WBBQ Ex To 27, WTIK Ex To 40, KCPX 26 To 21, WBEN-FM 34 To 23, KC101 24 To 21, WGSV 31 To 25, 94Q 27 To 24, KOFM 30 To 25, WNCI Ex To 29, Z102 34 To 29, WAYS 27 To 20, KEYN Ex To 30, KRAV 20 To 15, B97 Ex To 29, WRFC 30 To 23, WMAK-FM Ex To 24, KHFI 20 To 16, WRJZ 30 To 25. SALES: Good in the South. Fair in all other regions.	5
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LAST WEEK	THIS WEEK		WEEKS ON CHART
45	38	<b>WE'RE IN THIS LOVE TOGETHER</b> AL JARRE ADDS: KEEL, B97, WRJZ, WGCL, 14Q-27, WZUU, WROR-24, KFRC, KRTH, WTIK, KFI, WISM, WABC-11, WHHY, KINT, KCPX. JUMPS: WZUU 29 To 24, WXKS 22 To 17, WAXY 22 To 17, KRBE Ex To 24, KC101 30 To 27, Q105 25 To 20, FM24 To 21, WKXX 14 To 10, KJR 18 To 14, KIQQ To 22, 94Q 26 To 22, WBBQ Ex To 29, WAYS 28 To 21, WBEN-FM 17 To 12, WSGN Ex To 25, WPRO 27 To 24, Y100 22 To 17, WKBO 17 To 15, KHFI To 14, KJRB 21 To 17. SALES: Fair in the East, West and Midwest.	46

43	39	<b>BACKFIRED</b> DEBBIE HARRIS ADDS: WIKS, WTIK-FM-25. JUMPS: KFRC 25 To 22, WWKX Ex To 30, WHHY Ex To 30, WXKS 19 To 13, WSPT 28 To 23, KINT 11 To 9, BJ105 32 To 27, Z102 29 To 24, WMAK-FM Ex To 29, WBCY 27 To 24, WKXX 23 To 19, KIQQ 38 To 26. SALES: Moderate in the West, East and Midwest.	47
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44	40	<b>STRAIGHT FROM THE HEART</b> THE ALLMAN BROTHERS BAND ADDS: KGB, WQXI, KBEQ-25, WIF1. JUMPS: WAXY 29 To 26, WANS 23 To 20, 94Q 22 To 19, WSGN 29 To 24, WRFC 22 To 19, Z102 20 To 17, WMAK-FM 24 To 21, WBCY 23 To 20, WKXX 28 To 25. SALES: Fair in the Midwest and West.	48
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51	41	<b>WHEN SHE WAS MY GIRL</b> THE FOUR TOPS ADDS: WBBF, KC101, 94Q-30, WQXI, KFM, KDWB-27, JB105-32, Z102-32, WKBW, WGC, KNUS, WPRO-FM. JUMPS: KEZR Ex To 22, WSEZ Ex To 26, KZZP 25 To 22, KJRB 24 To 21, WCAO Ex To 24, WXKS 23 To 20, WROR 24 To 21, KYYX Ex To 30, KFRC Ex To 40, WMAK-FM 29 To 26, FM102 Ex To 29, WRJZ 27 To 24, KJR 21 To 18, WKXX 24 To 21, WNCI 30 To 27, KIQQ Ex To 35, WAYS 21 To 17, WBEN-FM 18 To 10, WSGN 20 To 15, WPGC 18 To 15, WISM 29 To 19, WRFC 31 To 27. SALES: Breakouts in the South. Fair in all other regions.	49
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27	42	<b>BOY FROM NEW YORK CITY</b> MANHATTAN TRANSFER	50
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53	43	<b>I'VE DONE EVERYTHING FOR YOU</b> RICK SPRINGFIELD ADDS: KRTH, WTIK, KGB, WIKS, KFI, KOP, KEYN, B97, Q105-27, KBEQ-23. Day-Part: WOV. JUMPS: Q102 31 To 27, KINT 20 To 17, WTRY 2 To 26, KCPX 40 To 33, WRVQ Ex To 23, BJ105 4 To 34, KSFX 19 To 16, Z102 32 To 27, WRQX 18 To 15, WKXX Ex To 27, WNCI 28 To 24, WBEN-FM 3 To 28, WSKZ 23 To 20, WIF1 25 To 16, Y100 23 To 20, WPGC Ex To 26, WRFC Ex To 26, KHFI 30 To 25, KERN 28 To 25, WXKS Ex To 29. SALES: Moderate in the West, Midwest and East. Fair in the South.	51
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## HIT BOUND

59	44	<b>SHARE YOUR LOVE WITH ME</b> KENNY ROGERS ADDS: KSLQ-22, WSEZ, KERN-28, KINT-28, KTSA, BJ105-37, KOFM-28, KEYN, KS95, WMAK-FM, WKBW, WNBC-28, Q105-23, 14Q-25, WAXY, WANS, FM102, KGB, 94Q, WNCI, WOKY, WZZP, Y100-32, WRFC, WABC. JUMPS: KEZR Ex To 29, WISM Ex To 29, KZZP 26 To 23, WHHY Ex To 27, WTRY Ex To 30, KJRB Ex To 27, WTIK Ex To 30, KOPA Ex To 29, KC101 Ex To 26, KCPX Ex To 29, KJR Ex To 23, WGSV Ex To 31, WWKX Ex To 29, Z102 37 To 28, KFI Ex To 30, KEEL Ex To 32, WAKY 18 To 13, WRJZ Ex To 26, WAYS Ex To 20, WGCL Ex To 30, KRAV Ex To 19, WBEN-FM 40 To 26, WSGN Ex To 26, WIF1 Ex To 27. SALES: Breakouts in all regions.	52
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46	45	<b>I'M IN LOVE</b> EVELYN KING ADDS: WTIK-FM-26. JUMPS: KCPX 37 To 34, Q105 26 To 21, KIQQ 31 To 24. SALES: Moderate in all regions.	53
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BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Nat PRESENTY HEARD O A WEEKLYE



# RADIO CHART

# TOP 100 SINGLES

September 12, 1981

THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	WEEKS ON CHART
46	8	60	3

**HIT BOUND**

46 **SOME DAYS ARE DIAMONDS** JOHN DENVER  
 ADDS: KEFL. JUMPS: WCAO 24 To 19, WTI 34 To 29, WKBO 20 To 17, WHYY 30 To 26, WSEZ 25 To 21, WPGC Ex To 30.  
 SALES: Moderate in the South and Midwest.

47	1	61	4
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**HIT BOUND**

47 **TRYIN' TO LIVE MY LIFE WITHOUT YOU** BOB SEGER  
 ADDS: KZZP-30, WSGN, B97, Q102-33, WSKZ, WTIC-FM-29, WTRY, WRFC, WBCY-30, WRVQ, KHFI, WKXX, 96KX-30, KIQQ, WCAO, KERN-37, WGCL, KFRC, WXKS, WBBQ, KSPX, KBEQ-21, WANS, KOPA, WLS, KJR, KINT-30, WPRO-FM, WRQX, JB105-34, 92X-26, Z93, KCPX, WBEF-FM-40, KFMD, BJ105, WIF1-30, WIKS, Z102-32, WPGC, WWKX, KEFL, KFI-29, KYYX. Day-Part: KJRB, WSPT. ON: CKLW, KRBE.  
 SALES: Just shipped.

48	13	62	6
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**CASH SMASH**

48 **LOVE ON A TWO WAY STREET** STACY LATTISAW  
 49 **SQUARE BIZ** TEENA MARIE  
 JUMPS: KFRC 27 To 19, Y100 26 To 15, KCPX Ex To 40.  
 SALES: Fair in all regions.

50	4	63	3
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**HIT BOUND**

50 **SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)** CARL CARLTON  
 ADDS: WTI 34 To 29, WKBO 20 To 17, WHYY 30 To 26, WSEZ 25 To 21, WPGC Ex To 30.  
 SALES: Good in the East and South. Moderate in the West.

51	10	64	18
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51 **DON'T GIVE IT UP** ROBBIE PATTON  
 52 **BURNIN' FOR YOU** BLUE OYSTER CULT  
 ADDS: KFRC, WIKS, KDWB-26, WGCL. JUMPS: 96KX 28 To 24, KERN 37 To 33, WSPT Ex To 28, KCPX 35 To 32, WDRQ 17 To 12, KIQQ Ex To 38, WIF1 Ex To 28.  
 SALES: Moderate in the Midwest. Fair in the West.

53	8	65	6
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53 **HEAVY METAL (TAKIN' A RIDE)** DON FELDER  
 JUMPS: 96KX 32 To 27, WRQX 9 To 4, WSPT 15 To 11, WBCY 12 To 9, WBEF-FM 25 To 21.  
 SALES: Moderate in South. Fair in Midwest and East.

54	6	66	17
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54 **THE SUN AIN'T GONNA SHINE ANYMORE** NEILSON/PEARSON  
 ADDS: WTI 34 To 29, WKBO 20 To 17, WHYY 30 To 26, WSEZ 25 To 21, WPGC Ex To 30.  
 SALES: Fair in the Midwest.

55	6	67	11
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55 **FALLING IN LOVE AGAIN** MICHAEL STANLEY BAND  
 JUMPS: 96KX 12 To 10, WGCL 9 To 4.  
 SALES: Fair in the Midwest.

56	10	68	6
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56 **YOU DON'T KNOW ME** MICKEY GILLEY  
 57 **SILLY** DENIECE WILLIAMS  
 ADDS: WZZR. JUMPS: WQXI 7 To 5, WXKS 30 To 27, KINT 29 To 25, KCPX 39 To 35, WDRQ 21 To 17, WMAK-FM 16 To 11, KIQQ 32 To 29.  
 SALES: Good in the South. Fair in the East.

58	12	69	6
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58 **NICOLE** POINT BLANK  
 JUMPS: WRVQ Ex To 24, WRQX 16 To 12, WSPT 13 To 10, KIQQ Ex To 36.  
 SALES: Fair in Midwest and South.

59	5	70	3
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59 **ALL I HAVE TO DO IS DREAM** ANDY GIBB & VICTORIA PRINCIPAL  
 JUMPS: WTI 34 To 29, WKBO 20 To 17, WHYY 30 To 26, WSEZ 25 To 21, WPGC Ex To 30.  
 SALES: Fair in the South.

74	16	71	4
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74 **IT'S NOW OR NEVER** JOHN SCHNEIDER  
 83 **IN THE DARK** BILLY SQUIER  
 ADDS: KIQQ, WKXX, KCPX, KINT. ON: KRBE, WBCY, BJ105, KSPX, KEHN, KBEQ.

79	23	72	18
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79 **STARS ON 45—MEDLEY** STARS ON 45  
 87 **YOU SAVED MY SOUL** BURTON CUMMINGS  
 ADDS: WGCL, WXKS, WKXX, KCPX, KYYX, WMAK-FM.

88	3	73	17
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88 **NOT FADE AWAY** ERIC HINE  
 89 **I'LL DO ANYTHING FOR YOU** DENROY MORGAN  
 JUMPS: WXKS 15 To 11, KRLY Ex To 25, KIQQ Ex To 37.  
 SALES: Good in the East.

81	6	74	17
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81 **WE CAN GET TOGETHER** ICEHOUSE  
 85 **YOU MAKE MY DREAMS** DARYL HALL & JOHN OATES  
 86 **A WOMAN IN LOVE (IT'S NOT ME)** TOM PETTY and the HEARTBREAKERS

82	15	75	12
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82 **GEMINI DREAM** THE MOODY BLUES  
 77 **ROCK AND ROLL DREAMS COME THROUGH** JIM STEINMAN  
 83 **SWEET BABY** STANLEY CLARKE/GEORGE DUKE  
 81 **WE CAN GET TOGETHER** ICEHOUSE  
 85 **YOU MAKE MY DREAMS** DARYL HALL & JOHN OATES  
 86 **A WOMAN IN LOVE (IT'S NOT ME)** TOM PETTY and the HEARTBREAKERS  
 91 **DON'T WANT TO WAIT ANYMORE** TUBES  
 92 **99 TIME** THE ALAN PARSONS PROJECT  
 93 **100 STARS ON 45—MEDLEY II** STARS ON 45

**LOOKING AHEAD**

**STEAL THE NIGHT** STEVIE WOODS  
 ADDS: KJR, WZZR, WHYY, WGSV. JUMPS: KJRB Ex To 29. ON: WSEZ.

**I'M GONNA LOVE HER FOR BOTH OF US** MEATLOAF  
 ADDS: WIF1. JUMPS: KERN Ex To 34. ON: WGCL, WBCY, KFMD, WICC.

**NO TIME TO LOSE** TARNEY/SPENCER BAND  
 ADDS: 96KX, KHFI, WSPT. ON: WLS.

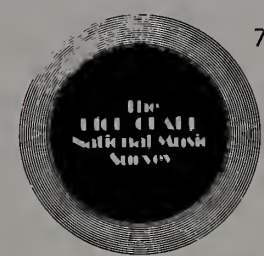
**CASH SMASH**—denotes significant sales activity.  
**PRIME MOVER**—denotes significant radio activity.  
**HIT BOUND**—denotes immediate radio acceptance.

ick Clark

nal Music Survey"

MUTUAL BROADCASTING SYSTEM AND MORE THAN 520 TOP RADIO STATIONS.

VIEW OF TOP HITS COMPILED BY CASH BOX



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## Pi-Gem Deal Adds 1,500 More Titles To Welk Catalog

(continued from page 6)

including general manager David Conrad, professional manager Gary Harrison, copyright and royalty administrator Mary Del Frank, executive assistant Carolyn Honea, studio manager and professional assistant Mike Hollandsworth and manager assistant/receptionist Lisa Patterson are readying the business for the changeover.

Though Welk's Sovine said additional help might be needed initially to handle the increased catalog, there are no plans at this time to enlarge the present Welk staff. As reported last week, the Pi-Gem staff will be terminated once the transaction is completed.

Since Welk was formed in 1958, the publishing company has acquired 65 catalogs, including Vogue, T.B. Harms, Bibo Music, Champagne Music, Hall-Clement, Jack and Bill, Harry Von Tilzer Music and Somebody's Music. The catalogs include the rights to a number of standards, such as "Smoke Gets In Your Eyes" and "Going Out Of My Head."

Referring to Welk's latest acquisition, Sovine said, "It will be incorporated into all of our catalogs. We'll treat them just like any of our other songs and seek cover records."

Pi-Gem was incorporated 11 years ago and, in a relatively short period of time, built an impressive catalog and assembled a strong stable of writers. Pi-Gem/Chess writers today include Ronnie Brooks, Tom DeLuca, Dean Dillon, Kye Fleming, Gary Harrison, Rick Kiang, Naomi Martin, Dennis Morgan, Don Pfrimmer, Harold Tipton and Richard Watson with Pi-Gem and Archie Jordan, Blake Mevis, Gene Miller, John Schweers, Charles Quillen and David Wills with Chess.

## Clower Tapes Customized Intros For Radio Stations

NASHVILLE — In an effort to gain more exposure for Jerry Clower's Ledbetter tales through radio airplay, MCA Records and Top Billing have banded together to promote his latest album, "More Good Uns," with a unique approach involving customized intros taped by Clower.

"We've supplied the top 50 country radio stations all over the country," said Stan Strickland, Top Billing's national radio coordinator, "with customized lead-ins, station IDs and Clower albums in an effort to make it easier for the radio DJs to plug in a comedy cut during their regular music-formatted shows. Response has been tremendous. Country DJs have been Clower fans for years — he's been their keynote speaker at the annual radio seminar for the past two meetings — and now they have the tools they need to introduce Clower's comedy into an on-air program."

In the taped lead-ins, Clower identifies himself, the station's call letters and its base of operations, then asks listeners to stay tuned for the upcoming cut from his album.

Tandy Rice, president of Top Billing and Clower's manager, noting that the comedian has pacted with MCA for another five years, says, "Comedy is still an enigma in the world of radio. How do you just start playing a record in the middle of a string of songs? We feel that the personal attention Clower is giving each station by cutting individual promos and intros will quadruple his appeal to their radio listeners. Top Billing and MCA Records are committed to that end."



**GET HIGH ON YOURSELF** — Performers from all aspects of the entertainment world as well as sports figures have filmed an upcoming NBC-TV special, entitled "Get High On Yourself," set to air Sept. 20. Sponsored by the Get High On Yourself Foundation, the special is part of an attempt to present an "alternative to drugs" to young people. Ready to board a chartered plane to Abilene, Texas to film the special are (l-r): RCA artist Razyzy Baily, actress Persis Khambatta (Star Trek: The Movie); RCA's Charley Pride and Sylvia; and actress Judy Landers.

## Alabama Scores Nominations In Five Categories For Annual CMA Awards

(continued from page 8)

"I'm Just An Old Chunk Of Coal," Billy Joe Shaver, House of Cash.

Finalists for Female Vocalist of the Year are Gibbs, Emmylou Harris, Loretta Lynn, Mandrell and Anne Murray. The final five for Male Vocalist of the Year includes Jones, Milsap, Willie Nelson, Rogers and Williams. The vocal group of the year honors will go to Alabama, the Bellamy Brothers, Larry Gatlin and the Gatlin Brothers Band, the Oak Ridge Boys or the

## MusiCongress '81 Set For This Week

NASHVILLE — Jim Gibson, director of marketing, music publishing, Word Music, has announced the schedule of Word's MusiCongress '81 slated for Sept. 10-12 in Dallas. The event, planned for the Hilton Inn, Mockingbird, will include seven and one-half hours of reading sessions, four hours of classroom study, and 18 instructional seminars.

Word's new choral music will be displayed, and "This Is Christmas" and "Kid's Praise" will be premiered. Other highlights for the three day conference include concerts by David Meece and Amy Grant and an appearance by Brush Arbor. Word anticipates hosting over 300 church music directors and music teachers.

Said Gibson, "This will be a time for inspiration, relaxation, and learning. We hope that the ministers of music or teachers will be able to return to their churches or schools better prepared to carry out their duties. Also it is our desire to supply these people with the tools they need to be more creative and effective."

The east coast MusiCongress is set for Oct. 1-3 in Atlanta. For more information, write MusiCongress '81, P.O. Box 1790, WACO, Texas 76796.

## Jim Stafford To Host Nashville On The Road

NASHVILLE — Jim Stafford will be the featured performer when the *Nashville On The Road* television show begins its seventh season this fall from a new location in Atlantic Canada.

Along with Stafford, country artists Rex Allen, Jr. and Sue Powell will be regularly featured on the show, which will be filmed for the first time outside the United States in Canada at New Brunswick and Prince Edward Island. Mixing music and comedy, the program will also showcase major country guests, including B.J. Thomas, Razyzy Bailey, Carl Perkins, Sylvia, Ed Bruce and Gail Davies.

## Johnson Leaves Pickwick To Form New Record Label

NASHVILLE — Don Johnson, vice president and general manager of Pickwick Record label, has left the company to form his own record label. Currently, Johnson is negotiating with Pickwick to take over the Excelsior label name and its roster of artists.

Steve Vining has been tagged as vice president of A&R for the firm. Previously Vining served as director of A&R for Excelsior. Additional announcements concerning staff appointments and artist signings and the label's distribution plans and releases schedule are forthcoming.

According to Vining, the Nashville-based label will be "investigating all types of music — country and pop." Excelsior's sought after artist roster currently lists country artists Mundo Earwood, Donna Hazard, Carl Baker, David Houston and the Concrete Cowboy Band.

Said Johnson, "Country music continues to offer exciting growth opportunities for well-financed and effectively distributed labels that are committed to long-term artist development. We successfully began that process with the Excelsior label, and look forward to the continuation of that growth."

## Skaggs Embarks On Major Tour

NASHVILLE — Epic recording act Ricky Skaggs has embarked on a major tour to coincide with the release of his latest single, "You May See Me Walking," with all activities related to the tour coordinated by Variety Artists and CBS Records.

The CBS artist development, marketing and press departments have also channeled their efforts in support of the bookings. "Promoters are reporting that Skaggs is drawing audiences as well as any new artist has for some time," said Rod Essig with Variety Artists. "We've been experiencing sellout crowds in Tulsa; Detroit; Stanton, Neb.; and near capacity in Wichita and St. Louis."

Additionally, special press kits have been created and shipped to the media, and advertising has been planned to gain maximum visibility for Skaggs in each market. The remainder of the schedule will see Skaggs on tour through late autumn in Lexington, Ky; Cincinnati; Dayton; Chicago; Milwaukee; Orlando; Mobile; Beaumont; Texas; Santa Cruz, San Francisco; Los Angeles; Santa Barbara; Anaheim; and Santa Ana.

Statter Brothers.

Nominated for Vocal Duo of the Year are Moe Bandy and Joe Stampley, David Frizzell and Shelly West, Waylon Jennings and Jessi Colter, Jones and Wynette, and Conway Twitty and Lynn. The finalists for Instrumentalist of the Year include Alabama, the Charlie Daniels Band, Larry Gatlin and the Gatlin Brothers Band, the Oak Ridge Band and the Don Williams Band.

The five finalists for Instrumentalist of the Year are Chet Atkins, Floyd Cramer, Johnny Gimble, Charlie McCoy and Hargus "Pig" Robbins.

### Horizon Nominees

Nominated to receive the first Horizon Award are Rosanne Cash, Frizzell and West, Terri Gibbs, T.G. Sheppard and Boxcar Willie. The first award to be added in 10 years, the Horizon Award was instituted to recognize creative growth and development in the careers of rising artists in the areas of airplay and record sales, live performance professionalism and critical media recognition during the preceding year. It will recognize the contributions made by the artist's associates in developing their career, although the award will be presented to the artist.

The 15th annual event will be sponsored by Kraft, with Bob Precht of Sullivan Prods. acting as producer and Walter Miller serving as director. Irving Waugh is executive producer for the show. Balloting for the awards presentation, which will be co-hosted by Mandrell and Mac Davis, is tabulated by Deloitte, Haskins & Sells, a national accounting firm.



**CALAMITY JANE PREPARES FOR DEBUT** — Columbia's newest act, Calamity Jane, will make its debut in Nashville Sept. 16 in a benefit performance for the National Entertainment Journalists Assn. (NEJA). The concert, which will be held at the Cannery, will also feature Curb/Epic act the Burrito Brothers. Proceeds from the benefit will be used to establish a scholarship to be awarded to a college student studying journalism. Pictured rehearsing for the benefit are (l-r): Calamity Jane members Linda Moore and Mary Fielder; Bonnie Garner, director of A&R, CBS; and Pam Rose and Mary Ann Kennedy of the group.

# COUNTRY

## TOP 75 ALBUMS

	Weeks On Chart	9/5	Chart
1	FANCY FREE	OAK RIDGE BOYS (MCA-5209)	1 15
2	FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930)	2 26
3	SHARE YOUR LOVE	KENNY ROGERS (Liberty LOO-1108)	3 20
4	ESPECIALLY FOR YOU	DON WILLIAMS (MCA-5210)	7 9
5	STEP BY STEP	EDDIE RABBITT (Elektra 5E-532)	11 4
6	SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA AFL 1-4055)	9 7
7	JUICE	JUICE NEWTON (Capitol ST-12136)	4 27
8	SEVEN YEAR ACHE	ROSANNE CASH (Columbia JC-36965)	6 26
9	I AM WHAT I AM	GEORGE JONES (Epic FE 36586)	10 51
10	KENNY ROGERS GREATEST HITS	KENNY ROGERS (Liberty LOO 1072)	15 47
11	RAINBOW STEW/LIVE AT ANAHEIM STADIUM	MERLE HAGCARD (MCA-5216)	13 9
12	LEATHER AND LACE	WAYLON AND JESSI (RCA AAL 1-3931)	12 28
13	SURROUND ME WITH LOVE	CHARLY McCLAIN (Epic FE-37108)	14 18
14	THERE'S NO GETTIN' OVER ME	RONNIE MILSAP (RCA AHL 1-4060)	18 3
15	YEARS AGO	STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	5 10
16	ROWDY	HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	8 32
17	NOW OR NEVER	JOHN SCHNEIDER (Scotti Bros. ARZ 37400)	17 12
18	YOU DON'T KNOW ME	MICKEY GILLEY (Epic FE-37416)	38 4
19	URBAN CHIPMUNK	THE CHIPMUNKS (RCA AFL 1-4027)	21 13
20	MR. T	CONWAY TWITTY (MCA-5204)	20 11
21	MY HOME'S IN ALABAMA	ALABAMA (RCA AHL 1-3644)	22 63
22	GREATEST HITS	OAK RIDGE BOYS (MCA-5150)	23 45
23	THE PRESSURE IS ON	HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	32 2
24	MAKIN' FRIENDS	RAZZY BAILEY (RCA AHL 1-4026)	24 18
25	CARRYIN' ON THE FAMILY NAMES	DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	16 17
26	LIVE	BARBARA MANDRELL (MCA-5243)	35 3
27	TAKIN' IT EASY	LACY J. DALTON (Columbia FC 37327)	30 7
28	GREATEST HITS	RONNIE MILSAP (RCA AHL 1-3722)	29 46
29	HORIZON	EDDIE RABBITT (Elektra 6E-276)	28 61
30	GOOD TIME LOVIN' MAN	RONNIE McDOWELL (Epic FE 37399)	41 5
31	I LOVE 'EM ALL	T.G. SHEPPARD (Warner/Curb BSK-3528)	31 21
32	WILD WEST	DOTTIE WEST (Liberty LT-1062)	19 28
33	I'M COUNTRYFIED	MEL McDANIEL (Capitol ST-12116)	25 28
34	WITH LOVE	JOHN CONLEE (MCA-5213)	34 8
35	AS IS	BOBBY BARE (Columbia FC-37157)	53 13
36	WAITIN' FOR THE SUN TO SHINE	RICKY SKAGGS (Epic FE 37193)	36 16
37	LIVE	HOYT AXTON (Jeremiah JH-5002)	37 18
38	LOOKIN' FOR LOVE	JOHNNY LEE (Asylum 6E-309)	27 45
39	ONE TO ONE	ED BRUCE (MCA-5188)	39 20
40	DRIFTER	SYLVIA (RCA AHL 1-3986)	40 21
41	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA	SOUNDTRACK (Mirage WTG 16051)	-- 1
42	THE MINSTREL MAN	WILLIE NELSON (RCA AHL 1-4045)	45 8
43	SOMEWHERE OVER THE RAINBOW	WILLIE NELSON (Columbia FC-36883)	47 29
44	OUT WHERE THE BRIGHT LIGHTS ARE GLOWING	RONNIE MILSAP (RCA AHL 1-3932)	44 22
45	SHOULD I DO IT	TANYA TUCKER (MCA-5228)	48 9
46	DARLIN'	TOM JONES (Mercury/PolyGram SRM-1-4010)	26 13
47	WHERE DO YOU GO WHEN YOU DREAM	ANNE MURRAY (Capitol SOO-12144)	33 20
48	MORE GOOD 'UNS	JERRY CLOWER (MCA-5215)	50 4
49	I BELIEVE IN YOU	DON WILLIAMS (MCA-5133)	49 56
50	9 TO 5 AND ODD JOBS	DOLLY PARTON (RCA AAL 1-3852)	56 41
51	PLEASURE	DAVE ROWLAND AND SUGAR (Elektra 5E-525)	42 14
52	HONEYSUCKLE ROSE	ORIGINAL SOUNDTRACK (Columbia S2 36752)	52 54
53	THE BARON	JOHNNY CASH (Columbia FC-37179)	46 12
54	THE BEST OF EDDIE RABBITT	EDDIE RABBITT (Elektra 6E-235)	60 38
55	GREATEST HITS	ANNE MURRAY (Capitol SO-12110)	55 50
56	TENNESSEE WHISKEY	DAVID ALLAN COE (Columbia FC 37454)	-- 1
57	GREATEST HITS	WAYLON JENNINGS (RCA AHL 1-3378)	43 125
58	THESE DAYS	CRYSTAL GAYLE (Columbia JC 36512)	58 3
59	BLUE PEARL	EARL THOMAS CONLEY (Sunbird ST-50105)	51 25
60	I HAVE A DREAM	CRISTY LANE (Liberty LT-1083)	57 25
61	ENCORE	MICKEY GILLEY (Epic JF-36851)	54 44
62	STARDUST	WILLIE NELSON (Columbia JC 35305)	65 176
63	MR. SONGMAN	SLIM WHITMAN (Epic/Cleveland Int'l. FE 37403)	63 3
64	WASN'T THAT A PARTY	THE ROVERS (Epic/Cleveland Int'l. JE-37107)	64 22
65	URBAN COWBOY	ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	66 69
66	SOMEBODY'S KNOCKIN'	TERRI GIBBS (MCA-5173)	61 32
67	HEY MOE/HEY JOE	MOE BANDY & JOE STAMPLEY (Columbia FC-37003)	-- 1
68	LETTIN' YOU IN ON A FEELING	THE KENDALLS (Mercury SRM 1-6005)	-- 1
69	WILLIE AND FAMILY LIVE	WILLIE NELSON (Columbia KC-2-35642)	69 114
70	TOWN & COUNTRY	RAY PRICE (Dimension DL 5003)	-- 1
71	EVANGELINE	EMMYLOU HARRIS (Warner Bros. BSK 3508)	67 31
72	TAKE THIS JOB AND SHOVE IT	ORIGINAL SOUNDTRACK (Epic SE-37177)	59 13
73	ENCORE	CHARLY McCLAIN (Epic FE 37347)	62 6
74	ENCORE	GEORGE JONES (Epic FE 37346)	74 7
75	JUST LIKE ME	TERRY GREGORY (Handshake JW 37131)	68 5

## THE COUNTRY COLUMN

**DO IT WITH GUSTO** — Look for a new double album set from **Narvel Felts** on the Gusto label. The two-record set, produced through **Mel Tillis Prods.**, will be pushed by an extensive TV marketing campaign. Felts recently set an all-time attendance record at Bronco Bill's in Augusta, Ga. Needless to say, he's been called back for another performance.

**'HURRICANE' ALERT** — **Leon Everette** has concluded his four-week "Hurricane" promotional tour and what a tour it was. The RCA artist covered over 60 cities, visiting some 150 radio stations. For those who crave details, he logged 83 hours of airtime and traversed 19,000 miles. Everette's appearance at the Petersburg Festival in the U.K. Aug. 30 was taped by the Anglia Television Regional Network to be broadcast at a later date throughout Europe. While in the area, Everette did radio and press interviews in support of the Euro-



Narvel Felts

pean release of his first RCA album, "If I Keep On Going Crazy," and the forth-coming release of "Hurricane."

**HERE AND THERE** — **The Rangers** have been in Music City Recorders with producers **Jerry West** and **Jack Logan**. Expect the group to start label shopping as soon as the project is complete. . . **Bobby Mackey** and **Freedom Express** appeared at Northern Kentucky University Aug. 30. . . Happy Anniversary to **Joe Lucas** and **Bobby Fischer**, celebrating the first birthday of Fischer and Lucas, Inc., a national promotion and distribution company formed Aug. 8, 1980. . . **Ronnie Milsap** taped a segment of *American Bandstand*, scheduled to air Sept. 12. . . King J Records, Joe King Music and **Buddy Spiker** have signed public relations and/or management agreements with **Earl E. Owens** and **Total Concept Representation** in Nashville. . . In honor of special guests the **Burrito Brothers** and **Calamity Jane**, the Cannery in Nashville will be serving burritos and a new drink called the **Calamity Jane** during the two groups' performances at the upcoming (Sept. 16) National Entertainment Journalists Assn. (NEJA) benefit.

**JACKSON TALK** — **Oak Ridge Boys** member **Bill Golden** and his son **Rusty** were but two of the many that attended the recent **Jacksons** concert in Nashville. While in town, the Jacksons, who had a couple of days off from the road, headed over to Quad Studio to review their new live album, culled from about 28 dates on the current tour.

**BEST DRESSED MANDRELL** — **Barbara Mandrell** has been named one of the 10 best dressed persons in Nashville, along with newsman/talk show host **Dan Miller**, **Sara Cannon** (aka **Minnie Pearl**) and a list of political figures. Mandrell graces the cover of *Nashville Magazine* this month.

**CHARLIE DANIELS LIVE** — When **Charlie Daniels** and Band performed last week in Saratoga Springs, N.Y. for the Vietnam Vets benefit, it was broadcast live on over 200 ABC affiliated radio stations and telecast live on Warner Amex, marking the company's first live telecast.

**NEW KID ON THE ROW** — **Center Row Audio and Video Studios**, owned by **Mark James**, recently hosted British singer **Little Jenni**. In town with producer **Paul Kirby** and recording a project for **Pastafont Records** in England, she is also taping a video to accompany the product.

**SMITH SHOWCASE** — **Bobby Smith** will showcase at the **San Antonio Rose** in Houston Sept. 10.

**GOLD JUICE** — **Juice Newton's** current single, "Queen of Hearts," has been certified gold. The latest gold joins the "Angel of the Morning" single and gold "Juice" album.

**McCLAIN ON TAPE** — Between concert dates with **Kenny Rogers**, **Charly McClain** was in Nashville to work with **Celebration Prods.** at the Tennessee Performing Arts Center to do a feature video based on her current single, "Sleeping With The Radio On."

**HAPPY BIRTHDAY** — To **Mel McDaniel**, who celebrated his birthday with a surprise party last week at the Stockyards in Nashville. Well-wishers treated the singer to a cake with his likeness done in icing. Following the party, McDaniel showcased in the Stockyard's Lounge.

**GRAND OLE OPRY STARS PERFORM** — A bevy of Grand Ole Opry stars recently performed at **Hermitage Landing** in Nashville in a benefit for the Assn. of Country Entertainers. Promoted by **Chuck Baxter**, the concert featured **Billy Grammer**, **Vernon Oxford**, **Speck Rhodes**, **Bobby Lewis** the **Stoneman Family**, **Ernest Tubb** and the **Texas Troubadours**, **Kenny Earl**, **Roy Wiggins** and **Baxter**.

**NEW CRISTY** — Look for a new **Cristy Lane** album to ship this month. Lane's fourth album for Liberty will be titled "Fragile, Handle With Care."

**TAKIN' IT EASY** — September will be a busy month for **Lacy J. Dalton**. She is scheduled to play 22 dates (13 in fairs) that will take her to such spots as Indianapolis, Seattle, Sacramento, Denver, Los Angeles, Minneapolis, Richmond and her hometown, **Bloomsburg, Pa.** While in Los Angeles, she will make an appearance on the **Merv Griffin Show**.

**ON THE ROAD** — Talk about an interesting event: **John Anderson** recently appeared at the **Armadillo Festival** in Austin. While in that city, he taped a segment of the PBS show *Austin City Limits*, which is slated for a January airing. He will also appear in **New York** at the new **450-seat Sundown Club** on Sept. 29-30.



John Anderson



**TOM T. HALL WAKES UP AMERICA** — **Tom T. Hall** (l) performed "I Love" and "I Care" when he appeared on **ABC-TV's Good Morning America** in August. He also discussed the importance of addressing children as an audience in his songs with **Good Morning** co-host **Joan Lunden** (r). While in **New York**, Hall also taped a segment of the **NBC soap opera Texas**, and performed two shows at the **Lone Star Cafe**, which were simulcast over **WHN/New York**.

# CASHBOX TOP 100 COUNTRY

September 12, 1981

		Weeks On	9/5 Chart
<b>1</b> MIRACLES	DON WILLIAMS (MCA-51134)	2	11
<b>2</b> TIGHT FITTIN' JEANS	CONWAY TWITTY (MCA-51137)	4	10
<b>3</b> OLDER WOMEN	RONNIE McDOWELL (Epic 19-02129)	5	12
<b>4</b> YOU DON'T KNOW ME	MICKEY GILLEY (Epic 14-02172)	7	11
<b>5</b> (THERE'S) NO GETTIN' OVER ME	RONNIE MILSAP (RCA PH-12264)	1	12
<b>6</b> PARTY TIME	T.G. SHEPPARD (Warner/Curb WBS 49761)	8	9
<b>7</b> DON'T WAIT ON ME	THE STATLER BROTHERS (Mercury/PolyGram 57051)	3	14
<b>8</b> SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)	JOHN DENVER (RCA PB-12246)	9	15
<b>9</b> STEP BY STEP	EDDIE RABBITT (Elektra E-47174)	11	7
<b>10</b> MIDNIGHT HAULER	RAZZY BAILEY (RCA PB-12268)	13	10
<b>11</b> I JUST NEED YOU FOR TONIGHT	BILLY "CRASH" CRADDOCK (Capitol P-5011)	12	13
<b>12</b> TAKIN' IT EASY	LACY J. DALTON (Columbia 18-02188)	15	9
<b>13</b> HURRICANE	LEON EVERETTE (RCA PB-12270)	18	9
<b>14</b> TODAY ALL OVER AGAIN	REBA McENTIRE (Mercury/PolyGram 57054)	17	11
<b>15</b> RIGHT IN THE PALM OF YOUR HAND	MEL McDANIEL (Capitol 5022)	19	9
<b>16</b> I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY)	JANIE FRICKE (Columbia 18-02197)	22	8
<b>17</b> (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ	ED BRUCE (MCA-51139)	21	9
<b>18</b> NEVER BEEN SO LOVED (IN ALL MY LIFE)	CHARLEY PRIDE (RCA PB-12294)	24	4
<b>19</b> I LOVE YOU A THOUSAND WAYS	JOHN ANDERSON (Warner Bros. WBS 49772)	23	7
<b>20</b> (I'M GONNA) PUT YOU BACK ON THE RACK	DOTTIE WEST (Liberty 1419)	20	10
<b>21</b> HONKY TONK QUEEN	MOE BANDY & JOE STAMPLEY (Columbia 18-02198)	25	8
<b>22</b> YOU'RE THE BEST	KIERAN KANE (Elektra E-47148)	14	13
<b>23</b> I'M INTO LOVIN' YOU	BILLY SWAN (Epic 14-02196)	27	9
<b>24</b> IT DON'T HURT ME HALF AS BAD	RAY PRICE (Dimension DS-1021)	28	10
<b>25</b> WHAT IN THE WORLD'S COME OVER YOU	TOM JONES (Mercury/PolyGram 76115)	29	6
<b>26</b> SLEEPIN' WITH THE RADIO ON	CHARLY McCLAIN (Epic 14-02421)	32	4
<b>27</b> I RECALL A GYPSY WOMAN	B.J. THOMAS (MCA-51151)	33	7
<b>28</b> I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER	WILLIE NELSON (Columbia 18-02187)	31	8
<b>29</b> LOVE AIN'T NEVER HURT NOBODY	BOBBY GOLDSBORO (Curb/CBS Z56 02117)	30	11
<b>30</b> SHE BELONGS TO EVERY ONE BUT ME	BURRITO BROTHERS (Curb/CBS Z55 02243)	34	6

		Weeks On	9/5 Chart
<b>31</b> SHOT FULL OF LOVE	RANDY PARTON (RCA PB-12271)	35	8
<b>32</b> FANCY FREE	OAK RIDGE BOYS (MCA-51169)	39	2
<b>33</b> TEACH ME TO CHEAT	THE KENDALLS (Mercury/PolyGram 57055)	42	5
<b>34</b> TRYING NOT TO LOVE YOU	JOHNNY RODRIGUEZ (Epic 14-02411)	37	6
<b>35</b> SOMETIMES I CRY WHEN I'M ALONE	SAMMI SMITH (Sound Factory S.F. 446)	38	7
<b>36</b> GRANDMA'S SONG	GAIL DAVIES (Warner Bros. WBS 49790)	41	5
<b>37</b> I LOVE MY TRUCK	GLEN CAMPBELL (Mirage WTG 3845)	43	5
<b>38</b> WISH YOU WERE HERE	BARBARA MANDRELL (MCA-51171)	46	2
<b>39</b> MY BABY THINKS HE'S A TRAIN	ROSANNE CASH (Columbia 18-02463)	48	3
<b>40</b> THE HOUSE OF THE RISING SUN	DOLLY PARTON (RCA PB-12282)	47	3
<b>41</b> TAKE ME AS I AM (OR LET ME GO)	BOBBY BARE (Columbia 18-02414)	44	6
<b>42</b> YOU (MAKE ME WONDER WHY)	DEBORAH ALLEN (Capitol P-5014)	49	5
<b>43</b> HE'S THE FIRE	DIANA (Sunbird SBR-7564)	50	7
<b>44</b> SCRATCH MY BACK	RAZZY BAILEY (RCA PB-12268)	45	10
<b>45</b> FEEDIN' THE FIRE	ZELLA LEHR (Columbia 18-0243)	51	5
<b>46</b> IT'S NOW OR NEVER	JOHN SCHNEIDER (Scotti Brothers Z56-02105)	6	14
<b>47</b> MISS EMILY'S PICTURE	JOHN CONLEE (MCA-51164)	58	3
<b>48</b> MEMPHIS	FRED KNOBLOCK (Scotti Bros. Z55 02434)	56	4
<b>49</b> JUST ENOUGH LOVE (FOR ONE WOMAN)	BOBBY SMITH (Liberty P-1417)	57	5
<b>50</b> BIG LIKE A RIVER	TENNESSEE EXPRESS (RCA PB-12277)	53	6
<b>51</b> MARRIED WOMEN	SONNY CURTIS (Elektra E-47176)	59	4
<b>52</b> ONE-NIGHT FEVER	MEL TILLIS (Elektra E-47178)	64	2
<b>53</b> CAN'T HELP FALLING IN LOVE WITH YOU	SLIM WHITMAN (Epic/Cleveland Int'l. 14-02402)	55	6
<b>54</b> WOMEN	WYVON ALEXANDER (Gervaisi S.P. 659)	54	7
<b>55</b> SHARE YOUR LOVE WITH ME	KENNY ROGERS (Liberty P-A-1430)	—	1
<b>56</b> ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN)	HANK WILLIAMS, JR. (Elektra/Curb E-47191)	71	2
<b>57</b> HEART ON THE MEND	SYLVIA (RCA PB-12302)	—	1
<b>58</b> SHE'S STEPPIN' OUT	CON HUNLEY (Warner Bros. WBS 49800)	68	3
<b>59</b> CRYING IN THE RAIN	TAMMY WYNETTE (Epic 14-02439)	69	3
<b>60</b> ENOUGH FOR YOU	BRENDA LEE (MCA 51154)	62	6
<b>61</b> A TEXAS STATE OF MIND	DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBS 49745)	10	13
<b>62</b> SNEAKIN' AROUND	KIN VASSY (Liberty P-1427)	66	4
<b>63</b> LIVIN' THE GOOD LIFE	THE CORBIN/HANNER BAND (Alfa Alf-7007)	70	6
<b>64</b> THE PLEASURE'S ALL MINE	DAVE ROWLAND & SUGAR (Elektra E-47177)	72	3
<b>65</b> MY BEGINNING WAS YOU	JACK GRAYSON (Koala KOS 334)	65	6

		Weeks On	9/5 Chart
<b>66</b> HOMEBODY	WHISPERING BILL ANDERSON (MCA-51150)	67	6
<b>67</b> WE DON'T HAVE TO HOLD OUT	ANNE MURRAY (Capitol 5013)	16	12
<b>68</b> LEFTY	DAVID FRIZZELL (Warner Bros./Viva WBS 49778)	73	3
<b>69</b> LOVE IS KNOCKING AT MY DOOR (HERE COMES FOREVER AGAIN)	SUSIE ALLANSON (Liberty P-A-1425)	84	2
<b>70</b> LOUISIANA LONELY	NARVEL FELTS (GMC-114)	75	4
<b>71</b> I'LL DRINK TO THAT	BILLY PARKER (Soundwaves NSD/SW 4643)	76	3
<b>72</b> DOWN AND OUT	GEORGE STRAIT (MCA-51170)	—	1
<b>73</b> IT'S ALL I CAN DO	ANNE MURRAY (Capitol A5023)	—	1
<b>74</b> YOU MAY SEE ME WALKIN'	RICKY SKAGGS (Epic 14-02499)	—	1
<b>75</b> TEXAS COWBOY NIGHT	MEL TILLIS & NANCY SINATRA (Elektra E 47157)	26	10
<b>76</b> YOU WERE THERE	FREDDIE HART (Sunbird SBR 7565)	91	2
<b>77</b> SHE'S GOIN' HOME ALONE	GAIL ZEILER (Equa S.P. 660)	80	4
<b>78</b> SLOW HAND	DEL REEVES (Koala KOS-336)	83	3
<b>79</b> TRY ME	RANDY BARLOW (Paid PD 144)	—	1
<b>80</b> CHICKEN TRUCK	JOHN ANDERSON (Warner Bros. WBS 49772)	82	4
<b>81</b> CATHY'S CLOWN	TRICIA JOHNS (Elektra E-47172)	81	6
<b>82</b> ONE SIDE OF THE STORY	ED WALTERS (Stargem SG 2110)	85	2
<b>83</b> THE CLOSER YOU GET	DON KING (Epic 14-02468)	—	1
<b>84</b> CINDERELLA	TERRY GREGORY (Handshake WS9 02442)	89	3
<b>85</b> PUT IN A QUARTER	DAVID HEAVENER (Brent DH-1018)	86	2
<b>86</b> IRENE	ERNIE ASHWORTH (O'Brien OB 327)	88	2
<b>87</b> RAINBOW STEW	MERLE HAGGARD (MCA 51120)	36	5
<b>88</b> ONCE YOU WERE MINE	DOTTIE WEST (RCA PB-12284)	92	2
<b>89</b> DREAMS CAN COME IN HANDY	CINDY HURT (Churchill CR 7777)	94	2
<b>90</b> A PRETTY DIAMOND RING	JOEY MARTIN (Soaring SR-1001)	90	3
<b>91</b> MOCCASIN MAN	DAVE KIRBY (Dimension DS-1022)	—	1
<b>92</b> COWBOY	LARRY DALTON & THE DALTON GANG (Soundwaves NSD/SW4645)	93	2
<b>93</b> SHE'S LIVIN' IT UP (AND I'M DRINKIN' 'EM DOWN)	ALLEN FRIZZELL (Sound Factory S.F. 447)	96	2
<b>94</b> I'M LEAVIN' ABILENE TONIGHT	DEDE UPCHURCH (Little Giant LG 050)	—	1
<b>95</b> LADY LET ME BE YOUR COWBOY	RON GILLIAM (Loadstone 811)	95	2
<b>96</b> THE PARTNER NOBODY CHOSE	GUY CLARK (Warner Bros. WBS-49740)	40	11
<b>97</b> I STILL BELIEVE IN WALTZES	CONWAY TWITTY & LORETTA LYNN (MCA 51114)	52	16
<b>98</b> SAD TIME OF THE NIGHT	ROD POWELL (Comstock NSD/COM 1660)	60	8
<b>99</b> ANTIOCH CHURCH HOUSE CHOIR	SWEETWATER (Faucet F.R. 1592)	61	7
<b>100</b> LONESTAR COWBOY	DONNA FARGO (Warner Bros. WBS 49757)	63	7

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Pretty Diamond Ring (Tree — BMI)	90	I'll Drink To That (Window — BMI)	71	My Baby Thinks (Asleep at the Wheel — BMI)	39	Step By Step (Briarpatch/Debdave — BMI)	9
A Texas State Of Mind (Peso/Walk — BMI)	61	I'll Need Someone (Hall-Clement — BMI/Bibo c/o Welk — ASCAP)	16	My Beginning Was You (Hindsdale — BMI/Ternar — ASCAP)	65	Take Me As I Am (Acuff-Rose — BMI)	41
All My Rowdy Friends (Bocephus — BMI)	56	(I'm Gonna) Put You (Chappell/Sailmaker/Welbeck /Blue Ouil — ASCAP)	20	Never Been So Loved (Al Gallico/Dusty Roads — BMI/Bibo. c/o Welk Music — ASCAP)	18	Takin' It Easy (Algee — BMI)	12
Antioch Church House (D. Roderick Hoit — SESAC)	99	I'm Gonna Sit (Fred Ahlert/Pencil Mark Co./Rytvoc — ASCAP)	28	Older Women (Tree — BMI)	3	Teach Me To Cheat (Hall-Clement — BMI)	33
Big Like A River (Prime Time/Goldsboro — ASCAP/Mastercraft/House Of Gold — BMI)	50	I'm Into Lovin' You (Oaks — BMI)	23	Once You Were Mine (First Generation — BMI)	88	Texas Cowboy Night (Mel Tillis — BMI/Sabal — ASCAP)	75
Can't Help Falling (Gladys — ASCAP)	53	I'm Leavin' Abilene (Kelly & Lloyd — ASCAP)	94	One Side Of The Story (Newwriters — BMI)	82	The Closer (Chinnichap c/o Careers U.S. and Canada/Down 'N Dixie c/o Irving — BMI)	83
Cathy's Clown (Acuff-Rose — BMI)	81	Irene (BarJac Music — BMI)	86	One-Night Fever (Southern Nights — ASCAP)	52	The House Of The Rising Sun (Velvet Apple — BMI/Darla — ASCAP)	40
Chicken Truck (Al Gallico — BMI)	80	It Don't Hurt Me Half As Bad (Combine Music — BMI)	24	Party Time (Tree — BMI)	6	The Partner (World/Coolwell/Granite — ASCAP)	96
Cinderella (Easy Listening — ASCAP/AI Gallico — BMI)	84	It's All I (United Artists/Chess — ASCAP)	73	Put In A Quarter (I.S.P.D. — ASCAP)	85	The Pleasure's All Mine (Tree — BMI/Cross Keys — ASCAP)	64
Cowboy (Hitkit Music — BMI)	92	It's Now Or Never (House Music — ASCAP)	46	Rainbow Stew (Shade Tree — BMI)	87	(There's) No Gettin' Over Me (Rick Hall — ASCAP)	5
Crying In The Rain (Screen Gems — BMI — BMI)	59	Just Enough Love (House Of Gold/Cross Keys — BMI/ASCAP)	49	Right In The Palm (Hall-Clement c/o Welk — BMI)	15	Tight Fittin' Jeans (Prater — ASCAP)	2
Don't Wait On Me (American Cowboy Music — BMI)	7	Lady Let Me Be (Easy Drifter — BMI)	95	Sad Time Of The Night (White Cat — ASCAP)	98	Today All Over Again (King Coal/Coal Miners — BMI/ASCAP)	14
Down And Out (Pi-Gem — BMI/Golden Opportunity — SESAC)	72	Lefty (Peso/Walk/Blue Lake/Fast Lane — BMI)	68	Scratch My Back (Fame — BMI)	44	Try Me (Frebar Music Co., — BMI)	79
Dreams Can Come In Handy (Ironside — ASCAP)	69	Livin' The Good Life (Sabal — ASCAP)	63	Share Your Love (Duchess/MCA) — BMI)	55	Trying Not To Love You (Shade Tree — BMI)	34
Enough For You (Resaca — BMI)	60	Lonestar Cowboy (Prima-Donna — BMI)	100	She Belongs To Everyone But Me (Atlantic — BMI)	30	We Don't Have To Hold Out (Balmer — CAPAC)	67
Fancy Free (Goldline/Silverline — ASCAP/BMI)	32	Louisiana Loney (Sawgrass Music — BMI)	29	She's Goin' Home Alone (Equa/Gee Zee — ASCAP)	77	What In The World's Come Over You (Unart — BMI)	25
Feedin' The Fire (Algee — BMI)	45	Love Ain't Never (House Of Gold — BMI)	70	She's Livin' It Up (Chablis — BMI)	93	(When You Fall In Love) Everything's A Waltz (Tree/Sugarplum — BMI)	17
Grandma's Song (Vogue — BMI)	36	Love Is Knocking (Vogue/Gary S. Paxton c/o Welk Music — BMI)	69	She's Steppin' Out (Rick Hall — ASCAP)	58	Wish You Were Here (Pi-Gem Music — BMI)	38
Heart On The Mend (Pi-Gem — BMI)	57	Married Women (Hall-Clement c/o Welk — BMI)	57	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	31	Women (Willjex — ASCAP/Concorde — SESAC)	54
He's The Fire (House Of Gold — BMI)	43	Memphis (Arc Music — BMI)	48	Stepin' With The Radio On (Algee — BMI)	26	You Don't Know Me (Rightsong — BMI)	4
Homebody (Stallon — BMI)	66	Midnight Hauler (House Of Gold — BMI)	10	Slow Hand (Warner/Tamberlane/Flying Dutchman — ASCAP/Sweet Harmony — BMI)	78	You (Make Me Wonder Why) (Duchess)	—
Honky Tonk Queen (Barry/Mullet — BMI)	21	Miracles (Dick James — BMI)	1	Sneakin' Around (Hall-Clement c/o Welk Music — BMI)	62	You May See Me Walkin' (Amanda-Lin — ASCAP)	74
Hurricane (Blackwood — BMI/Rich Bin — ASCAP)	13	Miss Emily's Picture (Tree — BMI)	47	Some Days Are Diamonds (Tree — BMI)	8	You Were There (Southern Nights — ASCAP)	76
I Just Need You For Tonight (Hall-Clement — BMI)	11	Moccasin Man (Millstone — ASCAP/Joe Allen — BMI)	—	Sometimes I Cry (Button Willow/Chablis — BMI)	35	You're The Best (Cross Keys — ASCAP/Old Friends — BMI)	22
I Love My Truck (Glentan — BMI)	37						
I Love You (Peel Int'l — BMI)	19						
I Recall A Gypsy Woman (Jack — BMI)	27						
I Still Believe In Waltzes (Southern Nights — ASCAP)	97						

⊕ = Exceptionally heavy radio activity this week

⊕ = Exceptionally heavy sales activity this week

# She Smiles Because She Knows ...



## ... The Hits Are On RCA

**RANDY  
PARTON**

**“Shot  
Full Of Love”** PB 12271

BB 30\* CB 31\*

**DOLLY**

**“The House Of  
The Rising Sun”** PB 1228

BB 42\*\* CB 40\*

**TENNESSEE  
EXPRESS**

**“Big Like  
A River”** PB 12277

BB 41\* CB 50\*



**RCA**

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. HEART ON THE MEND — SYLVIA — RCA — 42 REPORTS
2. SHARE YOUR LOVE WITH ME — KENNY ROGERS — LIBERTY — 41 REPORTS
3. DOWN AND OUT — GEORGE STRAIT — MCA — 28 REPORTS
4. IT'S ALL I CAN DO — ANNE MURRAY — CAPITOL — 25 REPORTS
5. YOU MAY SEE ME WALKIN' — RICKEY SKAGGS — EPIC — 25 Reports
6. FANCY FREE — OAK RIDGE BOYS — MCA — 25 REPORTS
7. TRY ME — RANDY BARLOW — PAID — 21 REPORTS
8. WISH YOU WERE HERE — BARBARA MANDRELL — MCA — 20 REPORTS
9. ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN) — HANK WILLIAMS, JR. — ELEKTRA — 20 REPORTS
10. THE CLOSER YOU GET — DON KING — EPIC — 17 REPORTS

## MOST ACTIVE COUNTRY SINGLES

1. NEVER BEEN SO LOVED (IN ALL MY LIFE) — CHARLEY PRIDE — RCA — 66 REPORTS
2. TEACH ME TO CHEAT — THE KENDALLS — MERCURY — 57 REPORTS
3. SLEEPIN' WITH THE RADIO ON — CHARLY McCLAIN — EPIC — 53 REPORTS
4. I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) — JANIE FRICKE — COLUMBIA — 52 REPORTS
5. (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ — ED BRUCE — MCA — 48 REPORTS
6. I RECALL A GYPSY WOMAN — B.J. THOMAS — MCA — 45 REPORTS
7. I LOVE YOU A THOUSAND WAYS — JOHN ANDERSON — WARNER BROS. — 45 REPORTS
8. STEP BY STEP — EDDIE RABBITT — ELEKTRA — 42 REPORTS
9. GRANDMA'S SONG — GAIL DAVIES — WARNER BROS. — 42 REPORTS
10. HURRICANE — LEON EVERETTE — RCA — 40 REPORTS

## Hicks Acquires Three Southwestern Radio Stations For Four Million Dollars

NASHVILLE — Hicks Communications, Inc. has purchased three southwestern radio stations for \$4.25 million, pending approval by the Federal Communications Committee (FCC), to augment its current ownership of four Texas stations.

Hicks purchased KNOW/Austin and KCSW/San Marcos/Austin from Pioneer Broadcasting Inc. for \$3 million and KMMM-FM/Muskogee, Okla. from the K Triple M Corp. for \$1.25 million. Hicks currently owns and operates KIX-106/Dallas, KLVI/Beaumont, KYKR-FM/Port Arthur and KJAR/Laredo.

Said Steve Hicks, the firm's president, "The Austin metropolitan area is a vibrant, growing radio market, and we are excited about our purchase of the KNOW/KCSW combination. We feel these two stations are an important addition to our broadcast group." Concerning KMMM, he added, "We're very excited about making our first out-of-state radio purchase. The Muskogee/Tulsa area is one we've wanted to expand into for some time."

He expects to begin operating the two Austin stations by January 1982 and hopes to have KMMM by mid-1982. Hicks has also applied to the FCC for permission to move the Muskogee station's tower location and increase its power, tripling its current

coverage of the Muskogee/Tulsa market area.

All three stations currently feature adult/contemporary formats.

## Moors Named VP/GM At WHN

NASHVILLE — Martin Rubenstein, president and chief executive officer of the Mutual Broadcasting System, has announced the appointment of Brian Moors as vice president and general manager of WHN/New York.

Said Rubenstein, "Brian has been an efficient station manager and an effective leader at WHN for the past year, and I'm pleased to welcome him to the ranks of senior management. We have great expectations for WHN, and we are confident in Brian's ability to meet them."

The move comes following the formation of a partnership by Ed Salamon, the station's program director; Nick Verbitsky, senior vice president, stations and operations, Mutual Broadcasting; Frank Murphy, vice president, station relations, Mutual Broadcasting; and Dick Clark (Cash Box, Sept. 5). Their firm, United Stations, will distribute a country format via satellite to client stations across the country.

## THE COUNTRY MIKE

**APPOINTMENTS AT WUBE** — Vice president and general manager of WUBE AM/FM/Cincinnati, Bob Englsh, has announced three new appointments and a change in line up at the Cincinnati country stations. Paul O'Brien, formerly program director for both the AM and FM, has been elevated to the position of operations director. O'Brien has been with WUBE since 1972 and has programmed the station since June 1979. Former music director of the AM and FM stations, Duke Hamilton, has taken on the duties as program director of WUBE/FM. Hamilton is a four-year veteran at the sister stations. WUBE/AM air personality Mike McCoy will become program director of that station. McCoy has been with WUBE/AM for a year-and-a-half and will carry the AM station into its new "Music of Your Life" format, classic pop hits from the '40s, '50s, '60s and '70s, beginning Sept. 5. O'Brien



Rob Ryan

also announced the following air shift changes: Roy Wakely (Judge Roy) will move from the midnight to 6 a.m. shift to middays on the FM channel. Former FM midday personality, Dave Williams, will take over the morning drives on the AM band. Dick Van Hoene, formerly 6-10 p.m. jock on the AM will switch to the midnight to 6 a.m. slot on WUBE/FM. Lineup changes will become effective Sept. 7. **PERSONALITY PROFILE:** During his junior and senior years of high school, Rob Ryan got his first taste of the broadcasting industry working with WBPE, an educational station in his hometown of Elkhart, Ind. Upon graduation, Ryan left Elkhart for a series of short stints with country radio stations throughout Indiana and Tennessee. The first step was in 1973 in Greencastle, Ind. with multi-formatted WXTA. He came the 6 p.m. to midnight shift with WCBK/Martinsville, Ind., followed by a five-year stay with his first country-formatted station, WOFM/Greenville, Tenn. There he handled the 4-9 p.m. shift, plus the sports direction and music and programming duties. In January 1980 Ryan became news director of WDXI/Jackson, Tenn., then moved across town to WKI and led the new country station to a #1 share in the market in the first Arbitron book. Following a short stint with A/C-formatted WJHR/Jackson, Tenn. as an air personality and production director, Ryan was hired as music director for K95-FM/Tulsa when it began country format July 4, 1981. In addition to handling the music, Ryan is on the air from 1-5 p.m. in the afternoons.

**JAMBOREE U.S.A. PRODUCES 'COUNTRY SUPER STARS CONCERT'** — Columbia Pictures Communications' country music branch, Jamboree U.S.A., is scheduled to present a country music spectacular at the Cotton Bowl in Dallas Oct. 3. The show will be coordinated with the season football home opener between North Texas State and Oklahoma State University. Jamboree U.S.A. continues their tradition of gathering some of the top names in country music with this production, which includes T.G. Sheppard, Billie Jean Spears, Carl Perkins, Kitty Wells, Johnny and Bobby Wright and the Rowe Brothers. Dallas country radio giant WBAP will serve as the broadcast sponsor, with BAP air personality Don Day emceeding the event.

**KWG JOINS NBC RADIO** — Meredith K. Woodyard, director, affiliate relations, NBC Radio Network, has announced the affiliation of country-formatted KWG/Stockton, Calif. KWG will carry the network's hourly newscasts and feature programming. Len Smith is general manager of the station; Mark Hunter, program director; and Dick Kooyman handles the news direction.

**KTOM HOSTS ALABAMA** — Monday, Aug. 21, RCA's Alabama headlined the Monterey County Fair in a show sponsored by KTOM/Salinas, Calif. and emceed by KTOM music director Marc Hahn. Following its performance, the band followed Hahn to the Corral Club Seaside, Calif., where it sat in with the Joe Chunn Band, of which Hahn is a member.

**MICHAELS RESIGNS MD, PD POSTS AT WNRS** — Due to commitments with WNRS/Ann Arbor sister station WIQB-FM, Gregg Michaels resigned as music and program director of WNRS, effective Sept. 1. Replacing Michaels was Jay Matthews, who had been assisting with the music and programming chores, as well as handling the morning show.

**WARANTZ JOINS WHN** — Director of creative services for WHN/New York, Pamela Cleeland, has announced the appointment of Sharon B. Warantz to the position of promotion coordinator. Warantz most recently served as publicity director for McGavren Guilfoyle Radio and has held positions with the ABC Radio Network and WPIX-FM and WYNY-FM, both of New York. In addition, Warantz has served as radio coordinator for New York Music Week, is a member of the Advisory Council of the New York Music Task Force, the Broadcasters Promotion Assn., the International Radio and Television Society and the Organization of Country Radio Broadcasters.

country mike

## PROGRAMMERS PICKS

Paula Hooper	WMC/Memphis	She's Steppin' Out — Con Hunley — Warner Bros.
Brady McGraw	WQQT/Savannah	Slow Hand — Del Reeves — Koala
Jim Powell	WYDE/Birmingham	The Closer You Get — Don King — Epic
Stan Davis	WVAM/Altoona	Down And Out — George Strait — MCA
Janet Fort	WSM/Nashville	You May See Me Walkin' — Ricky Skaggs — Epic
Willis Williams	WLAS/Jacksonville	All My Rowdy Friends (Have Settled Down) — Hank Williams, Jr. — Elektra/Curb
John Buchanon	KNIX/Phoenix	Fancy Free — Oak Ridge Boys — MCA
Mike Carta	WILI/St. Louis	My Baby Thinks He's A Train — Rosanne Cash — Columbia
Wiley Carpenter	WWNC/Ashville	Heart On The Mend — Sylvia — RCA
Jay Phillips	WMAQ/Chicago	Crying In The Rain — Tammy Wynette — Epic
Lee Brandell	WHOO/Orlando	Share Your Love With Me — Kenny Rogers — Liberty



**SURPRISE PARTY FOR WMAQ'S TURNER** — Nancy Turner, air personality with WMAQ/Chicago, had quite a surprise party for her birthday, which happened to fall during the National Assn. of Broadcasters Radio Programming Conference in Chicago. With so many disc jockeys in town, it was inevitable that a few of them would show up in WMAQ's studios to help celebrate and act as guest disc jockeys. Pictured during the party, front row are (l-r): Ross Reagan, national PD/Shamrock Broadcasting, WWWW/Detroit; Jerry Adams, PD, KFDI/Wichita; Mike Carta, PD, WIL-AM & FM/St. Louis; Ted Cramer, PD, WMAQ; Turner; Mel Tillis; Toby Kucharski, WMAQ; and Larry Lee, Mel Tillis Band. In the middle row are (l-r): Don Paul, KTTS/Springfield, Mo.; Jay Phillips, MD, WMAQ; Terry Stevens, WMAQ; and Jim Garstang, Tillis band. Pictured in the back row are (l-r): Danny McDuff, PD, KLIF/Dallas; Paul O'Brien, PD, WUBE/Cincinnati; Roger Munday, PD, KBRQ/Denver; and John Speer, PD, KFDI/Wichita.

# COUNTRY

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS



**CALAMITY JANE** (Columbia 18-02503)  
**Send Me Somebody To Love** (2:58) (Combine Music Corp. — BMI) (T. Krekel) (Producer: B. Sherrill)

Country music has a fresh, new sound in Calamity Jane, four of Nashville's top women vocalists rolled into one group. They've pumped a new vitality and appeal into this tune that was used in the *Coast To Coast* soundtrack. A definite add for radio and jukebox.

**CHARLIE McCOY and LANEY SMALLWOOD** (Monument 21001)

**Until The Nights** (3:40) (Impulsive Music/April Music, Inc. — ASCAP) (B. Joel) (Producer: C. McCoy)

If you never thought a Billy Joel-penned tune could be a hit on the country charts, just listen to this new duet. The instrumentation and vocal work are excellent — McCoy and Smallwood sound great together. This cut should perk up any playlist.



### HITS OUT OF THE BOX

**EMMYLOU HARRIS and DON WILLIAMS** (Warner Bros. WBS 49809)  
**I Needed You** (3:31) (United Artists Music Co., Inc./Columbine Music Inc. — ASCAP) (T. Van Zandt) (Producers: B. Ahern, G. Fundis, D. Williams)

**MERLE HAGGARD** (Epic 14-02504)  
**My Favorite Memory** (3:03) (Shade Tree Music Inc. — BMI) (M. Haggard) (Producers: L. Talley, M. Haggard)

### FEATURE PICKS

**STEVE WARINER** (RCA PB-12307)  
**All Roads Lead To You** (3:10) (PI-Gem Music, Inc. — BMI) (K. Fleming/D.W. Morgan) (Producer: T. Collins)

**TOMPALL & THE GLASER BROTHERS** (Elektra E-47193)  
**Just One Time** (2:02) (Acuff-Rose Pub., Inc. — BMI) (D. Gibson) (Producer: J. Bowen)

**JOHNNY CASH** (Columbia 18-02189)  
**The Hard Way** (2:57) (House of Cash, Inc. — BMI) (J.L. Lansdowne) (Producer: B. Sherrill)

**TERRI GIBBS** (MCA MCA-51180)  
**Wanna Be Around** (2:53) (20th Century-Fox Music Corp. — ASCAP) (J. Mercer, S. Vimmerstedt) (Producer: E. Penney)

**ROGER MILLER** (Elektra E-47192)  
**Everyone Gets Crazy Now and Then** (2:50) (Cross Keys Pub. Co., Inc. — ASCAP) (K. Welch) (Producer: B. Killen)

**JERRY REED** (RCA PB-12318)  
**Patches** (3:19) (Gold Forever Inc. — BMI) (R. Dunbar, N. Johnson) (Producer: R. Hall)

**BOBBY HOOD** (Chute CR018)  
**Woman In My Heart** (3:05) (Muscle Shoals Sound Pub. Co. — BMI) (A. Aldridge) (Producer: G. Lamb)

**THRASHER BROTHERS** (MCA MCA-51175)  
**As Long As We Keep Believing** (3:40) (ATV Music Corp./Mann & Weill Songs, Inc./Paulanne Music — BMI) (P. Anka, B. Mann, C. Weill) (Producer: J. Foglesong)

**JUDY BAILEY** (Columbia 18-02505)  
**The Best Bedroom In Town** (2:34) (Screen Gems — EMI Music Inc. — BMI) (C. Craig) (Producer: R. Baker)

**JOHN WESLEY RYLES** (MCA MCA-51174)  
**Kiss and Say Goodbye** (4:12) (Blackwood Music, Inc./Nattahnam Music — BMI) (W. Lovett) (Producer: R. Chancey)

## ALBUM REVIEWS

**OLD LOVES NEVER DIE** — Gene Watson — MCA MCA-5241 — Producers: Russ Reeder and Gene Watson — List: 8.98

It's easy to see why Gene Watson has long been a favorite with country music fans. He and producer Russ Reeder set consistently high standards for each album release, drawing upon the creative talents of some of the best writers in the business. His no nonsense, less is more attitude has yielded yet another top notch collection of tunes, including "Nothing About Her Reminds Me Of You," "Fourteen Carat Mind" and the title track.



**HANDSHAKE AGREEMENT IN NASHVILLE** — The House of Gold Publishing Co. and Handshake Records recently hosted a showcase at the Tennessee Performing Arts Center in Nashville for one of the label's new artists, Van Stephenson, who is also a writer for the House of Gold. Pictured standing following the show are (l-r): Jeff Silbar, co-producer of the album; Stephenson; Ron Alexenburg, president, Handshake; Bob Montgomery, House of Gold; and RCA artist Razy Bailey. Pictured seated are Elektra artist Pam Tillis (l) and Epic artist Don King.

### Bare Embarks On European Tour

NASHVILLE — Following a successful summer tour in the U.S., Bobby Bare will begin a non-stop tour of Europe, where he will be featured in back-to-back personal appearances, four major television shows and a stint with Bob Stewart on Radio Luxembourg.

Scheduled to begin Sept. 2 in Berlin, Bare's 32-date tour will guide him through Norway, Switzerland, England, Scotland, Eire, The Netherlands and back to Germany before heading into a two-week tour of the English theater circuit.

In support of his current "As Is" album, Bare will be the cover story in *Country Music People* and *Country Corner*. He will also appear on television with his own *Bobby Bare Special*, besides appearances on the *Freddy Quinn Show* in Germany and *Carousel* in Switzerland. Bare will also be at the International Television Exhibit, Sept. 4 in Berlin.

### Time-Life Markets 'Country' Series

NASHVILLE — Time-Life Records will begin marketing a 20-album series, entitled "Country Music," in September through supermarkets across the United States. Featuring different artists weekly, the first album is by Charley Pride and lists at \$1.99, with subsequent releases scheduled to carry a \$3.99 tag.

Artists appearing on the first 10 releases include Pride, Waylon Jennings, George Jones, Barbara Mandrell, the Statler Brothers, Elvis Presley, Dolly Parton, Johnny Cash, Marty Robbins and Ronnie Milsap. The last 10 albums will feature Mel Tillis, Lynn Anderson, Jim Reeves, Buck Owens, Charley Rich, Tammy Wynette, Chet Atkins, Hank Williams, Bob Wills and Eddy Arnold.

Each album, a compilation of previously released material, will include liner notes written by country historian Charles K. Wolfe.

## SOUND VIEWS

(continued from page 24)

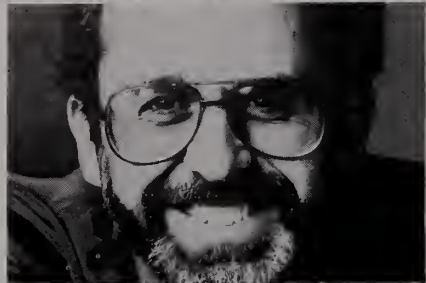
Flattery recently shot the hot **Greg Kihn Band** for Beserkley at the Country Club in Reseda, Calif. during a live concert performance. Father north, in Santa Barbara, the production group filmed what **Paul Flattery** called a "video postcard" on **Sire's Pretenders**, which included a mixture of performance footage and documentary of the band's road life in the U.S. In other Gowers, Fields and Flattery news, the firm recently moved offices in L.A. to 706 N. LaCienega, suite C, Los Angeles, Calif. 90069. The telephone number remains 652-3780. Kramer/Rocklen Studios has also been busy in Santa Barbara recently, shooting the **Doobie Brothers** in concert at the University of California there. Seven cameras and five one-inch video tape recorders were used for the shoot, which was also recorded by The Record Plant's mobile truck. **Gary Rocklen** produced and directed. **Bruce Cohn** of Doobro Mgmt. plans to sell the finished product to cable outlets, as well as market it for home video. Video producer **Brian Grant**, who has been overseeing **Olivia Newton-John's** "Physical" piece, plans to assemble a greatest hits package of **Queen** video, as well as three new pieces, for a set to be entitled *Queen's Greatest Flicks*. According to published reports, it will be released simultaneously with a planned Elektra album of greatest hits. Columbia superstar **Billy Joel** has filmed a promotional clip for his new LP, "Song In The Attic," that is said to be patterned in style after old 1940s newsreel documentary footage. Shot on 16mm film, the clip includes the tracks "Los Angeles," "Everybody Loves You Now," "You're My Home" and "Say Goodbye To Hollywood," the first single from the LP. A&M recording group **Nazareth** recently completed a one-hour program combining performance, interviews and on-the-road footage, including a concert shot at Houston's Sam Houston Coliseum.

michael glynn

# JAZZ

## ON JAZZ

**AUTUMN WINDS** — With summer fading fast, fall release schedules are about to move into high gear. First releases include "Sign of the Times" by **Bob James** on Columbia/Tappan Zee and "Wanderlust" by **Mike Malmer** on Warner Bros. Both LPs feature guitarist **Steve Khan**, with vibraphonist **Malnieri** also receiving support from **Michael Brecker**, **Warren Bernhardt** and **Don Grolnick** for his Warner debut... Keyboardist **Rahner Bruninghaus**, best known for his work with bassist **Eberhard Weber**, kicks off ECM's fall schedule with "Freigewicht Set Free By The Wind," featuring flugelhornist **Kenny Wheeler**. Also forthcoming from ECM are "Dolmen Music" by vocalist **Meredith Monk** (and it's a strange one, folks); "Eventyr" by label mainstay **Jan Garbarek**; a 55-minute single LP concert recording by **Old and New Dreams** entitled "Playing;" "To Be Continued," the second



trio album by **Terje Rypdal**, **Miroslav Vitous** and **Jack DeJohnette**; and "Dawn Dance," the debut LP by South African guitarist **Steve Ellovson**. Also coming in November are as yet untitled albums by saxophonist **John Surman** and a double-pocket set from **Egberto Gismonte**. Warner releases include the debut of trumpeter **James Knapp's** Seattle-based **First Avenue**, a free improvisation trio with cello and saxophone; **Joao Gilberto's** "Summit Meeting" with **Gilberto Gil** and **Maria Gaetano**; **John McLaughlin's** "Below Horizonte;" **David Grlsman's** "Mondo Mando" featuring **Tony Rice**, and a late-October "George Benson Collection," a two-record set with booklet tracing the guitarist's recordings from his A&M days through the present and including three new recordings... Columbia

Special Products will add two titles to the Commodore re-issue series: "New Orleans Style Old And New" by **Sidney Bechet** and **Bob Wilbur** and "The Biggest Little Band of the '40s" by **Eddie Haywood**. Also slated for October release by CBS are four double-set compendiums from the Okeh catalog, focusing respectively on jazz, blues, R&B and soul... Aside from the new releases by **McCoy Tyner** and **Blood Ulmer** that we've told you about, watch for a new **Weather Report** in October on Columbia... Everybody's waiting to see what Elektra/Asylum will be unveiling now that **Bruce Lundvall** has set up shop over there. Nothing's confirmed yet, but we hear that producer **Michael Cuscuna** is huddling with **Freddie Hubbard** and **Woody Shaw** on a collaborative project... Fantasy's midline re-issues continue this month with four on Prestige: **Lee Morgan's** "Take Twelve" featuring **Clifford Jordan**, **Barry Harris**, **Bob Cranshaw** and **Louis Hayes**; "Resurgence" by **Dexter Gordon**; "Alto Madness" by **Jackie McLean** and **John Jenkins**; and "Opening Blues" by **Benny Carter** with **Ben Webster** and **Barney Bigard**. Stax re-issues will include **Albert King's** "I'll Play the Blues for You" and **Little Milton's** "Walking the Back Streets." Fantasy once again brings us "Sixteen Original Big Hits" by **B.B. King**. After several American licensing deals, the Dutch Timeless label has opened its own office in New York at 611 Broadway. Their U.S. rep is **Jo Anne Jimenez**, and their distributor is **Rounder**. Carrying a list price of \$9.98, the label's new releases are "Earth Beams" by the **George Adams/Don Pullen Quartet** featuring **Dannie Richmond** and **Cameron Brown**, "Inside the Plain of the Elliptic" by bassist **Clint Houston**, featuring **Joanne Brackeen**, **Ryo Kawasaki** and **Rubens Bassini**; "Secret Love" by the **Tete Montollu Trio** featuring **Sam Jones** and **Billy Higgins**; "Doin' It Again" by the **David Liebman Quintet**; "Eastern Rebellion Three" by **Cedar Walton**, **Curtis Fuller**, **Bob Berg**, **Sam Jones** and **Billy Higgins**; and "Amsterdam After Dark" by our main man **George Coleman**... Hannibal Records has pacted with **Hal Willner's** Deep Creek Prod. and will release the company's first recording, "Amarcord: Nino Rota" in early October. The LP features interpretations of Rota's compositions for **Federico Fellini** films performed by **David Amram**, **Jaki Byard**, **Muhai Richard Abrams**, **Carla Bley**, **Steve Lacy**, **George Adams** and others. Although we've been unable to get confirmation, some of those others sound distinctly like **Chris Stein** and **Debbie Harry**. Hannibal is also set to re-release New Orleans pianist **James Booker's** classic and long-impossible-to-obtain "Junko Partner" album, and we hear that **Rounder** has also obtained American rights to a live European recording by **Booker**... Washington, D.C.-based **JazzAmerica Marketing** has its second batch of releases ready. "Tanuki's Night Out" by the **Toshiko Aklyoshi/Lew Tabackin Big Band** marks a first for that unit, with all compositions penned by reedman **Tabackin**. The group has also signed a long-term, world-wide contract (excluding Japan) with the label. Also set is organist **Jimmy McGriff's** follow-up to his surprisingly popular "City Lights" LP. The new one, entitled "Movin' Upside the Blues," features trumpeter **Bill Hardman** and the much-touted but previously unrecorded alto saxophonists **Arnold Sterling**. Both albums, audiophile pressings with \$8.98 lists, are available from indie distributors around the country. Incidentally, the label has also moved into new waters by becoming the exclusive booker and promoter of the new **Ibex Club** in D.C. The club opens Sept. 17 with **Pharoah Sanders**, and upcoming artists include **Johnny Griffin**, **Roy Haynes** and the **Nat Adderly Quintet** featuring **Sonny Fortune**. Inquiries about the club can be made through **JazzAmerican Marketing** at (202) 638-3355.

**LABOR OF LOVE** — The Labor Day weekend in L.A. was highlighted jazz-wise by the third annual Laguna Beach "Friends Of Jazz" Festival. The ever-improving event this year featured stellar performances by **Kenny Rankin**, **The Jeff Lorber Fusion**, **Joe Pass**, **Richie Cole** and **Mel Torme**. Another special feature was Latin Night, which was highlighted by performances by **Willie Bobo**, **Tito Puente**, **Flora Purim & Airtio** and **Cal Tjader**.

**YOU CALL THAT CONSERVATIVE?** — Despite a recent feature article in a New York newspaper that relied heavily on quotes from Public Theater producer **Nancy Weiss** in order to suggest that jazz bookers around New York are becoming increasingly conservative, the Theater will be kicking off its fall series next weekend with a reunion concert by the **Revolutionary Ensemble**. Subsequent programs will feature such other conservative shows as a drum interaction quartet of **Sunny Murray**, **Steve McCall**, **Dennis Charles** and **Ed Blackwell**; **The George Adams Quintet**; **The Anthony Davis Ensemble**; and an African life band from Ghana. Weiss reports that many other goodies are still in the planning stage, and we'll keep you posted as things are firmed up.

fred goodman

## TOP 40 ALBUMS

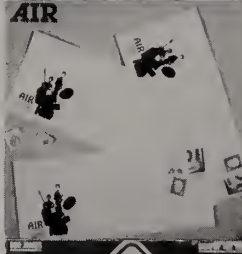
	Weeks On Chart		Weeks On Chart
	9/5		9/5
1	1	22	24
THE MAN WITH THE HORN	8	BLUE TATTOO	3
MILES DAVIS		PASSPORT (Atlantic SD 19304)	
(Columbia FC 36790)		23	23
2	3	THREE QUARTETS	8
BREAKIN' AWAY	4	CHICK COREA	
AL JARRAUE (Warner Bros. BSK 3576)		(Warner Bros. BSK 3552)	
3	2	24	—
THE CLARKE/DUKE PROJECT	20	SIGN OF THE TIMES	
STANLEY CLARKE/GEORGE DUKE		BOB JAMES	
(Epic FE 36918)		(Tappan Zee/CBS FC 37495)	
4	5	25	26
"RIT"	19	SHÖGUN	4
LEE RITENOUR (Elektra 6E-331)		JOHN KAIZAN KNEPTUNE	
5	4	(Inner City IC 6078)	
AS FALLS WICHITA, SO FALLS WICHITA FALLS	13	26	22
PAT METHENY & LYLE MAYS		TARANTELLA	17
(ECM-1-1190)		CHUCK MANGIONE	
6	6	(A&M SP-6513)	
VOYEUR	22	27	25
DAVID SANBORN		GALAXIAN	21
(Warner Bros. BSK 3546)		JEFF LORBER FUSION	
7	7	(Arista AL 9545)	
APPLE JUICE	10	28	28
TOM SCOTT (Columbia FC 37419)		SECRET COMBINATION	16
8	19	RANDY CRAWFORD	
FREETIME	2	(Warner Bros. BSK 3451)	
SPYRO GYRA (MCA 5238)		29	27
9	9	THREE PIECE SUITE	14
THE DUDE	23	RAMSEY LEWIS	
QUINCY JONES (A&M SP 3721)		(Columbia FC 37153)	
10	8	30	31
HUSH	14	YELLOWJACKETS	8
JOHN KLEMMER (Elektra 5E-527)		(Warner Bros. BSK 3573)	
11	10	31	29
FRIDAY NIGHT IN SAN FRANCISCO	15	INVOCATIONS/THE MOTH AND THE FLAME	5
JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152)		KEITH JARRETT (ECM D-1201)	
12	11	32	33
MY ROAD OUR ROAD	6	MISTRAL	2
LEE OSKAR (Elektra 5E-526)		FREDDIE HUBBARD	
13	13	(Liberty LT-1110)	
LIVE IN JAPAN	7	33	—
DAVE GRUSIN and THE GRP ALL-STARS (GRP/Arista 5506)		BLYTHE SPIRIT	
14	14	ARTHUR BLYTHE	
WORD OF MOUTH	9	(Columbia FC 37427)	
JACO PASTORIUS		34	30
(Warner Bros. BSK 3535)		LIVE	15
15	15	STEPHANIE GRAPPELLI/DAVID GRISMAN	
MAGIC MAN	4	(Warner Bros. BSK 3550)	
HERB ALPERT (A&M SP-3728)		35	36
16	20	PAQUITO BLOWIN'	2
FUSE 1	5	PAQUITO DRIVERA	
VARIOUS ARTISTS (CTI 9003)		(Columbia FC 37374)	
17	12	36	34
WINELIGHT	44	MOUNTAIN DANCE	28
GROVER WASHINGTON, JR. (Elektra 6E-305)		DAVE GRUSIN (GRP/Arista 5010)	
18	17	37	32
CENTER OF THE WORLD	6	EXPRESSIONS OF LIFE	19
ROY AYERS		THE HEATH BROTHERS	
(Polydor/PolyGram PD1-6327)		(Columbia FC 37126)	
19	16	38	35
PIED PIPER	7	'NARD	29
DAVE VALENTIN (GRP/Arista 5505)		BERNARD WRIGHT	
20	21	(GRP/Arista 5011)	
CLEAN SWEEP	5	39	38
BOBBY BROOM (GRP/Arista 5504)		LOVE LIGHT	19
21	18	YUTAKA (A&M AAA-10004)	
MECCA FOR MODERNS	6	40	39
MANHATTAN TRANSFER		RAIN FOREST	15
(Atlantic SD 16036)		JAY HOGGARD	
		(Contemporary 140007)	

## JAZZ ALBUM PICKS



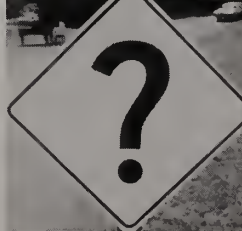
**EARTH BEAMS** — George Adams/Don Pullen Quartet — Timeless SJP 147 — Producers: George Adams and Don Pullen — List: 9.98

This is a real powerhouse unit. Pullen, an explorative pianist of the first rank, and Adams, a burn 'em up saxophonist of awesome power, would make a deadly enough team by themselves; but teamed as they are here with Mingus drummer Dannie Richmond and bassist Cameron Browne, they really set about to rattle a few windows and knock down some doors. The title track should drop you where you stand, but there's plenty of punch in the rest of the LP, just in case it doesn't finish you off.



**AIR MAIL** — Air — Black Saint BSR 0049 — Producers: Air Prod. and Giovanni Bonandrini — List: 11.98

A magnificent album. The bass/drum/reed trio of Hopkins, McCall and Threadgill have flowered into one of the most inventive, sensitive bands working in music today. With each contributing a composition, the album maintains an a esting cohesion — unified and exciting in its execution, breathtaking in its vitality. This record ain't cheap, but it's a must.



**SIGN OF THE TIMES** — Bob James — Columbia/Tappan Zee FC 37495 — Producer: Bob James — Bar Coded

All of the usual James flourishes are here — slick funk underpinnings, smooth vocal overdubs and catchy little melodic phrases. A formidable cast of sidemen is also on hand, including Grover Washington, Steve Khan, Major Holley, Marcus Miller, Jay Beckenstein, Patti Austin and Ralph MacDonald. Sure to please confirmed James fans and garner some strong fusion and black contemporary airplay.



## TOP 75 ALBUMS

	Weeks On Chart	9/5		Weeks On Chart	9/5
<b>1 STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	1	21	<b>38 THE ELECTRIC SPANKING OF WAR BABIES</b> FUNKADELIC (Warner Bros. BSK 3482)	40	4
<b>2 IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	2	14	<b>39 NIGHT CLUBBING</b> GRACE JONES (Island/Warner Bros. ILPS 9624)	33	17
<b>3 DIMPLES</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	3	9	<b>40 VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	35	27
<b>4 ENDLESS LOVE</b> ORIGINAL SOUNDTRACK (Mercury/PolyGram SHM-1-2001)	7	6	<b>41 JUST A LIL' BIT COUNTRY</b> MILLIE JACKSON (Spring/PolyGram SP-1-6732)	37	5
<b>5 IN THE POCKET</b> COMMODORES (Motown M8-955M1)	4	10	<b>42 A WOMAN NEEDS LOVE</b> HAY PARKER, JR. & RAYDIO (Arista AL 9543)	41	22
<b>6 CARL CARLTON</b> (20th Century-Fox/RCA T-628)	6	8	<b>43 THE STRIKERS</b> (Prelude PRL 14100)	43	7
<b>7 I'M IN LOVE</b> EVELYN KING (RCA AFL1-3062)	5	9	<b>44 SECRET COMBINATION</b> RANDY CRAWFORD (Warner Bros. BSK 3541)	34	16
<b>8 LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9	12	<b>45 NIGHTS (FEEL LIKE GETTING DOWN)</b> BILLY OCEAN (Epic FE 37406)	39	10
<b>9 JUST BE MY LADY</b> LARRY GRAHAM (Warner Bros. BSK 3554)	10	6	<b>46 CLASS</b> THE REDDINGS (Believe In A Dream/CBS FZ 37175)	44	8
<b>10 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	14	4	<b>47 WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	38	20
<b>11 BLACK &amp; WHITE</b> POINTER SISTERS (Planet/Elektra P-18)	11	11	<b>48 HAPPY LOVE</b> NATALIE COLE (Capitol ST-12165)	—	1
<b>12 WITH YOU</b> STACY LATTISAW (Cotillion/Atlantic SD 16049)	8	10	<b>49 CENTER OF THE WORLD</b> ROY AYERS (Polydor/PolyGram PD-1-6327)	52	5
<b>13 CHILDREN OF TOMORROW</b> FRANKIE SMITH (WMOT FW 37391)	12	8	<b>50 EBONEE WEBB</b> (Capitol ST-12148)	59	3
<b>14 THE BROOKLYN, BRONX &amp; QUEENS BAND</b> (Capitol ST-12155)	20	6	<b>51 LET THE MUSIC PLAY</b> THE DAZZ BAND (Motown M8-957M1)	51	15
<b>15 THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 36790)	16	7	<b>52 BEING WITH YOU</b> SMOKEY ROBINSON (Tamla/Motown T8-375M1)	46	28
<b>16 CAN'T WE FALL IN LOVE AGAIN</b> PHYLLIS HYMAN (Arista AL 9544)	13	9	<b>53 MIRACLES</b> CHANGE (Atlantic SD 19301)	42	22
<b>17 MY MELODY</b> DENIECE WILLIAMS (ARC/Columbia FC 37048)	18	24	<b>54 SLINGSHOT</b> MICHAEL HENDERSON (Buddah/Arista BDS 6002)	—	1
<b>18 WINNERS</b> THE BROTHERS JOHNSON (A&M SP-3724)	19	9	<b>55 WANTED DREAD AND ALIVE</b> PETER TOSH (Rolling Stones/EMI America SO-17055)	53	10
<b>19 IN THE NIGHT</b> CHERYL LYNN (Columbia FC 37034)	15	10	<b>56 BILLY PRESTON &amp; SYREETA</b> (Motown M8-958M1)	56	5
<b>20 LOVE ALL THE HURT AWAY</b> ARETHA FRANKLIN (Arista AL 9552)	24	3	<b>57 CLOSER THAN CLOSE</b> THE STYLISTICS (TSOP/CBS FZ 37458)	—	1
<b>21 WALL TO WALL</b> RENE & ANGELA (Capitol ST-12161)	23	7	<b>58 MY SPECIAL LOVE</b> LaTOYA JACKSON (Polydor/PolyGram PD-1-6328)	62	2
<b>22 BLACK TIE</b> THE MANHATTANS (Columbia FC 37156)	17	6	<b>59 "RIT"</b> LEE RITENOUR (Elektra 6E-331)	58	16
<b>23 TOO</b> THE S.O.S. BAND (Tabu/CBS FZ 37449)	30	4	<b>60 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	55	44
<b>24 THE TEMPTATIONS</b> (Gordy/Motown G8-1006M1)	27	3	<b>61 SEND YOUR LOVE</b> AURRA (Salsoul/RCA SA 8538)	61	17
<b>25 THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	22	20	<b>62 I BELIEVE IN LOVE</b> ROCKIE ROBBINS (A&M SP-4869)	—	1
<b>26 STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	25	18	<b>63 BUSTIN' LOOSE</b> ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	57	11
<b>27 THE DUDE</b> QUINCY JONES (A&M SP-3721)	26	24	<b>64 UNLIMITED TOUCH</b> (Prelude PRL 12184)	49	13
<b>28 KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	21	15	<b>65 ALICIA</b> ALICIA MEYERS (MCA-5181)	54	21
<b>29 THE TIME</b> (Warner Bros. BSK 3598)	48	3	<b>66 GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM 1-4003)	63	38
<b>30 CAMERON'S IN LOVE</b> RAFAEL CAMERON (Salsoul/RCA SA-8542)	29	9	<b>67 TASTY JAM</b> FATBACK (Spring/PolyGram SP-1-6731)	60	15
<b>31 SWEET AND WONDERFUL</b> JEAN CARN (TSOP/CBS FZ 36775)	31	6	<b>68 IT'S WINNING TIME</b> KLIQUE (MCA-5198)	67	13
<b>32 TONIGHT</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	50	2	<b>69 DEUCE</b> KURTIS BLOW (Mercury/PolyGram SRM-1-14020)	64	8
<b>33 RADIANT</b> ATLANTIC STARR (A&M SP-4833)	32	28	<b>70 HOTI LIVE AND OTHERWISE</b> DIONNE WARWICK (Arista A2L 8605)	69	13
<b>34 SUMMER HEAT</b> BRICK (Bang/CBS FZ 37471)	45	2	<b>71 CALL IT WHAT YOU WANT</b> BILL SUMMERS and SUMMERS HEAT (MCA-5176)	65	26
<b>35 MAGIC MAN</b> HERB ALPERT (A&M SP-3728)	36	5	<b>72 LOVE IS... ONE WAY</b> ONE WAY (MCA-5163)	70	29
<b>36 THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	28	35	<b>73 VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3548)	73	20
<b>37 TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	47	2	<b>74 TOO HOT TO SLEEP</b> SYLVESTER (Fantasy F-9607)	72	14
			<b>75 GOING FOR THE GLOW</b> DONNA WASHINGTON (Capitol ST-12147)	71	16



**THE SPIRIT'S IN THEM** — CBS Associated Labels' Philadelphia International Records (PIR) recently previewed singer Patti LaBelle's new album, "The Spirit's In It," with a listening party in New York. Pictured at the party are (l-r): Al DeMarino, vice president, artist development, Epic/Portrait/CBS Associated Labels (E/P/A); Harry Coombs, vice president, PIR; Bob Jamieson, vice president, marketing, creative operations/staff of deputy president, CBS Records Group; LaBelle; T.C. Thompkins, director, national promotion, black music and jazz promotion, E/P/A; Tony Martell, vice president and general manager, CBS Associated Labels; and Walter Yetnikoff, president, CBS Records Group.

## THE RHYTHM SECTION

**DREAMING?** — While obviously in possession of talent and seemingly capable of delivering a creditable performance, RCA's recently signed funk outfit **Dream Machine** sputtered during a showcase for the label's sales, promotion and field staffers. The show was held during RCA's recent national marketing meeting at the Marriott Lincolnshire resort north of Chicago, where Dream Machine opened an evening of performance for the label's currently hot pop artist **Rick Springfield**. Perhaps it was the ailing sound system, or the uneven sound balance or quite possibly a number of contributing factors, but Dream Machine failed to churn out the music with the skill you would expect from a group produced by the reknowned hitmaker **Norman Whitfield**. Though Whitfield has slowed the pace of his hit machine of late, RCA black music division officials highly-billed the Dream Machine project as being in the mold of previous hits Whitfield achieved with several Motown Records artists and the group **Rose Royce**. It is a credit to the group to perform for such a tough audience of record company staffers, but still the failings seemed to come as much from uneven material as the unbalanced sound system. Performed with energy and enthusiasm, the group seemed to try a little too hard in efforts to convey the good-foot vibes to the audience. The RCA staff and guests on hand for the showcase applauded politely after each number and it soon became obvious that there was little enthusiasm shared between audience and group. Even during efforts by Dream Machine members to applaud RCA for its commitment to the group's debut self-titled LP, there seemed to be only perfunctory response from staffers in the audience. During one such plaudit by Dream Machine cog **Taka Boom** (sister of **Chaka Khan**), the attractive female lead vocalist told the audience that she loved RCA and that she wanted to thank "all the important people, and even the non-important people" for their help. This seemed to seal the group's fate during the show as they finished with a rendering of their first single from the LP, "Shakedown." As the band prepared to jam, an audience member cried out, "Yeah, thanks from all the non-important people at RCA." Laughter ensued and members of Dream Machine were visibly affected. While the Dream Machine tunes up its act for road support of the LP's release, they should also tune up their diplomacy. A lot of the "non-important people" in the audience are going to be working their product on the street.

**TALENT HUNT** — The Black Music Assn. (BMA), under the direction of president **LeBaron Taylor**, vice president of divisional affairs for CBS Records, is conducting a different kind of talent search. The BMA is currently looking for candidates for the position of chief operating officer. The person filling that position would assume some of the duties previously conducted by **Glenda Gracla**, executive director of the BMA, who recently announced her resignation from the association to "turn my attention to directions which help me to continue to grow and prosper." The new position will carry the title of executive vice president/executive director and will report directly to Taylor. Among the lengthy list of responsibilities attached to the job, the person filling the position would be in charge of overseeing all daily activity of the BMA on a national basis at the association's headquarters in Philadelphia. The new officer would also be involved in planning and implementation of all BMA programs. Interested parties are asked to send resumes to Taylor at BMA headquarters marked "Confidential." The address is 1500 Locust St., Philadelphia, Penn. 19102.

**EXTENSIONS** — Boardwalk Records' **Richard "Dimples" Fields** is to be the guest speaker at a day-long program titled, "Careers In The Music Industry," which will be sponsored by the UCLA Extension. The program is set for Sept. 19. . . . Another UCLA Extension program is to focus on Latin music and will feature renowned percussionist **Willie Bobo**, who will use live performance, demonstration, lectures and discussions with guest artists during the fall program, titled, "Music Goes Latin: A Seminar with Willie Bobo." The program will run each Tuesday night from Sept. 29-Nov. 17.

**IN SALUTE** — "A Salute To **Dizzy Gillespie**" is planned by the Los Angeles Philharmonic Assn. for Sept. 9 at the Hollywood Bowl. Participating in the salute to the legendary trumpeter will be **Tony Williams**, **Johnny Hartman**, **Toshiko Akiyoshi**, **Willie Bobo**, **Al McKibbon**, **James Moody**, **Luis Peralta**, **Lalo Schiffrin**, **Lew Tabackin** and **Toots Thielman**.

**AIRWAVES** — The Creative Factor produced a two-hour special on ARC/Columbia recording group **Earth, Wind and Fire**, which aired recently on 150 stations in the RKO Radio Network. . . . **Ray Parker, Jr.** recently performed the cut "That Old Song," from his Arista LP "A Woman Needs Love," for a 24-hour telethon taped by Japanese television and aired live via satellite Aug. 22. Other artists joining Parker for the telethon, titled, "It's Love That Saves The Earth," included **Herb Alpert**, the **Brothers Johnson**, **Lelf Garrett**, **The Carpenters** and **Devo**. The telethon was taped at A&M Records in Los Angeles.

**SHORT CUTS** — Producer **Chuck Jackson** recently was named "The Best Producer of the Year" by the Gospel Music Award Assn. The award came for his production of **Aretha Franklin's** Arista LP, "Aretha." . . . **Janet C. Satler** was recently named assistant to J.G. Knapp, president of Musico, Inc.

michael martinez

# CASH BOX TOP 100

September 12, 1981

	Weeks On Chart	9/5
1 ENDLESS LOVE	2	10
2 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)	1	13
3 SQUARE BIZ	3	13
4 SUPER FREAK (PART 1)	6	7
5 JUST BE MY LADY	5	12
6 I'M IN LOVE	4	13
7 SLOW HAND	8	14
8 LADY (YOU BRING ME UP)	7	12
9 SHAKE IT UP TONIGHT	9	16
10 I'LL DO ANYTHING FOR YOU	12	12
11 LOVE ON A TWO WAY STREET	10	15
12 WHEN SHE WAS MY GIRL	19	5
13 WE'RE IN THIS LOVE TOGETHER	15	9
14 SWEAT (TIL YOU GET WET)	17	9
15 I LOVE YOU MORE	13	13
16 ON THE BEAT	20	11
17 CAN'T WE FALL IN LOVE AGAIN	16	11
18 DO IT NOW (PART 1)	18	10
19 SILLY	23	6
20 LOVE ALL THE HURT AWAY	26	4
21 JUST ONE MOMENT AWAY	21	11
22 THIS IS FOR THE LOVER IN YOU	14	13
23 DOUBLE DUTCH BUSH	11	29
24 FUNTOWN U.S.A.	24	12
25 HERE I AM	25	11
26 NEVER TOO MUCH	32	6
27 THAT OLD SONG	22	9
28 GET IT UP	48	4
29 A LITTLE BIT OF JAZZ	31	7
30 WIKKA WRAP	39	7
31 GENERAL HOSPI-TALE	40	6
32 FREEWAY	34	7
33 DO YOU LOVE ME?	37	6
34 STAY THE NIGHT	33	9

	Weeks On Chart	9/5
35 MAGIC MAN	36	7
36 I CAN'T LIVE WITHOUT YOUR LOVE	42	3
37 YOU WERE RIGHT GIRL	35	8
38 STAY AWAKE	43	5
39 LOVE HAS COME AROUND	45	6
40 IT'S YOU	41	9
41 LET'S DANCE (MAKE YOUR BODY MOVE)	49	6
42 MIGHTY FINE	47	6
43 BEFORE I LET GO	57	4
44 I HEARD IT THROUGH THE GRAPEVINE (PART 1)	52	4
45 NIGHT GAMES	55	4
46 SUMMER FUN	46	7
47 IF THAT'LL MAKE YOU HAPPY	56	5
48 AIMING AT YOUR HEART	54	5
49 SHINE YOUR LIGHT	51	10
50 I LIKE IT	60	3
51 JUST ONCE	62	4
52 DON'T STOP THE MUSIC	59	6
53 TURN IT OUT	38	9
54 CLASSY LADY	50	8
55 VERY SPECIAL	27	17
56 EVERYBODY'S BROKE	64	5
57 I JUST WANT TO LOVE YOU	61	5
58 THE REAL THING	28	13
59 SEND FOR ME	29	14
60 JAMMIN' BIG GUITAR	63	5
61 GONNA FIND HER	53	6
62 YOU GOT THE PAPERS (BUT I GOT THE MAN)	70	3
63 SHE GOT THE PAPERS (I GOT THE MAN)	71	3
64 HE'S JUST A RUNAWAY	44	8
65 GIVE IT TO ME BABY	30	25

	Weeks On Chart	9/5
66 KNOCK! KNOCK!	58	7
67 WHO'S BEEN KISSING YOU?	77	4
68 THIS KIND OF LOVIN'	76	2
69 SHE DON'T LET NOBODY (BUT ME)	79	2
70 ANYBODY WANNA DANCE	65	14
71 TIME TO THINK	84	2
72 SECRETS	82	2
73 PULL FANCY DANCER/PULL - PART 2	89	2
74 SNAP SHOT	—	1
75 YOU OUGHT TO BE WITH ME	75	5
76 SATURDAY NIGHT	78	3
77 CLASS (IS WHAT YOU GOT)	80	3
78 KOOL WHIP	86	2
79 INCH BY INCH	81	4
80 BACKFIRED	88	2
81 TURN OUT THE NIGHTLIGHT	66	10
82 WHO'S SAD	85	3
83 HEARTBEAT	67	21
84 DANCIN' FREE	—	1
85 I'VE GOT TO LEARN TO SAY NO!	—	1
86 TAKE MY LOVE	—	1
87 GET ON UP DO IT AGAIN	83	8
88 JUST MY LUCK	—	1
89 WARM WEATHER	—	1
90 ZULU	—	1
91 FUNKY SENSATION	91	2
92 LET'S START II DANCE AGAIN	—	1
93 COME CLOSER	93	3
94 BODY FEVER (LET'S GO PARTY)	92	3
95 COOL LOVE	87	5
96 NIGHT (FEEL LIKE GETTING DOWN)	72	19
97 CUTIE PIE	90	11
98 ARE YOU SINGLE	73	20
99 WE CAN WORK IT OUT	74	10
100 FUNKY BEBOP	69	10

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

A Little Bit (Lynton Muir/Tycho — license pending)	29
Aiming At Your (Assorted (Admin. By Mighty Three) — BMI)	48
Anybody Wanna (Ebonae Webb/Cessess — BMI)	70
Are You Single (Lucky Three/Red Aurra — BMI)	98
Backfired (Chic — BMI)	80
Before I Let Go (Amazement — BMI)	43
Body Fever (Sanyon/Edujon/Fuletab — BMI)	94
Can't We Fall (ATV/Ivers — BMI)	17
Class (Dexotis/Band of Angels — BMI)	77
Classy Lady (Phivin Int'l/Faulkner — ASCAP/BMI)	54
Come Closer (Prismatic — BMI)	93
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP)	95
Cutie Pie (Johusa — ASCAP)	97
Dancin' Free (State Of The Arts/Kodi — ASCAP)	84
Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Interior/Sigidil — BMI)	18
Do You Love Me? (Rodsongs (PRS) Admin. by Rondor (London)/Admin. In the U.S. & Canada by Almo — ASCAP)	33
Don't Stop (Total X — ASCAP)	52
Double Dutch (WIMOT/Frashion/Market — BMI)	23
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	1
Everybody's Broke (Hancock/Polo Grounds — BMI)	56
Freeway (Buil Pen/Wah Watson — BMI)	32
Funky Bebob (Soul Chak/Emergency — BMI)	100
Funky Sensation (Kenix — ASCAP)	91
Funtown U.S.A. (One To One — ASCAP)	24
General Hospi-Tale (Sky's The Limit — SESAC)	31
Get It Up (Tionna-license pending)	28
Get On Up (J.C. Music/Larry Spier — ASCAP)	87
Give It To Me (Jobete & Stone City — ASCAP)	65
Gonna Find Her (Marvin Gardens — ASCAP)	61
Heartbeat (Kenix/Sugar Biscuit — ASCAP)	83
Here I Am (Spectrum VII/Silver Sounds — ASCAP)	25
He's Just A Runaway (Walden/Gretitude — ASCAP/Irving — BMI)	64
I Can't Live (Mighty Three — BMI)	36
I Heard It (Stone Agate — BMI)	44
I Just Want (Clarkee — BMI)	57
I Like It (Better Days/Better Nights — ASCAP)	50
I Love You More (A La Mode/Arista — ASCAP)	15
If That'll Make (Nick-O-Val — ASCAP)	47
I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	10
I'm In Love (Duchess — MCA)	6
Inch By Inch (Trumar/Strikers — BMI)	79
It's You (Modern American/Mike/Rob — ASCAP)	40
I've Got To Learn (On The Boardwalk/Det Richfield Kat/Songs Can Sing — ASCAP)	85
Just Be My Lady (Nineteen Eighty Foe — BMI)	5
Just My Luck (Content — BMI)	88
Just Once (ATV/Mann and Well — BMI)	51
Just One Moment Away (Content — BMI)	21
Knock! Knock! (Jazzy Autumn & Three Go — ASCAP)	66
Kool Whip (Fired-Up — ASCAP)	78
Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	8
Let's Dance (Funky P.O./At Home — ASCAP)	41
Let's Start (April Bohannon — ASCAP)	92
Love All The Hurt (Irving/Lijesrika — BMI)	20
Love Has Come (Blackbyrd — BMI)	39
Love On A Two Way Street (Gembi — BMI)	11
Magic Man (Almo — ASCAP/Irving — BMI)	35
Mighty Fine (Marv Stuart/Jabo — BMI)	42
Never Too Much (Uncle Ronnie's — ASCAP)	26
Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP)	96
Night Games (Cottilion — BMI)	45
On The Beat (Little Mecho — ASCAP)	16
Pieces Of A Dream (Assorted (Admin. by Mighty Three) — BMI)	89
Pull Fancy (Duchess/Perk's — BMI)	73
Rockin' Big Guitar (Lena/Funky Feet — BMI)	60
Saturday Night (Roaring Fork/Blue Sky — BMI)	76
Secrets (Ashtray/Mi-Alma — license pending)	72
Send For Me (Irving/Mercy Kersey — BMI)	59
Shake It Up Tonight (April — ASCAP)	9
She Don't Let (Fekaris — ASCAP/M&M — BMI)	69
She Got (Framingreg/Marc James — BMI)	63
She's A Bad Mama Jama (Jim/Edd — BMI)	2
Shine Your Light (Dahill — BMI)	49
Silly (Rosebud — license pending)	19
Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	7
Snap Shot (Cottilion/Evening Ladies — BMI)	74
Square Biz (Jobete — ASCAP)	3
Stay Awake (Sweetbeat — ASCAP)	38
Stay The Night (Blackwood/Screen Gems — EMI — BMI)	34
Summer Fun (Bilsun/Pure Delite — BMI)	46
Super Freak (Jobete & Stone City — ASCAP)	4
Sweat (WB/Good High — ASCAP)	14
Take My Love (Duchess — BMI)	86
That Old Song (Raydiola — ASCAP)	27
The Real Thing (State Of The Arts/Broyer — ASCAP)	58
This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP)	22
This Kind Of Lovin' (Spectrum VII/Silver Sounds — ASCAP)	68
Time To Think (Rockie/Almo — ASCAP/Kershey — BMI)	71
Turn It Out (Yougoulei — ASCAP)	53
Turn Out The Night Light (Brass Heart — BMI/Werdna Klotlow — ASCAP)	81
Very Special (At Home/Jeffrey — ASCAP)	55
We Can Work It Out (Macien — BMI)	99
We're In This (Blackwood/Magic Cestle — BMI)	13
When She Was My (MCA — ASCAP)	12
Who's Been Kissing (Subiddu B.V./April/Chappells/Roker/ATV-license pending)	67
Who's Sad (Chardax-BMI)	82
Wikka Wrap (Screen Gems/EMI — license pending)	30
You Got The Papers (Old New Orleans — BMI)	62
You Ought To Be (H&H Teem/Green Cayenne & Synthesis — ASCAP)	75
You Were Right Girl (Cherdax — BMI)	37
Zulu (ATV — BMI)	90

**Teddy Pendergrass is coming\***

**Patti LaBelle is coming\***

**The Jones Girls are coming**

**The Stylistics are coming\***

**Leon A. Huff is coming\*†**

**LOOKING FORWARD  
TO THE EIGHTIES**

*Celebrating the renewal of our on-going relationship with CBS Records, now in its eleventh year. Philadelphia International Records, Kenny Gamble and Leon A. Huff announce soon-to-be-released albums by the above artists.*

\*Single releases, July and August 1981:

Teddy Pendergrass: "I Can't Live Without Your Love." ZSS 02462

Patti LaBelle: "Rocking Pneumonia and the Boogie Woogie Flu." ZSS 02309

The Stylistics: "What's Your Name?" ZSS 02195

†LP/ "Closer Than Close" FZ 37458

**"FIFTEEN YEARS OF CHART BUSTIN' RECORDS"**

**Kenneth Gamble**

**Leon A. Huff**

**PHILADELPHIA INTERNATIONAL RECORDS**

**Top** "The Sound Of Philadelphia"

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# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- 1 SNAP SHOT — SLAVE — COTILLION/ATLANTIC**  
WSOK, KSOL, KGFJ, WRBD, WWDM, WAWA, WTLC, WEDR, WGIV, WDAO, WGPR-FM, WVKO
- 2 BEFORE I LET GO — MAZE featuring FRANKIE BEVERLY — CAPITOL**  
WGCI, KSOL, WJMO, V103, WHRK, KGFJ, WAOK
- 3 TAKE MY LOVE — MELBA MOORE — EMI AMERICA**  
WWRL, WVEE, WWDM, WTLC, WEDR, WYLD-FM, WAMO
- 4 I HEARD IT THROUGH THE GRAPEVINE (PART I) — ROGER — WARNER BROS.**  
WVEE, WDIA, WRBD, WOKB, WAMO
- 5 TIME TO THINK — ROCKIE ROBBINS — A&M**  
KATZ, WVEE, KDKO, WAWA, WAOK
- 6 DANCIN' FREE — THE BROTHERS JOHNSON — A&M**  
KDAY, WHNC, WYLD-FM, WJLB, WDAO
- 7 I'VE GOT TO LEARN TO SAY NO! — RICHARD "DIMPLES" FIELDS — BOARDWALK**  
WWIN, WVEE, WHRK, WEDR, WGPR-FM
- 8 JUST MY LUCK — TYRONE DAVIS — COLUMBIA**  
WBMX, WSOK, WAOK, WDAO, WGPR-FM

## MOST ADDED ALBUMS

- 1 TONIGHT! — THE FOUR TOPS — CASABLANCA/POLYGRAM**  
WEDR, WJLB, KDKO, WTLC, WATV, WYLD-FM, WUFO, WGCI, WGPR-FM, WDAO
- 2 SIGN OF THE TIMES — BOB JAMES — TAPPAN ZEE/COLUMBIA**  
KDKO, WWDM, WAOK, WYLD-FM, KATZ, KMJQ
- 3 CLOSER THAN CLOSE — THE STYLISTICS — TSOP/CBS**  
WJLB, KDKO, WWDM, WOKB, WUFO, WGPR-FM

## UP AND COMING

- IT SHOWS IN THE EYES — ASHFORD & SIMPSON — WARNER BROS.**
- SHE BELIEVES IN ME — ROBERT WINTERS & FALL — BUDDAH/ARISTA**
- SHAKEDOWN — DREAM MACHINE — RCA**
- IT'S GONNA TAKE A MIRACLE — TRUTH — DEVAKI/MIRUS**
- ANY OLD SUNDAY — CHAKA KHAN — WARNER BROS.**

## BLACK RADIO HIGHLIGHTS

### WAOK — ATLANTA — LARRY TINSLEY, PD

HOTS: E. King, Commodores, L. Graham, Ebonye Webb, Manhattans, P. Hyman/M. Henderson, Change, T. Marle, N. Pointer, Brick, Time, L. Vandross, N. Straker Band, Al Jarreau, P. Austin, H. Alpert, G. Knight. ADDS: Maze, R. Winters & Fall, T. Davis, R. Robbins, E. Williams, Hot Cuisine. LP ADDS: L. Graham, Roy Ayers, D. Williams, D. Ross/L. Richie, B. James, Q. Jones.

### V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — D. WILLIAMS

HOTS: D. Ross/L. Richie, L. Graham, C. Carlton, E. King, Ebonye Webb, D. Laws, D. Morgan, Evasions, Brick, S. Lattisaw, 4 Tops, L. Vandross, Rene & Angela, Time. ADDS: J. Ross, Maze, R. Fields, M. Moore, Peaches & Herb, The Quick, R. Robbins, Reddings, M. Davis, Mighty Fire, S. Feva. LP ADDS: G. Wright, S. Lattisaw.

### WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: C. Carlton, D. Ross/L. Richie, Ebonye Webb, L. Vandross, N. Straker Band, D. Morgan, West Street Mob. ADDS: B. Womack, T. Life, Richard Dimples Fields, Evelyn King, B. White, D. Warwick, One Way, Atlantic Starr, Hot Cuisine, Freedom, Ozone, Time, D. Kraftwerk, Aura, Love Unlimited Orchestra, W. Jackson, H. Beiafonte. LP ADDS: C. Mayfield, M. Henderson, C. Carter.

### WATV — BIRMINGHAM — STANLEY GRAINGER, MD

HOTS: E. King, R. James, C. Carlton, K. Blow, Afternoon Delights, D. Ross/L. Richie, Commodores, L. Graham, D. Williams, Pointer Sisters, T. Marie, Atlantic Starr, Strikers, Cameo, R. James, C. Lynn, J. Knight, Maze, One Way, V. Mason, Fatback, Klique, P. Hyman/M. Henderson, T. Pendergrass. ADDS: Freedom Express, Wild Sugar, R. Laws, Shalamar. LP ADDS: Cameo, L. Jackson, 4 Tops, R. Ayers, Bros. Johnson, B. Bland, Spyro Gyra.

### WUFO — BUFFALO — DAVE MICHAELS, MD — #1 — D. ROSS/L. RICHIE

HOTS: S. Lattisaw, C. Carlton, L. Graham, Commodores, P. Hyman/M. Henderson, L. Vandross, Midnight Star, The Time, D. Byrd, P. Austin, N. Straker Band, N. Cole, S.O.S. Band, Pointer Sisters, Dynasty, Tavares, Dazz Band. ADDS: Roger, Kraftwerk, D. Harry, Whispers, C. Mayfield, L.J. Reynolds. LP ADDS: B. Womack, H. Hancock, B. Preston/Syreeta. LP ADDS: Sheree Brown, L. Vandross, M. Henderson, Black Uhuru, 4 Tops.

### WGIV — CHARLOTTE — JOAN GRAHAM, PD

HOTS: Brick, 4 Tops, Afternoon Delights, D. Ross/L. Richie, B.B.&Q. Band, Roger, G. Knight, L. Vandross, T.T.F., Evasions, D. Morgan, Raydio, Al Jarreau, S. Mills, Pointer Sisters, Tavares, S. Wonder. ADDS: Afterbach, Q. Jones, C. Mayfield, Shock, S. Robinson, R. Winters & Fall, Time, All Points Bulletin, Slave, K. Diamond. LP ADDS: Tavares, Ebonye Webb, C. Carter, M. Henderson.

### WGCI — CHICAGO — STEVE HARRIS, PD

HOTS: C. Carlton, D. Ross/L. Richie, L. Vandross, Roger, E. King, R. James, Afternoon Delights, Pointer Sisters, Time, 4 Tops. ADDS: Maze, P. Austin, One Way, C. Mayfield, Love Unlimited Orchestra. LP ADDS: C. Carlton, 4 Tops, Stylistics, Millie Jackson, Lonnie Youngblood.

### WBMX — CHICAGO — PAM WELLES, MD

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

### WCIN — CINCINNATI — MIKE ROBERTS, MD

HOTS: C. Carlton, Brick, T. Marie, Rene & Angela, Raydio, Shalamar, D. Ross/L. Richie, B.B.&Q. Band, P. Hyman/M. Henderson, Manhattans, Commodores, Atlantic Starr, R. James. ADDS: H. Hancock, Cameo, T.T.F., S.O.S. Band, Aura.

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

HOTS: D. Morgan, C. Carlton, E. King, Rene & Angela, P. Hyman/M. Henderson, Shalamar, Vin Zee, Tavares, 4 Tops, N. Straker Band, Al Jarreau, Dazz Band, T. Marie. ADDS: L.J. Reynolds, R. James, Truth, R. Laws, Maze, Dynasty, G. Knight.

### KDKO — DENVER — BYRON PITTS, PD — #1 — R. FIELDS

HOTS: T. Marie, E. King, D. Morgan, Pointer Sisters, F. Joli, D. Harry, Raydio, Rene & Angela, N. Cole. ADDS: C. Khan, R. Robbins, Atlantic Starr, Heatwave, B. Ocean, Bohannon & Dr. Perry Johnson, Suzi Q. LP ADDS: M. Davis, 4 Tops, Brick, G. Knight, F. Hubbard, L. Jackson, B. James, Stylistics, C. Mayfield, Peaches & Herb, Al Jarreau.

### WGPR-FM — DETROIT — GEORGE WHITE, PD — #1 — E. KING

HOTS: R. Cameron, Rene & Angela, C. Carlton, Was (Not Was), P. Hyman/M. Henderson, D. Ross/L. Richie, Graingers, Dayton, L. Graham, B.B.&Q. Band, Time, D. Morgan, Manhattans, Jacksons, Al Jarreau, N. Straker Band, S.O.S. Band, Dynasty, H. Alpert, L. Jackson, N. Pointer, Sister Sledge, T.T.F., P. Austin, J. Ross, R. Laws. ADDS: Slave, Wrecking Crew, Barry White, Margo Michaels, Atlantic Starr, Sylvester. LP ADDS: N. Cole, M. Henderson, P. LaBelle, 4 Tops, L. Jackson, Stylistics.

### WJLB — DETROIT — JOHN EDWARDS, MD — #1 — T. MARIE

JUMPS: 10 To 7 — Al Jarreau, 12 To 9 — Ebonye Webb, 13 To 10 — Manhattans, 14 To 8 — L. Jackson, 15 To 11 — C. Carlton, 16 To 12 — J. Carn, 17 To 13 — Evasions, 18 To 14 — H. Alpert, 21 To 18 — N. Pointer, 22 To 16 — D. Williams, 23 To 15 — S. Clarke/G. Duke, 24 To 17 — Pablo Cruise, 26 To 19 — N. Cole, 28 To 20 — Manhattan Transfer, 29 To 21 — S.O.S. Band, 30 To 23 — Tierra, 31 To 24 — High Gloss, 32 To 25 — Time, 33 To 27 — Maze, 34 To 26 — Dayton, 35 To 29 — Graingers, 36 To 28 — L. Vandross, 37 To 32 — T.T.F., 38 To 33 — Dazz Band, 39 To 30 — D. Byrd, 40 To 31 — A. Franklin/G. Benson, LP To 34 — D. Harry, LP To 35 — R. Laws, LP To 36 — Roger, LP To 37 — S. Robinson, LP To 38 — N. Straker Band, LP To 39 — Wrecking Crew, LP To 40 — Emotions. ADDS: S. Mills, G. Knight, Bros. Johnson, L.J. Reynolds, Klique, Bohannon, J. Simon. LP ADDS: Brick, Staples Singers, A. Franklin, Stylistics, D. Ross/L. Richie, P. Hyman, S. Mills, L. Jackson, Peaches & Herb, 4 Tops, L. Elgart.

### KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — D. ROSS/L. RICHIE

JUMPS: 9 To 2 — E. King, 18 To 5 — R. James, 15 To 9 — C. Lynn, 14 To 11 — Pointer Sisters, 21 To 12 — Commodores, 26 To 13 — L. Graham, 22 To 17 — R. Cameron, 24 To 21 — S. Lattisaw, Ex To 22 — Al Jarreau, 27 To 24 — T. Gardner, 36 To 28 — Aura, 35 To 31 — B. Ocean, Ex To 35 — Raydio, Ex To 36 — A. Franklin, Ex To 39 — B.B.&Q. Band. ADDS: H. Hancock, T. Pendergrass, R. Laws. LP ADDS: Commodores, B. James.

### KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — AL JARREAU

HOTS: R. James, C. Carlton, L. Vandross, D. Williams, L. Graham, D. Ross/L. Richie, N. Straker Band, S.O.S. Band, Brick, 4 Tops, D. Morgan, H. Hancock, Time. ADDS: B.B.&Q. Band, A. Franklin/G. Benson, Bros. Johnson, D. Byrd.

### KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — R. JAMES

HOTS: C. Carlton, D. Ross/L. Richie, D. Morgan, E. King, L. Vandross, T. Marie, Atlantic Starr, T. Gardner, L. Graham. ADDS: Ashford & Simpson, Maze, Mighty Fire, J.G. Watson, Ozone, Slave, West Street Mob, P. Austin. LP ADDS: R. Robbins, C. Khan, D. Washington, L. Ritenour, Bros. Johnson.

### WDIA — MEMPHIS — CARL CONNOR, PD

HOTS: R. James, T. Marie, C. Carlton, D. Williams, Al Jarreau, Evasions, D. Ross/L. Richie, Cameron, S.O.S. Band, Brick, L. Graham, Shalamar, Raydio, Dynasty, Commodores, T. Pendergrass, S. Clarke/G. Duke, E. King, C. Lynn, D. Laws, Maze, P. Austin, 4 Tops, Afternoon Delights. ADDS: Graingers, Roger, D. Byrd. LP ADDS: Ebonye Webb.

### WHRK — MEMPHIS — SHARON SMITH, MD

HOTS: Pointer Sisters, C. Carlton, B.B.&Q. Band, A. Franklin/G. Benson, Brick, 4 Tops, L. Graham, D. Ross/L. Richie, Al Jarreau, R. James, S.O.S. Band, D. Morgan, D. Williams, Commodores, T. Marie. ADDS: Time, Maze, S. Mills, R. Fields, D. Byrd, Ashford & Simpson, Ebonye Webb. LP ADDS: Brick, T. Life, Hall & Oates, West Street Mob, Bits & Pieces, Sequence.

### 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, Afterbach, Emotions, N. Pointer, R. James, L. Vandross, ADC Band. ADDS: Johnny & Michael Hill, I. Hayes, Slave, Wild Sugar, Aura, M. Moore, R. Fields, Midnight Star, C. Khan. LP ADDS: 4 Tops, C. Mayfield, One Way, C. Carter, Peaches & Herb, Baby Brother, G. Knight.

### WNHC — NEW HAVEN — JAMES JORDAN, MD

HOTS: D. Ross/L. Richie, T. Marie, Commodores, C. Carlton, Suzi Q, L. Graham, Dynasty, R. James, Al Jarreau, L. Vandross, Hot Cuisine, High Glass, Carl Weathers, P. Austin, S. Lattisaw, D. Morgan, B.B.&Q. Band, A. Franklin/G. Benson, T. Pendergrass, Whispers. ADDS: Ashford & Simpson, Bros. Johnson, Mighty Fire. LP ADDS: L. Vandross.

### WRKS — NEW YORK — BARRY MAYO, ASS'T PD

HOTS: D. Ross/L. Richie, T. Marie, Rene & Angela, E. King, F. Joli, N. Straker Band, B.B.&Q. Band, Pointer Sisters, Dynasty, Hot Cuisine. ADDS: A. Franklin/G. Benson, Billy Squier, D. Williams. LP ADDS: L. Vandross, B.B.&Q. Band.

### WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: A. Franklin/G. Benson, R. Crawford, D. Byrd, P. Hyman/M. Henderson, D. Ross/L. Richie, G. Knight, M. Davies, S. Clarke/G. Duke, Hot Cuisine, P. Austin, L. Vandross, H. Mason, S. Wonder, Logg, Dynasty. ADDS: M. Moore, T. Pendergrass, Tom Grant, Brick. LP ADDS: L. Vandross, P. LaBelle, Spyro Gyra, S. Watanabe, Casiopeia.

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

HOTS: S. Lattisaw, Pointer Sisters, T. Marie, P. Hyman/M. Henderson, Al Jarreau, E. King, L. Graham, D. Williams, Rene & Angela, C. Carlton, Atlantic Starr, C. Lynn, Commodores, A. Franklin/G. Benson, Dynasty, Emotions, L. Jackson, 4 Tops, L. Vandross, N. Pointer, H. Alpert, Q. Jones, Change, Sister Sledge, S. Robinson. ADDS: S. Vaughn, S. Clarke/G. Duke, B. James, Bros. Johnson, M. Moore, Imagination. LP ADDS: R. Ayers, A. Franklin, G. Knight, 4 Tops, B. James.

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

HOTS: T. Marie, R. James, C. Carlton, L. Graham, Pointer Sisters, Cameron, Brick, Vaughan Mason, D. Morgan, Sequence, P. Hyman/M. Henderson, Afterbach. ADDS: Roger, L.J. Reynolds, Jean Carn. LP ADDS: M. Henderson, Deifonics, G. Knight, Robbins, Stylistics, Temptations.

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

HOTS: L. Graham, Commodores, B.B.&Q. Band, D. Morgan, C. Carlton, R. James, West Street Mob, Pointer Sisters, Rene & Angela, C. Lynn, Vin Zee, Al Jarreau, 4 Tops, A. Franklin/G. Benson, N. Pointer, R. Cameron, Manhattans, L. Vandross, P. Austin, D. Byrd, Stylistics, Graingers, Afterbach, S. Mills, G. Knight, V. Mason, Sister Sledge, Temptations, Maze, Dynasty. ADDS: Capricorn, A. Stewart, Hot Cuisine, Chazz, L. Jordan. LP ADDS: P. LaBelle, R. Ayers, Tavares, D. Washington, Temptations.

### WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — D. MORGAN

JUMPS: 12 To 7 — D. Byrd, 21 To 9 — A. Franklin/G. Benson, 20 To 10 — Maze, 16 To 11 — Sister Sledge, 17 To 14 — Evasions, 19 To 15 — Cameron, 29 To 17 — B.B.&Q. Band, 38 To 19 — P. Austin, 32 To 27 — H. Alpert, 33 To 28 — S.O.S. Band, HB To 37 — Afternoon Delights, HB To 38 — V. Mason, Ex To 39 — Hot Cuisine, 39 To 29 — Brick, 36 To 32 — Graingers, 37 To 33 — N. Straker Band, 40 To 35 — Vin Zee. ADDS: Dynasty, Roger, L. Vandross, M. Moore. LP ADDS: N. Cole.

### KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — C. CARLTON

JUMPS: 9 To 5 — Rene & Angela, 23 To 6 — 4 Tops, 21 To 9 — Sequence, 24 To 13 — Roger, 30 To 19 — L. Vandross, 22 To 16 — Dynasty, 25 To 21 — D. Byrd, HB To 24 — B. Womack, 36 To 16 — Afterbach, HB To 37 — T. Pendergrass, HB To 36 — N. Straker Band, HB To 38 — B. Ocean, HB To 39 — Evasions. ADDS: Aura, One Way, R. Robbins, B.B.&Q. Band, Pieces Of A Dream, J. Ross. LP ADDS: L. Vandross, B. James.

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

HOTS: Pointer Sisters, Commodores, C. Carlton, F. Smith, T. Marie, E. King, R. James, L. Graham, Shalamar, T. Gardner, Afternoon Delights, 4 Tops, R. James, Roger, D. Williams, S. Lattisaw. ADDS: P. Hyman/M. Henderson, Bits & Pieces.

### KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — D. ROSS/L. RICHIE

JUMPS: 6 To 2 — R. James, 8 To 4 — C. Carlton, 11 To 6 — S.O.S. Band, 16 To 10 — Brick, 21 To 14 — Temptations, 25 To 15 — Emotions, 22 To 16 — Afterbach, 24 To 17 — B. Summers, 26 To 18 — Al Jarreau, 29 To 19 — Roger, 38 To 21 — Time, 39 To 22 — A. Franklin, 33 To 23 — T. Pendergrass, 35 To 24 — S. Mills, 34 To 25 — Cameo, 39 To 26 — D. Williams, 36 To 27 — S. Clarke/G. Duke, 38 To 28 — One Way, 37 To 29 — P. Austin, 40 To 30 — D. Byrd, 41 To 31 — Q. Jones, 42 To 32 — Whispers, 43 To 33 — Shock. ADDS: Ashford & Simpson, Maze, E. King, 4 Tops, Bits & Pieces, Slave. LP ADDS: Al Jarreau, M. Davis.

### KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — COMMODORES

HOTS: D. Ross/L. Richie, Pointer Sisters, Cameo, L. Graham, C. Carlton, Shalamar, E. King, R. James, Raydio. ADDS: A. Franklin/G. Benson, 4 Tops, S.O.S. Band. LP ADDS: Maze.

### WWDM — SUMTER — BARBARA TAYLOR, MD

HOTS: Brick, D. Williams, B.B.&Q. Band, D. Ross/L. Richie, 4 Tops, D. Byrd, S.O.S. Band, Graingers, L. Vandross. ADDS: S. Mills, West Street Mob, M. Moore, Slave, D. Laws, Q. Jones, H. Mason, B. Womack. LP ADDS: C. Mayfield, B. James, Stylistics.

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — Larry Palmacci has been appointed general manager of the local branch of RCA, effective this month. Carlos Norberto Martin has been put in charge of the press office at the same company.

**Heclo Cuomo**, president of CBS, traveled to Miami for business talks with **Alck Cirillo** of the regional office. The company has signed Italian chanteuse **Iva Zanicchi** to an exclusive contract covering all the Latin American countries and Spain. An album has been recorded in Milano with some of her greatest hits, sung in Spanish. On the local front, there is an album by **Sacho Castana**, and **Marla Martha Serra Lima**, who recently waxed a hit album with Mexican trio **Los Panchos** (due for release in all Latin America, too) is now recording her next LP, to be released in November.

**Leo Bentivoglio**, promotion manager of PolyGram, jetted to Paraguay to discuss promotion of Argentinian artists through the Asuncion radio and TV stations. Tango chanteuse **Susana Rinaldi**, who has just recorded a live album at the Michelangelo Ministry, will probably go to Mexico and Columbia in a couple of months for personal appearances, while folk duo **Los Visconti** is now in Columbia shooting a movie.

**Ricardo Garcia**, head of the Alerce label in Chile, has been visiting Buenos Aires contracting catalogs for release in his market. He told **Cash Box** that Alerce will devote its efforts to folk music, with a new label, Solar, taking care of the pop product in the future.

EMI artist **Yabor** traveled to his native country, Uruguay, for several personal appearances in Montevideo and Las Piedras. During August, he recorded at the EMI studios in Buenos Aires with a live audience formed by company execs, guests and rock music fans.

**Ruben Rada** has finished a series of dates and started the waxing of his first album for Sazam, the rock label handled by Sicamericana. **Oscar Lobel**, his producer, has also inked Chilean group **Los Jalvas** and Uruguayan brothers **Fatorusso** for local rock music works.

Spanish group **Los Parchis** is once again in town, as we have already reported. They will shoot another movie and have a schedule of PAs all through the country, during 45 days. **miguel smirnoff**

### United Kingdom

**LONDON** — Despite numerous attempts to capitalize on "The Wedding of the Century" with the release of numerous truly dreadful records about the Royal Couple, the only real success has been scored, perhaps somewhat predictably, by the BBC. Their recording of the ceremony was available in

some shops within 24 hours of the marriage and has given BBC Records its first #1. Selling well, too, is the official videocassette of the event, profits from which are going to Royal Charities.

The pressure on counterfeiters to keep a low profile to avoid discovery was made obvious in a legal action brought by the BPI against a Newcastle couple who excavated the ground from under their house to accommodate a store of duplicating equipment and blank tapes. Also appearing in court will be the barman and landlord of the local pub, which was allegedly used as a distribution point for the tapes. **Donald Kane** has admitted to the BPI that he manufactured at least 12,000 tapes in the last year, presumably in the basement that was approached by a trapdoor hidden under the living room carpet. The defendants have given undertakings not to continue the manufacture and distribution of tapes for 21 days, and the BPI has gained an injunction that freezes the Kanes' assets, including two cars, two flats and all the money in their personal bank accounts.

Injunctions against the Simons Group of companies gained by the BPI, forbidding the importation or dealing in records manufactured by Canadian licensees were temporarily suspended when the defendants gave notice of appeal. However, the BPI has written to all dealers known to have done business with the Simons Group that they may be liable for damages if they are caught stocking Canadian parallel imports. BPI solicitors wrote to the dealers stating that if the appeal is dismissed and the original verdict upheld, "it will be the intention of our clients to look to retailers who have dealt with Canadian imports for damages for conversion, as well as damages for infringement of copyright." The appeal case should be heard soon after the courts return from their summer recess in October.

Following last year's release schedule that seemed somewhat thin on albums by major artists in the late summer/autumn season, this year sees all companies firing their big guns at the Christmas trade. Set for release in the near future are albums by nearly every moneyspinner in the business. Release of new material is already confirmed from **Joan Armatrading**, **Mike Batt**, **Kate Bush**, **Adam and the Ants**, **Sheena Easton**, **Paul McCartney**, **Meat Loaf**, **The Dooleys**, **The Police**, **Gary Numan**, **Cliff Richard** and **The Rolling Stones**.

For the second year, the U.K. is to have a nationwide "Battle of the Bands" competition with regional heats and a London final. Finalists are guaranteed at least one track on a competition album released through RCA and the winners get to make their own album for the same label. 5,000 pounds in prize money will be distributed among the finalists. **paul bridge**

## WEA International Bolsters Hispanic Efforts With New Spanish Branch

(continued from page 10)

"We have carefully orchestrated our entry into this area with the recent opening of Producciones WEA in Mexico and the establishment of a division in Argentina. Now, however, we are confident that Ben Bunders' leadership of the new Spanish company will develop the kind of repertoire that is critically important to, and will be highly saleable in, those markets and many others, including Europe."

A 20-year veteran of the music industry, the Amsterdam-born Bunders began his career as a journalist for the Dutch daily paper *Het Vrije Volk*. That was followed by a stint with the A&R department of Phonogram International, which required him to visit Latin America a number of times.

In 1975, Bunders left Phonogram International to join the WEA organization, where he founded and headed WEA Records B.V. in The Netherlands. In 1977, he followed up by establishing a WEA af-



Ertegun, Bunders

filiate in Belgium and, later that year, was named a vice president for the parent company, WEA International. Two years later, Bunders founded Warner Bros. Music Holland.

Succeeding Bunders as head of WEA Records B.V. will be Hans Tonino, previously the deputy managing director of the company. The 34-year-old Tonino also began his career as a journalist, working as a freelance writer for *Hitweek/Aloha*, a local music publication. He followed up with stints at Polydor and Negram/EMI, then moved to Bunders' fledgling WEA Records B.V. in 1975. He was named deputy managing director in 1978.

In Belgium, Ted Sikkink will take over for Bunders as the head of the WEA affiliate there. Sikkink, 30 years old, began his career with the publishing division of RTL Radio Luxembourg in 1970. A year later, he moved to the EMI label, where he served as label manager for Capitol and Motown product. He followed that two years later by receiving the assignment of handling the WEA catalog for the company. In 1975, Sikkink moved over to WEA Filipacchi in Paris, and two years later, he was reassigned to Bunders' new WEA company in Belgium as general manager. He was named deputy managing director of the company in 1980.

## Int'l Music Show Hailed As A First For Industry

**LONDON** — Intended to be the music business equivalent of the Motor Show or the Boat Show, The International Music Show will be held at London's Olympia Hall throughout the first week of 1982.

Kane Kramer, MD of the promoters, Beatstar, was surprised to find that no such exhibition had ever been held simply because it had never been attempted. Bookings for the 570 stand spaces available are being taken quickly, with one-fifth of the space reserved before promotion had gotten into full swing.

The promoters are investing 400,000 pounds in the show. More than one third of that sum is to be spent on advertising and promoting the show through the press, TV and radio. The promoters expect exhibitors from every sector of the music business, from studio hardware manufacturers to radio stations and promoters.

The IMS sales office is located at 8-26 Kingdram Road London E2. The telephone number is 01 729 2666. Booking will close on Sept. 7.

## WEA Promotes Cheah In SE Asia Operation

**NEW YORK** — Frankie Cheah, former general manager, WEA Malaysia, has been promoted to the dual post of deputy managing director, WEA Southeast Asia, and managing director, WEA Malaysia.

Cheah, who was one of Malaysia's foremost pop singers before entering the record business, has been with WEA Malaysia since its inception in 1978.



**REUNITED** — Columbia recording group *Journey* was joined by Carlos Santana for an encore performance at a recent concert in Tokyo. *Journey* guitarist Neil Schon had formerly recorded with Santana and the two had not performed together for eight years. Pictured backstage are (l-r): Schon, Santana and *Journey's* Jonathan Cain.

## INTERNATIONAL BESTSELLERS

### Argentina

- TOP TEN 45s**
- 1 Tu Me Prometiste Volver — Pimpinela — 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 Los Frenos — Kurtis Blow — PolyGram
  - 6 Hoy He Empezado A Quererte — Dyango — EMI
  - 7 Frente A Frente — Jeanette — RCA
  - 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 y M.M. Serra Lima — CBS
  - 2 Disco Non Stop — Non Stop Band — Interdisc/ATC
  - 3 Tango — Placido Domingo — PolyGram
  - 4 Parchis, Vol. 3 — Tonodisc/ATC
  - 5 Star Show Special — various artists — Interdisc/ATC
  - 6 La Voz En Argentina — Frank Sinatra — EMI
  - 7 Cash Box Top 100 — various artists — Interdisc
  - 8 Memories, Vol. II — various artists — Interdisc
  - 9 Pensar En Nada — Leon Gleco — Music Hall
  - 10 La Historia De — Sui Generis — Microfon/ATC

—Prensario

### Germany

- TOP TEN 45s**
- 1 Dance Little Bird — Electronica's — Philips
  - 2 Betty Davis Eyes — Kim Carnes — EMI
  - 3 Flieg nicht so hoch, mein kleiner Freund — Nicole — Jupiter
  - 4 Stars On 45, Vol. II — CNR
  - 5 Chequered Love — Kim Wilde — RAK
  - 6 Oh No No — Bernie Paul — Ariola
  - 7 Only Crying — Keith Marshall — Arrival/Polydor
  - 8 Hold On Tight — ELO — Jet
  - 9 You Drive Me Crazy — Shakin' Stevens — Epic
  - 10 Mama Lorraine — G.G. Anderson — Hansa Int'l

- TOP TEN LPs**
- 1 Kim Wilde — RAK
  - 2 Time — FLO — Jet
  - 3 Long Play Album — Stars On 45 — CNR
  - 4 Mistaken Identity — Kim Carnes — EMI
  - 5 Hits On 33 — Sweet Power — Arcade
  - 6 Red Skies Over Paradise — Fischer Z — Liberty
  - 7 This Ole House — Shakin' Stevens — Epic
  - 8 Ideal — IC
  - 9 Face Value — Phil Collins — WEA
  - 10 Visage — Polydor

—Der Musikmarkt

### United Kingdom

- TOP TEN 45s**
- 1 Tainted Love — Soft Cell — Bizzare
  - 2 Japanese Boy — Aneka — Hansa
  - 3 Hold On Tight — ELO — Jet
  - 4 Love Action — Human League — Virgin
  - 5 One In Ten — UB40 — DEP Int'l
  - 6 She's Got Claws — Gary Numan — Beggars Banquet
  - 7 Abacab — Genesis — Charisma
  - 8 Hooked On Classics — Royal Philharmonic Orchestra — RCA
  - 9 Girls On Film — Duran Duran — EMI
  - 10 Caribbean Disco — Lobo — Polydor

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

—Melody Maker

# COIN MACHINE

## 'Centipede' Named Official Game For Atari Tournament

SUNNYVALE — Atari, Inc. announced that its coin-operated video game "Centipede" is the official game that all players will compete on in the Atari World Championships, scheduled to be held Oct. 29 through Nov. 1 in Chicago (**Cash Box**, June 27). The tournament will provide an opportunity for Atari coin-operated video game enthusiasts around the world to gather and compete under one roof for a combined total of \$50,000 in cash and prizes. Players will compete in six categories including Open Singles, Women's Singles, Thursday Specialty, Friday Specialty, Open Singles Second Chance and Women's Singles Second Chance.

Centipede, the official tournament game, features a colorful, segmented centipede which winds downward through a dangerous mushroom field; and in the course of play an attacking spider, a flea, and a deadly scorpion are among the other treacherous targets the player must destroy. The object of the game is to manipulate the Atari Trak-Ball bug blaster control, to destroy the centipedes and the other creatures before the player's bug blaster is hit. Centipede's attractive full-color graphics that change with each level of play is another of the game's numerous enhancements.

Participating family game centers and

(continued on page 43)



Paul Scribner

## Game Plan Taps Scribner To Fill Marketing Post

CHICAGO — Paul R. Scribner of Irvine, Calif. has been appointed West Coast technical marketing representative for Game Plan, Inc., announced Ken Anderson, director of marketing for the Addison, Ill.-based manufacturer of coin-operated games. Scribner will be headquartered in Los Angeles.

Scribner has been involved with the sales and marketing of micrographic products and systems, and related products, on an international basis. He has worked for such firms as Eastman Kodak, Calcomp and the Bruning division of AM International. He brings to his new position a broad knowledge of micrographics and computer peripheral products.

## Centuri To Produce 'Vanguard' Video Under License With SNK Of Japan

CHICAGO — Centuri, Inc. recently announced a licensing agreement with a leading Japanese firm and will begin immediately to manufacture "Vanguard," a new video space game that, according to company officials, is already a big hit in foreign markets.

The agreement, with Osaka-based SNK Corp. (Shin Nihon Kikaku) gives Centuri the exclusive rights to manufacture and sell Vanguard in North, South and Central America and the Caribbean Islands.

"We're extremely pleased that our negotiations with SNK have resulted in our being able to make Vanguard available to the American and Caribbean markets," stated Centuri president Ed Miller, in announcing the agreement. As he pointed out, Vanguard is designed to challenge and entertain the most experienced player, with its colorful visuals, unusual audio effects and multi-levels of play.

### 'Top Earning Piece'

"Vanguard is one of the top earning pieces of equipment in Japan and Europe," Miller said. "Its vivid colors, its playing variations and its unique speech that is both comical and instructional make it a most enjoyable game to play, and we have every reason to believe it will be as well received in the states and our other markets as it has been elsewhere."

In playing Vanguard, players must traverse 12 tunnels (or rounds), each containing several stages of play; the first tunnel alone contains eight playing stages, and

the number varies with each remaining tunnel.

At the opening stage of the first tunnel Vanguard's commanding voice bids "Boy, Voyage" as play begins. The player then proceeds to navigate the spaceship through the tunnel, which is bordered by mountains of blue and green-hued cubes as enemy forces attack. The spaceship protects itself with its four-directional missiles and by passing through the "Energy Zone." Once "energized," it is able to withstand crashes into enemy rockets and missiles and the bordering mountains.

Succeeding stages are increasingly more difficult and more rewarding as points increase with the added danger. Through the blue and white rocky canyons of the Rainbow Zone, the orange and green peaks of the Stick Zone, around the mountains of the Stripe Zone with its city of enemy bases and barriers, the spaceship encounters one threat after another, and must overcome them all to avoid being destroyed.

In the final stage, the player's ship enters stage VIII, which is the Dock Zone ruled by the enemy Gond. When Gond is successfully attacked and destroyed a commanding voice booms out "Congratulations"; the spacecraft is then cleared for the start of another tunnel.

Vanguard was premiered for factory distributors at Centuri's recent sales meeting and product showing which was held Aug. 18-19 at the Sands Hotel in Atlantic City, N.J.

## Seeburg's 'Music Machines' Exhibit To Open At Chicago Museum Oct. 29

CHICAGO — A dazzling display of classic jukeboxes of the past, dating back as far as the 1920s, will be spotlighted in the "Music Machines" exhibit scheduled to open Oct. 29 at Chicago's Museum of Science & Industry (57th Street and Lake Shore Drive). The exhibit will be on view through Jan. 3, 1982 and is being presented by the Seeburg division of Stern Electronics, Inc.

Among featured music machines (selected for technological or design achieve-

ment) are: a turn-of-the-century nickelodeon (considered to be the predecessor to today's jukebox), a radio styled "Troubador" jukebox from the 1920s, the more than six foot tall "Singing Tower" of the 1930s, a trio of flashy 1940s jukeboxes with spectacular lighting effects, the *Happy Days* styled jukebox from the 1950s and more contemporary, psychedelic models from the 1950s and 1960s.

Representing the "state of the art" of the jukebox industry will be the introduction of Seeburg's revolutionary "Phase One" model, described by the company as "the beginning of the cinemasound explosion of the 1980s."

The "Music Machines" exhibit will be located on the entrance floor of the Museum of Science & Industry. It will be open to the public during the hours of 9:30 a.m. to 4:30 p.m. weekdays; 9:30 a.m. to 4:30 p.m. on Saturdays, Sundays and holidays. Admission and parking are free.

## Williams Opens New Video Plant

CHICAGO — Williams Electronics, Inc. has opened a 60,000 square foot facility in Gurnee, Ill. for the production of the firm's video line. The new plant, which opened in July, has a maximum production capacity that more than doubles that of Williams former video plant in Chicago. The ultra modern facility has three separate assembly lines for maximum flexibility and also houses sub-assembly production lines and complete in-coming, in-process, and final inspection for the highest quality product possible, according to the company.

"The increased manufacturing capability and efficiency factor of our new plant will allow us to meet the growing demand of our customers for our expanding video product line, as well as the continuing demand for our very successful entry in the video market, 'Defender,'" commented Michael Stroll, president of Williams.

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. I COULD NEVER MISS YOU (MORE THAN I DO) LULU (ALFA ALF-7006)
2. ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)
3. THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)
4. SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G7205F)
5. DRAW OF THE CARDS KIM CARNES (EMI America 8087)
6. I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)
7. PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)
8. HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02488)
9. WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)
10. SHARE YOUR LOVE WITH ME KENNY ROGERS (Liberty P-A-1430)

### TOP NEW COUNTRY SINGLES

1. WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury/PolyGram 76115)
2. NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12294)
3. TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414)
4. BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277)
5. SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)
6. GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49790)
7. WISH YOU WERE HERE BARBARA MANDRELL (MCA-51171)
8. FANCY FREE OAK RIDGE BOYS (MCA-51169)
9. MY BABY THINKS HE'S A TRAIN ROSANNE CASH (Columbia 18-02463)
10. THE HOUSE OF THE RISING SUN DOLLY PARTON (RCA PB-12282)

### TOP NEW B/C SINGLES

1. WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)
2. NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02406)
3. SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406)
4. DO YOU LOVE ME? PATTI AUSTIN (Qwest/Warner Bros. QWE 49754)
5. I CAN'T LIVE WITHOUT YOUR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5 02462)
6. GET IT UP THE TIME (Warner Bros. WBS 49774)
7. LET'S DANCE (MAKE YOUR BODY MOVE) WEST STREET MOB (Sugar Hill SH 763)
8. BEFORE I LET GO MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031)
9. NIGHT GAMES STEPHANIE MILLS (20th Century-Fox/RCA TC-2506-AM-C)
10. I LIKE IT CAMEO (Chocolata City/PolyGram CC 3227)

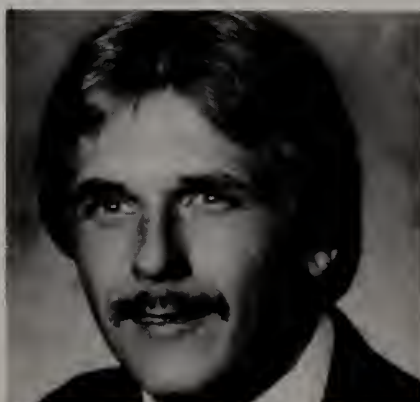
### TOP NEW A/C SINGLES

1. A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)
2. WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746)
3. WHO'S CRYING NOW JOURNEY (Columbia 18-02241)
4. ALL I HAVE TO DO IS DREAM ANDY GIBB and VICTORIA PRINCIPAL (RSO RS 1065)
5. THE SUN AIN'T GONNA SHINE ANYMORE NIELSEN/PEARSON (Capitol P 5032)

## Tuhkanen Returns To TGI Board

CHICAGO — After an 18 month absence from the coin machine industry, Ed Tuhkanen is back on the board of directors of Tournament Games, Inc. (Seattle) focusing his total efforts in a sales related capacity.

Tuhkanen previously worked with Tournament Soccer for more than three years, serving as a liaison between the sales and promotional departments. When asked to comment about his new involvement with the company, he replied that he was particularly excited over the current resurgence of the Tournament Soccer market.



Ed Tuhkanen

# COIN MACHINE



**WILLIAMS EXPANDS** — Williams Electronics Inc. has opened a new 60,000 sq. ft. facility in Gurnee, Ill. for the production of the firm's video line. The new plant has a maximum production capacity that more than doubles that of Williams' former plant. Pictured in the

accompanying photos are (l-r): an interior view of the new facility, an assembly line crowded with "Defender" video games and an exterior view of the plant. For additional details see story on page 42.

## CHICAGO CHATTER

Rock-Ola Manufacturing Corp. has scheduled its annual New Products Introduction for Sept. 21-22 at beautiful Kiawah Island (just outside of Charleston, So. Carolina). The agenda will include a presentation of new products along with a rundown of company plans for '81-'82 in the areas of marketing, promotions, et al.

**THE NEWLY RELEASED** Bally "Fathom" pin has been shipped to the European market, with domestic shipments to follow — so watch for it. Meanwhile, Bally Pinball Division marketing vice president **Tom Nleman** is getting all set for the big Bally/Midway distribution meeting, the factory's first such event in recent years, which gets underway Sept. 10 at the Hamilton Hotel out here. The domestic network of Bally/Midway distributors has been invited to attend and Tom's looking forward to some very productive feedback and exchange of ideas during the conclave.

**DATELINE LOS ANGELES**, home of Circle International where expansion is definitely a byword these days. President **Dean McMurdie**, who not too long ago announced the opening of a Phoenix branch, has now also set up a facility in San Diego, with **Oscar Robins** (formerly of Betson Pacific) as manager. Circle's San Diego office, complete with warehouse, showroom, service and administrative facilities, is located at 5640 Kearny Mesa Rd., Suite G. Even with all of these happenings, Dean's also managed to stay on top of the legislative scene, maintaining a line of communication with city and state officials and most recently addressing the City Council, as a defense measure against current and possible future adverse legislation.

**EMPIRE DIST. PRESIDENT Jerry Marcus** is very enthusiastic over the new Nintendo "Donkey Kong" game which he describes as "cute," "humorous," and a "worthy successor to 'Crazy Climber'." He said Gottlieb's upcoming "Black Hole" pin is testing out "superbly" in Ill. Empire's best seller list in videos includes "Pac-Man," "Centipede," "Omega Race," "Super Cobra," "Venture," "Wizard of Wor" — to name a few.

**MIDWAY'S SERVICE MANAGER Andy Duca** who, with Bally's **Arnle Aarstadt**, recently conducted a pair of service schools hosted by Northwest Sales in Seattle (Aug. 13-14) and Anchorage, Alaska (Aug. 17-18), spent some vacation time in Alaska visiting Nome and Kotzebue and really enjoyed it. What made him feel especially at home on arriving, he told us, was the familiar sight of a "Space Invaders" video game right in the lobby of the Alaska airport.

## EASTERN FLASHES

Centuri distributors from throughout the U.S. and Canada were on hand at the Sands Hotel in Atlantic City, N.J. Aug. 18 and 19 for the firm's sales meeting and new product showing. Which began with a poolside cocktail party/reception on Tuesday evening during which the new video and music machines were premiered — to a very enthusiastic audience. Centuri officials were gratified over the great distributor turnout, considering the air controllers strike. Among the products shown were the "Vanguard" video game in upright and cocktail cabinet (under license from SNK Corp. of Japan) and the production models of the "2001" arcade box. Vanguard is already being shipped in quantity and samples of the "2001" will be being out this month. During the business session on Wednesday, company president **Ed Miller** updated participants on Centuri's progress and future plans, focusing on various elements including emphasis on R&D and "in-house" efforts. As communications director

**Laura Kreter Miller** commented, "The meeting was a fantastic success."

**CHATTED WITH Bob LeBlanc** at Bally Northeast-Dedham, where business is "excellent," thanks to the consistency of such hit videos as "Pac-Man," "Defender," "Super Cobra," and "Centipede," along with such potent newcomers as Exidy's "Venture" and Universal's "Cosmic Avenger." President **Arnold Kaminkow** was on hand for the Centuri meeting in Atlantic City and the distributor is making plans for a number of important industry functions that are coming up in September.

**PRESENT BUSINESS IS "outstanding"** at Shaffer Dist.-Columbus, where the staff is writing up plenty of orders for current and new equipment while feverishly awaiting deliveries. President **Steve Shaffer** singled out Atari's "Centipede" as one of the hottest games right now. Midway's "Wizard of Wor" is another biggie, and he anticipates that the new "Omega Race" from Midway will also be a very hot piece. Cocktail table sales remain stable, according to Steve, and Shaffer's been enjoying a good year in music sales with the current Rowe phono line.

## 'Centipede' Named Official Game

(continued from page 42)

other locations offering Atari video games are holding individual tournaments to produce local winners who, in turn, are invited to compete in the open finals in Chicago and given a free entry certificate valued at \$60. Any player not in possession of a free entry certificate and interested in

competing in the Championships may do so by directly purchasing an entry certificate in Chicago.

Additional information about the tournament may be obtained by calling the toll free number 1-800-426-8897 (from Alaska, Hawaii, Washington and Canada call 206-763-1362).

## COCKTAIL TABLES AND UPRIGHTS



Moon Cresta  
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Galaxian

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Asteroids Deluxe  
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# COIN MACHINE

## Game Plan Bows 'Megatack' Video

CHICAGO — Game Plan announced the release of "Megatack," a new laser base video game that offers challenge and excitement and gives players the feeling of playing two games in one.

At the onset, the player maneuvers a ship, using a joystick control, and with both left and right hand buttons fires his laser at attacking monsters and space rings. The action is accompanied by exciting sound effects.

In the initial sequence, monsters attack with lethal bombs while the second mode features space rings which expand and contract to absorb and destroy the player's ship. The player can fire the laser to the right or left at 45 degree angles or straight up the center to combat the waves of attacking monsters. Point values increase as the game progresses. The score for monsters and space rings ranges from 100 to 900 depending on the phase of the game



'Megatack'

in which they are hit. If they are not blasted they continue to grow until they finally absorb the ship and laser.

The new game features the same self-diagnostic modes as previous Game Plan products including color fields, color grids, continuous video clear, continuous video write, video RAM locator, DIP switches and coin and start switches, player switches and an audio computer.

Easy access through the back door gives the operator a view of the board set, power supply and monitor. The control panel can be removed for fast and easy switch inspection and Game Plan's noted coin drawer is equipped with twin chutes to reduce service time.

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## Classified Ads Close WEDNESDAY

### RECORDS-MUSIC

**LECTORS, DEALERS VISITING N.Y.** CALL (516) 2247-1000s of 45s. LPs — Collectors items. Rock 'n' to disco. Buy collections, cutouts, overruns. SEND for giant catalog — foreign \$1.50 or 10 Int. reply pons. VIDEO DISC, BOX 409, N. Baldwin Sta., Jwin, NY 11510.

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**SE CATALOG:** Now York's largest and most complete. Stop specializing in OLDIES BUT GOODIES. Retailers and chains only 100,000 available for a few weeks. Write to: **Paramount Records Inc.,** 1 Colonial Gate, New York, New York 11803.

**UDIO-RECORD** of original unpublished BEATLES' to sell. Send offer to Box 418.

### EMPLOYMENT SERVICE

**NGWRITER:** Rock, Country, New/Old Wave, Ballads. I seek publisher and/or interested parties. **CON-** Wayne Proseus, 7745 Lake Road, Sodus Point, New York 14555.

**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.

### SERVICES COIN MACHINE

**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.

### COIN MACHINES WANTED

**WE WANT TO BUY:** Seeburg Phonographs-201-161 AY-Q-DS-KD-R-J-G-LPC480-LPC1 - Electra Fleetwood SS 160-LS1-LS2-LS3-USC1-USC2 - Olympian - STD1 - SPS1-SPS2-STD2-STD3-STD4 - All Ami - Wurlit, 3000-3100-3200-3700-3800 We pay cash and pickup in our own truck. **United States Amusements, Inc.** 2 W. Northfield, Livingston, New Jersey 03079 - Telephone 201-992-7813 or 201-926-0700.

### COIN MACHINES FOR SALE

**SEEBURG LPC 150, AMI 200, N 150.** Johnson coin sorter & counter 295. Tennis Tourney 290, Electro Dart 100. **BROWSER,** 2009 Mott Ave., Far Rockaway, N.Y.

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**MATA HARI**-\$695; **Evel Knivel**-\$495; **Strikes & Spares**-\$595; **Airborne Avenger**-\$295; **Atarians**-\$225; **Dolly Parton, Getaway**-\$395; **Thunderbolt**-\$395; **Nugent**-\$695; **Hot Tip**-\$495; **Wheels II**-\$395; **Sheets**-\$295; **Hacer**-\$295; **M-4**-\$495; **Anti Aircraft**-\$295. **MICKEY ANDERSON, INC.** P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

**FOR SALE:** Uprights and cocktail tables, new and used. **Space Invader, Mooncrest, Asteroid, Galaxian, Space Firebirds, Phoenix, Scrambler, Pac Man, Defenders.** Low price and immediate delivery. **United States Amusements, New Jersey.** Phone and ask for Gal or Alan at (201) 926-0700.

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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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### MISCELLANEOUS

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### HUMOR

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## James Files Countersuit Against Concert Promoters

(continued from page 14)

ent on tour with a different promotion company.

Shuman claims that James and Ankata were subsequently approached by K.C. Productions, Inc., and that the company claimed through its own dealings with Special Attractions to have succeeded to the rights to James' tour. Shuman alleges that James returned the \$50,000 to K.C. Productions, and obtained a general release on Aug. 12.

Nine days later, K.C. Productions sought further action against James and Ankata for breach of contract in the District Court of Dallas. On Aug. 24, Dallas constables served James with a writ of attachment after his concert performance there, attaching box office receipts and his

musical equipment. The equipment is not owned by James.

Speaking at the conference, Shuman termed the action "unwarranted," adding that "our claim is that it was not a proper attachment."

### Damaged Reputation

Both Shuman and James emphasized that the actions of K.C. Productions had caused severe damage to James' reputation, and caused him to breach a contract for a subsequent performance in Little Rock, Ark. But James made it plain that he was equally upset by what he termed an "absolutely ridiculous" story that stemmed from the incident and was carried by UPI.

In reporting the Dallas incident, the UPI story claimed that a warrant had been issued for James' arrest and that he had

eluded police by "ditching his trademark shoulder-length wig and slipping past the ten constables who paid little attention to a departing bald man . . ."

"This is all ridiculous," said James. "I don't wear a wig, and I consider it very embarrassing. My reputation means everything to me, and I don't want to be seen as some bald-headed thief in the night." James ad-

ded that he did in fact slip past the officers, but that he had achieved it by "putting my hair up under a big hat" and exiting through the crowd.

James pledged that if he wins his suit, "every dime will go to black charities. I don't need the money," he added. "I'm already rich. And I don't need the publicity. But I need to have my reputation cleared."

## Upbeat Mood Prevails At RCA Meet

(continued from page 12)

product to be released through RCA includes a new album by Lakeside, The Whispers and Shalamar.

Jack Chudnoff, division vice president, merchandising, introduced the contemporary or pop music presentation. Artists to have product released included Kiki Dee, Roger Whittaker, Chipmunk Christmas, Wow Wow, Polyrock, Jack Green, Charlie (RCA UK), Triumph, Hall & Oates and Bob Welch, a former Fleetwood Mac member.

Also expected is product from Millenium Records' Chilliwack, Bruce Sudano (formerly of Brooklyn Dreams), Bruce Cockburn and Don McLean.

Barry Oslander, west coast A&R head, said that the label has recently signed the group **Player** and **Rare Earth** and that **Diana Ross**, who recently entered a lucrative pact with RCA, is now preparing her debut product for the label.

**Dan Loggins**, east coast A&R chief, said that the recently signed group **Louisiana La Rue** was preparing product for the label as was veteran rocker **Lou Reed**.

Noting that the company would be releasing a lengthy list of product during the fourth quarter of the year, **Craig** said, "I think that your positive attitude toward the company could create anxiety among our competitors. And I like anxious competitors."

## EAST COASTINGS

(continued from page 12)

**BITE SIZED BITS** — **Frank Zappa's** daughter, **Moon Unit**, will make her singing debut on "Drafted Again," a cut on Frank's "You Are What You Is" album, due later this month. Original Mother **Jimmy Carl Black** also appears on the record . . . Local Puerto Rican rock band **El Futuro** is playing at the prison at Riker's Island next week in conjunction with its first single for Polish Records, "Riker's Island." The album, "Pop O Rican," will follow soon . . . After the recent **Specials** show at the pier, the group partied with such friends as **Billy Idol** and **John Lydon** at Club Negril, a Manhattan reggae nightspot . . . Chicago bluesman **Jimmy Johnson** and his band — **Carl Snyder**, piano; **Larry Exum**, bass; and **Ike Davis**, drums — were tight like that at their **Tramp's** shows last weekend. The LP they're currently working on for Alligator should be a killer . . . The attempt to reopen the Irving Plaza has been thwarted by the Fire Department, which says there'll be no more performances in the old Polish meeting hall until a sprinkler system is installed . . . **Maximum Joy**, a British funk outfit containing two ex-members of the **Pop Group**, will have its 12" EP released here by 99 . . . **Tony Visconti** will mix the recently-completed **Stranglers** LP, "La Folie." It's due out in November. The group's managers, **Ed Kleinman** and **Susan Erlichman**, were married in Philly over the weekend . . . Two separate efforts are currently under way to establish music museums — one would be a rock 'n' roll museum in New York, the other an R&B/Beach Music Hall of Fame in Spartanburg, S.C. Both organizations are using the benefit concert route to get off the ground . . . **Iggy Pop's** photo is now hanging between **Dorothy Lamour's** and **Tony Bennett's** at the Meadowbrook Theatre in Cedar Grove, N.J. It was placed there in a ceremony after the Ig reopened the onetime jazz palace . . . **Ian Hunter's** upcoming show at The Pier will be taped for D.I.R. and videotaped for MTV for broadcast in mid-October.

dave schulps

# CASH BOX TOP 100 ALBUMS

September 12, 1981

		Weeks On 9/5 Chart		Weeks On 9/5 Chart		Weeks On 9/5 Chart	
1	<b>ESCAPE</b> JOURNEY (Columbia TC 37408)	1	6	36	<b>GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	34	48
2	<b>BELLA DONNA</b> STEVIE NICKS (Modern/Atlantic MR 38-139)	3	5	37	<b>CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	38	85
3	<b>4</b> FOREIGNER (Atlantic SD 16999)	2	8	38	<b>JUST BE MY LADY</b> LARRY GRAHAM (Warner Bros. BSK 3554)	39	6
4	<b>PRECIOUS TIME</b> PAT BENATAR (Chrysalis CHR 1346)	4	8	39	<b>MECCA FOR MODERNS</b> THE MANHATTAN TRANSFER (Atlantic SD 16036)	36	14
5	<b>ENDLESS LOVE</b> ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	5	8	40	<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	35	12
6	<b>HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 38844)	6	40	41	<b>FIRE OF UNKNOWN ORIGIN</b> BLUE OYSTER CULT (Columbia FC 37389)	41	10
7	<b>LONG DISTANCE VOYAGER</b> THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	7	15	42	<b>REFLECTOR</b> PABLO CRUISE (A&M SP-3726)	48	8
8	<b>PIRATES</b> RICKIE LEE JONES (Warner Bros. BSK 3432)	9	6	43	<b>ZEBOP!</b> SANTANA (Columbia FC 37158)	40	22
9	<b>TIME</b> ELO (Jet/CBS FZ 37371)	11	4	44	<b>THE TURN OF A FRIENDLY CARD</b> THE ALAN PARSONS PROJECT (Arista AL-9518)	42	44
10	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	10	21	45	<b>VOICES</b> DARYL HALL & JOHN OATES (RCA AQL 1-3646)	44	57
11	<b>DON'T SAY NO</b> BILLY SQUIER (Capitol ST 12146)	8	19	46	<b>SOME DAYS ARE DIAMONDS</b> JOHN DENVER (RCA AFL 1-4055)	47	11
12	<b>TATTOO YOU</b> ROLLING STONES (Rolling Stones/Atlantic COC 16052)	—	1	47	<b>BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021)	56	7
13	<b>WORKING CLASS DOG</b> RICK SPRINGFIELD (RCA AFL 1-3697)	14	25	48	<b>SHOT OF LOVE</b> BOB DYLAN (Columbia TC 37496)	69	2
14	<b>SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	12	10	49	<b>MODERN TIMES</b> JEFFERSON STARSHIP (GrunT/RCA BZL 1-3448)	46	22
15	<b>IN THE POCKET</b> COMMODORES (Motown M8-955M1)	13	10	50	<b>THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 36790)	45	8
16	<b>PRETENDERS II</b> PRETENDERS (Sira SRK 3572)	24	4	51	<b>DIMPLES</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	43	10
17	<b>HEAVY METAL</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	19	6	52	<b>FREETIME</b> SPYRO GYRA (MCA-5238)	76	3
18	<b>BLACK &amp; WHITE</b> POINTER SISTERS (Pianat/Elektra P-18)	15	11	53	<b>ROCKIHNROLL</b> GREG KIHN BAND (Baserklay/Elektra BZ-10069)	51	24
19	<b>EL LOCO</b> ZZ TOP (Warner Bros. BSK 3593)	20	6	54	<b>MY MELODY</b> DENIECE WILLIAMS (ARC/Columbia FC 37048)	54	24
20	<b>IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	18	14	55	<b>HOY-HOY!</b> LITTLE FEAT (Warner Bros. 2BSK 3538)	55	4
21	<b>HARD PROMISES</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	17	17	56	<b>LOVE ALL THE HURT AWAY</b> ARETHA FRANKLIN (Arista AL 9552)	61	3
22	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	28	4	57	<b>HIGH 'N' DRY</b> DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	62	6
23	<b>MISTAKEN IDENTITY</b> KIM CARNES (EMI-Amarica SO-17052)	16	20	58	<b>BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	50	55
24	<b>FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	22	15	59	<b>NORTH COAST</b> MICHAEL STANLEY BAND (EMI-Amarica SW-17056)	64	7
25	<b>KOOKOO</b> DEBBIE HARRY (Chrysalis CHR 1347)	32	3	60	<b>CARL CARLTON</b> (20th Century-Fox/RCA T-828)	67	8
26	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AL 9551)	25	14	61	<b>SHORT BACK N' SIDES</b> IAN HUNTER (Chrysalis CHR 1326)	74	3
27	<b>FEELS SO RIGHT</b> ALABAMA (RCA AHL-1-3930)	23	27	62	<b>BROTHERS OF THE ROAD</b> THE ALLMAN BROTHERS BAND (Arista AL 9564)	71	4
28	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	21	33	63	<b>FAIR WARNING</b> VAN HALEN (Warner Bros. HS 3540)	53	16
29	<b>JUICE</b> JUICE NEWTON (Capitol ST-12136)	27	28	64	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	57	24
30	<b>MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-4013)	26	29	65	<b>PARTY MIX</b> THE B-52's (Warner Bros. MINI 3596)	58	6
31	<b>I'M IN LOVE</b> EVELYN KING (RCA AFL 1-3692)	29	9	66	<b>LOVERBOY</b> (Columbia JC 36762)	63	34
32	<b>STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	37	4	67	<b>JUMPIN' JIVE</b> JOE JACKSON (A&M SP-4871)	49	7
33	<b>FACE VALUE</b> PHIL COLLINS (Atlantic SD 16029)	30	27	68	<b>STARS ON LONG PLAY</b> (Radio Records/Atlantic RR 16044)	52	18
34	<b>DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	31	22	69	<b>WILD-EYED SOUTHERN BOYS</b> .38 SPECIAL (A&M SP-4835)	59	31
35	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	33	22	70	<b>CAN'T WE FALL IN LOVE AGAIN</b> PHYLLIS HYMAN (Arista AL 9544)	65	9
				71	<b>CRIMES OF PASSION</b> PAT BENATAR (Chrysalis CHE 1275)	60	56
				72	<b>MAGIC MAN</b> HERB ALPERT (A&M SP-3728)	81	5
				73	<b>WITH YOU</b> STACY LATTISAW (Cotillion/Atlantic SD 16049)	66	9
				74	<b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	68	20
				75	<b>GIVE THE PEOPLE WHAT THEY WANT</b> THE KINKS (Arista AL 9567)	—	1
				76	<b>EAST SIDE STORY</b> SQUEEZE (A&M SP-4854)	73	16
				77	<b>CHILDREN OF TOMORROW</b> FRANKIE SMITH (WMOT/CBS FW 37391)	70	8
				78	<b>ICEHOUSE</b> (Chrysalis CHR 1350)	85	10
				79	<b>THE COMPLETION BACKWARD PRINCIPLE</b> TUBES (Capitol SOO-12151)	75	16
				80	<b>URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL 1-4027)	77	16
				81	<b>SIGN OF THE TIMES</b> BOB JAMES (Tappan Zaa/Columbia FC 37495)	—	1
				82	<b>WINNERS</b> THE BROTHERS JOHNSON (A&M SP-3724)	72	9
				83	<b>PLEASANT DREAMS</b> RAMONES (Sira SRK 3571)	79	6
				84	<b>TIME EXPOSURE</b> LITTLE RIVER BAND (Capitol ST-12163)	—	1
				85	<b>MARAUDER</b> BLACKFOOT (Atco SD 32107)	78	9
				86	<b>BLACK TIE</b> THE MANHATTANS (Columbia FC 37156)	88	6
				87	<b>BALIN</b> MARTY BALIN (EMI-America SOO-17054)	80	16
				88	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	82	39
				89	<b>AEROBIC DANCING</b> BARBARA ANN AUER (Gateway GSLP-7610)	98	8
				90	<b>THERE'S NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA AHL 1-4060)	110	3
				91	<b>NIGHTCLUBBING</b> GRACE JONES (Island ILPS 9624)	84	17
				92	<b>COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	83	15
				93	<b>SUMMER HEAT</b> BRICK (Bang/CBS FZ 37471)	105	2
				94	<b>KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolata City/PolyGram CCLP 2019)	86	15
				95	<b>SIMPLICITY</b> TIM CURRY (A&M SP-4830)	108	5
				96	<b>THE RIGHT PLACE</b> GARY WRIGHT (Warner Bros. BSK 3511)	96	11
				97	<b>DANCERSIZE</b> CAROL HENSEL (Vintaga/Mirus VNJ 7701)	91	30
				98	<b>THE ELECTRIC SPANKING OF WAR BABIES</b> FUNKADELIC (Warner Bros. BSK 3482)	89	4
				99	<b>ARTHUR — THE ALBUM</b> ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582)	124	2
				100	<b>THE FOX</b> ELTON JOHN (Gaffan GHS 2002)	92	15

# Cash Box Top Albums/1971 to 2000

September 12, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		9/5			9/5			9/5
101	<b>FOR YOUR EYES ONLY</b> ORIGINAL SOUNDTRACK (Liberty LOO-1109)	8.98	93	10	136	<b>STIMULATION</b> BILLY THORPE (Pasha/CBS ARZ 37499)	—	146 2
102	<b>WANTED DREAD AND ALIVE</b> PETER TOSH (Rolling Stones/EMI-America SO-17055)	8.98	103	11	137	<b>CENTER OF THE WORLD</b> ROY AYERS (Polydor/PolyGram PD-1-6327)	8.98	140 6
103	<b>THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	8.98	114	3	138	<b>GREATEST HITS</b> THE DOORS (Elektra 5F-515)	8.98	141 46
104	<b>SWEET AND WONDERFUL</b> JEAN CARIN (TSOP/CBS FZ 36775)	—	106	6	139	<b>ENDLESS SUMMER</b> THE BEACH BOYS (Capitol SKBB-11307)	10.98	147 4
105	<b>AMERICAN EXCESS</b> POINT BLANK (MCA-5189)	8.98	107	20	140	<b>AMERICA'S GREATEST HERO</b> JOEY SCARBURY (Elektra 5E-537)	8.98	142 4
106	<b>THE TEMPTATIONS</b> (Gordy/Motown G8-1006M1)	8.98	115	3	141	<b>FIRE DOWN UNDER</b> RIOT (Elektra 5E-546)	8.98	153 3
107	<b>ESPECIALLY FOR YOU</b> DON WILLIAMS (MCA-5210)	8.98	109	9	142	<b>URGH! A MUSIC WAR</b> VARIOUS ARTISTS (A&M SP-6019)	9.98	151 2
108	<b>GIRLS TO CHAT &amp; BOYS TO BOUNCE</b> FOGHAT (Bearsville BRK 3578)	8.98	94	9	143	<b>BALANCE</b> (Portrait/CBS NFR 37357)	8.98	144 6
109	<b>CAMERON'S IN LOVE</b> RAFAEL CAMERON (Salsoul/RCA SA-8542)	7.98	90	11	144	<b>TONIGHT!</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	—	157 2
110	<b>WALL TO WALL</b> RENE & ANGELA (Capitol ST-12161)	8.98	111	7	145	<b>ARC OF A DIVER</b> STEVE WINWOOD (Island ILPS 9576)	8.98	117 35
111	<b>HANG ON FOR YOUR LIFE</b> SHOOTING STAR (Virgin/Epic NFR 37407)	—	123	4	146	<b>THERE GOES THE NEIGHBORHOOD</b> JOE WALSH (Asylum 5E-523)	8.98	102 17
112	<b>TOO</b> THE S.O.S. BAND (Tabu/CBS FZ 37449)	—	113	4	147	<b>DOUBLE FANTASY</b> JOHN LENNON AND YOKO ONO (Geffen LHS 2001)	8.98	129 41
113	<b>THE FRIENDS OF MR. CAIRO</b> JON & VANGELIS (Polydor/PolyGram PD-1-6326)	8.98	121	7	148	<b>LOST IN LOVE</b> AIR SUPPLY (Arista AL 9530)	8.98	128 70
114	<b>MADE IN AMERICA</b> CARPENTERS (A&M SP-3723)	8.98	87	10	149	<b>THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	8.98	126 35
115	<b>... AND THEN HE KISSED ME</b> RACHEL SWEET (Columbia ARC 37077)	—	118	4	150	<b>T.R.A.S.H.</b> THE TUBES (A&M SP-4870)	8.98	133 5
116	<b>THE TIME</b> (Warner Bros. BSK 3598)	8.98	138	3	151	<b>STANDING TOGETHER</b> MIDNIGHT STAR (Solar/Elektra S-19)	8.98	143 4
117	<b>SHEENA EASTON</b> (EMI-America ST-17049)	8.98	116	28	152	<b>EVERLASTING LOVE</b> REX SMITH (Columbia FC 37494)	—	148 4
118	<b>JEALOUSY</b> THE DIRT BAND (Liberty LW 1106)	8.98	120	3	153	<b>IN THE HEAT OF THE NIGHT</b> PAT BENATAR (Chrysalis CHR 1236)	8.98	154 3
119	<b>TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	—	130	2	154	<b>BILLY PRESTON &amp; SYREETA</b> (Motown M8-958M1)	8.98	155 5
120	<b>THE BROOKLYN, BRONX &amp; QUEENS BAND</b> (Capitol ST-12155)	8.98	127	5	155	<b>YEARS AGO</b> THE STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	8.98	156 11
121	<b>NEW TOY</b> LENE LOVICH (Stiff/Epic 5E 37452)	—	122	6	156	<b>MY SPECIAL LOVE</b> LaTOYA JACKSON (Polydor/PolyGram PD-1-6328)	8.98	165 2
122	<b>KILLERS</b> IRON MAIDEN (Harvest/Capitol ST 12141)	8.98	97	15	157	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol SOC-12110)	8.98	149 81
123	<b>"RIT"</b> LEE RITENOUR (Elektra 6E-331)	8.98	101	19	158	<b>AS FALLS WICHITA, SO FALLS WICHITA FALLS</b> PAT METHENY & LYLE MAYS (ECM-1-1190)	8.98	136 13
124	<b>IN THE NIGHT</b> CHERYL LYNN (Columbia FC 37034)	—	99	10	159	<b>VISAGE</b> (Polydor/PolyGram PX-1-501)	5.98	150 8
125	<b>STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	100	18	160	<b>FIYO ON THE BAYOU</b> NEVILLE BROTHERS (A&M SP-4866)	8.98	159 7
126	<b>"LIVE"</b> BARBARA MANDRELL (MCA-5243)	8.98	134	3	161	<b>RADIANT</b> ATLANTIC STARR (A&M SP-4833)	8.98	135 28
127	<b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	8.98	112	44	162	<b>CLEAN SWEEP</b> BOBBY BROOM (GRP/Arista 5504)	8.98	164 5
128	<b>VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	8.98	104	25	163	<b>I BELIEVE IN LOVE</b> ROCKIE ROBBINS (A&M SP-4869)	8.98	175 2
129	<b>THE VISITOR</b> MICK FLEETWOOD (RCA AFL 1-4080)	8.98	131	8	164	<b>NO SLEEP 'TIL HAMMERSMITH</b> MOTORHEAD (Mercury/PolyGram SRM-1-4023)	8.98	— 1
130	<b>YOU DON'T KNOW ME</b> MICKY GILLEY (Epic FE 37416)	—	132	4	165	<b>SILVER CONDOR</b> (Columbia NFC 37163)	—	166 11
131	<b>GUILTY</b> BARBARA STREISAND (Columbia FC 38750)	—	119	49	166	<b>EBONEE WEBB</b> (Capitol ST-12148)	6.98	169 3
132	<b>SCISSORS CUT</b> ART GARFUNKEL (Columbia FC 37392)	—	—	1	167	<b>PARTY</b> IGGY POP (Arista AL 9572)	8.98	— 1
133	<b>BLUE AND GRAY</b> POCO (MCA-5227)	8.98	95	9	168	<b>THE GREAT MUPPET CAPER</b> ORIGINAL SOUNDTRACK (Atlantic SD 16047)	8.98	137 10
134	<b>SLINGSHOT</b> MICHAEL HENDERSON (Buddah/Arista BCS 6002)	8.98	—	1				
135	<b>CAPTURED</b> JOURNEY (Columbia KC2 37016)	—	125	30				

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

AC/DC	34,58	Crack The Sky	170	Hall & Oates	45	Lynn, Cheryl	124	Ramones	83	Sweet, Rachael	115
Aerobic Dancing	89	Crawford, Randy	193	Harry, Debbie	25	Mandrell, Barbara	126	Red Rider	198	Temptations	106
Afterbach	169	Cross, Christopher	37	Henderson, Michael	134	Manhattan Transfer	39	Red Rider	188	.38 Special	69
Air Supply	26,148	Curry, Tim	95	Hensel, Carol	97	Manhattans	86	Rene & Angela	110	Thorpe, Billy	136
Alabama	27	Davies, Dave	185	Hunter, Ian	61	Marie, Teena	20	REO Speedwagon	6	Time	116
Allman Brothers	62	Davis, Miles	50	Hyrnan, Phyllis	70	Maze	40	Riot	141	Tosh, Peter	102
Alpert, Herb	72	Dazz Band	192	Icehouse	78	McDowell, Ronnie	174	Ritenour, Lee	123	Tubes	79,150
Atlantic Starr	161	Def Leppard	57	Iron Maiden	122	Metheny/Mays	158	Robbins, Rockie	163	Urch! A Music War	142
Ayers, Roy	137	Delfonics	199	Jackson, Joe	67	Mickey Mouse Disco	194	Rockets	175	Van Halen	63,198
Balance	143	Denver, John	46	Jackson, Latoya	156	Midnight Star	151	Rogers, Kenny	14,36	Vannelli, Gino	182
Balin, Marty	87	Diamond, Neil	88	James, Bob	81	Mills, Stephanie	125	Rolling Stones	12	Visage	159
B.B. & Q Band	120	Diesel	186	James, Rick	10	Milsap, Ronnie	90	Rush	30	Walsh, Joe	146
Beach Boys	139	Dirt Band	118	Jarreau, Al	22	Moody Blues	7	Sad Cafe	197	Washington, Grover Jr.	127
Benatar, Pat	4,71,153	Doors	138	Jefferson Starship	49	Motorhead	164	Santana	43	Whitford/St. Holmes	173
B-52's	65	DVC	150	John, Elton	100	Murray, Anne	157	Savoy Brown	178	Whitman, Slim	180
Blackfoot	85	Dylan, Bob	48	Jon & Vangelis	113	Neville Brothers	160	Scarbury, Joey	140	Williams, Deniece	54
Bland, Bobby	184	Easton, Sheena	117	Jones, Grace	91	Newton, Juice	29	Schneider, John	181	Williams, Don	107
Blue Oyster Cult	41	Ebonee Webb	166	Jones, George	200	Nicks, Stevie	2	Snamar	149	Williams, Hank Jr.	103
Brick	93	ELO	9	Jones, Quincy	64	Oak Ridge Boys	35	Shooting Star	111	Winwood, Steve	145
Broom, Bobby	162	Exposed	195	Jones, Ricki Lee	8	Osbourne, Ozzy	24	Silver Condor	165	Wright, Gary	96
Brothers Johnson	82	Fields, Richard "Dimples"	51	Journey	1,135	Oskar, Lee	172	Smith, Frankie	77	ZZ Top	19
Cameo	94	Fleetwood, Mick	129	Kihn, Greg	53	Pablo Cruise	42	Smith, Rex	152		
Cameron, Rafael	109	Foghat	108	King, Evelyn	31	Parsons, Alan	48	Sniff 'N' The Tears	179		
Carlton, Carl	60	Foreigner	3	Kinks	75	Passport	183	S.O.S. Band	112		
Carr, Jean	104	Four Tops	144	Knight, Gladys	119	Petty, Tom	21	Springfield, Pick	13		
Carnes, Kim	23	Franklin, Aretha	56	Kraftwerk	92	Poco	133	Spyro Gyra	52		
Carpenters	114	Funkadelic	93	Lattisaw, Stacy	73	Point Blank	105	Squeeze	76		
Cash, Rosanne	176	Garfunkel, Art	132	Laws, Debra	128	Pointer Sisters	18	Squier, Billy	11		
Chilliwack	191	Gilley, Mickey	130	Lennon, John And Yoko Ono	147	Pop, Iggy	167	Stanley, Michael	59		
Chipmunks	80	Go-Go's	47	Little Feat	55	Preston, Billy & Syreeta	154	Stars On Long Play	68		
Clarke/Duke	74	Graham, Larry	38	Little River Band	84	Pretenanders	16	Statter Bros.	155		
Collins, Phil	33	Grinder Switch	177	Loverboy	66	Psychedellic Furs	187	Streisand, Barbra	131		
Commodores	15	Grusin, Dave	171	Lovich, Lene	121	Rabbitt, Eddie	32	Styx	28		

SOUNDTRACKS

Arthur — The Album	99
Endless Love	5
For Your Eyes Only	101
Great Muppet Capers	167
Heavy Metal	17
Raiders Of The Lost Ark	189

# DUNNIE IRIS



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Produced by Mark Avsek  
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Executive Producer—Carl Maduri

THE NEW ALBUM

# KING COOL