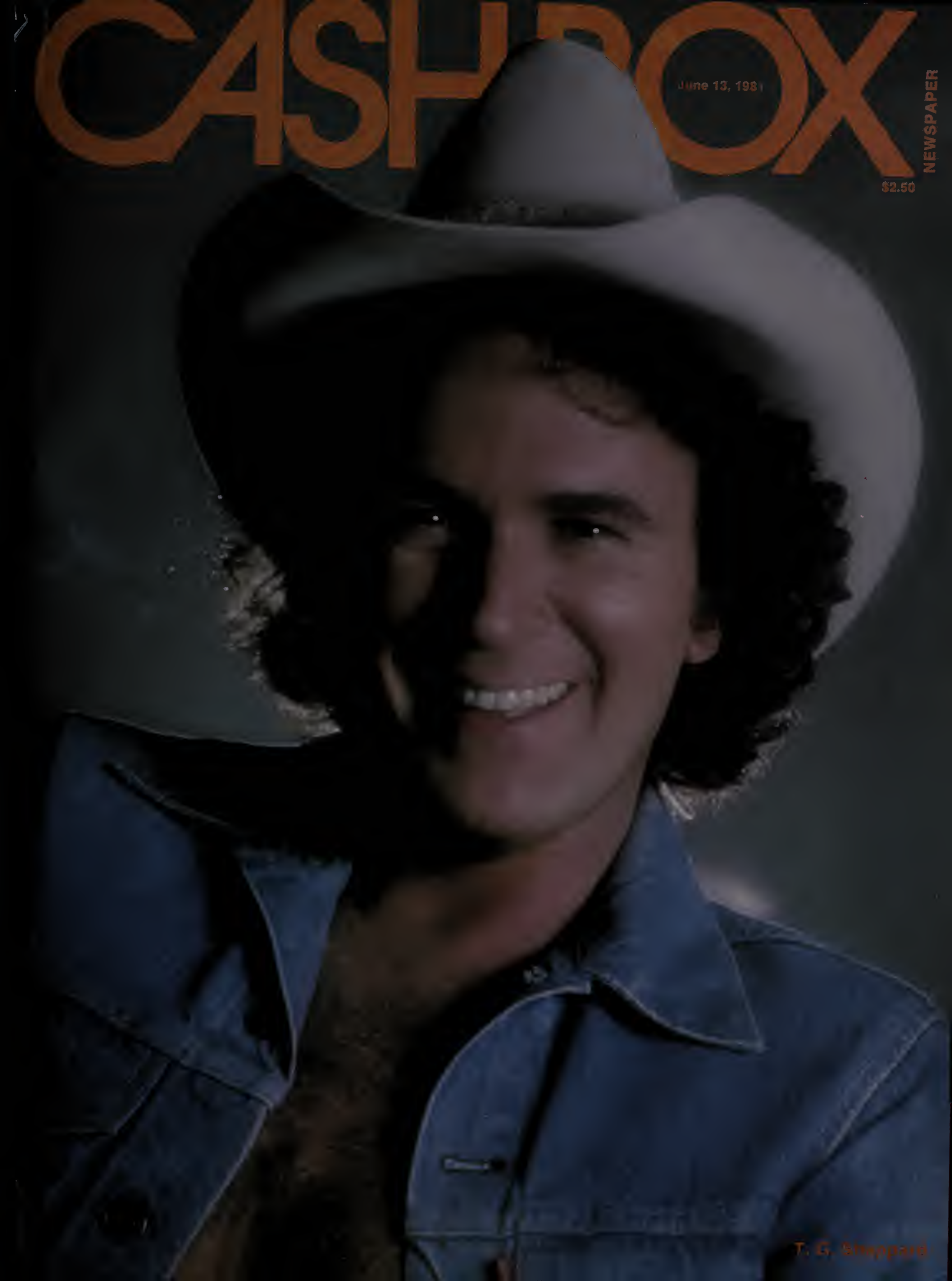


# CASH BOX

June 13, 1981

NEWSPAPER

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T. G. Sheppard

# CASHBOX

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## EDITORIAL The Perfect Match

The recent 1981 International Summer Consumer Electronics Show (CES) in Chicago closed June 3 on perhaps the most upbeat note in its history. Even in an economically depressed climate, the CES drew more than 60,000 attendees during the course of its four-day span — and out of that record number was the largest showing ever of recording industry representatives from the manufacturing and merchandising communities. A good sign for both consumer electronics and music industries, since both are inextricably bound together.

From the gear up for stereo TV to the present reality of stereo videocassette recorders (VCRs), from stereo laser-optical videodiscs to home digital audio Compact Disks, as well as noise reduction systems, there are opportunities like never before

for the recording industry. Not to mention the fact that it will take more programming than ever before to feed the hungry media monster known as pay TV (including cable). And the technology from consumer electronics development is making these opportunities possible at an ever-increasing pace.

According to Cy Leslie, president of CBS Video Enterprises, the music industry responded this year like never before and showed up at the CES ready to explore new and exciting avenues for future growth. "There is an awareness by record retailers of this industry that is overdue but welcome here this year," Leslie said at the show.

We at **Cash Box** hope this awareness will continue to grow and flourish with the speed of the technology race. It can only serve to benefit us all.

# NEWS HIGHLIGHTS

- PolyGram Records absorbs PDI in restructuring of distribution operation (page 7).
- Herb Eiseman named chairman of Twentieth Century-Fox Records (page 7).
- Lack of list, varying midline wholesale prices cause confusion at retail (page 7).
- Audio, video link stressed at Summer CES (page 7).
- Kenny Rogers' "I Don't Need You" and "One Step Ahead" by Split Enz (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- George Harrison's "Somewhere In England" and "Talk, Talk, Talk" by the Psychedelic Furs (new and developing artist) are the top **Cash Box** Album Picks (page 13).

## TOP POP DEBUTS

<b>SINGLES</b>	34	I DON'T NEED YOU — Kenny Rogers — Liberty
<b>ALBUMS</b>	78	THE ONE THAT YOU LOVE — Air Supply — Arista

### POP SINGLE

**BETTE DAVIS EYES**  
Kim Carnes  
EMI America

### B/C SINGLE

**GIVE IT TO ME BABY**  
Rick James  
Gordy/Motown

### COUNTRY SINGLE

**BUT YOU KNOW I LOVE YOU**  
Dolly Parton  
RCA

### JAZZ

**WINELIGHT**  
Grover Washington, Jr.  
Elektra

## NUMBER ONES



Rick James

### POP ALBUM

**HI INFIDELITY**  
REO Speedwagon  
Epic

### B/C ALBUM

**STREET SONGS**  
Rick James  
Gordy/Motown

### COUNTRY ALBUM

**FEELS SO RIGHT**  
Alabama  
RCA

### GOSPEL

**THE HAWKINS FAMILY LIVE**  
Walter Hawkins  
Light

# CASH BOX TOP 100 SINGLES

June 13, 1981

Weeks On Chart		Weeks On Chart		Weeks On Chart	
6/6	Chart	6/6	Chart	6/6	Chart
1	<b>BETTE DAVIS EYES</b> KIM CARNES (EMI-America 8077)	34	<b>I DON'T NEED YOU</b> KENNY ROGERS (Liberty 1415)	67	<b>GIVE IT TO ME BABY</b> RICK JAMES (Gordy/Motown G 7197 F1)
2	<b>STARS ON 45 — MEDLEY</b> STARS ON 45 (Radio Records/Atlantic RR 3810)	35	<b>SAY WHAT</b> JESSE WINCHESTER (Bearsville BSS 49711)	68	<b>IN THE AIR TONIGHT</b> PHIL COLLINS (Atlantic 3824)
3	<b>BEING WITH YOU</b> SMOKEY ROBINSON (Tamlia/Motown T54321)	36	<b>GIVE A LITTLE BIT MORE</b> CLIFF RICHARD (EMI-America 8076)	69	<b>ROCK AND ROLL DREAMS COME THROUGH</b> JIM STEINMAN (Epic/Cleveland Int'l. AET 1232)
4	<b>SUKIYAKI</b> A TASTE OF HONEY (Capitol P-4953)	37	<b>MODERN GIRL</b> SHEENA EASTON (EMI-America 8080)	70	<b>IT'S NOW OR NEVER</b> JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)
5	<b>A WOMAN NEEDS LOVE (JUST LIKE YOU DO)</b> RAY PARKER, JR. & RAYDIO (Arista AS 0592)	38	<b>TIME</b> THE ALAN PARSONS PROJECT (Arista AS 0598)	71	<b>YOU LIKE ME DON'T YOU</b> JERMAINE JACKSON (Motown M 1503F)
6	<b>TAKE IT ON THE RUN</b> REO SPEEDWAGON (Epic 19-01054)	39	<b>HEARTS</b> MARTY BALIN (EMI-America 8084)	72	<b>IT DIDN'T TAKE LONG</b> SPIDER (Dreamland/RSO DL 111)
7	<b>ALL THOSE YEARS AGO</b> GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)	40	<b>SWEET BABY</b> STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	73	<b>MAKE THAT MOVE</b> SHALAMAR (Solar/RCA YB-12192)
8	<b>ANGEL OF THE MORNING</b> JUICE NEWTON (Capitol 4976)	41	<b>BOY FROM NEW YORK CITY</b> MANHATTAN TRANSFER (RCA/Atlantic 3816)	74	<b>DOUBLE DUTCH BUS</b> FRANKIE SMITH (W/MOT 4W85351)
9	<b>I LOVE YOU</b> CLIMAX BLUES BAND (Warner Bros. WBS 49669)	42	<b>I CAN TAKE CARE OF MYSELF</b> BILLY & THE BEATERS (Arista ALF-7002)	75	<b>YEARNING FOR YOUR LOVE</b> GAP BAND (Mercury/PolyGram 76101)
10	<b>HOW 'BOUT US</b> CHAMPAIGN (Columbia 11-11433)	43	<b>YOU BETTER YOU BET</b> THE WHO (Warner Bros. WBS 49698)	76	<b>FANTASY GIRL</b> REO SPEEDWAGON (Epic 19-02127)
11	<b>TOO MUCH TIME ON MY HANDS</b> STYX (A&M 2323)	44	<b>SOMEBODY'S KNOCKIN'</b> TERRI GIBBS (MCA-41309)	77	<b>DON'T LET HIM GO</b> LOVERBOY (Columbia 11-11421)
12	<b>AMERICA</b> NEIL DIAMOND (Capitol P-4994)	45	<b>FIND YOUR WAY BACK</b> JEFFERSON STARSHIP (Grunt/RCA FB-1-2211)	78	<b>TURN ME LOOSE</b> JOHN COUGAR (Riva/PolyGram R-207)
13	<b>THIS LITTLE GIRL</b> GARY U.S. BONDS (EMI-America 8079)	46	<b>GEMINI DREAM</b> THE MOODY BLUES (Threshold/PolyGram TR601)	79	<b>LOVE YOU LIKE I NEVER LOVED YOU BEFORE</b> JOHN O'BANION (Elektra E-47125)
14	<b>JESSIE'S GIRL</b> RICK SPRINGFIELD (RCA JH12201)	47	<b>SHADDUP YOU FACE</b> JOE DOLCE (MCA-51053)	80	<b>RAPTURE</b> BLONDIE (Chrysalis CHS 2485)
15	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AS 0604)	48	<b>STRONGER THAN BEFORE</b> CAROLE BAYER SAGER (Boardwalk WS8 02054)	81	<b>AIN'T EVEN DONE WITH THE NIGHT</b> JOHN COUGAR (Riva/PolyGram R-207)
16	<b>WHAT ARE WE DOIN' IN LOVE</b> DOTTIE WEST (Liberty 1404)	49	<b>QUEEN OF HEARTS</b> JUICE NEWTON (Capitol P-4997)	82	<b>HOLD ON LOOSELY</b> RANDY MEISNER (Epic 19-02059)
17	<b>THE WAITING</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR 51100)	50	<b>A LIFE OF ILLUSION</b> JOE WALSH (Asylum E-47144)	83	<b>GOTTA GET AWAY</b> PHOEBE SNOW (Mirage/Atlantic WTG 3818)
18	<b>LIVING INSIDE MYSELF</b> GINO VANNELLI (Arista AS 0588)	51	<b>SLOW HAND</b> POINTER SISTERS (Planet/Elektra P-47929)	84	<b>MERCY, MERCY, MERCY</b> ANNE MURRAY (Capitol 4987)
19	<b>SWEETHEART</b> FRANKE & THE KNOCKOUTS (Millennium JH-11801)	52	<b>WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. WBS 49692)	85	<b>BLESSED ARE THE BELIEVERS</b> STEVE WINWOOD (Island IS 49656)
20	<b>YOU MAKE MY DREAMS</b> DARYL HALL & JOHN OATES (RCA PB-12217)	53	<b>THE STROKE</b> BILLY SQUIER (Capitol P-5005)	86	<b>WHILE YOU SEE A CHANCE</b> ERIC CLAPTON AND HIS BAND (RSO/PolyGram RS 1064)
21	<b>WATCHING THE WHEELS</b> JOHN LENNON (Geffen GEF 49695)	54	<b>JONES VS. JONES</b> KOOL & THE GANG (De-Lite/PolyGram DE 813)	87	<b>ANOTHER TICKET</b> ALABAMA (RCA PB-12236)
22	<b>ELVIRA</b> THE OAK RIDGE BOYS (MCA-51084)	55	<b>AI NO CORRIDA</b> QUINCY JONES (A&M 2309)	88	<b>FEELS SO RIGHT</b> THE ROVERS (Cleveland Int'l./CBS 19-51007)
23	<b>WINNING</b> SANTANA (Columbia 11-01050)	56	<b>I LOVED 'EM EVERY ONE</b> T.G. SHEPPARD (Warner/Curb WBS-49690)	89	<b>WASN'T THAT A PARTY</b> JAMES TAYLOR (Columbia 11-02093)
24	<b>MORNING TRAIN (NINE TO FIVE)</b> SHEENA EASTON (EMI-America 8071)	57	<b>SINCE I DON'T HAVE YOU</b> DON McLEAN (Millennium YB-11804)	90	<b>HARD TIMES</b> ARETHA FRANKLIN (Arista AS 0600)
25	<b>IS IT YOU</b> LEE RITENOUR (Elektra E-47124)	58	<b>BROOKLYN GIRLS</b> ROBBIE DUPREE (Elektra E-47145)	91	<b>COME TO ME</b> TOMMY JAMES (Millennium YB-11802)
26	<b>JUST THE TWO OF US</b> GROVER WASHINGTON, JR. (Elektra E-47103)	59	<b>LOVIN' THE NIGHT AWAY</b> THE DILLMAN BAND (RCA PB-12206)	92	<b>RAIN IN MAY</b> MAX WERNER (Radio Records/Atlantic RR 3921)
27	<b>I MISSED AGAIN</b> PHIL COLLINS (Atlantic 3790)	60	<b>TWO HEARTS</b> STEPHANIE MILLS (20th Century/RCA TC-2492)	93	<b>PARADISE</b> CHANGE (RCA/Atlantic 3809)
28	<b>NOBODY WINS</b> ELTON JOHN (Geffen GEF 49722)	61	<b>SAY YOU'LL BE MINE</b> CHRISTOPHER CROSS (Warner Bros. WBS 49705)	94	<b>WHAT SHE DOES TO ME (THE DIANA SONG)</b> THE PRODUCERS (Portrait/CBS 12-02992)
29	<b>STILL RIGHT HERE IN MY HEART</b> PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)	62	<b>PROMISES</b> BARBRA STREISAND (Columbia 11-02065)	95	<b>YOU REALLY GOT A HOLD ON ME</b> BILLY JOE ROYAL (Kat Family WS8 02074)
30	<b>FOOL IN LOVE WITH YOU</b> JIM PHOTOGLO (20th Century-Fox/RCA TC-2487)	63	<b>SIGN OF THE GYPSY QUEEN</b> APRIL WINE (Capitol P-5001)	96	<b>SHE DID IT</b> MICHAEL DAMIAN (L.E.G.-007)
31	<b>KISS ON MY LIST</b> DARYL HALL & JOHN OATES (RCA JH-12142)	64	<b>ARC OF A DIVER</b> STEVE WINWOOD (Island IS 49726)	97	<b>DON'T STOP THE MUSIC</b> YARBROUGH & PEOPLES (Mercury/PolyGram 76085)
32	<b>THEME FROM "GREATEST AMERICAN HERO"</b> JOEY SCARBURY (Elektra E-47147)	65	<b>ALMOST SATURDAY NIGHT</b> DAVE EDMUNDS (Swan Song/Atlantic SS 7200)	98	<b>JUST SO LONELY</b> GET WET (Boardwalk WS8 02018)
33	<b>SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia 11-11426)	66	<b>THE BREAKUP SONG (THEY DON'T WRITE 'EM)</b> GREG KIHN BAND (Beserkley/Elektra B-47149)	99	<b>I CAN'T SAY GOODBYE TO YOU</b> HELEN REDDY (MCA-51106)

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

A Life Of Illusion (Rio Ray/Wow & Flutter — ASCAP)	50	Give A Little Bit (Paper Ltd. — PRS)	36	Love'n' The Night (Songs Of Manhattan Island/ZIR — BMI)	49	Sweet Baby (Mycenae — ASCAP)	40
A Woman Needs (Raydiola — ASCAP)	5	Gotta Get Away (Nebraska/United Artist/Glasco — ASCAP/Moon & Stars/Cotillion — BMI)	83	Make That Move (Spectrum VII/Mykinda — ASCAP)	59	Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP)	19
Ai No Corrida (Heathwave/HG — ASCAP/Lazy Lizard — BMI)	55	Hard Times (Country Road — BMI)	90	Mercy (Cotillion/Vonglo — BMI)	84	Take It On The Run (Buddy — BMI)	6
Ain't Even Done (H.G., Inc. — ASCAP)	81	Holds On Loosely (Rocknocker/W.B./Easy Action — ASCAP)	82	Modern Girl (Unichappell — BMI)	37	The Breakup Song (flye-Boy — ASCAP)	66
All Those Years (Ganga — BMI)	7	How 'Bout Us (Dana Walden — license pending)	10	Morning Train (Unichappell — BMI)	24	The One That You (Careers/Bestall Reynolds — BMI)	15
Almost Saturday (Greasy King — ASCAP)	65	I Can Take Care (WB/Vera Cruz — ASCAP)	42	Nobody Wins (Intersong — ASCAP)	28	The Stroke (Songs Of The Knight — BMI)	53
America (Stonebridge — ASCAP)	12	I Can't Say (Ai Gallico — BMI)	100	Paradise (Little Macho — ASCAP)	94	The Waiting (Gone Gator — ASCAP)	17
Angel Of The Morning (Blackwood — BMI)	8	I Don't Need You (Boothcute — BMI)	34	Promises (Stigwood/Unichappell — BMI)	62	Theme From "Greatest American Hero" (In Dispute)	32
Another Ticket (Stigwood — BMI)	87	I Love You (C.S.B. — ASCAP)	9	Rapture (Rare Blue/Monster Island — ASCAP)	93	This Little Girl (Bruce Springsteen — ASCAP)	13
Arc Of A Diver (Island/Hudson Bay — BMI)	64	I Loved 'Em (Tree — BMI)	56	Rock And Roll (Neverland/Lost Boys — BMI)	69	Time (Woolfsongs Ltd./Careers (Adm. By Irving — BMI)	38
Being With You (Bertam — ASCAP)	3	I Missed Again (Effectsound Ltd./Pun — ASCAP)	27	Say What (Fourth Floor/Hot Kitchen — ASCAP)	35	Too Much Time (Stylian (Admin. By Almo — ASCAP)	11
Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI)	1	It's Now Or (Gladys — ASCAP)	70	Say You'll Be Mine (Pop n' Roll — ASCAP)	61	Turn Me Loose (Blackwood/Dean Of Music — BMI)	78
Blessed Are (Chappell/Unichappell — ASCAP/BMI)	85	Jessie's Girl (Robbie Porter — BMI)	14	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	33	Two Hearts (Frozen Butterfly — BMI)	60
Boy From New York (Trio — BMI)	41	Just So Lonely (Marvin Gardens/Beachball, Inc. — ASCAP)	99	Shaddap You Face (Remix — BMI)	47	Wasn't That A Party (United Artists — ASCAP)	89
Brooklyn Girls (Captain Crystal/Screen Gems-EMI — BMI)	58	Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI)	31	Sne Did It (CAM — BMI)	97	Watching The Wheels (Lenono — BMI)	21
Come To Me (Acoustic/Dobbins/Blue Book/Bittercreek — BMI)	91	Living Inside (Black Keys — BMI)	18	Sign Of The Gypsy (Irving — BMI)	63	What Are We Doin' (Chappell/Sailmaker — ASCAP)	16
Don't Let Him Go (Fate — ASCAP)	77	Love You Like (Sixty-Ninth Street — BMI)	79	Since I Don't (Bonnyview/Southern — ASCAP)	57	What Cha' Gonna (Average (Admin. By Ackee) Longdog — ASCAP)	92
Don't Stop (Total X — ASCAP)	98	Love Your Love (Beechwood — BMI)	48	Slow Hand (Warner-Tamarlane/Flying Dutchman/Sweet Harmony — BMI)	51	What She Does (Huge — BMI)	52
Double Dutch (Wimot/Frason/Supermarket BMI)	74	Exceptiionally heavy radio activity this week		Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC)	44	While You See (Island/Irving/Blue Sky/Rider — BMI)	86
Elvira (Acuff-Rose — BMI)	22	Exceptionally heavy sales activity this week		Stars On (Various Publishers — BMI/ASCAP)	2	Winning (Island — BMI)	23
Fantasy Girl (Rocknocker/W.B./Easy Action — ASCAP)	78			Still Right Here (Kentucky Wonder — BMI)	29	Yearning (Total Experience — BMI)	75
Feels So Right (Maypop — BMI)	88			Stronger Than (Unichappell/Begonia Melodies/Fedora — BMI/Hidden Valley — ASCAP)	48	You Better You Bet (Tower Tunes — BMI)	43
Find Your Way Back (Lunatunes — BMI)	45			Sukiyaki (Beechwood — BMI)	4	You Like Me (Jobete — ASCAP)	71
Foot In Love (Nearbytunes — ASCAP/Fanfare/Nearbytunes — BMI)	30					You Make My (Hot-Cha/Six Continents — BMI)	20
Gemini Dream (W.B./MCA — ASCAP)	46					You Healy Got (Jobete — ASCAP)	56
						You're So Easy (Big Teeth/Tommy James — BMI)	92

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## Audio, Video Link Emphasized At '81 Summer CES

by Michael Glynn

CHICAGO — The expectedly heavy impact of new video product displays and presentations failed to overshadow audio developments at the 1981 International Consumer Electronics Show here, which closed June 3. In fact, a June 1 panel on "Home and Portable Audio" generally agreed that such outgrowths of the home video revolution as stereo TV could accelerate the audio/video interface, and the warm reception accorded various digital audio disc systems demonstrated here offered hope to manufacturers for the future of the industry.

Another note of encouragement was sounded June 2 when it was announced that the Warner Communications, Inc. labels — including Warner Bros., Elektra and Asylum Records — had joined CBS in adopting the CX noise reduction system. The expansion/compression process, which eliminates surface noise and extends dynamic range on encoded recordings, has been generally viewed as a major, pre-digital advance in upgrading recorded sound quality and could be a boon for audio manufacturers who license the technology for outboard adaptors or elect to incorporate it directly into component circuitry.

However, large scale demonstrations by North American Philips and Marantz, as well as more subdued presentations by Sony and Sanyo, of compatible digital audio disc playback units, created perhaps the biggest stir among new audio developments at the show. While Sony and Philips officially unveiled their Compact Disc (CD) systems at a press conference in New York two weeks ago (*Cash Box*, June 6), response at the CES was considered to be a key test of trade acceptance — and judging from the crowds lined up for demonstrations throughout CES' four-day run, it was a hit.

Matsushita Electric, as well as Akai, Nakamichi, Onkyo, Dual, U.S. Pioneer, Crown, Studer/Revox, Bang & Olufsen, Grundig and Trio-Kenwood, among others,

(continued on page 15)

## Lundvall Exits CBS, Joins Elektra/Asylum

LOS ANGELES — CBS Records Division president Bruce Lundvall will resign Monday (June 8) to accept a high level post with Elektra/Asylum Records. An announcement on Lundvall's successor and a revised executive structure at CBS will be made this week.

Although E/A's official statement on the Lundvall situation last week was "no comment," it is understood that he will be named senior vice president and head the label's East Coast operations, reporting directly to chairman Joe Smith. In addition, Lundvall will be getting his own production company as part of the E/A deal.

The rumored departure of Lundvall, who joined CBS in the 1960s and was named Records Division president in 1976, surfaced months ago. Additional rumors circulated last week that E/A executive vice president Vic Faraci will be named president of the label, a post that has been vacant since the departure of Steve Wax in 1978.

Lundvall, who had returned to New York last week after attending the Black Music Assn. Conference at the Century Plaza Hotel here, was not returning calls, but was understood to be conducting business as usual at CBS headquarters.



Herb Eiseman

## Herb Eiseman Named Chairman Of Fox Records

LOS ANGELES — In a surprise move, Herb Eiseman has been named chairman of 20th Century-Fox Records. Eiseman will continue as president of 20th Century-Fox Music Corp., a post he has held for the past nine years.

At the same time, 20th made significant staff reductions "to become a more streamline operation," according to a label source.

Alan Hirschfield, vice chairman of 20th Century-Fox Film Corp., said in a statement that Eiseman's appointment signals a restructuring of 20th's music companies "in anticipation of a much broader base of expansion of the music operation."

Under the new set up, Neil Portnow, president of the record company will report to Eiseman, as will Monty Houdeshell, chief financial officer.

Eiseman commented, "Fox will remain a highly selective artist-oriented company with emphasis on career building. To this end, this consolidation will facilitate better coordination between Fox's Music Group of Companies and Fox's other creative divisions."

Since 1979, 20th Century-Fox Records product has been distributed worldwide by RCA. Twentieth's Stephanie Mills, Jim Photoglo and the Impressions currently have records on the *Cash Box* charts.

The announcement of the restructuring of 20th's music operations comes on the eve of a stockholders' meeting to finalize Denver oilman Marvin Davis' acquisition of the \$800 million (sales) entertainment conglomerate.



**HANDSHAKE DEAL** — Songwriter/producer Mark Gordon Creamer recently entered an exclusive recording agreement with Handshake Records, with his first single, "Music Machine," set for immediate release. Pictured during the signing are (l-r): Joel Newman, director of West Coast operations, Handshake; Creamer; Ron Alexenburg, Handshake president; and publisher Al Gallico.

## PolyGram Trims Distribution; Record Label Absorbs PDI

by Aaron Fuchs

NEW YORK — In keeping with a program of consolidation that began more than a year ago, PolyGram Distribution Inc. (PDI) has been absorbed under the PolyGram Records umbrella for the U.S. and PDI president John Frisoli has left the company. The announcement followed months of speculation on the fate of PDI, which had been named by indie distributors as one of the branch systems having trouble maintaining the volume needed to stay in the black (*Cash Box*, April 25).

PDI had been a separate sales/distribution entity for PolyGram Records product similar to Warner Communications Inc.'s Warner/Elektra/Atlantic (WEA) Corp. Under the new structure, announced last week by PolyGram Records president and chief operating officer David Braun, the entire sales organization, headed by Jack Kiernan, vice president, sales, will report to Bob Sherwood, executive vice president and general manager. The fulfillment/distribution operation, headed by Bert Franzblau, vice president, operations, will report to Guenter Hensler, executive vice president, operations.

PolyGram's announcement of the change contained no mention of any reduction in either the number of distribution branches (12) or size of the field force (un-

derstood to be between 10-15 people per branch).

Commenting on the restructuring, Sherwood said, "By bringing marketing and sales together, we feel better able to meet the increasingly complex needs of the music industry. This will increase our effectiveness by making us even more versatile and capable of adapting with greater speed and accuracy."

Sherwood went on to say that the move eliminated the "us versus them" mentality that can exist when there is an autonomous distribution arm. "Now we must all take the responsibility for a record succeeding or failing," he said.

He added that a separate distribution wing works well for a company like WEA, which must maintain a balanced product flow among three different labels (Warner Bros., Elektra/Asylum, Atlantic). PolyGram, by contrast, had previously consolidated its three labels — Phonogram/Mercury, Polydor and Casablanca — under the PolyGram Records banner.

Kiernan is a four-year veteran of the PolyGram organization. Formerly, he was with RCA where he served for seven years as vice president of marketing. Sherwood described Kiernan as a "street-wise professional whose increased respon-

(continued on page 14)

## Lack Of List, Varying Midline Tags Confuse Record Dealers

Shelf Prices Up In Wake Of Wholesale Increase

by Richard Imamura and Marc Ceter

LOS ANGELES — Record retailers reacted with uncertainty to the dropping of suggested list price by CBS Records and Boardwalk Records and the varying wholesale tags for midlines that went into effect last week, according to a nationwide *Cash Box* survey. However, while dealers expressed confusion on how to price CBS and Boardwalk product and the various midlines, only a few said they would hold the line on shelf prices in light of the latest round of wholesale hikes (see separate story).

Reacting to the wholesale hikes — which have recently seen WEA, CBS, MCA, Capitol/EMI America/Liberty and RCA among the majors and Arista, Chrysalis,

Motown and Alfa among the indies institute three-to-four percent increases — dealers felt the moves came at a most inopportune time. With retail sporting another black eye with the recent Chapter XI bankruptcy filings by the Peaches chain (see separate story), the dealers were nearly unanimous in the decision to hike shelf prices on front-line product and non-midline catalog items rather than absorb the increased wholesale tag.

"All of our prices are going to reflect the

(continued on page 18)

## RCA Latest Major Label To Institute Wholesale Hikes

by Marc Ceter

LOS ANGELES — RCA became the fifth major record company to institute a wholesale price hike in the past month with the announcement last week that dealer prices would increase approximately four percent on albums and eight percent on certain singles and 12" records.

RCA's announcement comes one week after price hikes by MCA and Capitol. In addition, it is expected that PolyGram will follow suit with a price increase that will take effect by July 1.

RCA's increase, which affects RCA, A&M and their respective associated labels, boosts \$8.98 LP product from a \$4.91 wholesale price to \$5.06. Additionally, \$7.98 and \$13.98 product will now feature a dealer price of \$4.50 and \$7.88 respectively.

Certain singles and 12" records have also been affected by the wholesale hike. Singles with a suggested list price of \$1.49 will now carry a wholesale price of 77 cents and 45s that list for \$1.69 will wholesale for

(continued on page 15)

# Retailers Bemoan Lack Of '81 Summer Incentive Programs

by Dave Schulps and Dan Nooger

NEW YORK — Retailers are finding little in the way of summer incentive programs being offered by record labels this year. Many say that the best deals they were recently offered were last chances to buy at the old price before new, higher prices went into effect. This year, the labels are offering even fewer discount programs than last year, when a significant drop off in discounts and dating occurred.

"There's definitely an absence of the meaty deal for the retailer," said John D'Antonio, buyer for the Disc-O-Mat chain in New York City. D'Antonio spoke for most of the retailers contacted in his assessment of what's being offered for the summer. A number of retailers and chain operators across the country said they had been offered no deals at all.

A **Cash Box** survey of labels revealed a virtual absence of deals or extended dating being offered on frontline product. The only exceptions were Capitol, offering an eight

## '81 NAIRD Confab Focuses On Indie Distributions' Concerns

by Fred Goodman

PHILADELPHIA — The disparity between independent distributors seeking big hit product and indie labels striving either to grow or maintain a comfortable niche in the marketplace surfaced dramatically at the annual National Assn. of Independent Record Distributors and Manufacturers (NAIRD) here May 28-31. Held at the Sheraton Hotel and hosted by Richman Brothers Distributors of Pennsauken, N.J., the convention was marked by a heavy orientation towards distributors and their interest in hits.

The emphasis upon issues and topics relevant to independent distributors spilled over to the discussions and panels, which often left little of real interest for the indie labels. Discussions on how to garner maximum radio airplay for indie product, how to survive comfortably with a roster of "cult" and esoteric acts and other such topics relevant to indie labels were omitted in favor of distributor-oriented subjects.

It was during the panels on "Finance and (continued on page 10)

percent discount with a 30-day extension on new releases and 30-to-60-day extensions on hot frontline product, MCA, with a five percent discount on nine black music albums by such artists as B. B. King, Rufus, Joe Sample and Bill Summers; and RCA, offering 16%-17% and 30 days extension on new and developing artists (a continuation of a program that's been running since last year). CBS, PolyGram and WEA among the majors and Motown, Chrysalis and Arista among the indies are not currently offering any national discounts or dating extensions as part of summer incentive programs.

"I haven't been paying much attention to their deals because I've been too busy paying attention to their prices," said Pat Berry, vice president of Leisure Landing in New Orleans. "At this point, I can't sell an \$8.98 for less than I would have sold a \$9.98 a few years ago."

### Wholesale Hikes Hurt

Ira Heilicher, owner and president of Great American Music in Minneapolis, said he felt that there weren't fewer deals being offered than in the past, but that the recent round of wholesale price increases had "taken away the illusion that it's something special." Heilicher also felt that the labels were probably "waiting for the dust to settle on the price increases" before offering summer programs.

With the exception of Stratford Distributors (see separate story), independent distributors and one-stop operators said they could not afford to fill the gap left by the lack of label summer programs. "With the pricing structure as it is and our own mark-up, the only way we can offer deals to our accounts is to pass along deals from the labels," said John Horn, sales manager of Cleveland-based Piks Distributors. Linda Loohte, sales manager of Maryland-based one-stop C&M Distributors, added, "The manufacturers seem to be going on the assumption that eventually records simply won't be a discount commodity."

As for the outlook for the retailers' summer, with or without incentive programs, many operators bemoaned the recent round of price increases and "a lack of strong product" to bring customers into the stores (see separate story). Great American Music's Heilicher summarized by saying, "The consumer will be buying records at a higher price. As to whether they'll accept it or not, we'll just have to see."



Ron Goldstein

## Goldstein Named Island President For U.S., Canada

NEW YORK — Ron Goldstein has been promoted to the presidency of Island Records, U.S. and Canada operations. Goldstein, who will report to Chris Blackwell, founder of Island, had been the label's vice president/managing director.

As president, Goldstein will continue to oversee coordination of the label's North American activities and its relationship with Warner Bros. Records and WEA Distributing Corp. In addition, Goldstein will play a key role in the development of Island's evolving video and film wings. His other duties will include assuming a more active role in Island's A&R and coordinating activities with Island's Compass Point Studios in the Bahamas and with Lionel Conway, president of Ackee Music, Island's music publishing division.

Before joining Island, Goldstein spent three years as general manager for the progressive music division of Warner Bros. Goldstein started his record industry career in 1966, working with Mainline, an independent distributor in Cleveland. He joined Warner Bros. in 1969 as West Coast regional sales manager and later moved to special projects coordinator. Goldstein left for a two year period in 1972 to run Chrysalis Records, U.S., returning to Warner Bros. as product manager in 1974.

Speaking of Goldstein's appointment as president of Island, Blackwell said, "In the short time Ron's been with Island, everything's worked very well for us. Warner Bros. and Island have pulled together better than ever."

"Ron's moved up to the presidency the old-fashioned way... he earned it."

## Heiman Seeks To Sell Peaches After Chapter XI Filing

by Michael Martinez

LOS ANGELES — Major creditors of Peaches Records & Tapes/Nehi Distributing Corp. have asked that the company engage in active discussion within 90 days on how the record retail chain will pay an estimated \$20 million in debts. According to Peaches attorney Joseph Eisenberg, the company's options are to reorganize, merge with another chain or sell to a new owner.

Eisenberg, who filed a petition for reorganization of debt under Chapter XI of the federal bankruptcy laws here in U.S. District Court June 1, said principles at the retail and distribution companies have been involved in unofficial meetings with their six major record company creditors, and Citibank, to develop a plan for settling the debt, which resulted in the company's board of directors voting to voluntarily file the Chapter XI petition.

Although the petition did not spell out ex-

(continued on page 41)



It isn't often an artist hits the #1 spot with his first effort, but T.G. Sheppard is an exception to the rule. After doing promotion for RCA for six years and running his own promotion/production company, Umbrella Productions, for another four, Sheppard recorded "Devil In The Bottle" for Melodyland Records in 1974, which promptly reached the #1 position on the Country charts. To date, Sheppard estimates he's had ten #1 records, the latest being the Warner Bros. release, "I Loved 'Em Every One," which also crossed over to the pop charts, finally leveling at #35. The album from which the single was culled is doing equally as well, this week cracking the top five of the **Cash Box** Country chart and moving to #93 on the pop chart.

Sheppard's success can be attributed to a number of factors — talent not being the least of those attributes. His years as a promotion man gave him an inside look at the workings of a record company and a knowledge he says has helped him as an artist. Sheppard says the business savvy he gained in promotion helped prepare him for what he is doing today.

In 1977, when Sheppard joined the Warner Bros. roster he carried the business savvy with him with his first release for the label, "Mister DJ" which didn't hit the #1 spot, but did go top five. "Last Cheater's Waltz," however, did regain that #1 feel for him, a feel that was repeated with subsequent releases, including "I'll Be Coming Back For More," "Do You Wanna Go To Heaven" and "I Feel Like Lovin' You Again."

Sheppard places much emphasis on the song, so much in fact, that he and producer Buddy Killen search for material together. "I Loved 'Em Every One" is an example, Sheppard says, of what a strong song can do. "There was no conscious effort on our part to make that a pop song," he notes. "A strong song speaks for itself — you don't have to worry about whether it's pop or country. It all comes down to the song."

As for the future, Sheppard is doing a lot of road work, booked almost solidly through the end of the year. He is also much in demand in the area of television — he recently filmed *Battle of the Las Vegas Showgirls*, which is scheduled to air as a special in August.

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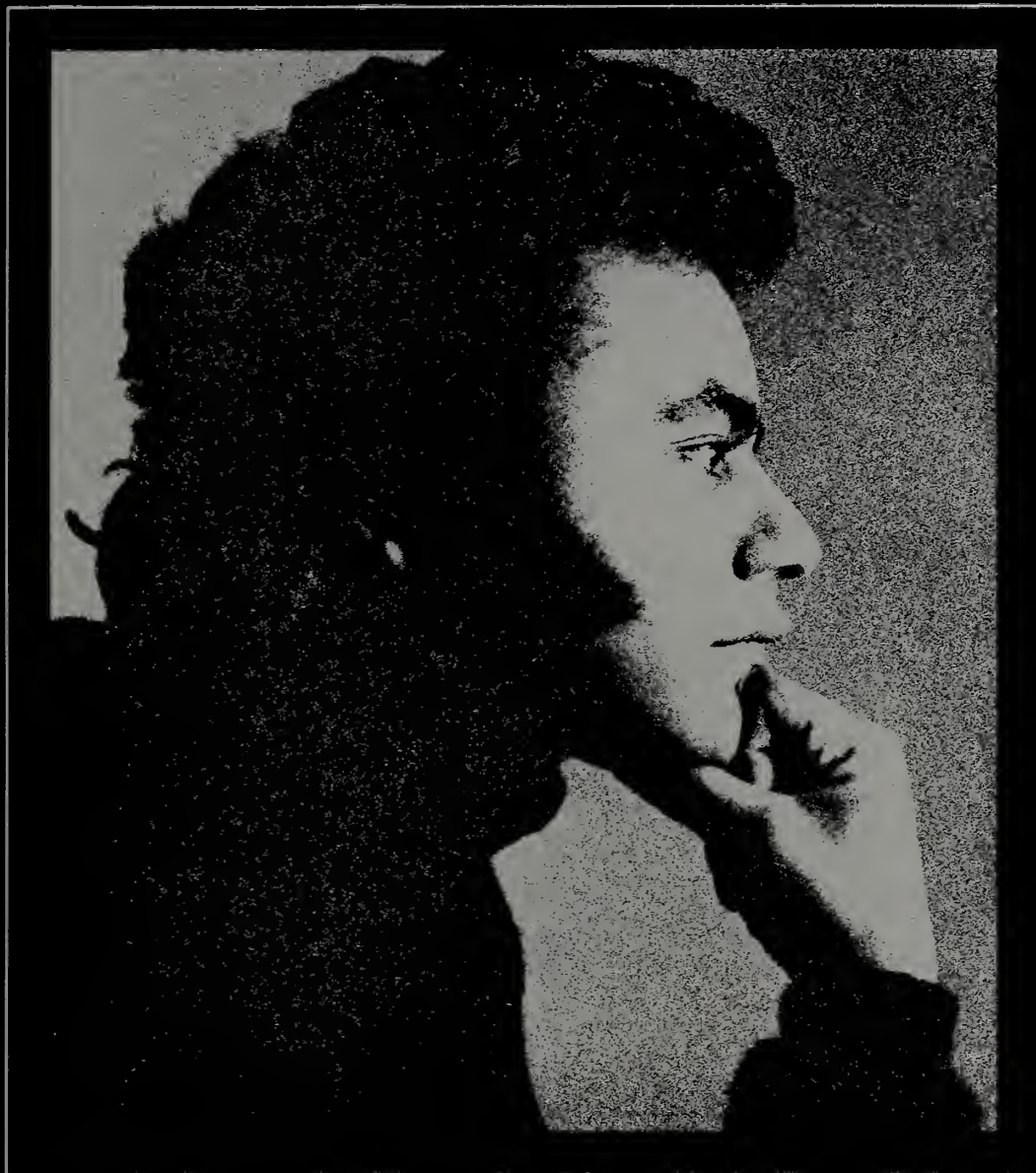


**RACY SHOW** — EMI America recording group Kittyhawk recently swept through L.A.'s Roxy to support its newest LP, "Race For The Oasis." Pictured backstage in the back row after the performance are (l-r): Daniel Bortz of the group; Clay Baxter, director, artist development, EMIA/Liberty; Ted Currier, director, East Coast A&R, EMIA/Liberty; Gary Gersh, director, A&R, West Coast, EMIA/Liberty; Gary Borman, the group's manager; John Frankenheimer, attorney; and Rob Walker, Capitol/EMIA/Liberty international. Pictured in the front row are (l-r): Mike Jochum, Richard Elliot and Paul Edwards of the group; Don Grierson, vice president, A&R, EMIA/Liberty; Frenchy Gauthier, director, merchandising, EMIA/Liberty; and Dave Budge, manager of Publicity, EMIA/Liberty.



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## NEW FACES TO WATCH



**Linx**

In late 1980, it seemed that the U.K. was developing a domestic stable of funk and R&B acts to challenge American dominance of the field. It was a short-lived challenge, however, as the bands produced a small crop of hit singles, only to fade away, unable to capitalize on the initial inroads. The one exception has been Chrysalis recording group Linx.

Formed around the writing partnership of David Grant and Sketch (Peter Martin), who also take on the lead vocal and guitar duties, respectively, Linx first scored on the British charts last year with the top 15 success of the single "You're Lying." Two more hit singles and an LP, "Intuition," followed — with "You're Lying" eventually reaching the top 30 on the **Cash Box** Black Contemporary (B/C) singles chart and "Intuition" nearing the B/C albums chart upon release in the U.S. earlier this year. A new single, "Together We Can Shine," has also created a good initial buzz.

While certainly in the tradition of American R&B and funk, Linx's music has retained a distinctive British feel that sets it apart. "Our brand of funk is as much an environmental thing as a musical thing," says Grant, "which is why there are certain phrases we never use in our lyrics — they are Americanisms, and we never use them in conversation. We write from and about where we live. By being true to that environment, we can reach people outside it. I don't think you can be sincere writing about an environment that's alien to you."

"The difficulty all bands must overcome is producing music that transcends the immediate environment — music that isn't only American or British or essentially this or that," Grant adds.

Hailing originally from Jamaica and Antigua, respectively, Grant and Sketch eventually came together in East London, where they began to put together the sound that resulted in Linx. After a year of shopping some songs with a variety of A&R departments throughout London, Grant and Sketch gave up trying, formed their own Solid Music production and publishing company and recorded "You're Lying." They pressed 1,000 copies and sold them through a specialty store.

The cult success of the single brought Chrysalis into the picture. "We hadn't approached Chrysalis," Grant recalls, "but we went to so many other companies who were so discouraging. If there was one thing Sketch and I felt we could do, it was to write songs. But after you've been told so many times that you can't, you become discouraged."

The association with Chrysalis has been fruitful, with the success of the singles and album in the U.K. and the growing enthusiasm in the U.S. The next step, obviously, has to be to capitalize on the initial inroads in the U.S.

"I think that every (British) act reaches a point where it can go no further until it breaks the U.S. market," says Grant. "To do that early on means that you don't reach a point two or three years on where you're blocked by that limitation. If we can do that within the first two or three albums, then the burden of that limitation is off our shoulders."



**George Wallace**

"We're all heroes in one way or another," says Portrait recording artist George Wallace, explaining why he titled his debut album "Heroes Like You And Me."

"Maybe the idea that comes across most on the record is that anyone can be a hero nowadays because it's an admirable fight just to survive; whether it's beating egg prices at the supermarket or being able to put gas in your car or doing something traditionally heroic like the space shuttle," he says. "Heroes aren't only people that you read about."

Wallace is certainly the hero of his own album. On it he plays all guitars, bass and keyboards; sings all the songs, which he also wrote; and shares co-production credits with Lennie Petze, the head of Portrait.

Like another multi-instrumentalist/producer, Todd Rundgren, Wallace was born and raised in Philadelphia and was heavily influenced by both the British invasion of the mid-'60s and the soul sounds coming out of his home town. He calls his earliest musical experiences "the classic story: first, piano lessons, then a cheesy folk guitar for Christmas, then a bass from the Sears catalog, then into a Beatles-soundalike band around the time of 'Sgt. Pepper's.'"

Wondering what to do after high school, he enrolled in the Berklee College of Music in Boston, majoring in bass guitar by day while playing in a band at night. When his band, Fate, began making good money on the New England club circuit, he "decided to go the route of rock 'n' roll" and left school.

Fate lasted five years, during which time it released three singles and became a successful regional attraction playing "just about every club and college in the East." Wallace became dissatisfied with the group's unambitious musical approach, however, so he left and began recording demos, first on a four-track and then on an eight-track machine he bought "after selling my shares in Fate, Inc."

In 1978, he moved back to Philadelphia, where he continued making demos, subsidizing himself by producing demos for other people at \$50 a song. Eventually, an act he was working with introduced him to his future manager, Arthur Mann, and within a few weeks, he says, Epic/Portrait had the demos and were interested. "We never seriously had to shop them anywhere else," he says.

"The biggest adjustment was in working with other people," he says about recording "Heroes Like You And Me." "Up to then, I'd done all my own engineering, but now I didn't have to. The toughest part of it was learning to communicate what I wanted."

Although he has no band together at the moment, Wallace says his songs were written to be played live. When he does hit the road, he plans to put together "not only a band, but a show with visuals of some sort — video screens or lasers. I haven't been introduced to any holograph or animation people yet, but I'd like to combine the two and see what happens. The concept for the presentation hasn't really matured, yet," he says, "but I'm projecting that it will be ready in the not-too-distant future."

## NAIRD Meet Accentuates Gulf Between Indie Distributors, Labels

(continued from page 8)

Sales" that the polarity of the association's membership was most apparent. Beginning the finance session with the remark that "one-stops are not in the finance business," convention host Jerry Richman made it plain that the main subject of the convention was the cash flow process, with distributors viewing themselves as sellers rather than buyers. He said further that "the manufacturer must be the financier and get paid when the record is sold."

The outright adoption of consignment sales was, in fact, suggested a few minutes later by George Hocutt of California Record Distributors. "I think it's unfair," said Hocutt, "but we have pro forma consignment now." He added that "no sale is final until the product walks out the store's door."

A more moderate position was voiced by Gene Friedman, vice president of customer financial relations for CBS records, who cooled things by reminding the manufacturers that "distributors work on a low margin of profit. How can they assume the additional expense of carrying labels indefinitely?" At the same time, Friedman encouraged distributors to do a little research into the product they carry and to "realize that being a distributor is more than having some shelves and a truck."

While offering insights on how to improve sales, the sessions on "Radio and Promotion" and "How to Cooperatively Deal with Marketing, Advertising, Distribution and Selling" again seemed inappropriate as they stuck to the basics of promotion and marketing rather than offering tips tailored to the specific, grass-roots needs of independent manufacturers. PolyGram's Jack Lachei urged manufacturers and salesmen to approach each project "with a complete plan" and stressed the value of building a separate identity for each product. Similarly, Tom Kennedy of

Fred Disipio Assoc. emphasized the importance of convincing program directors that a record has a solid identity.

By contrast, a panel on "Artist Development" proved to be more specific. Mindy Giles of Alligator Records outlined how her label maintains a "complete relationship" with an artist by going out on the road with him, developing a specific image for each artist and constantly providing him with information about the market.

Another participant in the "Artist Development" panel, Michael Zilka of ZE Records, also emphasized the need for a label seeking a hit to present a clear-cut identity, adding that he was a believer in building an identifiable label sound rather than focusing on a particular artist. Zilka credited a label style that "strengthens the strange through a disco beat" with much of ZE's success and made particular mention of the band Material, whom Zilka described as "under contractual obligation to employ an exclusively disco sound" when recording with ZE vocalist Nona Hendrix.

Zilka also encouraged labels to base their costs on "realistic sales projections," citing as an example that ZE had spent 30 times as much on studio costs for Kid Creole and the Coconuts than it had for Suicide.

### "Realistic Projections"

The final session, on sales, drew its panel from manufacturers, distributors, and for the first time in the convention, retailers.

Frank Peicone, a manager in the Sound Odyssey chain, interjected a sobering note when he responded to manufacturers' questions about carrying catalog by saying "I can't afford to stock everything. That's the job of the one-stops."

Dave Nives, New York regional sales director for Rounder Records, echoed

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## Canadian Music Organizations Fight For More Active Government Support

by Kirk LaPointe

TORONTO — Canadian music organizations appeared last week before the federal arts inquiry and made one message clear: unless there are sweeping policy and legislative changes, the industry as a whole faces further attrition and economic hardship.

The presentations June 2 hardly seemed to do justice to the detailed, and often desperate, pleas for government support and revision; but the Federal Cultural Policy Review Committee listened in relative earnest to the briefs and documents from several haves and have-nots.

There was as much talk of money as of culture in the presentations — perhaps an indication that there are as many pragmatists as idealists in music-making in this country. But the disparate views and divergent solutions offered by the organizations perhaps undercut any hopes of a comprehensive answer to the problems of the organization.

The gravest news came from the Assn. of Canadian Orchestras, which said the country's orchestras are operating at a combined annual deficit of \$32 million. Within five years, "most of Canada's orchestras will be dying or dead" without public and government assistance, said Rosemary Bell of the organization.

The Canadian Recording Industry Assn. (CRIA) made the most cohesive pitch for support. In its 25-page brief, the association asked for the creation of a Canadian Music Development Corp., which would "parallel the work of the Canadian Film Development Corp.," a federal entity that operates independently with substantial

tax and other incentives.

"Due largely to insufficient and undependable funding and economic incentives, record companies, studios, producers, publishers and artists alike all face the reality that the struggle to put world class Canadian products into the marketplaces of the world is uphill all the way," the CRIA brief said.

Although Canadians spend about 45% more on records than on movies each year, CRIA said its industry suffers from inadequate legislative and economic measures and that "the government's response to this

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## Hagar Pacts With Geffen Records, LP Due In Fall

LOS ANGELES — Guitarist/composer Sammy Hagar recently signed an exclusive worldwide recording pact with Geffen Records and will enter the studio soon with producer Keith Olsen for an album project due in the Fall.

Hagar, who began his professional music career as singer/guitarist with Ronnie Montrose's self-named band, was previously signed to Capitol Records, where he recorded five albums.

Commenting on the signing of Hagar, Ed Rosenblatt, Geffen Records president, said, "We're all extremely excited to have Sammy joining the Geffen Records roster. His energy and enthusiasm will doubtless help to contribute to a very special creative relationship."

## NEW AND DEVELOPING ARTISTS

**SPLIT ENZ** (A&M 2339)  
**One Step Ahead** (2:52) (Enz Music-BMI) (N. Finn) (Producer: D. Tickle)

New Zealand's eclectic pop group, pared to a quintet, only gets stronger with each outing. Like last year's Top 40 single, "I Got You," the latest from the likeable band of off-killer Kiwis is strong on crisp, Beatlesque melodies and pretty pop vocals. But, as usual, there's an undercurrent of nervous tension riding in the somber, yet unforgettable, bass line that's distinctively Enz."



**JOHNNY VAN ZANT BAND** (Polydor PD 2171)  
**Keep Our Love Alive** (2:51) (Ready Or Not Music/Rocknocker Music — ASCAP) (J. Van Zant, E. Lundgren, D. Van Zant) (Producer: K. Elson)

With this latest single from the "Round Two" album, the Johnny Van Zant Band departs from its stylish Southern rock heritage into the Top 40 commercial ballad arena. Excellent production, complete with strings and high harmonies, should earn this band a new legion of fans.



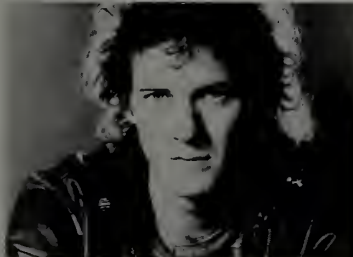
**RENE AND ANGELA** (Capitol P-5010)  
**I Love You More** (A La Mode/Arista Music, Inc. — ASCAP) (R. Moore, A. Wirbush) (Producer: B. Watson)

The sexy, smooth harmonies on this self-penned song are deftly accentuated by bottom low and spacey high synthesizer and string textures. But this dynamic young duo finds comfort with a pungent mid-tempo groove and shifting leads.



**MURRAY McLAUCHLAN** (Asylum E-47152)  
**If The Wind Could Blow My Troubles Away** (3:02) (Whitewing Music Ltd. — CAPAC) (M. McLauchlan) (Producer: B. Ezrin)

Respected Canadian folkster McLauchlan, under the intensely dramatic production of Bob Ezrin, has made perhaps one of the most unusual singles of 1981 with this first offering from the "Storm Warning" LP. A pop/gospel anthem of epic proportions.



**THE SINCEROS** (Columbia 11-02121)  
**Disappearing** (3:42) (Blackwood Music, Inc. — BMI) (M. Kjeldsen) (Producer: G. Dudgeon)

With "Take Me To Your Leader," the single from the sadly unnoticed "The Sound of Sunbathing" LP, The Sinceros proved to be quite adept at dismantling and reassembling familiar hooks with a modern, somewhat quirky, twist. This cut from the "Pet Rock" LP combines the simplicity of '60s English pop with an atmospheric synthesizer glissando. Melodic and to-the-point pop.



**MIDNIGHT STAR** (Solar S-47933)  
**I've Been Watching You** (3:55) (Hip-Trip Music/Mid-Star Music — BMI) (B. Watson) (Producer: L. Sylvers, III)

Creatively straddling the area between funk and pop, with a straight-ahead R&B vocal edge, Midnight Star has come up with a little something for everyone on the first single from its "Standing Together" LP. The rhythm groove is pure dance, but the vocal arsenal of Melvin Gentry, Belinda Lipscomb and Boaz "Bo" Watson works gracefully.



**RICHARD "DIMPLES" FIELDS** (Boardwalk WS8 02081)

**Earth Angel** (3:30) (Dootsie Williams Publications — BMI) (G. Hodge, C. Williams, J. Belvin) (Producers: R. Fields, B. Wilson)

While his vocals don't quiver quite as much, "Dimples" falsetto soaring, backed with dreamy string lines and a steady do-wop rhythm section accented by clean guitar picking, will still remind one of The Penguins' '56 version of this



**SAILOR** (Caribou/Epic ZS6 02051)  
**Danger On The Titanic** (4:20) (Pendulum Music Ltd./Chappell Music, Inc.-ASCAP) (P. Pickett) (Producer: J.W. Guercio)

England's Sailor, which enjoyed a string of U.K. chart hits in the mid-to-late '70s, continues to ride a progressive pop sound. But with the addition of vocalists Gavin and Virginia David, the accent is on strong and distinctive harmonies, as this track from the "Dressed For Drowning" LP illustrates. As sophisticated as 10cc.



## FEATURE PICKS

**TEENA MARIE** (Gordy G 7202F)  
**Square Biz** (3:30) (Jobete Music, Inc. — ASCAP) (T. Marie, A. McGrier) (Producer: T. Marie)

Teena Marie is quickly establishing herself as a first class R&B songstress, and on this cut, complete with potent bottom work, hand claps and sharp horn shots, the image and music have ripened.

**BOB MARLEY & THE WAILERS** (Island IS 49755)  
**Jamming** (3:20) (Bob Marley Music/Almo Music Corp. — ASCAP) (B. Marley) (Producer: not listed)

Although this single is released from his "Exodus" LP from 1978, the late Marley's inspirational qualities are evident on this cut, which is backed with what has become a Rastafarian anthem, "No Woman, No Cry."

**SUE ANN** (Warner Bros. WBS 49750)  
**Let Me Let You Rock Me** (3:37) (Monkey Business Music, Inc. — ASCAP) (P. Bellotte, S. Levay) (Producer: P. Bellotte)

Mature female vocals and harmonies, reminiscent of Chaka Khan's early, most passionate work, are prominent on this debut outing. The gritty, syn-funk accents and steady rhythmic groove make for a danceable sound, and with Pete Bellotte's tight, even production.

**ROBIN LANE & THE CHARTBUSTERS** (Warner Bros. WBS 49742)

**Solid Rock** (3:47) (Leeds Music Corp. — ASCAP) (R. Lane) (Producer: G. Lyons)

Boston-based Lane and her Chartbusters improve with every effort, and "Solid Rock" is no exception. Culled from the "Imitation Life" LP, this song tells the story of personal stability until "the rains come" with haunting vocal interplay and steady rhythm guitar work.

**NEW ENGLAND** (Elektra E-47155-A)  
**DDT** (3:01) (Rock Steady Music — ASCAP) (J. Fannon) (Producers: T. Rundgren)

DDT (Dirty Dream Tonight) is the first single from New England's forthcoming "Walking Wild" LP and the band's most commercially accessible venture since "Don't Ever Wanna Lose You."

**EDWIN STARR** (20th Century-Fox TC-2496)  
**Real Live #10** (3:32) (ATV Music Corp./Zonal Music, Inc. — BMI) (E. Starr, W. Stalling, B. Mack) (Producer: E. Starr)

More funky, street-wise music from Mr. Starr. The vocals strut in the inimitable Starr style while the background boogie bakes. Horn and synthesizer trade-offs keep the cut hopping.

**DARTS** (Kat Family WS8 02099)  
**Sad And Lonely** (3:17) (Magnet Music Ltd.) (Davis, Ray, Collier) (Producers: R. Hartley, P. Chapman)

The quirky Darts may not take the charts by storm, but their endearing hybrid doo-wop is always a pleasure to hear. Laced with a brooding sax and southern styled rhythm section, this is a joy.

**BLACKFOOT** (Atco 7331)  
**Fly Away** (3:45) (Bobsal Music — BMI) (R. Medlocke, J. Spires) (Producers: A. Naili, H. Weck)

Blackfoot should put its biggest notch in the pop charts with this spirited and raucous getaway number from the "Marauder" LP. Ricky Medlocke gets in a bit of his trademark bottle-neck slide, while drum sticks and guitar strings fly on the hook.

**KITTYHAWK** (EMI America 8085)  
**Wind, Sand And Stars** (3:27) (Until Carnegie Music/Al-Bari Music/Overtones of Life Music — BMI) (D. Bortz, P. Edwards, R. Storm, J. Anders) (Producers: H. Lewy, D. Bortz, P. Edwards, R. Strom)

Kittyhawk, the jazz aggregation known principally as exponents of the versatile Chapman "Stick," jumps into the more progressive end of the mainstream here. Fusion for the family.

**DELBERT McCLINTON** (MCA MCA-51124)  
**Let Love Come Between Us** (2:52) (Al Gallico Music Corp. — BMI) (J. Wyker III, J. Sobotka) (Producer: C. Young)

Not surprisingly, this previously released track from McClinton's ABC days doesn't sound anachronistic when compared to his more recent, and successful, Capitol work.

## HITS OUT OF THE BOX

**KENNY ROGERS** (Liberty 1415)  
**I Don't Need You** (3:27) (Bootchute Music — BMI) (R. Christian) (Producer: L.B. Richie)

**REO SPEEDWAGON** (Epic 19-02127)  
**Don't Let Him Go** (3:28) (Fate Music — ASCAP) (K. Cronin) (Producers: K. Cronin, G. Richrath, K. Beamish)

**SHALAMAR** (Solar YB-12250)  
**This Is For The Lover In You** (3:58) (Spectrum VII/Silver Sounds — ASCAP) (H. Hewett, D. Meyers) (Producer: L. Sylvers III)

**ANNE MURRAY** (Capitol P-5013)  
**We Don't Have To Hold Out** (3:39) (Balmur Music — CAPAC) (A. Mason, G. Adams) (Producer: J.E. Norman)

**THE BROTHERS JOHNSON** (A&M 2343)  
**The Real Thing** (3:48) (State of the Arts Music/Brojay Music — ASCAP) (G. Johnson, L. Johnson) (Producers: Brothers Johnson)

**THE WHO** (Warner Bros. WBS 49743)  
**Don't Let Go The Coat** (3:43) (Towser Tunes — BMI) (P. Townshend) (Producer: B. Szymczyk)

## EXECUTIVES ON THE MOVE



Ekke Schnabel

### Schnabel Named RCA Division VP

**NEW YORK** — Ekke Schnabel has been appointed division vice president, business affairs and international administration, RCA Records. He will report to Robert Summer, president, RCA Records.

For the past year, Schnabel was senior vice president, legal and business affairs, PolyGram Records. Prior to that he was vice president, business affairs, Polydor Records from 1974 to 1980.

Schnabel served as director of business affairs for Polydor International in Hamburg, Germany from 1971 to 1974, having joined PolyGram in Hamburg in the legal department in 1967.

### Polaroid Corp. Bows Anti-Counterfeiting Tag

**LOS ANGELES** — "Polaproof," a new optical anti-counterfeiting device designed by Polaroid and recently debuted at a meeting of the International Anti-Counterfeiting Coalition in San Francisco, is now ready for the production line.

The thin, transparent polyester film embossed with 1,500 linear parallel cylindrical lenses on one side and parallel color lines in perfect registration on the other was designed by Polaroid because it was "clearly needed and the marketplace came knocking on our door for such an item," according to Dr. Robert Eby, manager of Polaroid's Polaproof production facilities.

Designer or manufacturer logos can be easily incorporated into the material, and, when viewed under normal light, the material produces an ever-changing array of visual effects, encompassing both form and color. As the material is rotated, the logo and background will change colors, but when viewed at a 90 degree angle the logo becomes invisible.

"Ideally, the material should be glued on a record jacket directly underneath the label and extending outside the label," said Eby. "The only way a person can remove the material is by defacing the record jacket — tearing the jacket or tearing the color lines off the label."

Eby continued by saying that the machine readable material could not be duplicated or simulated, "photographically or otherwise," that it was inexpensive and could be examined in normal light to verify the product's legitimacy. The material can be applied via a \$10,000 embossing tool.

"We simply feel we have the best mousetrap around," said Eby, whose main competition is 3M's anti-counterfeiting material, which presently is being tested by WEA.

"The RIAA has endorsed us to a point by allowing us to go public at the International Anti-Counterfeiting Coalition meeting in San Francisco," said Eby. "We got a lot of positive feedback at the event, and now we're in the process of following up that interest by pursuing the labels for production commitments."

### Wolf/Rissmiller Bow Unit For Video Production

**LOS ANGELES** — Southern California concert promotion outfit Wolf/Rissmiller recently announced formation of a full video division and named TV rock music veteran Scott Sternberg and his Sternberg Prod. to head the division. The new arm at the concert promotion firm will develop and produce original product for the video market.

Sternberg, an independent producer/director who helped introduce the Warner/Amex QUBE television system in Columbus, Ohio, is currently developing Cable/STV programming as a consultant for TeleVisa and its artists.

Jim Rissmiller, principal at the concert promotion firm, revealed that the company's first video productions will be taped at the 1,000-seat Country Club venue in Reseda, Calif., which the company owns, where a 10'x14' video screen has been installed. He said this was the initial step in a \$200,000 video production and playback operation to be installed there.

Rissmiller said that he hopes the move will allow the Country Club to expose their new acts to their audiences on a continuing basis. First projects, however, are to include half-hour video productions with more established acts that perform at the Country Club for eventual sale to cable television.

### ABKCO Reports Drop In Income, Revenues

**NEW YORK** — ABKCO Industries, Inc. reported lower revenues and net income for the six months ended March 31. Revenues for the period were \$3.9 million, a 31.6% drop from \$5.7 million for the same period in 1980. The company reported a net loss of \$6,926, compared with net income of \$50,014 for the corresponding period in 1980.

Revenues for the second quarter, ended March 31, were \$1.75 million, a 28.9% drop from \$2.46 million for the same period in 1980. The company reported a loss of \$69,177 for the quarter, compared with a profit of \$14,149 for the 1980 second quarter.

### Spirit Entertainment Bows

**NEW YORK** — The Spirit Entertainment Co., Inc. was opened last week by Eddie Davis. The production and promotion firm is based in Memphis.

Spirit will offer recording services at its 16-track studio. Its present promotion and booking roster includes Cameo, Gene Chandler, Albert King, Clarence Carter, Carla Thomas and Walter Jackson.

Prior to undertaking Spirit, Davis headed up Legend Enterprises. He has also worked with Don Dortch International and Continental Artists.

The Spirit Entertainment Co. is located at 3208 Winchester Road, Memphis, Tenn. The telephone number is (901) 795-4026.

### Rogers & Cowan Moves

**NEW YORK** — Public relations firm Rogers & Cowan Inc. has moved its New York office to 122 East 42nd Street, New York, NY 10168. Phone number is (212) 490-8200.

### Fritts Elected By NAB

**LOS ANGELES** — Edward O. Fritts, president of Fritts Broadcasting and chairman of the National Assn. of Broadcasting (NAB) Radio Board, was elected joint board chairman for the NAB, succeeding Thomas Bolger.

In addition, Cullie Tarleton, general manager at WBT/WBCY/Charlotte, and vice chairman of the Radio Board, was elected NAB Radio board chairman replacing Fritts. The elections were held at NAB meetings in Washington June 2-5.



Johnson

Stone

Huff

Mount

**Johnson Promoted At Tar** — Tar Productions, Inc. has announced the appointment of Gregory Johnson as vice president. Johnson has been with the independent record promotion firm for the past six years. He will remain in the Atlanta office where he has been director of the company's southeastern division.

**Franklin Appointed At Tara Records & Tapes** — Wayne Franklin has been named vice president and general manager at Atlanta-based Tara Records & Tapes, an independent distributor and one-stop operation. He was formerly chief of the Army and Air Force exchange service, record division, and was responsible for worldwide sales to the military in excess of \$62 million a year.

**Stone Appointed At A&M** — A&M Records has announced the appointment of Rick Stone to national singles promotion director. Stone, who has been with A&M for 4 1/2 years, first joined the company as New York marketing manager, then in 1978 was promoted to New York promotion director.

**Huff Named At E/A** — Robin Huff has been named A&R representative for Elektra/Asylum Records. Previously, she was A&R's administrative assistant, a post she held since early in 1980. Before that, she was promotion administrative assistant.

**Mount Appointed At WEA** — The Warner/Elektra/Atlantic Corp. has announced the appointment of David Mount as national video sales manager. In August of 1977, he joined WEA as the Los Angeles marketing coordinator. He was promoted to Los Angeles field sales manager in January 1979, and to Los Angeles sales manager in 1980.

**Duck Appointed At CBS** — Harvey Duck has been appointed to sales manager, Dallas branch for CBS Records. Prior to joining CBS Records, he worked for Record Sales in Memphis from 1970-1976, Pickwick in Atlanta as sales representative from 1976-1978, and PolyGram Records since 1978, where he has held the positions of sales representative, and most recently, Dallas branch sales manager.

**Bego To CBS** — Mark Bego has been appointed to staff writer at the Columbia House division of CBS, in the Creative Services department. He is the author of three music industry biographies: "The Doobie Brothers" (Popular Library), and "Barry Manilow" and "The Captain & Tennille" (Tempo Books).

**Blanche Named At Winter** — Norman Winter/Associates Public Relations has announced the appointment of June Blanche as publicist with the company. Prior to joining the Winter organization, she attended classes at Pace University and also completed studies in broadcasting and journalism at Los Angeles City College.

**Changes At Side One** — Vicki Wilken joins Side One Creative Marketing, based in Los Angeles, as retail marketing coordinator. Previously, she served as an intern with the company and was also sales director at KLA, UCLA's campus station. Also joining the Side One staff is Teresa Enserat as media coordinator. She formerly held the post of music director at WLCV, University of Louisville-Kentucky, and had coordinated several projects for Side One in the field.

**Changes At Alan Weston** — Alan Weston Communications has named Carl Bryant and Bob Frymire vice presidents of the four-year-old college marketing company. Bryant joined Alan Weston to start and supervise college media placement service, the company division that places college newspaper advertising. Frymire joined Alan Weston a year and a half ago to head up AMP marketing systems, the company's promotional network of on-campus reps.

### Hannibal Names New Officers, Distribs

**NEW YORK** — Walt O'Brien has been appointed general manager of U.S. operation for Hannibal Records, reporting to company president Joe Boyd; and Kris Puszkiewicz has been named manager of college promotion and publicity. O'Brien was previously with Hit & Run Music Management, JEM/Passport Records and ATV/Pye Records; while Puszkiewicz was previously with Frontier Booking International (FBI).

Hannibal Records has also switched its distribution from Antilles to Rounder Records, effective immediately, and set up a new national distribution network. The new distributors are: All South (New Orleans), Associated (Phoenix), Back Room (San Francisco), Big State (Texas),

### Keogh Upped At Alfa

**LOS ANGELES** — Kevin Keogh has been promoted to vice president of promotion at Alfa Records. Before joining Alfa as director of national promotion earlier this year, Keogh performed similar duties at several labels, including Bearsville, Casablanca and others. Keogh began his career as program director for several eastern radio stations.

Commenting on the appointment, Alfa Records president Bob Fead said. "Kevin has brought a great sense of leadership and determination to our company. In his new role he will be responsible for all facets of radio promotion and related areas."

California (Los Angeles/Seattle), House (Kansas City/Denver), Music City (Nashville), Music Craft (Honolulu), Pickwick (Minneapolis/Atlanta), Progress (Cleveland / Chicago / Detroit / St. Louis), Richman Bros. (Philadelphia/Washington D.C.), Rounder (New England/New York) and Tone (Miami).

Returns will be honored by the new Rounder distributors, while returns of those records previously sold by Antilles branches will continue to be honored by those branches.

The label has also moved to new offices at 611 Broadway, suite 415, New York, N.Y. 10012. The telephone number is (212) 420-1780. All billing, sales and advertising should be referred to Rounder Records, 186 Willow Avenue, Somerville, Mass. 02124. The telephone number is (617) 354-0700.

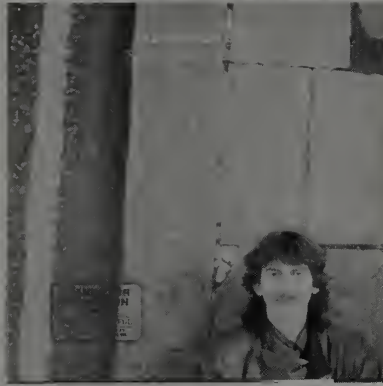
### Cricket Booking Bows

**NEW YORK** — Cricket Talent and Booking, Inc. has been opened by Mark Zuffante. Formerly an agent at ICM and Premier Talent, Zuffante is joined by Ron Zeelens, also previously an agent at ICM, and Carol Green, formerly marketing coordinator for JEM Records.

The company's office is located at 250 W. 57th St., Suite 1416, New York, N.Y. The telephone number is (212) 977-9806. Cricket is associated with the Bron Agency in London for international bookings.

**SOMEWHERE IN ENGLAND** — George Harrison — Dark Horse DHK 3492 — Producer: George Harrison and Ray Cooper — List: 8.98

The most reserved and spiritually conscious of the Beatles comes through with another subtle and introspective waxing that proves he still sees what's going on in the world from his hermitage in Surrey. Harrison's quiet, unspectacular style is complemented beautifully by the production work of Ray Cooper and a Who's Who list of pop studio musicians. Despite all of the rumors, this album does not represent the long-awaited Beatles reunion, just the latest, subdued renderings from one of rock's most loved figures. Top cuts on the LP are a wacky formula pop send-up, "Blood From A Clone," and the flowing "Life Itself."



**THE BARON** — Johnny Cash — Columbia FC 37179 — Producer: Billy Sherrill — Wholesale: 4.94 — Bar Coded

The man in black is back with another collection of country parables bested by the pool shootin' fable, "The Baron." Cash's deep, affecting spoken vocal style has made him country music's grand old man after more than 25 years in the business, and no one can spin a tale with his credibility and authoritative style. His eyes and voice are those of experience, and moments on this album, especially "Mobile Bay" and "The Reverend Mr. Black/Lonesome Valley Medley," are still bound to send a few shivers down the spines of Cash fans. His booming warble sounds best on some upbeat '50s flavored tunes, "Hey, Hey Train" and "Chatanooga City Limit Sign."



**TASTY JAM** — Fatback — Spring SP-1-6731 — Producers: Bill Curtis and Gerry Thomas — List: 8.98

"Tasty Jam" is Fatback's 15th album and the band once again proves itself as one of pop music's premier funk party aggregations. Full of crawling synthesizers, percussion embellishments and trademark Fatback bass lines, the album is in the pocket for dance clubs and good old fashioned house parties. Another tasty collection of funky R&B rappers and pop disco, the album is bested by "Any Way You Want It," and "Wanna Dance (Keep Your Fingers Out The Jam)." B/C programmers should jump on the latest from Fatback and producers Bill Curtis and Gerry Thomas.



**TOO HOT TO SLEEP** — Sylvester — Fantasy F-9607 — Producer: Harvey Fuqua — List: 8.98

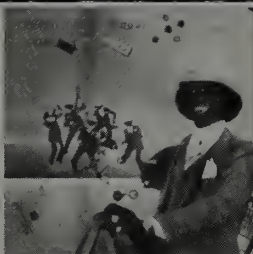
Legendary on San Francisco's dance club circuit, Sylvester shift gears a little on "Too Hot To Sleep" and opts for a more traditional R&B vocal sound rather than the falsetto of years gone by. The album is still a dancer's delight as Syl flies through a set of hot R&B and disco, but the music and the emotion are 100% more soulful than earlier works. This is a new natural sound powered by some of the hottest sessioners in San Fran, and "Give It Up" and the title are R&B barn burners. B/C and pop programmers shouldn't hesitate to jump on this LP, which signals a bold new direction for this graceful Bay Area artist.



## FEATURE PICKS

**JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE** — DJM 501 — Producer: Johnny "Guitar" Watson

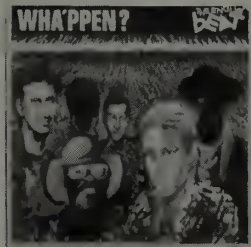
One can always count on Johnny "Guitar" Watson for a good laugh and a great rhythmic groove. And while he sashays his way through funk, straight ahead R&B and jazz, he does it with a clever style that makes him a true "original." The title track is a riotous affair taking in a multitude of genres, with rap and scat taking precedence. And songs like "Ain't Movin'" and "Voodoo What You Do" feature that light wah wahing funk that has become his trademark.



## NEW AND DEVELOPING ARTISTS

**TALK TALK TALK** — The Psychedelic Furs — Columbia NFC 37339 — Producer: Steve Lillywhite — Wholesale: 3.12 — Bar Coded

The Furs showed itself to be one of the frontrunners of the neo-psychedelic movement in England with last year's debut album and songs like "India" and "Sister Europe." And while the London area sextet is rooted in hallucinogenic day sounds like Van Der Graf Generator and The Velvet Underground, its style is more akin to early Clash meeting Roxy Music.



**THE ENGLISH BEAT** — Whap'pen? — Sire SRK 3567 — Producer: Bob Sargeant — List: 8.98

This group of ska zanies from Birmingham, England came on strong on the new wave dance floor last year with a revved up version of Smokey Robinson's old "Tears Of A Clown." This time around, the band entertains with that engaging clipped reggae beat and a touch of the Latin sound. Arguably the most consistently listenable of the ska bands, this aggregation is powered by vocalist Ranking Roger and grand old reggae sax man Saxa.

**THE BEST OF AHMAD JAMAL** — 20th Century-Fox Records T-631 — Producers: Various — List: 8.98 — Bar Coded

Before Ahmad Jamal left to join Motown, he'd produced an enormous amount of great jazz and fusion works. The multi-talented keyboardist isn't represented well with this one-disc set since so many of his past classics have been overlooked. Still, one can get a grasp of his wonderfully diverse style and scope with this compilation LP. The standouts here are the flowing "Dynamo," which bursts forth with that power and energetic mood shift that pianists around the world have hailed him for, and the reflective "Prelude To A Kiss." A must for jazzists.

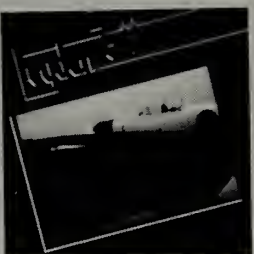


**DRASTIC MEASURES** — Lisa Dal Bello — Capitol ST-12140 — Producer: Bob Esty — List: 8.98 — Bar Coded

This lovely young songstress from the city of the Maple Leafs is an industry veteran at age 22, already having released two albums and copping a Juno award for best new vocalist of the year. Her debut LP for Capitol, "Drastic Measures," shows that she has superstar potential. While Dal Bello romps through a mixed bag of material on the LP, the AOR-oriented material like "Never Get To Heaven" and "Just Like You" rivals Pat Benatar's best work.

**LEYDEN ZAR** — A&M SP 4860 — Producers: Andre Perry and Nick Blagona — List: 8.98 — Bar Coded

AOR programmers should perk up their ears for this Canadian fivesome. It's evident from the start that Leyden Zar is a special pop rock unit — modern, but with enough classic rock moves to segue with a Journey or Loverboy cut. Great hooks, a high energy level and a superb power pop vocalist in Paul Grondin make Leyden Zar a promising new face to watch. Best cuts on this well-crafted debut effort are "Money Talks Loud" and "Teenage Pioneer."



**LET THE MUSIC PLAY** — The Dazz Band — Motown M8-957M1 — Producers: The Dazz Band and Reggie Andrews — List: 8.98

When this Cleveland-born octet first started out as Telefunk, it tried to blend the forms of dance music and jazz, calling it Dazz. And while The Dazz Band has since gone on to a funk/progressive B/C sound, it still remains one party time band. Fans of that slick horny/funky sound of Kool and The Gang should enjoy the Bobby Harris-led eight-piece. A heavy bottom, blaring horns and superb vocal harmonizing are the band's traits.

**IT'S BETTER WITH A BAND** — Barbara Cook — Moss Music Group D-MMG 104 — Producer: Wally Harper — List: 7.98

This Broadway star of the '50s and '60s used to bring the house down with her leads in such classic musicals as *Candide* and *She Loves Me*, and after several years, she's returned to the stage for spirited vocal concerts, thanks to the urging of musical director and producer Wally Harper. Her jumpy, lively soprano is a breath of cool clear class on "It's Better With The Band," which was recorded at a 1980 Carnegie Hall performance.

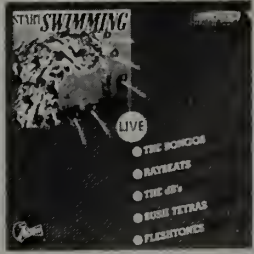


**ATTITUDES** — The Brat — Fatima FTM-77 — Producer: Tito Larriva — List: 5.98

The Brat proves it is one of the brashest and most inventive bands to erupt from East L.A.'s Latino new wave scene with this revved up five-song EP. The group packs punk, reggae, '60s girl group pop and a little Latin flavor into its sound. And while it was hoped that something a little more roots-oriented would come from this talented five piece, Theresa and her gang of four rock with the abandon of rock 'n' roll anarchists on songs like "Attitudes" and "High School."

**START SWIMMING** — Various Artists — Stiff America — Producer: Bazza — List: 7.98

The kingpins of New York's new wave scene journeyed to England for some shows early this year, and the songs on this album are an account of what went down at the Rainbow Theatre in London. The tighter, more pop-oriented bands like The dB's and The Fleshtones fare best in the live situation, but the power and the fury of the Bush Tetras and the kinetic energy of The Bongos is captured as well. Folks just getting their feet wet in the Big Apple club scene should latch onto this one.



# EAST COASTINGS

**THIS MUSIC OF BUSINESS** — Rolling Stone publisher Jann Wenner has signed a three movie production deal with Paramount . . . Stock in ABBA, now traded on the Swedish stock exchange, hits Wall Street this fall . . . Morris Levy's Strawberrys chain has taken over the three-store Just A Song chain in Albany . . . The Agora club chain is set to move into New Haven, Conn.

**HERE NOW THE SHMOOZ** — The Clash stand at Bond's continues to cut through the media eye like a rusty razor blade. You gotta be way out of line to get the attention of this town's understaffed fire department, which is exactly what Bond's management was, as they overbooked opening night by 100% and left hundreds of ticket holders outside in the rain. On the heels of the department's cancellation of the Saturday show, they rescheduled six more dates, but no one can confirm who the opening acts will be. We would also like to openly take the group to task for repeatedly having black street artists open their shows, only to have them booed off the stage, while they (Clash) stand on the sidelines, without the nerve to take the audience to task. We saw it happen to dub DJ Mikey Dread on their last tour, and for this tour it happened to Grandmaster Flash on two different nights . . . The Rolling Stones are in town to finish mixing their next album whose unfinished state is keeping them from committing to a tour, and is hanging up entrepreneurs all over the country who have halls and stadia reserved. The Stones, by the way, may attempt to prohibit tiny Shanachie Records from

advertising the contributions of Keith Richards to the firm's current Max Romeo album. We can't help but feel that the Richards' name has helped get the LP on conservative stations like WNEW-FM . . . The beginnings of a fight over Bob Marley's estate appears to be shaping up between Marley's mother and manager Don Taylor. Marley, a Rastafarian, did not leave a will . . . MCA has signed Chubby Checker . . . Steve Lillywhite is producing Joan Armatrading. A&M could not confirm whether the sessions would simply augment, or actually replace, those by Richard Gottehrer that the label has put on hold . . . Island has signed Adrian Belew, the guitarist you last saw on the Talking Heads tour . . . Atco has the inside track on Rush . . . PolyGram has the inside track on Bobby "Blue" Bland, whose last album for MCA was just delivered by producer Al Bell.



**BUNNY HOPPIN'** — In honor of Easter Sunday, the Ritz recently held a "bunny hop." Pictured are (l-r): "bunnies" Ellen Foley and Cherry Vanilla.

Cash Box photo by Andrea Lanbach.

advertising the contributions of Keith Richards to the firm's current Max Romeo album. We can't help but feel that the Richards' name has helped get the LP on conservative stations like WNEW-FM . . . The beginnings of a fight over Bob Marley's estate appears to be shaping up between Marley's mother and manager Don Taylor. Marley, a Rastafarian, did not leave a will . . . MCA has signed Chubby Checker . . . Steve Lillywhite is producing Joan Armatrading. A&M could not confirm whether the sessions would simply augment, or actually replace, those by Richard Gottehrer that the label has put on hold . . . Island has signed Adrian Belew, the guitarist you last saw on the Talking Heads tour . . . Atco has the inside track on Rush . . . PolyGram has the inside track on Bobby "Blue" Bland, whose last album for MCA was just delivered by producer Al Bell.

**SNIFFS 'N' SNORTS** — The Boomtown Rats have asked to be released from their contract with Columbia . . . A&M has signed The Cure . . . David Bowie spotted at the offices of Epic . . . Just to show you how reggae's constituency has changed in the marketplace — EMI did not service the Peter Tosh album to AOR radio . . . Talk has Warner Bros. signing the Stray Cats for big bucks. Another rockabilly band, Matchbox, has been signed by MCA. The label also grabs the caboose of Two-tone Ska-trend by signing Bad Manners . . . For her debut Warner Bros. album, Carly Simon will feature B.B. King on her cover of the Timi Yuro ballad, "Hurt" . . . A&M has signed UB40 . . . New York punk godfather Johnny Thunders busted in L.A. for "internal possession." There'll be benefits for him on both coasts.

**RIPS 'N' RUNS** — The Meat Loaf album, due in August, will be called "Dead Ringer," and will be followed by a September tour . . . Sorry to hear that Leber-Kreb's upper East-side rock club, Private's, lost the legal battle with the neighborhood. It'll close on July 19 . . . Roy Thomas Baker to produce the next Romantics album . . . Look for a live Jacksons album to be followed by a Michael Jackson/Quincy Jones collaboration . . . Steve Cropper has been confirmed as producer of the next Iron City Houserockers LP . . . They'll cut it in L.A. in July . . . EMI/UK has issued an eight LP John Lennon box . . . The godfather of rapping, Douglas "Jocko" Henderson, is now producing educational rap cassettes for the Philadelphia public school system . . . Chrysalis has signed Australian group Icehouse, formerly known as Flowers . . . New York groups The Bloods, and Die Hausfrauen will perform in Berlin, on June 20 at the First International Women's Rock Festival. Other acts to appear include The Slits, Lene Lovitch, the Au Pair, and the Contractions . . . The Spinner's road manager, Ben Biaga, a nine-year veteran of the group reportedly made off with \$35,000 of the group's money.

aaron fuchs



**GOOD ROCKIN' WITH GORDON** — RCA recording artist Robert Gordon recently appeared at the Roxy in Los Angeles. Pictured backstage are (l-r): Regis Silas, manager, A&R administration, RCA Records; Gordon; Barry Oslander, division vice president, A&R, west coast, RCA Records; Barry Gross, manager, merchandising, west coast, RCA Records.

## Country Labels Eye TV Mail Order Marketing For Albums

by Tom Roland

NASHVILLE — Spurred perhaps by the breakthrough success of last year's Slim Whitman package on Suffolk Marketing, country labels have recently been experimenting with mail order TV marketing of frontline product. While Whitman's package was essentially a greatest hits compilation, the collection of songs from

## Survey Finds Retailers Bullish On Loose Wrap

LOS ANGELES — The nation's retailers have responded positively to the practice of using loose shrink wrap packaging for domestic LPs, according to an independent survey recently conducted by Side One Creative Marketing.

The survey revealed that 93% of the 250 retailers polled preferred the loose wrap, based on their experience with it since Warner Bros. released The Who's "Face Dances" LP in the new packaging method last March. The majority of the retailers reported a tremendous drop in defects and returns due to warpage, according to the survey.

Not only did the survey show a sharp drop in returns due to warping, but some retailers reported a near perfect record. Several reported statistics similar to those of Tower Records in Fresno, Calif., which claimed to have only one percent returns out of 200 loose wrapped records sold from that location.

Although most were in favor of the loose wrap, 65% felt there was a tendency for it to tear more easily. However, less than half indicated it might become a problem as more records are packaged this way. Other responses pointed to racking problems when stocking and pricing product in stores. Of the suggestions offered to offset tearing and racking problems, the most frequent was that the labels should look into finding a thicker, tear-resistant cellophane.

Customer response ranged from indifferent to curious to suspicious, but overall it was positive. About 42% of the retailers said their traffic was indifferent, 39% reported their customers had asked for an explanation, while the remaining 19% said they thought the LPs had been repackaged

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the '50s and early '60s eventually wound up selling more than two million units for Suffolk Marketing.

Traditionally the arena for catalog or esoteric forms of product, the Whitman success via mail order TV marketing was quickly followed by campaigns for Boxcar Willie, Ace Cannon and a variety of other "cult" artists. Direct mail TV marketing had proven itself, to a degree, as a viable means of reaching consumers not accustomed to going to record stores.

Capitol/EMIA/Liberty became the first record company to market its own product via TV by employing the services of Douglas T. Spellman, an L.A.-based television media consultant, to market the "Kenny Rogers Greatest Hits" LP via television. According to Spellman, sales of the album through direct mail order "are closing in on one million units — well above 750,000."

Spellman explained that the additional sales created by the campaign also lent a higher profit rate than traditional methods. "It used to be a manufacturer would take a package like this and sell it to a direct market house," he said. "Basically, you gave away all your profits — you ended up with a royalty rate of a couple of pennies or maybe a big 10 cents a record, but you wouldn't make a lot. The way Capitol did it, they actually did their own fulfillments and I consulted on an in-house basis so I am part of the marketing team, thus they did everything themselves.

"If you do everything yourself, the profit potential is phenomenal. That's the good thing about Kenny Rogers — they couldn't believe they pocketed that much money — they're used to making two, three or 10 cents a record. In direct marketing, you're going from selling at the lowest wholesale price possible to selling at the full retail price, so everything between that is your own money."

### Retail Benefits, Too

Spellman also cited additional retail benefits. "We went to the National Assn. of Recording Merchandisers (NARM) convention and said real quietly that we were going to do this," he stated, "but that we weren't sure what the ramifications would be. What really happened was that we did so well on television that we enhanced retail

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**HEART TO HEART** — 20th Century-Fox recording artist Stephanie Mills, who recently released the album "Stephanie," was recently in the video studio with crooner Teddy Pennington to make a video cassette of the single "Two Hearts," which the duo performed on Mills' album. The video was directed by Steve Kahn, RCA audio-visual manager.



**THE RE-SIGNING** — Motown recording artist Jerrmaine Jackson has re-signed with the label for exclusive production and artist contracts. Under the new pact, Jackson's Jerrmaine L. Jackson Prod. will also develop talent for Motown. Pictured during the signing are (l-r): Hazel Jackson, Jerrmaine's wife and manager; Shelly Berger, vice president of artist relations; Jackson; and Jay Lasker, president of the label.

## RCA Raises Wholesale Prices

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85 cents. RCA product that lists for \$2 and \$2.98 will wholesale, respectively, for \$1.03 and \$1.53.

RCA midlines, which include the Best Buy, Gold Seal, Pure Gold and A&M \$5.98 series, are unaffected by the price hike. The wholesale price for \$5.98 midlines will remain at \$3.37.

The June 1 increase will, however, affect the suggested list price of RCA's respected jazz line, Pablo. The Pablo pricing schedule includes the following ascending changes: \$8.98 to \$9.98, \$15.98 to \$17.98, \$21.98 to \$23.98 and \$26.98 to \$29.98.

Two other major labels, MCA and Capitol, also have recently announced wholesale price increases that took effect June 1.

MCA hiked its dealer price approximately 3.5%, and its seven-tier pricing

## Marx, Lombard Form Film/Video Production Firm

LOS ANGELES — The Marx & Lombard Entertainment Co., an independent production company specializing in musical and documentary films/videos for cable and promotional use, was recently formed by Michelle Marx and Robert Lombard.

Marx comes to the new business from A&M Records where she spent two years as director of west coast publicity. Prior to A&M, Marx was an account executive with independent public relations firms.

Lombard spent two years with Kramer/Rocklen Studios as a staff coproducer prior to forming the new company which has offices at 8113 1/2 Melrose Ave., Los Angeles, Calif. 90046. The phone is (213) 653-1402.

## Newton Push Underway

LOS ANGELES — Capitol recording artist Juice Newton's current single, "Queen Of Hearts," is now the subject of a major secondary merchandising campaign that includes substantial in-store support.

The campaign will include special decks of cards featuring four-color head shots of Newton wearing a red, heart-shaped locket, new 3"x3" merchandising posters portraying the same graphics and an extensive advertising campaign using the "Queen" motif.

The artist is currently on a nationwide tour with Silver Spur in support of her "Juice" LP and the single.

structure for \$8.98 product will climb to \$4.95, \$4.98, \$5.01, \$5.07, \$5.17, \$5.22 and \$5.29 per account classification.

Singles now have a price range from 83 cents to 89 cents for all \$1.69 retail 45s, depending on account classification.

MCA midline product will remain unchanged by the increase with prices remaining at \$3.18, \$3.20, \$3.22, \$3.25, \$3.31, \$3.34 and \$3.39.

The label's \$7.98 titles, which include product on Shelter, Hickory, Blue Thumb, Unicorn, Regency and certain MCA titles, will carry a price of \$4.24, \$4.26, \$4.30, \$4.34 and \$4.41. It is expected that some of the product will be reduced to \$5.98, \$3.98 or eventually cut out.

In addition, about six \$7.98 list titles, mostly Who and Lynyrd Skynyrd product, are being upped to \$8.98.

Capitol raised its bulk and wholesale price approximately 3.3% in all LP categories and 7% in singles as of June 1. The change affects all Capitol and EMI-Liberty product.

In the key areas, \$8.98 LPs have gone to \$4.97; singles to \$1.04, midline to \$3.20 and Angei classical product to \$5.20.

Capitol is also offering 30-days additional dating on the midline series for the present.

Other labels that have altered wholesale pricing schedules as of late include WEA, CBS and independents, Motown, Chrysalis, Arista and Alfa.

## Songwriters Showcase Set For Fan 1981 Fair

NASHVILLE — Sylvia and Steve Warner will serve as co-hosts of the annual Super Songwriters Spectacular, June 12 at 10 p.m. in the Municipal Auditorium here.

The showcase, which is a regular Fan Fair week event, will feature the Nashville Songwriters Assn., International (NSAI) 1980 honorees. According to the event's chairman Connie Bradley, songwriters who will participate in the showcase include Bobby Braddock, Roger Cook, Kye Fleming, Jerry Gillespie, Bob House, Jim McBride, Hugh Moffatt, Dennis Morgan, Bob Morrison, Roger Murrah, Ron Peterson, curly Putman, Even Stevens, Sonny Throckmorton, Rafe Vanhoy and Marijohn Wilkin.

Morrison, 1980 Songwriter of the Year, will perform the songs he wrote to win the title, including "Lookin' For Love," "You Lift Me Up To Heaven," "You'd Make An Angel Want To Cheat," "Love The World Away," "Are You On The Road To Loving Me Again" and "You Decorated My Life."

## Home Digital Offers Hope To Future Of Audio At SCES

(continued from page 7)

have all become hardware licensees of the CD system with compatible prototype units in the development stages. And PolyGram, together with CBS/Sony and Nippon/Columbia in Japan, is planning to market software overseas next year prior to the Compact Disk's scheduled U.S. introduction sometime in 1983.

While it's been announced that the Sony and Philips CD playback units would retail in the \$500-\$800 range, a representative of Sanyo at the show said that his company's DAP-800 optical PCM (Pulse Code Modulated) Audio Disc Player "will most likely not exceed \$600." Despite the fact that JVC (with its Audio High Density (AHD) system), Soundstream and Teldec/Telefunken are all developing non-compatible home digital units as well, the initial presence and support of the CD technology could give it the inside track as far as a world standard is concerned.

In delivering the keynote address at the opening of the Audio Conference, Jensen's Jim Twerdahl noted that although audio presently is a \$7 billion retail industry, manufacturers must "get more people interested" through the continual introduction of innovative products. Panelists agreed and pointed to some new trends, in evidence at the show, that could help expand the industry's consumer base and bring in new buyers.

### 'Casseivers' Lauded

Cassette/receivers, or "casseivers," from such companies as JVC, Kenwood and Zenith (which abandoned its receiver line altogether in favor of casseivers), were cited as an example of the natural evolution in the upgrading of the ever-popular "boom box." And rather than being viewed as inhibiting separate component sales, the casseiver was lauded by most as a product that would encourage multi-system ownership and appeal to cost-conscious consumers in the current tight economy.

Another trend that panelists felt to be a positive, and perhaps more economical, alternative for consumers and dealers alike was one-brand rack audio systems. Not surprisingly, panel representatives from Kenwood, Onkyo, Akai and Sansui, all of which market one-brand systems, came out in favor of rack systems, with only JBL's Jerry Kavlov offering the dissenting opinion that perhaps the rack units did not offer the best sound value per dollar.

One area that has grown steadily over the past two shows has been microcassette units, particularly in portables. This year, Fisher introduced a two-speed stereo radio/micro-cassette recorder, similar to micro-"boom boxes" already debuted by Panasonic and Aiwa, for just under \$400; while Sony premiered a microcassette version of its TCS-300 model for just under \$200.

Portability and low-price present dealers with two key selling points for micro-cassette units, the panelists indicated, while inexpensive metal-capable models (such as Panasonic's GZ-7, slated for availability by the end of 1981), and new metal micro-cassettes (such as Maxell and Olympus tapes which will go for under \$10) could open up a vast area of marketing possibilities and introduce a whole new audience to the combined advantages of metal and micro audio technology.

### 'Don't Ignore Video'

Near the close of the conference, Mark Friedman of Onkyo against stressed the point that audio specialty dealers shouldn't ignore the benefits that can be derived from cross-merchandising video componentry with audio.

"I do believe that as we go down the road with video, specialty stores will have an

even more important role," said Friedman.

With the advent of products like Hitachi's model VT-5800 stereo videocassette recorder (available only in Japan at present) and Akai's own 7350 stereo VCR, in addition to stereo laserdiscs, videocassette software and TVs, it's not hard to believe that those cross-merchandising opportunities will be plentiful.

### Audiophile LPs Hot

Despite complaints by audio hardware manufacturers that business was still somewhat flat or slightly below par, audiophile LP companies couldn't be happier with their progress. Mobile Fidelity vice president of product development Gary Giorgi noted that the firm's \$40 Ultra High Quality Record, a heavyweight (200 grams) superdisc with improved frequency response and expanded signal to noise ratio (app. 90 db), was flying out the door at its CES debut, while orders for the usual line of Original Master recordings and Geo-Disc stylus alignment device has never been better.

"It's amazing but many people paid premium prices to buy the UHQR here at the show rather than wait," said MFSL's Giorgi. "As for the Original Master LPs, we plan on releasing a total of 27-30 titles this year alone, almost as many as our entire release, while we expect to delete another 12 titles from the catalog in 1981. Although we do have a number of contemporary rock and pop LPs, we'll also have a good number of classical releases as well, such as Sir Georg Solti and the London Philharmonic's 'Holst: The Planets.'"

Situated at the entrance to the audio demo room section at McCormick Place, Nautilus Recordings was also doing "better-than-expected business" at the show, according to marketing director Baxter Boyington.

"We got word that our new titles (Little Feat's 'Time Loves A Hero,' the J. Geils Band's 'Love Stinks,' Ambrosia's 'Life Beyond L.A.' and the Moody Blues' 'On The Threshold of a Dream') would arrive in time for the show right before our flight," said Boyington. "When we arrived, we were worried that we might run out of copies the very first day of the show."

Boyington also noted that new show titles by Linda Ronstadt, Styx and Pablo Cruise were also doing very well. As an incentive to the firm's dealers, sales reps and distributors, Nautilus was also offering a three-month travel promotion at the show and placing greater marketing emphasis on the newly-developed line of polyethylene SuperSleeves.

Sheffield Lab, the direct-to-disc recording firm, was also a hotbed of sales activity, taking orders on its second LP by Amanda McBroom and Lincoln Mayorga, "West of Oz," which is due for a July 20 release, as well as a direct disc by Oakland's Tower of Power, which will be available in September.

One of the more unusual companies to enter the audiophile market, Audio Encores, Inc., presented its series of re-recorded vintage rock'n'roll, R&B and pop hits by such masters as Duane Eddy, Little Richard, Sam & Dave, Jan and Dean, Chubby Checker and many of the early British Invasion artists, from 16- and 24-track masters. And both the classically-oriented Audio-Technica and Discwasher (Denon) also fared well with product.

## RCA U.K. Ups Kimber

LONDON — Bill Kimber was recently named to the post of divisional manager, A&R, for RCA U.K. He will be based at the RCA U.K. headquarters in London.

Kimber has been with RCA U.K. for two-and-a-half years.

# Vid Displays Dazzle Largest Crowd In History Of CES

by Michael Glynn

CHICAGO — The towers of videodisc units displayed at the Winter Consumer Electronics Show (CES) in Las Vegas seemed like a hard act to follow, but manufacturers continued to both dazzle and deal the latest in video merchandise at the Summer CES here, pulling record attendance in the process.

The largest CES crowd ever, 60,892 registered visitors, had an opportunity to see everything from a life-size image of Susan Anton (via four stacked TV monitors) narrating an opulent LaserVision display to the smallest portable integrated color TV/VCR from May 31-June 3. But it was also a show that, once again, saw video software manufacturers in hot competition for the dealer's dollar . . . and stirring more debate over the direction of the small but growing market in the process.

Magnetic Video Corp., the 20th Century-Fox subsidiary that raised a few eyebrows at the 1981 Winter CES with a plan to release first-run film titles to the home video market (*Cash Box*, Jan. 17), ruffled at least one company's feathers this time with a Beta videocassette sale lopping \$20 off 50 top-selling titles. Paramount Video immediately decried Magnetic's move, intimating that such a sales campaign would possibly wind up bloating dealer inventories with unwanted product and cheaper rental cassettes. A glut of cheap rental cassettes, Paramount executives reasoned, could drive down prices even farther.

Mag Video president Andre Blay quickly countered Paramount's remarks, noting that the sale (held in conjunction with Sony as a participating distributor looking to bolster its flagging Beta format) was merely "a market test to (judge) price elasticity." However, in a *Cash Box* interview, he staunchly defended the sale and talked, from a company viewpoint, about the ongoing dilemma over rentals.

"Paramount is entitled to its own opinion," said Blay in a conference cubicle at Mag Video's Mall exhibit in McCormick Place. "They believe it's a rental market, we believe it's still a seller's market. My belief is that retailers are being murdered by this rental war. Prices have gotten down to the point where there are two dollar rentals . . . or less!"

Blay noted that the jury will still be out on exactly how well-accepted renting has become as standard practice "until there's an in-depth opinion survey done." In the

## Doubleday Taps Hattrik As Programming VP

LOS ANGELES — Robert Hattrik, group program director for the Doubleday Broadcasting chain, has been named vice president of programming for the company.

Hattrik, who became group program director for Doubleday in June 1980, will remain as program director at AOR outlets KWK/WWWK/St. Louis.



**MUSTA GOTTA LOTTA** — MCA/Southcoast recording artist Joe Ely recently appeared at the Bottom Line. Pictured joining Joe Ely (l) backstage after his performance is Linda Ronstadt.

Cash Box photo by Ebet Roberts.

meantime, Mag Video has been wrestling over which way to go with a policy or plan to address the situation.

"On a confidential basis, we told our distributors that we'd try to re-address the rental question," Blay pointed out. "However, market research told us that it was a control situation at this point . . . which leads you back to the surcharge concept. If (Paramount) wants to build a \$79 sale price, that's fine. But our feeling is that a dealer is going to be a lot happier making five dollars on a sale than two dollars on a rental."

Blay added that Magnetic Video was not presently looking at a rental plan "because of the activity going on" now with its current release of the United Artists catalog and the upcoming introduction of laser optical format disc titles. However, he did "guesstimate" that 70% of the company's product was now being rented, the profits from which are not being recouped in any way, be it by surcharge or dealer contract.

### Rental Remains Important

"Rental will always remain a strong portion of the market," Blay said, qualifying earlier statements. "If for no other reason than to meet the immense demand for new programming by consumers."

Piracy, rather than rentals, is the major problem for software suppliers as Magnetic Video sees it right now, according to Blay, and the company has already undertaken a heavy trade campaign to make the industry aware of it. He further stated that "we are not threatening people with legal recourse for renting, just piracy."

As for the sale, Blay said it was "way too early to judge the effect" and added that the campaign, begun approximately 60 days ago, "will intensify over the summer."

"We've set the wheels in motion now," concluded Blay. "We're a little concerned with the timing because it's summer, and sales are known to drop off during that time. By August or September, we should start getting market research feedback on this . . . and perhaps after analyzing that, we'll be ready to make some decision."

Announcements of new titles and custom-pressing agreements in one videodisc format or another were made at a mind-boggling pace throughout the show. Paramount and Columbia Pictures Home Entertainment both heralded custom-pressing or production agreements with Disco-Vision Assoc. for laser-optical software. The LaserVision Assn. itself called a press conference to officially announce the formation of U.S. Pioneer Video (with a \$19.5 million capitalization) headed by Ken Kai, as a national distribution arm for laserdisc product and Pioneer Artists, headed by Barry Shereck, as a new development source for video programming . . . in effect, a new video label.

And a great deal of emphasis for Pioneer Artists, and LaserVision in general, will be on the development of creative programming, particularly in the arts, according to association chairman John Reilly. Shereck himself previously announced at a meeting in Scottsdale, Ariz. that in terms of music video alone, the company plans to release programs by Liza Minnelli, Leon Russell and Glen Yarbrough and the Limelighters, among many others. Also announced was an agreement with Covent Gardens for performances by the Royal Opera and the Royal Ballet, the first release from which will be *Tales of Hoffman*.

### CED Releases

In the CED camp, RCA SelectaVision VideoDiscs executives trumpeted the fact that *M\*A\*S\*H* was the top-selling title thus far in its opening catalog of 100. CBS Video Enterprises unveiled a licensing agreement to distribute a number of programs from ABC Video Enterprises and the National

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**TIDBITS** San Francisco's mainstream rock moguls **Journey** will host and headline the Mountain Air Festival in Caleveras in Northern California June 10. **Kenny Loggins** and **Randy Melsner** will also be on the bill at the open air extravaganza, which will come complete with a barbecue, arts and crafts and acrobats. The Journey show will be among its first with former **Baby Jonathan Cain** behind the keyboards, and the band will unveil material from its new "Escape" LP, which is due in mid-July. . . . **Blue Oyster Cult**, which headlines "A Day On The Green" concert at Oakland Coliseum July 4 with **Heart**, will have its new LP, "Fire Of An Unknown Origin," on the street by mid-month. . . . Punk high priestess, **Patti Smith**, wrote the title tune and producer **Martin Birch** was behind the mixing board on the project. . . . Speaking of BOC, a new film featuring The Cult and **Black Sabbath** in concert called *Black And Blue* is due out at the end of the month as an Orion Pictures release. . . . **Pauline Black**, the femme fatale of Ska powerhouse the **Selecter**, has left the band to pursue a solo career on Chrysalis. The **Selecter** will continue on as a recording unit as soon as they have found a replacement for Black. . . . **Susan Anton**, that lovely blond bombshell, will open for **Kenny Rogers** on his upcoming tour of the Northeast and Canada. Anton's debut LP for Scotti Bros. Records, "Killin' Time," is due out shortly.

**L.A. SCENE** — L.A.'s legendary and reclusive video punkers, **The Screemers**, will make their long awaited return to the club scene July 9-11 at the Whisky. **Tomata du Plenty** and the boys' rare live appearance will also mark the Whisky's unveiling of its elaborate new video system. . . . Another one of L.A.'s more notorious nightspots, **Dillon's** in Westwood, has also been revamped. The chic disco has been purchased by **Blackie's Bar** owner **Bar Sinister** and re-opened June 5 with **Dean Chamberlain's Code Blue** headlining on the third floor. The four-floor club will still retain its first story restaurant and second floor disco, but the third story will become a 500-seat new rock club and the fourth floor will reemerge as a private new wave disco. The club's booking agent, **Gaylord**, will keep the shows rooted in the L.A. new rock club scene with acts such as **Beachie and the Beachnuts**, **Marcus Malone**, **The Busboys**, **Robert Stoddard** and **Missing Persons** due in the next few weeks. . . .



**GIGGLING AT THE GREEK** — Actress **Liza Minnelli** recently came to Los Angeles for a triumphant six-night SRO concert engagement at the **Greek Theatre** with old **Cabaret** cronie **Joe!** Pictured backstage opening night (l-r) are: **Epic** recording artist **Michael Jackson**, **Minelli** and **Arista** recording artist **Melissa Manchester**.

**L.A.'s** bastion of new romanticism, **The Veil**, is moving from Mondays and Fridays at **Cathay De Grande** to the same nights at the **Lingerie** club on **Sunset**. . . . There's been a tit for tat bi-coastal booking exchange going on between L.A. and New York lately. We were pleased to see **The Raybeats**, **The Bongos** and **The Swinging Madisons** blow into town in exchange for **X**, **The Blasters** and **The Plimsouls'** recent ventures into the Big Apple. . . . Strong rumor has it that **New York's Fleshtones** will be moving to L.A., making it the third act, along with **The Cramps** and **Lydia Lunch**, to relocate to the City of Angels of late.

**ROD'S RELEASE RIFT** — According to a spokesman for **Rod Stewart's** camp, Warner Bros. is attempting to block the release of Rod's new double live album. The album, which was recorded last December at concerts at Wembley and Birmingham, cost Stewart in excess of \$300,000 to finish as he remixed and edited the album in his seven car garage, which he had converted into a studio by **Chris Stone** and the crew at the L.A. Record Plant. The spokesman for Stewart said that Rod "The Mod" is hopping mad about having his product refused, and Warner Bros. had no comment about the matter.

**UP AND COMING** — **Olivia Newton-John** is returning somewhat to her **Haley Mills** image of yesteryear with her next album cover. Her interest in man's flipped friends, dolphins, has led her to learn how to actually ride these lovable salt water mammals. And MCA art director **George Osaki** has photographed her embracing and cavorting with them for her next LP jacket. The album is set for an Aug. 7 release. . . . **Warren Zevon**, who is currently in the studio with producer **Greg Ladanyi**, is calling his next album "The Envoy." . . . **Jimmy** "The Harder They Come" **Cliff's** July 2 LP is called "Give The People What They Want." . . . **Tanya Tucker**, perhaps as an ode to her breakup with the **Rhinestone Cowboy**, is calling her newest waxing "After." The July release sports an album cover with Tanya clad in French lingerie. . . . MCA has signed English Ska/R&B gross outs **Bad Manners**. . . . **Art Garfunkel** has a new one ready for July called "Scissors Cut." "Bridge Over Troubled Waters" producer **Ray Helle** is in the booth on the recording. . . . finally, **Poco** will be coming with its latest American roots flavored album in July. The LP is called "Blue & Grey," and the jacket features surrealistic graphics with the eyes of Abraham Lincoln imposed over pictures of Civil War battle scenes.

**BEST TO BOGART** — The *Cash Box* staff sends along its warmest regards to Boardwalk Entertainment Co. president **Neil Bogart**, who is recovering from surgery for the removal of an abscessed and non-functioning kidney. He will be recuperating at CedarsSinai Hospital in Los Angeles until June 5.

**SAN FRANCISCO SCENE** — Two new venues have popped up in the San Francisco Bay Area. First off, **Mabuhay Gardens** owner **Dirk Dirksen** has opened a new hall just above the **Fab Mab** called **The On Broadway**. It's a 500-seater and caters to out of town bands and acts that are a little classier than the punkers at **The Gardens**. And a new club, **The New Varsity**, has opened in Palo Alto. The hall will cater to new music bands and holds approximately 700. Those interested in bookings can call **Randy** at (714) 321-1246.

**SUNNY DAYS IN THE PARK** — L.A.'s own **Musician Union Local 47** will be hosting a series of free concerts in various parks, auditoriums and recreation areas throughout the city during the month of June. The series opened June 6 & 7 with respective concerts by **Peggy Gilbert** and her **Dixieland Band** at the **Santa Monica Mall** and **The Jay Migliori Quintet** at the **Ford Theatre**. Other highlights for June include **Art Pepper** at **Music Center Plaza**, June 9; the **Al Pollan Group** at **MacArthur Park**, June 14; **Alvin Mills** and his **Orchestra** at the **Bing Auditorium**, June 14; **Hart & Sterns Band** at **Mayberry Park** in **Whittier**, June 21; **Herbie Harper** at the **Burton Chace Park** in **Marina Del Rey**, June 21; **The Bruce Lotgren Jazz Ensemble** at **Music Center Plaza**, June 23; **Bennie Maupin** at **Music Center Plaza**, June 25; **Pete Pontrelli** at **MacArthur Park**, June 28; **Chet Jaeger** and band at **Polliwog Park** in **Manhattan Beach**, June 28; and **Chico Fernandez** with an 18-piece band at **Lincoln Park** in **Santa Monica**, June 28.

marc cetner



## TOP 40 ALBUMS

	Weeks On 6/6 Chart		Weeks On 6/6 Chart
1 <b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	1 31	21 <b>IT'S JUST THE WAY I FEEL</b> GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	14 18
2 <b>VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	2 9	22 <b>LOVE LIGHT</b> YUTAKA (Alfa AAA-10004)	24 6
3 <b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	3 7	23 <b>BY ALL MEANS</b> ALPHONSE MOUZON (Pausa 7087)	23 13
4 <b>"RIT"</b> LEE RITENOUR (Elektra 6E-331)	4 6	24 <b>LATE NIGHT GUITAR</b> EARL KLUGH (Liberty LT-1079)	19 28
5 <b>GALAXIAN</b> JEFF LORBER FUSION (Arista AL 9545)	5 8	25 <b>THREE PIECE SUITE</b> RAMSEY LEWIS (Columbia FC 57153)	— 1
6 <b>MOUNTAIN DANCE</b> DAVE GRUSIN (GRP/Arista 5010)	6 15	26 <b>PATRAO</b> RON CARTER (Milestone M-9099)	27 7
7 <b>TARANTELLA</b> CHUCK MANGIONE (A&M SP-6513)	7 4	27 <b>CARNAVAL</b> SPYRO GYRA (MCA 5145)	26 33
8 <b>THE DUDE</b> QUINCY JONES (A&M SP 3721)	8 10	28 <b>EYES OF THE MIND</b> CASIOPEA (Alfa AAA-10002)	29 3
9 <b>MAGIC</b> TOM BROWNE (GRP/Arista 5503)	9 17	29 <b>ONE NIGHT STAND: A KEYBOARD EVENT</b> VARIOUS ARTISTS (Columbia KC2 37100)	18 8
10 <b>ALL MY REASONS</b> NOEL POINTER (Liberty LT-1094)	11 10	30 <b>STRAPHANGIN'</b> BRECKER BROTHERS (Arista AL 9550)	— 1
11 <b>VOICES IN THE RAIN</b> JOE SAMPLE (MCA 5172)	10 19	31 <b>WINTER MOON</b> ART PEPPER (Galaxy/Fantasy GXY-5140)	31 5
12 <b>ALL AROUND THE TOWN</b> BOB JAMES (Tappan Zee/Columbia C2X 36786)	12 17	32 <b>EASY AS PIE</b> GARY BURTON QUARTET (ECM 1-1184)	32 5
13 <b>EXPRESSIONS OF LIFE</b> THE HEATH BROTHERS (Columbia FC37126)	13 6	33 <b>RAIN FOREST</b> JAY HOGGARD (Contemporary 14007)	34 2
14 <b>LET ME BE THE ONE</b> WEBSTER LEWIS (Epic FE 36878)	15 10	34 <b>GIVE ME THE NIGHT</b> GEORGE BENSON (West/Warner Bros. HS 3453)	33 45
15 <b>LIVE</b> STEPHANE GRAPPELLI/ DAVID GRISMAN (Warner Bros. BSK 3550)	16 2	35 <b>AUTUMN</b> GEORGE WINSTON (Windham Hill C-1012)	35 5
16 <b>HUSH</b> JOHN KLEMMER (Elektra 5E-527)	30 2	36 <b>KISSES</b> JACK McDUFF (Sugarhill SH 247)	22 6
17 <b>SECRET COMBINATION</b> RANDY CRAWFORD (Warner Bros. BSK 3541)	17 3	37 <b>NIGHT PASSAGE</b> WEATHER REPORT (ARC/Columbia JC 36793)	37 27
18 <b>FRIDAY NIGHT IN SAN FRANCISCO</b> JOHN McLAUGHLIN, AL DIMEOLA, PACO DELUCIA (Columbia FC 37152)	25 2	38 <b>INHERIT THE WIND</b> WILTON FELDER (MCA 5144)	28 34
19 <b>'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	20 16	39 <b>THIS TIME</b> AL JARREAU (Warner Bros. BSK 3434)	38 52
20 <b>M.V.P.</b> HARVEY MASON (Arista AB 4263)	21 4	40 <b>YOU MUST BELIEVE IN SPRING</b> BILL EVANS (Warner Bros. HD 3504)	40 16



**DIGGIN' THE HEATHS** — Columbia Recording artists The Heath Brothers recently performed at New York's Bottom Line in support of their recently released "Expressions Of Life" album. Pictured backstage after the show are (l-r): Vernon Slaughter, vice president, black music and jazz promotion, Columbia Records; Mike Bernardo, album promotion, black music and jazz promotion, Columbia Records; bassist Percy Heath; percussionist Mtume James Heath; saxophonist Jimmy Heath; drummer Art Blakely; bassist John Lee; and Dr. George Butler, vice president, progressive and jazz music, A&R, Columbia Records.

## ON JAZZ

**MARY LOU WILLIAMS** — While her long illness may have taken some of the shock out of her passing, it in no way blunts the sadness or loss we feel about the death of jazz's piano queen, **Mary Lou Williams**. A consistent and directive force for some 50 years, Williams made her mark as composer, arranger, performer and teacher. Registering her first successes with "Froggy Bottom" and "Mary's Idea" for **Andy Kirk and his Clouds of Joy** in the early '30s, she stuck around the band's home base of Kansas City long enough to be the last pianist for the legendary **Coleman Hawkins/Lester Young** all-night cutting session at the Cherry Blossom Club. Firmly established as a star of swing music, Williams welcomed and encouraged the younger pianists of the be-bop era, and her Harlem apartment was a mecca for many musicians. But she did more than encourage — her own career reflected



the pride she had in being able to play all types of jazz. Although she sometimes spoke disparagingly of the post-bop avant garde movement, she was consistently modern. Her "Zodiac Suite" stands as one of jazz's great modern recordings, and her historic piano confrontation with **Cecil Taylor** can only be attributed to her expansive musical personality. Although much was made of her religious conversion during the '50s, Williams once remarked to an interviewer that "jazz in itself is religion." Certainly everything she did in her life, through to her last years as an instructor at Duke University, bespoke this belief. On Aug. 7, 1979, Williams was gracious enough to come to the studios of WKCR in New York to play records and discuss her career. The remarks that appear below are excerpted from that conversation with station DJ **Bill Goldberg**. We are grateful to WKCR for allowing us to reprint those comments:

"There have been four eras in this music: spiritual, ragtime, Kansas City/swing and bop. Without the blues there's no feeling at all! Most modern musicians became ashamed of the blues. But **Coltrane**, as great as he was, never lost the feeling. It's the essence of the music. When I teach, I take my students back to the original music. And it cannot be taken out of books. During the bop era, many musicians went to school because they thought the music was technical. But they weren't playing bop, they weren't getting that phrasing. I work with many young musicians, and I was surprised to hear them playing so corny. They were playing cornier than an 80-year-old man. That's because they start wrong. It's heavy music to learn and do well. People don't realize that even though this music was created by blacks, it was created for everyone to imitate and play. It's what you call God's music. It was created for healing and for people to feel good, so they don't have to go home distracted because of their everyday work. Musicians like **Zoot Sims** and **Jack Teagarden** had the deep feeling of the suffering and the healing. I love working with Zoot — he always had that feeling. . . . I began playing at the age of three. My mother had professional musicians come in and play for me. My earliest inspiration was a man named **Jack Hart**. He was very important during that period. When I was a little girl, my cousin took me to a theater in Pittsburgh where the band had a woman pianist. I remember seeing this woman with her legs crossed, smoking a cigarette, her left hand playing the show and her right hand writing the music for the next show, and directing the musicians in the pit with her head. I never forgot that scene. I said: "Someday I'll be able to do that!" And I did with the **Andy Kirk** band. . . . I'd like to talk about **Bud Powell**. He wrote "Tempus Fugit" for me. Bud was outstanding — he was the only one who sounded like that. He and **Monk** and I were inseparable. They were at my house every day. Quite a few of the bop players were there: **Tadd Dameron**, **Dizzy** and **Mel Torme**, **Sarah Vaughn** was there every other day. All we did was play music and talk music. . . . Count Basie was also a great pianist to me. During the '30s there was very little jealousy between musicians. Basie's the kind of musician who doesn't cloud up the mind and play a lot of runs and what not. Whatever he says, you'll get it. He's the one who started to play background for a soloist. His style gave the soloist a lot of space. That's the style I like — not a lot of notes, but with swing. It should be like a conversation."

**fred goodman**

## JAZZ ALBUM PICKS

**THE IRON MEN** — Woody Shaw with Anthony Braxton — Muse MR 5160 — Producer: Michael Cuscuna — List: 7.98

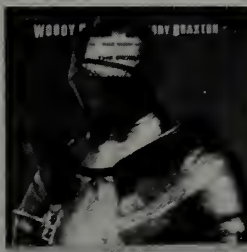
You haven't forgotten that Woody was on Muse before he went to Columbia, have you? And you still remember that he played with Eric Dolphy, right? Well this 1977 date is heavily Dolphy influenced in its choice of material ("Iron Man" and "Jitterbug Waltz"), as well as in its over-all sound. Arthur Blythe splits the reed duties with Braxton, Muihal Richard Abrams is the pianist, Joe Chambers and Victor Lewis are on drums, and Cecil McBee is on bass. Iron Men indeed.

**LIVE AT THE MONTMARTRE CLUB** — The Warne Marsh/Lee Konitz Quintet — Storyville SLP 4026 — Producer: Arnvid Meyer — List: 8.98

The Tristano Twins turn 'twixt the tough and the tantalizingly tender on this 1975 Danish recording. Konitz gets the upper hand in terms of solo space, perhaps because many of the tunes are his own. His "Kary's Trance" and Tristano's "Two Not One" are the standouts of a solid session. J.S. Bach's "Two-Part Invention Nos. 1 & 13" are tacked onto the ends of sides one and two, respectively, and their long melody lines prove quite suitable to the saxophonists' styles.

**ROUTE TWO** — Dave Earle Johnson — Landslide Records LD 1003 — Producers: David Earle Johnson and Michael Rothschild — List: 7.98

Drummer/percussionist David Earle Johnson has a solid, well-balanced album here, and newcomer Landslide Records again proves that it's serious about making quality records. Aiding Johnson are guitarist John Abercrombie, keyboardist Dan Wall, drummer Joe Chambers, flutist Jeremy Steig and saxophonist Cary Campbell. It's a rare disc that manages to have something for everyone.



# Lack Of List, Varying Midline Tags, Confuse Disc Retailers

(continued from page 7)

wholesale increases," said Alan Levenson, president of the 16-store, Atlanta-based Turtle's chain. "We can't absorb it, so we have to pass it on. If the customers don't like it, maybe they'll just buy budgets, midlines or blank tapes.

"Business is real good now," Levenson added sarcastically, "so maybe they (labels) should just raise the price again so we can sell more product."

## Increased Shelf Prices

Most dealers said the recent wholesale price hikes will mean increases of anywhere from 20-40 cents per LP for shelf price since they were unwilling to absorb the higher costs themselves. Music Plus president Lou Fogelman, for example, said the list price adjustments earlier in the year, which virtually eliminated the \$7.98 tag for frontline LPs from the majors, provided a signal that wholesale hikes were on the way. As a result, he hiked his shelf prices accordingly.

On the other hand, a few dealers indicated that they were trying to hold the line on shelf prices as best as possible. John Marmaduke, president of the Amarillo-based Western Merchandisers distribution and rack job operation and the 50-store Hastings Books and Records chain, said he would "hold the line on retail and see what happens to the bottom line. We will only raise (shelf) prices as a last resort."

Other retailers said they would cut back on operations and specials to cope with the wholesale hike. "Instead of going up 30 cents across the board, we've eliminated that five percent increase by putting a halt to specials," said Tom Kennan, president of the nine-store, Portland-based Everybody's chain. "If the manufacturers have deals, we'll run specials; but for the most part, we've eliminated them."

"Instead of a 20-30 cent increase, we're getting rid of our warehouse," added Don Jenne, secretary/treasurer for the 25-store, Seattle-based DJ's Sound City chain. "We're hoping that we can negate the increase by having each store do its own buying. We think it will be cheaper that way."

While dealers were united in their distaste for the recent wholesale hikes, confusion reigned in the area of establishing shelf prices for CBS and Boardwalk product, which dropped suggested list pricing June 1 (**Cash Box**, May 23). Some dealers preferred to "pretend" that list pricing still existed for CBS and Boardwalk product, while others said variable pricing for frontline goods was on the way, but that they didn't know how to go about it.

## No Change

"We really haven't changed pricing for CBS and Boardwalk product," said Elliot Setton, director of retail operations for the four-store, New York City-based Jimmy's chain. "I don't understand how they expect us to do this. If there's going to be a problem, it hasn't reared its head yet; but to me, list price was only a hypothetical number anyway. Dropping it wasn't important, because I feel I have to figure my prices up from what it (the product) costs anyway."

"(Suggested) list price was only a point of reference anyway," added Martin Spector, president of the 15-store, Miami-based Spec's chain. "Columbia was very wise to drop the list price because no one has sold at list for the last 15 years. The point of reference now is to make a profit."

Presenting another view was Turtle's Levenson, who said, "We don't really believe that there is such a thing as 'no list price' and are pretending that there still is one. The customers like to think they are getting a discount from suggested list, so we will continue to do this."

Most dealers indicated that they were retaining the old pricing structure for CBS and Boardwalk product — with items listed as \$8.98 list LPs, \$14.98 double-pocket LPs and so on. They agreed that list price was essentially just a guideline, but were uncertain how to ultimately deal with the move by CBS and Boardwalk.

"For our rack operation, we will assign an artificial list until the account comes up with a pricing schedule if they want it, and for our retail, we will start with an artificial list," said Western Merchandisers/Hastings Book and Records' Marmaduke. "This will probably eventually lead to variable pricing for frontline product — you can see the trend beginning with the midlines.

"However, one of the main effects of eliminating list is that it will make increasing the wholesale price easier," Marmaduke added. "In essence, you will be able to hike the wholesale price to the equivalent of a \$9.49 list album and avoid the stir that would arise if you raised both wholesale and list prices."

## Indecision On Midlines

While dealers were unanimous in their confusion over the lack of a list price for CBS and Boardwalk product, they were split on how to price midlines. The one inconsistent move in the recent wholesale hikes was the tag for midlines, with CBS, MCA and RCA holding the line and WEA and Capitol instituting increases. Some dealers said variable pricing for the midlines would begin with the June 1 wholesale hikes, while others said the shelf price would remain the same for all lines, in spite of a 15-20 cent difference in the wholesale prices.

DJ's Sound City of Seattle; Budget/Dan-Jay, the Denver-based, 96-store chain; Jimmy's of New York City; Turtle's of Atlanta and Western Merchandisers/Hastings Books and Records of Amarillo all indicated that the price would remain the same for all midline product in spite of the wholesale differential. All said they would continue to sell all midlines for the same shelf price, but none ruled out the possibility of variable pricing eventually coming to the variable midlines.

"It all depends on what the wholesale prices are," said Setton of Jimmy's. "If there is a significant difference in the wholesale prices, say 50 cents or so, I would have to use variable pricing. It's all getting very confusing with all of these prices, and I hope that by the beginning of 1982, we will have some definitive policy that all of the manufacturers will agree on."

(continued on page 41)



**IN THE GROOVE IN MUSCLE SHOALS** — Boasting a record attendance, the Muscle Shoals Music Assn. (MSMA) hosted its fourth annual Seminar May 20-23 at Joe Wheeler Park Resort Lodge in Muscle Shoals, Ala. Themed "Who Gets What in The Recording Business — Slicing the Recording Pie," the seminar attracted artists, producers, publishers, writers and record label representatives from across the United States and parts of Europe. Pictured following one of the panel discussions are (l-r): Jimmy Johnson, president of MSMA; Merlin Littlefield, assistant director of ASCAP; Lenny Leblanc, MSS Records; producer Barry Beckett, and John Sturdivant, Nashville director of membership and public relations for ASCAP.



**SANJEK FETED** — BMI recently held a luncheon at the St. Regis Hotel in New York to honor its outgoing vice president, Russell Sanjek. Shown at the luncheon are (l-r): Vincent T. Wajewski, president, NAB; W.F. "Jim" Myers, vice president, performance licensing, SESAC; Sanjek; Edward M. Cramer, president, BMI; and Hal David, president, ASCAP.

## New Outdoor Venue Files Antitrust Suit Against L.A.'s Greek Theatre

LOS ANGELES — Irvine Meadows Concerts, Inc. and Irvine Meadows Amphitheatre of Orange County, Calif. recently filed a \$1.5 million antitrust suit in U.S. District Court here charging operators of the Greek Theatre with attempting to restrain concert competition. Also named in the suit was the Nederlander of California, Inc. (which owns the Greek), James Nederlander and Alan Bregman.

The complaint alleges that the Nederlander organization has contractually banned George Benson, Melissa Manchester, Christopher Cross, Little River Band, Tom Jones, Santana and Emmylou Harris from performing at the Irvine Meadows open-air concert theatre, which is scheduled to debut in August.

The suit said that Nederlander is seeking to undermine the Irvine Meadows facility, which would be a direct competitor for Orange County audiences after Nederlander moves ahead with plans to open its own amphitheatre in the area next year at the Orange County Fairgrounds in Costa Mesa.

With opening acts yet to be slated, the Irvine Meadows Amphitheatre is located next to Lion Country Safari and 10 miles from Nederlander's own Orange County amphitheatre site.

Irvine Meadows attorney Michael Hennigan explained that efforts to book the acts mentioned in the suit failed due to their previous contractual obligations with the Greek Theatre. He explained that the acts were not able to perform at Irvine Meadows because they had "radius clauses" in their contracts with the Los Angeles venue that prohibited them from performing at

another venue within 100 miles of the Greek at any time 90 days prior and 60 days following the artist's engagement at the Greek.

The 10,000 seat Irvine Meadows facility, which is approximately twice the size of the Greek, is about an hour's drive from Los Angeles.

Hennigan said that the Orange County concern was seeking to enjoin against the artists' embargo in addition to the damages sought. He also said that the suit may be one of the first major challenges in the west to the "territorial prerogatives" widely practiced by theatre and concert venues.

The complaint contends that the embargo constitutes monopolization and a conspiracy to monopolize the market for outdoor performance of contemporary music in 100 miles of the Greek, in violation of federal and state antitrust laws.

Spokesmen for Nederlander were unavailable at press time for comment.

## ASCAP Sets Deadline For Nissim Competition

NEW YORK — The deadline for entries in the American Society of Composers, Authors and Publishers (ASCAP) Nissim Composers Competition for orchestral works (with or without soloist and/or chorus), not previously performed professionally, has been set for July 1.

The winner, to be chosen by a panel of three distinguished conductors, will receive a prize of \$5,000, made possible by a donation from the estate of Rudolf Nissim, former head of ASCAP's Foreign Department.

In the hope that the winning composition will be given its professional premiere performance by a leading American symphony orchestra, the ASCAP Foundation will provide supplementary funds to the orchestra for rehearsal preparation.

The competition is open to writer members of ASCAP, who may submit one orchestral score each. All entries must be submitted anonymously with a pseudonym and the actual name and address of the composer.

Submissions and/or inquiries should be directed to Martin Bookspan, coordinator of symphonic and concert activities, ASCAP Nissim Composers Competition, One Lincoln Plaza, New York, N.Y. 10023. The telephone number is (212) 595-3057.

## Saul Davis Moves

LOS ANGELES — Saul Davis Management, which represents artists such as Phil Seymour, Carla Olson and the Textones, and Kathy Valentine and the Go-Go's, has moved its offices to 8749 Sunset Blvd., Los Angeles, Calif. 90069. The new telephone number is (213) 854-6331.

## AIR PLAY

**FREEDOM FLIGHT** — New Federal Communications Commission (FCC) chairman **Mark Fowler** gave us a glimpse of his philosophies at the National Cable Television Assn. meetings held in Los Angeles recently. In the former communications lawyer's first public address since becoming chairman of the regulatory agency, Fowler reinforced his belief in as little FCC regulation as is necessary, a school of thought he is already identified with. Although he was addressing the Cable TV industry, it can be expected that his views will certainly apply to radio as well. Fowler in fact noted his desires for a "symmetrical approach to the regulation of all telecommunications industries." He outlined his objectives, and at the top of the list was continued strides toward a competitive marketplace environment. Another aspect of Fowler's plan which is vital to broadcasters is his intention to eliminate all government action that infringes the freedom of speech and press. Taking a position clearly contrary to that of his predecessor Charles Ferris, who favored regulation because he believed the marketplace was not adequately competitive, Fowler labeled past FCC actions and beliefs as unbearable arrogance that "an agency acts as if it knows all about how individual technologies ought to operate... how they should be made to fit into one grand regulatory scheme... The Commission's job is not to invent the wheel, but to let it spin."

**BAY AREA RUMBLINGS** — It was confirmed by ABC sources that the network plans to sell its FM outlet in San Francisco, KSFX. To whom, when and for how much was not known at press time... Metromedia's **KSAN**, the AOR giant that successfully changed to country last year, has been sold to Malrite, the company that owns AOR mainstay **WMMS/Cleveland**. While San Francisco rockers speculated that the new owners may switch back to AOR, it should be noted that Malrite owns Cleveland country powerhouse **WHK** as well. Metromedia, meanwhile, was reported to have picked up stations in Denver and Tampa at the same time, according to a **KSAN** spokesperson.



**EL PASO KINTENSITIES** — Epic recording artist **Ted Nugent** (c) brought his high-octane scratch fever rock to **KINT/El Paso, Texas** for a recent concert. Pictured with Nugent after the show backstage are **KINT PD Jim Zippo** (l), and **KINT afternoon personality Gene Knight**.

the story of radio and its impact on American life for the past 80 years. Featured as part of the "Remember When" series on HBO, "On The Air" was scheduled for a June 8 debut with other play dates to include June 11, 14, 16 and 19. Remarkable highlights include a startling account of a young man named **David Sarnoff**, who, as a wireless operator, received the "sinking fast" message from the Titanic and later began a communications empire when he founded RCA. Also included are segments on the man who invented the first radio, **Guglielmo Marconi**; **Dr. Frank Concord**, who as a Westinghouse engineer was the first to broadcast baseball scores; and **William S. Paley**, who took over the floundering Columbia Phonograph Broadcasting System and became Sarnoff's biggest rival as head of CBS. There are other colorful highlights that contributed to the history of radio, including President **Franklin Roosevelt's** fireside chats; **Edward Murrow's** reporting of the London Blitz; and perhaps the single most powerful event ever broadcast that most dramatically showed the effect radio could have on people, **Orson Welles'** classic broadcast of *War of the Worlds*. The program is hosted by **Dick Cavett**.

**FIRST ON FIRST** — Westinghouse's **KDKA/Pittsburgh**, which became the first commercial radio station in the U.S. on Nov. 2, 1920, will soon become an affiliate to the NBC Radio Network, which became the first commercial radio net on Nov. 15, 1926. NBC's first coast-to-coast broadcast was the Rose Bowl on Jan. 1, 1927. The network has extended its contract to cover the game through 1985.

**ON THE WAY** — July 5 is the date for a special 20th Anniversary **Beach Boys** concert which will emanate from a stage alongside the Queen Mary in Long Beach, Calif. The concert will be simulcast via satellite on radio and TV and will be distributed through **NKR Productions**. . . . Upcoming guests on **Global Satellite's Rockline** include **Jefferson Starship** and **Cheech & Chong** on June 8; **Supertramp** on June 15; and **Joni Mitchell** on June 22. . . . A **Todd Rundgren** concert that will be broadcast live by The Source from upstate New York, probably from Rundgren's Utopia Studios, has been cleared on 50 stations. . . . The CBS Radio Network has scheduled three 20-part *Between The Lines* weekend specials that will feature **Paul Anka** July 18-19; **Hall & Oates** Aug. 8-9; and **Barry Manilow** Aug. 22-23.

**PIGGYS ON NATIONAL AIR WAVES** — You've been reading about one of Nashville's hottest rock bands in the **Cash Box** Country column and now you can hear them for yourselves. **Dr. Demento** has scheduled to debut two of the **Piggys** songs, "My Baby's Got Rabies" and "Tough Boogers," on his national radio show the weekend of June 20-21.

**HEAVIES ON THE MOVE** — **Gary Owens**, who for nearly 20 years has lived up the afternoon air waves at **KMPC/Los Angeles**, will soon be letting go of his microphone to become creative director for Golden West Broadcasting, which owns **KMPC**. Replacing Owens will be **Chuck Ashman**. . . . On the other side of the country, (pardon the pun) **WHN/New York** midday personality **Lee Arnold** has left the station to pursue other interests. **WHN PD Ed Salamon** said that Arnold, who was at WHN for 10 years, wished to pursue endeavors in television and radio syndication and that he couldn't maintain the burden of an air shift six days a week at the same time. In a completely amiable parting, **WHN** granted Arnold release from his contract so that he could be free to go after other ventures. Salamon said that he plans to replace Arnold shortly.

mark albert

## ABC Forms Radio Enterprises Unit; Live Satellite Programs Scheduled

by Mark Albert

**LOS ANGELES** — The ABC Radio Division has formed a fourth operating group called **ABC Radio Enterprises**. Heading the new group as vice president is **Michael Hauptman**, previously senior vice president of ABC Radio. Hauptman will continue to report to **Ben Hoberman**, president of ABC Radio. Working closely with Hauptman will be ABC vice president of programming **Rick Sklar**.

Initial projects for this new operating group will include 24-hour long form programming for two separate formats delivered live via satellite. "One of the formats will be a telephone talk program that will be supplied to the network," Hauptman explained. "It will be similar in nature to **KABC/Los Angeles** and **KGO/San Francisco**, both of which are highly successful in their respective markets.

"The second program area," he continued, "which we will market on our own, will be a music station, again 24 hours, live via satellite." Although Hauptman declined to reveal the exact details of what type of music format would be used, he did say that it would consist of music that had the most audience appeal, as well as to advertising interests. "Audience appeal and advertising interests go hand in hand."

Hauptman also noted that **ABC Radio Enterprises** was a separate entity from the **ABC** networks, the owned-and-operated stations and from **ABC** affiliates. "We will, of course, try to work with the stations that we already do business with," Hauptman said, "but we're not prepared at this time to discuss all of the details."

## FCC Delays Decision On AM Spacing Issue

**LOS ANGELES** — The Federal Communications Commission (FCC) has postponed a June 16 review of the controversial issue of reducing AM spacing from 10 to nine kHz until July. The decision was made by FCC chairman **Mark Fowler** after FCC broadcast Bureau chief **Richard Shiben** said he and his staff would not be prepared with a complete agenda by the set date.

The delay came as good news to the **National Assn. of Broadcasters (NAB)** and other opponents of the proposal that would narrow the space between AM stations. The NAB, in fact, had requested a postponement of the June 16 date in order to complete its own tests and studies on the issue.

At the same time, a Panel of Experts (POE) consisting of nine engineers is still in Geneva meeting with engineers from other countries to study data pertaining to nine kHz spacing (**Cash Box**, May 9). One of the proposals that the POE is studying involves moving some existing frequencies only four kHz instead of nine; moving all frequencies nine kHz; and keeping AM at its current 10 kHz spacing.



**FROM MORNING TO NIGHT** — **Michael Jackson**, **KABC/Los Angeles** morning personality, visited the home of **Carole Bayer Sager**, for a radio listening party to celebrate her debut *Boardwalk LP*, "Sometimes Late At Night." Sager (c) and co-writer **Burt Bacharach** (l) also guested on Jackson's show to discuss the album.

**ABC Radio** president **Hoberman** explained that the new operating group was designed to help **ABC** meet the challenges of the '80s with the "primary mission" of developing new programming — both as a supplier to the **ABC Radio** networks and as a marketer and distributor in its own right.

"New technologies," according to **Hoberman**, "principally the availability of satellites for distribution of programming on a broad scale, have been widely heralded as a force for change in television. Little attention has been given to their impact on radio, but we believe that satellites may have a more rapid and more profound impact on radio than on TV. New technologies offer **ABC Radio** the ability to dramatically expand our business and we intend to utilize them in an effective and profitable manner."

In addition to developing new programming, **ABC Radio Enterprises** will also be involved in external joint ventures and will explore compatible new business opportunities through acquisition. Hauptman said that the **ABC Radio Marketing Services Unit**, headed by **Bob Cambridge**, will be part of **ABC Radio Enterprises**.

"**Radio Enterprises** was formed by **ABC** to maintain its position as a leader in the radio business," Hauptman said. "ABC was the first to form four networks in 1968 and the first to separate the AMs and FM's in the early 1970s. We're doing what is necessary to keep us at the top of this business. **Radio Enterprises** is clearly an investment for our future."

One point that Hauptman emphasized was that "one of the reasons we are doing this is that, today, a radio operator has to make long-term agreements with various syndicators and other suppliers of programming. We are making our new venture known a little earlier than we had planned so that these operators can keep their options open for the programming that we will have available soon."

## Clark Radio Program Bows On 465 Stations

**LOS ANGELES** — **Mutual Broadcasting's** *The Dick Clark National Music Survey*, a weekly three-hour contemporary music program, premiered on 465 stations over the weekend of May 30-31. Featuring the Top 30 hits of the week as compiled by **Cash Box**, in addition to interviews with artists like **Kim Carnes** and **Quincy Jones**, the show is also highlighted by an "Ask Dick Clark" segment and a special "Showcase" segment where he profiles a new group each week.

The 465 stations represent one of the largest debuts for a weekly program in radio history according to the **National Assn. of Broadcasters (NAB)**. "As far as we can tell," added **Mutual's** **Shelly Jackson**, "this program is also the largest debuting program in **Mutual's** history."

IT'S BREAKING!

TINY TIM

TELL ME THAT YOU LOVE ME

BW COMIC STRIP MAN

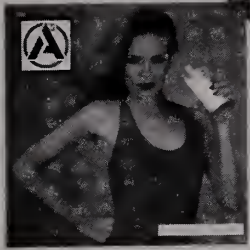


SOLID BRASS/Distributed Nationally by **RANDOM**  
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LP Chart Position

## # 3 MOST ADDED

**THE A's • A WOMAN'S GOT THE POWER • ARISTA**  
**ADDS:** KZEL, WCCC, WAAL, WOUR, WNEW, KNCN, WMMS, WBCN, WBAB, WLIR, WWWM.  
**HOTS:** None. **MEDIUMS:** KNAC.  
**PREFERRED TRACKS:** Title.  
**SALES:** Just shipped.



**3 AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC**  
**ADDS:** WYDD. **HOTS:** KMGN, KMET, KZEL, WCCC, WKLS, WIBZ, WWWM, WLIR, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, WAAF, KLLOL, KROQ, WSHE.  
**MEDIUMS:** KBPI, WABX, WCOZ, WNEW, WAAL, WLVO.  
**PREFERRED TRACKS:** Balls, Title, Problem.  
**SALES:** Good in all regions.

**49 ADAM & THE ANTS • KINGS OF THE WILD FRONTIER • EPIC**  
**ADDS:** None. **HOTS:** WLIR, WBAB, WBCN, WMMS, KNAC, KROQ. **MEDIUMS:** WBLM, WGRQ, KNCN, WNEW, KSJO, WYFE, WOUR, KZEL, KOME. **PREFERRED TRACKS:** Dog, Antmusic, Invasion, Rancheros, Title.  
**SALES:** Moderate in East and West, fair in others.

**37 APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**  
**ADDS:** None. **HOTS:** WMMS, KSJO, KMET, KOME, KMGN. **MEDIUMS:** KZAM, WCOZ, WKDF, KSHE, WIBZ. **PREFERRED TRACKS:** Gypsy, Future, Just Between.  
**SALES:** Moderate to fair in all regions; strongest in West.

**117 MARTY BALIN • BALIN • EMI AMERICA**  
**ADDS:** WLVO, KINK. **HOTS:** KMEL, KZAM, KZOK, KEZY. **MEDIUMS:** KMGN, WWWM, WABX, WBAB, WBLM, WMMS, KNCN, KSJO, WOUR, WAAL, WLVO, KZEL, KOME. **PREFERRED TRACKS:** Hearts.  
**SALES:** Fair in all regions; strongest in West.

**141 BILLY & THE BEATERS • ALFA**  
**ADDS:** KINK, KBPI. **HOTS:** None. **MEDIUMS:** WWWM, WBAB, KNCN, KEZY, KROQ. **PREFERRED TRACKS:** I Can.  
**SALES:** Weak in all regions.

## # 7 MOST ACTIVE

**34 GARY U.S. BONDS • DEDICATION • EMI AMERICA**  
**ADDS:** None. **HOTS:** KOME, KMET, WCCC, WIBZ, WSHE, KSHE, WLVO, WAAL, WOUR, WWWM, WBAB, WBCN, WBLM, WMMS, WGRQ, KMEL, KNCN, WNEW, KSJO, WHFS, WYFE. **MEDIUMS:** KMGN, KZEL, WKDF, WLIR, WABX, KEZY, WAAF, KLLOL. **PREFERRED TRACKS:** This Little Girl.  
**SALES:** Moderate in all regions.

## # 6 MOST ADDED

**DANNY JOE BROWN & THE DANNY JOE BROWN BAND • EPIC**  
**ADDS:** KSHE, WLVO, WAAL, WHFS, WGRQ, WBAB. **HOTS:** None. **MEDIUMS:** WLVO. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**KIM CARNES • MISTAKEN IDENTITY • EMI AMERICA**  
**ADDS:** WYDD. **HOTS:** KMGN, KZEL, WCCC, WWWM, KNX, KBPI, WBCN, WBLM, WMMS, KINK, KMEL, WNEW, KEZY, KSJO, WYFE, WKDF, WOUR, WAAL. **MEDIUMS:** WIBZ, WLVO, WBAB, KNCN. **PREFERRED TRACKS:** Eyes, Cards, Break.  
**SALES:** Good in all regions.

**55 ERIC CLAPTON • ANOTHER TICKET • RSO/POLYGRAM**  
**ADDS:** None. **HOTS:** WBAB, KZEW, KNCN, KSJO, KOME. **MEDIUMS:** WYDD, WLIR, KMEL, KZAM, WNEW, KEZY, WAAF, KSHE, KMET. **PREFERRED TRACKS:** Rita, Title, I Can't.  
**SALES:** Weak in South; fair in others.

**183 COLD CHISEL • EAST • ELEKTRA**  
**ADDS:** None. **HOTS:** KBPI, WOUR. **MEDIUMS:** WMMS, WGRQ, KZAM, KEZY, KZEL, KOME. **PREFERRED TRACKS:** My Baby.  
**SALES:** Fair in West; weak in others.

LP Chart Position

## # 6 MOST ACTIVE

**13 PHIL COLLINS • FACE VALUE • ATLANTIC**  
**ADDS:** None. **HOTS:** KOME, WIBZ, WCCC, KSHE, WOUR, WKDF, WYFE, WHFS, KLLOL, WAAF, KSJO, WWWM, WBAB, WBCN, WMMS, WGRQ, KINK, KZAM, KNCN, KZOK, KEZY. **MEDIUMS:** WKLS, WSHE, WLVO, KROQ, WYDD, WLIR, WABX, WBLM, WCOZ, WNEW. **PREFERRED TRACKS:** In The Air, I Missed, It Must.  
**SALES:** Good to moderate in all regions.

**156 CONCERTS FOR THE PEOPLE OF KAMPUCHEA • VARIOUS ARTISTS • ATLANTIC**  
**ADDS:** None. **HOTS:** WBLM, KSJO, KROQ, WIBZ, KOME. **MEDIUMS:** KBPI, WCOZ, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in all regions.

## #10 MOST ADDED

**DIESEL • WATTS IN A TANK • REGENCY**  
**ADDS:** KZEL, WHFS, KZOK, WNEW. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**LES DUDEK • GYPSY RIDE • COLUMBIA**  
**ADDS:** WWWM. **HOTS:** None. **MEDIUMS:** WBLM, KEZY, KLLOL, KSHE, KOME, KMGN. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in all regions.

**63 DAVE EDMUNDS • TWANGIN ... • SWAN SONG/ATLANTIC**  
**ADDS:** None. **HOTS:** WLIR, WBAB, WCOZ, KNAC, KROQ. **MEDIUMS:** KMGN, KOME, KMET, KZEL, WSHE, WAAL, WOUR, WWWM, KBPI, WMMS, WGRQ, KMEL, KNCN, WNEW, KEZY, KSJO, WAAF, WYFE. **PREFERRED TRACKS:** Almost, Cheap Talk, Live Again.  
**SALES:** Fair in South; weak in others.

**PETER FRAMPTON • BREAKING ALL THE RULES • A&M**  
**ADDS:** WWWM. **HOTS:** WIBZ, KSHE, WBCN, WMMS, WGRQ, KZEW, KSJO, WAAF, WYFE. **MEDIUMS:** KZEL, WSHE, WLVO, WAAL, KROQ, WKDF, KBPI, WBAB, WBLM, KMEL, WCOZ, KNCN, WNEW, KEZY, KLLOL. **PREFERRED TRACKS:** Open.  
**SALES:** Good initial response in all regions.

**68 FRANKE & THE KNOCKOUTS • MILLENNIUM/RCA**  
**ADDS:** None. **HOTS:** WWWM, WMMS, KZAM, KZOK, KSHE, WIBZ. **MEDIUMS:** WBLM, KNCN, WKLS, KOME, KMGN. **PREFERRED TRACKS:** Sweetheart.  
**SALES:** Weak in South; fair in others.

## # 1 MOST ADDED

**GEORGE HARRISON • SOMEWHERE IN ENGLAND • DARK HORSE**



Clone.  
**SALES:** Just shipped.

**ADDS:** KMGN, KMET, WCCC, WKLS, WIBZ, WSHE, KSHE, WLVO, WAAL, WOUR, KROQ, WYFE, KLLOL, WWWM, WYDD, KNX, WLIR, KNCN, WBAB, KINK, WBCN, WBLM, WMMS, WGRQ, KZEW, WCOZ, WNEW, KZOK, KEZY. **HOTS:** KMGN, WSHE, WLVO, WYFE, KLLOL, WLIR, WBAB, WNEW, KZOK, KEZY. **MEDIUMS:** WBCN. **PREFERRED TRACKS:** Rules, All Those.

## # 8 MOST ACTIVE

**33 JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA**  
**ADDS:** None. **HOTS:** KMGN, KOME, KMET, KZEL, WCCC, WIBZ, WSHE, KSHE, WLVO, KROQ, WWWM, KBPI, WBCN, WBLM, KMEL, WCOZ, KNCN, KEZY, KSJO, WAAF, KLLOL. **MEDIUMS:** WKLS, WOUR, WYDD, WLIR, WABX, WMMS, WGRQ, WNEW. **PREFERRED TRACKS:** Way Back, Stranger, Title.  
**SALES:** Moderate in West and Midwest; fair in others.

**26 ELTON JOHN • THE FOX • GEFEN**  
**ADDS:** KSJO. **HOTS:** KNX, WBAB, KINK, KZAM, KNCN, WNEW, KEZY, WYFE, WAAL. **MEDIUMS:** WWWM, WMMS, WLVO, WKLS, KOME. **PREFERRED TRACKS:** Nobody Wins.  
**SALES:** Good to moderate in all regions.

LP Chart Position

**148 TOM JOHNSTON • STILL FEELS GOOD • WARNER BROS.**

**ADDS:** None. **HOTS:** WIBZ, KINK, KMEL, KZAM, KEZY, KSJO, WOUR. **MEDIUMS:** KMGN, KOME, KZEL, WCCC, WSHE, WLVO, WAAL, WWWM, KNX, KBPI, WLIR, WABX, WBAB, WCOZ, WNCN, WAAF, KLLOL. **PREFERRED TRACKS:** Wastin', Desperado, Ticket.  
**SALES:** Fair in Midwest and West; weak in others.

**65 JUDAS PRIEST • POINT OF ENTRY • COLUMBIA**  
**ADDS:** None. **HOTS:** KNCN, KSJO, WAAF, KLLOL, KMGN. **MEDIUMS:** WMMS, WCOZ, WIBZ, KMET, KOME. **PREFERRED TRACKS:** Heading Out, Solar.  
**SALES:** Weak in East; fair in others.

**66 THE GREG KIHNN BAND • ROCKINROLL • BESERKLEY/ELEKTRA**  
**ADDS:** None. **HOTS:** KOME, WSHE, WOUR, KROQ, WWWM, WLIR, WBAB, WGRQ, KSJO, WAAF, WYFE. **MEDIUMS:** KMGN, KMET, WCCC, KSHE, WAAL, KBPI, WBCN, KMEL, KZAM, WCOZ, KNCN, WNEW, KNAC, WKDF. **PREFERRED TRACKS:** Breakup, Hurting.  
**SALES:** Fair in all regions; strongest in Midwest.

**ROBIN LANE & THE CHARTBUSTERS • IMITATION LIFE • WARNER BROS.**  
**ADDS:** None. **HOTS:** WBCN. **MEDIUMS:** WBLM, WCOZ, WAAF, KNAC, KROQ. **PREFERRED TRACKS:** Solid, Send Me.  
**SALES:** Weak in all regions.

**104 DAVID LINDLEY • EL RAYO-X • ASYLUM**  
**ADDS:** WIBZ. **HOTS:** WLIR, WNEW, KMET. **MEDIUMS:** KMGN, KOME, WWWM, KNX, WBAB, WBLM, WMMS, KEZY, KSJO, KLLOL, KROQ, WAAL, WSHE, WCCC, KZEL. **PREFERRED TRACKS:** Old Lady, Mercury.  
**SALES:** Fair in West and Midwest; weak in others.

**29 LOVERBOY • COLUMBIA**  
**ADDS:** None. **HOTS:** WBLM, WMMS, WGRQ, KZEW, KNCN, KSJO, KOME, KMGN. **MEDIUMS:** WWWM, WYDD, KROQ, WOUR, WIBZ, KMET. **PREFERRED TRACKS:** Kid, Turn Me.  
**SALES:** Moderate in all regions.

**52 THE MARSHALL TUCKER BAND • DEDICATED • WARNER BROS.**  
**ADDS:** None. **HOTS:** KNCN, WNEW, WCCC. **MEDIUMS:** WBLM, KEZY, KSJO, WOUR, KSHE, KZEL, KOME. **PREFERRED TRACKS:** This Time, Rumor.  
**SALES:** Weak in East, moderate to fair in others.

## # 5 MOST ADDED

**JIM MESSINA • MESSINA • WARNER BROS.**  
**ADDS:** WIBZ, KEZY, KNCN, KINK, WOUR, WWWM. **HOTS:** KNX. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.



## # 9 MOST ACTIVE

**35 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM**  
**ADDS:** KMGN, WABX. **HOTS:** KZEL, WIBZ, KSHE, WLVO, WAAL, WYFE, WAAF, KEZY, WNEW, WWWM, KNX, WBAB, WBCN, WMMS, WGRQ, KINK, KZEW, KZAM, KNCN. **MEDIUMS:** KMET, WCCC, WKLS, WSHE, WKDF, KLLOL, KSJO, WYDD, KBPI, WLIR, WBLM, KMEL, WCOZ. **PREFERRED TRACKS:** Gemini, Voice, 22,000.  
**SALES:** Good in all regions.

## # 8 MOST ADDED

**THE MOVIES • MOTOR MOTOR MOTOR • RCA**  
**ADDS:** KZEL, WAAL, WYFE, WBLM, WWWM. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**999 • CONCRETE • POLYDOR**  
**ADDS:** None. **HOTS:** WBCN, KNAC. **MEDIUMS:** WNEW, KSJO, KROQ, KZEL. **PREFERRED TRACKS:** Obsessed, Taboo.  
**SALES:** Weak initial response in all regions.

**28 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS**  
**ADDS:** None. **HOTS:** KMGN, KMET, WSHE, WLIR, WMMS, WGRQ, WCOZ, KNCN, WAAF, WYFE. **MEDIUMS:** KOME, WCCC, WWWM, WBCN, WBLM, KLLOL, WOUR, WAAL, WLVO, KSHE. **PREFERRED TRACKS:** Crazy, I Don't.  
**SALES:** Moderate to fair in all regions; strongest in Midwest.

LP Chart Position

### # 1 MOST ACTIVE

**5 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA**



Nightwatchman.  
SALES: Good in all regions.

**ADDS:** None. **HOTS:** KMGH, KMET, KOME, KZEL, WCCC, WKLS, WIBZ, WSHE, KSHE, WLWQ, WAAL, WOUR, KROQ, WYFE, WHFS, KLOL, WAAF, KSJO, KEZY, KZOK, WNEW, WWWM, WYDD, KBPI, WLIR, WABX, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, KMEL, KZAM, WCOZ, KNCN. **MEDIUMS:** WKDF, KNAC, KINK. **PREFERRED TRACKS:** Waiting.

### # 9 MOST ADDED

**174 THE PLASMATICS • BEYOND THE VALLEY OF 1984 • STIFF AMERICA**

**ADDS:** WIBZ, WNEW, WBCN, WWWM. **HOTS:** KROQ. **MEDIUMS:** WBAB, WBLM, WMMS, KSJO, KNAC, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Moderate in East and West; fair in others.

**147 POINT BLANK • AMERICAN EXCESS • MCA**

**ADDS:** None. **HOTS:** KSJO, KLOL, WSHE. **MEDIUMS:** WABX, WBLM, WCOZ, WCCC, KMET, KOME, KMGH. **PREFERRED TRACKS:** Let Me, Getaway. **SALES:** Fair in Midwest; weak in others.

**46 PRETENDERS • EXTENDED PLAY • SIRE**

**ADDS:** None. **HOTS:** KOME, KMET, WWWW, WLIR, WNEW, KSJO, WHFS, KNAC, KROQ. **MEDIUMS:** WKLS, WBAB, WBCN, WBLM, WMMS, KNCN, KLOL, WOUR, WSHE, WIBZ. **PREFERRED TRACKS:** Porcelain, Message, Precious. **SALES:** Moderate in East and West; fair in others.

**75 PURE PRAIRIE LEAGUE • SOMETHING IN THE NIGHT • CASABLANCA/POLYGRAM**

**ADDS:** None. **HOTS:** KNX, KEZY, KSHE. **MEDIUMS:** WWWM, KBPI, WBLM, KZAM, WAAL, WIBZ, KOME. **PREFERRED TRACKS:** Still Right. **SALES:** Moderate in Midwest; fair in others.

**1 REO SPEEDWAGON • HI INFIDELITY • EPIC**

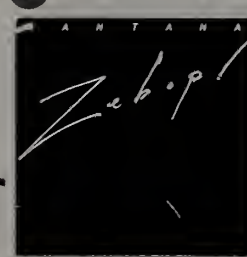
**ADDS:** KMEL. **HOTS:** KMGH, KOME, KMET, WKLS, WIBZ, WKDF, WWWM, WYDD, KBPI, WABX, WBAB, WBCN, WMMS, WGRQ, KZEW, WCOZ, KNCN, KSJO. **MEDIUMS:** WOUR, WAAF, WLIR, WNEW, KEZY. **PREFERRED TRACKS:** Let Him, Run, Tough, Letter. **SALES:** Good in all regions.

**10 RUSH • MOVING PICTURES • MERCURY/POLYGRAM**

**ADDS:** None. **HOTS:** KMGH, KMET, KOME, WKLS, WWWM, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, KNCN, KSJO, WAAF, WSHE, WIBZ. **MEDIUMS:** WCCC, KBPI, WLIR, WCOZ, KSHE. **PREFERRED TRACKS:** LIMELIGHT Tom Sawyer. **SALES:** Good to moderate in all regions.

### # 4 MOST ACTIVE

**13 SANTANA • ZEBOP! • COLUMBIA**



SALES: Good in all regions.

**ADDS:** None. **HOTS:** KOME, WKLS, WIBZ, WSHE, KSHE, WLWQ, WAAL, WOUR, KROQ, WYFE, KLOL, WAAF, KSJO, KEZY, WYDD, KBPI, WLIR, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, KMEL, KZAM, WCOZ, KNCN, WNEW, KZOK. **MEDIUMS:** KMET, KZEL, WKDF, WABX. **PREFERRED TRACKS:** Winning, Searchin'. **SALES:** Good in all regions.

**11 THE SECRET PolicEMAN'S BALL -- THE MUSIC • VARIOUS ARTISTS • ISLAND**

**ADDS:** None. **HOTS:** WGRQ, WHFS, WCCC. **MEDIUMS:** KMGH, KOME, KMET, KZEL, WWWM, WBLM, KINK, KZAM, KNCN, KSJO, KLOL, WKDF, WLWQ, WSHE, WIBZ, WKLS. **PREFERRED TRACKS:** Pinball, Drowned, Won't Get, 1967. **SALES:** Fair in East and West; weak in others.

**SILVER CONDOR • COLUMBIA**

**ADDS:** KLOL, KZOK. **HOTS:** WWWM. **MEDIUMS:** WMMS, KEZY, KSJO, WYFE, KZEL, KMET. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response in all regions.

**82 SOUTHSIDE JOHNNY & THE ASBURY JUKES • REACH UP AND TOUCH THE SKY • MERCURY/POLYGRAM**

**ADDS:** None. **HOTS:** WBAB, WMMS, WNEW. **MEDIUMS:** WBLM, KSJO, WSHE, WCCC, KOME. **PREFERRED TRACKS:** Open. **SALES:** Moderate in Midwest and East; weak in others.

LP Chart Position

**193 SPIDER • BETWEEN THE LINES • DREAMLAND/POLYGRAM**

**ADDS:** KMGH, WKLS, KSJO. **HOTS:** None. **MEDIUMS:** WBCN, WBLM, KROQ. **PREFERRED TRACKS:** Open. **SALES:** Moderate breakouts in East and Midwest.

**47 SPLIT ENZ • WAIATA • A&M**

**ADDS:** WCOZ. **HOTS:** WLIR, WBAB, WBCN, WNEW, KNAC, KROQ. **MEDIUMS:** KMGH, KBPI, WMMS, KSJO, KLOL, WYFE, WSHE, WIBZ, WCCC, KOME. **PREFERRED TRACKS:** History, One Step, Hard Act, Dance. **SALES:** Moderate to fair in all regions.

**31 RICK SPRINGFIELD • WORKING CLASS DOG • RCA**

**ADDS:** None. **HOTS:** WWWM, WGRQ, KZEW, WAAF, WOUR, WLWQ, WSHE. **MEDIUMS:** KMGH, WABX, WBLM, KMEL, KNCN, KSJO, WKDF, KOME. **PREFERRED TRACKS:** Jessie's Girl, I've Done. **SALES:** Weak in West; fair in others.

**90 SQUEEZE • EAST SIDE STORY • A&M**

**ADDS:** None. **HOTS:** WLIR, WBAB, WBCN, WCOZ, WNEW, WHFS, KNAC. **MEDIUMS:** KEZY, KROQ, WSHE, WCCC. **PREFERRED TRACKS:** Open. **SALES:** Weak in Midwest; fair in others.

### #10 MOST ACTIVE

**61 BILLY SQUIER • DON'T SAY NO • CAPITOL**

**ADDS:** None. **HOTS:** KMGH, KMET, KZEL, WCCC, WIBZ, WSHE, WLWQ, WWWM, WLIR, WBAB, WBCN, WBLM, WGRQ, WCOZ, KSJO, WAAF, KLOL, WYFE. **MEDIUMS:** KOME, WAAL, KROQ, KBPI, WABX, WMMS, KNCN, WKDF. **PREFERRED TRACKS:** Stroke, Daze. **SALES:** Moderate to fair in all regions.

**56 JIM STEINMAN • BAD FOR GOOD • CLEVELAND INT'L/CBS**

**ADDS:** KBPI. **HOTS:** WWWM, WLIR, WMMS, WNEW, WYFE, WAAL. **MEDIUMS:** KOME, KZEL, WCCC, KBPI, WGRQ, WCOZ, KNCN, KSJO, KLOL, WOUR, WLWQ, WSHE, WIBZ. **PREFERRED TRACKS:** Dreams, Title, Life. **SALES:** Moderate in all regions, strongest in Midwest.

**2 STYX • PARADISE THEATER • A&M**

**ADDS:** None. **HOTS:** KMGH, KOME, KMET, WKLS, WWWM, WYDD, WABX, WBAB, WBCN, WBLM, WMMS, KZEW, KNCN, KSJO, WAAF, WIBZ. **MEDIUMS:** WCCC, WLIR, WCOZ, WNEW, KEZY, KSHE. **PREFERRED TRACKS:** Time, Best Of, Rockin', Snowblind. **SALES:** Good in all regions.

**105 ROGER TAYLOR • FUN IN SPACE • ELEKTRA**

**ADDS:** WYFE. **HOTS:** KMGH. **MEDIUMS:** WYFE, KBPI, WBCN, KSJO, KROQ, KMET. **PREFERRED TRACKS:** Get Crazy, Future, Title. **SALES:** Fair in Midwest and West; weak in others.

**171 BRAM TCHAIKOVSKY • FUNLAND • ARISTA**

**ADDS:** None. **HOTS:** KNAC. **MEDIUMS:** WWWM, WBAB, WBCN, KSJO, KLOL, KROQ, WCCC, KZEL, KMGH. **PREFERRED TRACKS:** Shall We, Model Girl. **SALES:** Fair in East and Midwest; weak in others.

**25 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M**

**ADDS:** None. **HOTS:** KBPI, KZEW, KNCN, WIBZ, KOME, KMGH. **MEDIUMS:** WABX, WBAB, WBLM, WCOZ, WAAF, KSHE, WKLS, KMET. **PREFERRED TRACKS:** Hold, First Time. **SALES:** Moderate to fair in all regions.

**88 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL**

**ADDS:** WIBZ, KZOK. **HOTS:** KMGH, KZEL, WOUR, WLIR, WMMS, KSJO, KNAC. **MEDIUMS:** KOME, WCCC, WSHE, WLWQ, WAAL, KROQ, WWWM, KBPI, WABX, WBAB, WBCN, WBLM, WGRQ, WCOZ, KEZY, WAAF, KLOL, WYFE. **PREFERRED TRACKS:** Talk To You. **SALES:** Moderate in East and West; fair in others.

### # 4 MOST ADDED

**186 20/20 • LOOK OUT! • PORTRAIT/CBS**



**ADDS:** KMGH, WHFS, KSJO, KNCN, WBLM, WLIR. **HOTS:** KNAC. **MEDIUMS:** KROQ, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in West and Midwest.

LP Chart Position

### # 5 MOST ACTIVE

**7 VAN HALEN • FAIR WARNING • WARNER BROS.**



**ADDS:** None. **HOTS:** KMGH, KOME, KMET, KZEL, WCCC, WKLS, WIBZ, WSHE, WLWQ, WOUR, KROQ, WYFE, WWWM, WYDD, WLIR, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, KNCN, KSJO, WAAF, KLOL. **MEDIUMS:** WAAL, WKDF, KBPI, WABX, WCOZ. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

**151 JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM**

**ADDS:** KEZY, WWWM. **HOTS:** WIBZ. **MEDIUMS:** KSJO, WAAF, KLOL, WYFE, WOUR, WLWQ, WSHE, KZEL, KMET, KMGH. **PREFERRED TRACKS:** Open. **SALES:** Moderate in South and Midwest; fair in others.

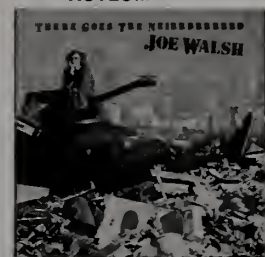
### # 7 MOST ADDED

**JOE VITALE • PLANTATION HARBOR • ASYLUM**

**ADDS:** KOME, KSHE, KROQ, KEZY, WBAB. **HOTS:** WYFE. **MEDIUMS:** WBAB, WWWM, WLIR, WMMS, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in Midwest and West.

### # 3 MOST ACTIVE

**18 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM**



regions.

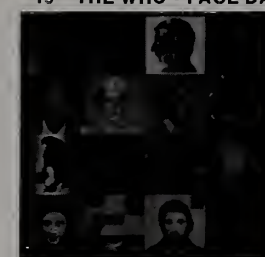
**ADDS:** None. **HOTS:** KOME, KMET, KZEL, WCCC, WIBZ, WSHE, WLWQ, WAAL, WOUR, KROQ, WYFE, KLOL, WAAF, KSJO, KEZY, KZOK, WWWM, WYDD, KBPI, WLIR, WBAB, WBLM, WMMS, WGRQ, KZEW, KMEL, WCOZ, KNCN, WNEW. **MEDIUMS:** KMGH, WKLS, KSHE, WKDF, WABX, KZAM. **PREFERRED TRACKS:** Illusion. **SALES:** Good to moderate in all

**177 WHITESNAKE • COME AN' GET IT • MIRAGE/ATLANTIC**

**ADDS:** WKLS, WAAL. **HOTS:** WYFE, KMGH. **MEDIUMS:** KBPI, WLIR, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Fair in South; weak in others.

### # 2 MOST ACTIVE

**19 THE WHO • FACE DANCES • WARNER BROS.**



SALES: Good to moderate in all regions.

**ADDS:** None. **HOTS:** KMGH, KOME, KMET, KZEL, WCCC, WIBZ, WSHE, KSHE, WLWQ, WAAL, WOUR, KROQ, KNAC, WYFE, KLOL, WAAF, KSJO, WWWM, WYDD, KBPI, WLIR, WBAB, WBCN, WBLM, WMMS, WGRQ, KZEW, KMEL, KZAM, WCOZ, KNCN, WNEW, KEZY. **MEDIUMS:** WKLS, WKDF, WABX. **PREFERRED TRACKS:** You Better, Coat, Tricky. **SALES:** Good to moderate in all regions.

**5 STEVE WINWOOD • ARC OF A DIVER • ISLAND**

**ADDS:** None. **HOTS:** WWWM, KBPI, WBAB, WMMS, KINK, KZEW, WNEW, KEZY, KLOL, WKDF, WAAL, WSHE, KOME. **MEDIUMS:** KMEL. **PREFERRED TRACKS:** Title, Chance, Train. **SALES:** Good in all regions.

**WISHBONE ASH • NUMBER THE BRACE • MCA**

**ADDS:** WCOZ. **HOTS:** WBCN. **MEDIUMS:** WBAB, WBLM, KZEL, KMGH. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

### # 2 MOST ADDED

**GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.**



SALES: Just shipped.

**ADDS:** WCCC, KSHE, KROQ, KSJO, KEZY, KZOK, WNEW, KNCN, KZAM, KINK, WBAB, KNX, WWWM. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

**57 FRANK ZAPPA • TINSEL TOWN REBELLION • BARKING PUMPKIN**

**ADDS:** WWWM. **HOTS:** WLIR. **MEDIUMS:** WBAB, WBLM, KROQ, WCCC, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Weak in South; moderate in others.

- 1 **1 BETTE DAVIS EYES** KIM CARNES 12
- 2 **2 STARS ON 45 — MEDLEY** STARS ON 45 10
- 3 **3 BEING WITH YOU** SMOKEY ROBINSON 17
- 4 **4 SUKIYAKI** A TASTE OF HONEY 15
- 6 **5 A WOMAN NEEDS LOVE (JUST LIKE YOU DO)** RAY PARKER, JR. & RAYDIO 15
- 5 **6 TAKE IT ON THE RUN** REO SPEEDWAGON 13
- 9 **7 ALL THOSE YEARS AGO** GEORGE HARRISON 4
- 7 **8 ANGEL OF THE MORNING** JUICE NEWTON 17
- 11 **9 I LOVE YOU** CLIMAX BLUES BAND 18
- 10 **10 HOW 'BOUT US** CHAMPAIGN 18
- 8 **11 TOO MUCH TIME ON MY HANDS** STYX 13
- 14 **12 AMERICA** NEIL DIAMOND 8
- 15 **13 THIS LITTLE GIRL** GARY U.S. BONDS 8
- 21 **14 JESSIE'S GIRL** RICK SPRINGFIELD 12
- 22 **15 THE ONE THAT YOU LOVE** AIR SUPPLY 5
- 18 **16 WHAT ARE WE DOIN' IN LOVE** DOTTIE WEST 12
- 19 **17 THE WAITING** TOM PETTY & THE HEARTBREAKERS 7
- 12 **18 LIVING INSIDE MYSELF** GINO VANNELLI 13
- 13 **19 SWEETHEART** FRANKE & THE KNOCKOUTS 15
- 27 **20 YOU MAKE MY DREAMS** DARYL HALL & JOHN OATES 7
- 16 **21 WATCHING THE WHEELS** JOHN LENNON 12
- 29 **22 ELVIRA** THE OAK RIDGE BOYS 6
- 26 **23 WINNING** SANTANA 10
- 17 **24 MORNING TRAIN (NINE TO FIVE)** SHEENA EASTON 18
- 28 **25 IS IT YOU** LEE RITENOUR 9
- 23 **26 JUST THE TWO OF US** GROVER WASHINGTON, JR. 19
- 20 **27 I MISSED AGAIN** PHIL COLLINS 14
- 34 **28 NOBODY WINS** ELTON JOHN 6
- 31 **29 STILL RIGHT HERE IN MY HEART** PURE PRAIRIE LEAGUE 9
- 33 **30 FOOL IN LOVE WITH YOU** JIM PHOTOGLO 10

24 **31 KISS ON MY LIST** DARYL HALL & JOHN OATES 21

## CASH SMASH

49 **32 THEME FROM "GREATEST AMERICAN HERO"** JOEY SCARBURY 5  
**ADDS:** KIQQ, Z93, WHB-20, KSLQ-21, KERN, KDWB, 94Q, WQXI, WNCI, WKBO, KFMD, WOKY, 14Q-28, WSPT, Y100-32, WFIL, KXOK-30, WDRQ-19, Z102-29, 13K, KENO. **JUMPS:** KINT 25 To 21, WBCY 17 To 11, WGSV 25 To 22, WRVQ 4 To 2, Y103 33 To 23, KOFM 22 To 19, WCAO Ex To 29, WSGN 25 To 19, KRQ Ex To 30, WSEZ 34 To 28, WKXX Ex To 27, KMJK-FM Ex To 30, KYYX Ex To 28, WKBW 13 To 4, KCPX 16 To 13, WTRY 27 To 21, Q105 9 To 6, WICC Ex To 23, WBEN-FM 36 To 19, WWKX Ex To 30, KFRC 23 To 12, KFYE Ex To 20, WRJZ Ex To 28, WTIX 38 To 34, WPRO-FM Ex To 22, CKLW 26 To 23, WMC-FM Ex To 24, WISM Ex To 27, 92Q 21 To 16, KEEL 21 To 16, KHFI 20 To 15, JB105 21 To 16, KC101 24 To 17, WAYS 29 To 12, WXKS Ex To 29, WBBQ Ex To 29, KFI 27 To 24.  
**SALES:** Moderate in the West, East and Midwest. Fair in the South.

39 **33 SEVEN YEAR ACHE** ROSANNE CASH 10  
**ADDS:** WKIX, WAYS-29, Y103. **JUMPS:** KEZR 17 To 14, WZZR Ex To 30, KRTH Ex To 30, KOPA 26 To 20, FM102 Ex To 29, KC101 30 To 27, WSKZ 30 To 27, KXOK 12 To 9, WNCI 25 To 15, WSEZ Ex To 33, Z102 9 To 6, KYYX 29 To 24, WGSV 6 To 4, WSPT 25 To 21, 13K 27 To 23, KEYN Ex To 30, KCPX Ex To 26, KHFI 28 To 20, KIQQ 36 To 24, WRFC 5 To 3, Z93 10 To 5, WBCY 30 To 20, KNUS 37 To 31, KRAV 25 To 22, WMC-FM 20 To 17, WRJZ 13 To 10, WZUU 28 To 24.  
**SALES:** Moderate in the South. Fair in all other regions.

## HIT BOUND

— **34 I DON'T NEED YOU** KENNY ROGERS 1  
**ADDS:** KSTP-FM, WIKS, KEZR, WBEN-FM-40, KZZP-26, WHB-15, 92Q, WKXX, KOPA-28, WVBF, JB105-35, WKBW, WPRO-FM, KINT-39, KVIL, KRLY, Q105-23, WISM, WSKZ-29, WICC-27, WDRQ-18, WAKY-23, KHFI, WCAO, KNUS-22, Z102-27, WYYS, WAYS-30, Q102-35, WROR-24, WGSV, WWKX, WRFC, WKBO, KSLQ-22, KRQ, WFIL, B97, KYYX, WTIX, KCPX, KRAV, Y103, WTRY, KJRB, KIQQ, 92X-25, Y100-31, WOKY, WIFI, BJ105-38, WRJZ, WSGN, WOW-20, WMC-FM-22, Z93, FM102, WPGC-27, KTA-29, KEEL, KRTH, WHBQ-12, WAXY, WGCL, WNCI-28, WBBQ, KC101-30, WGH. **JUMPS:** KFI Ex To 30.  
**SALES:** Just shipped.

38 **35 SAY WHAT** JESSE WINCHESTER 9  
**ADDS:** KXOK-27. **JUMPS:** KOPA 29 To 26, WISM 15 To 12, KIQQ Ex To 39, KINT 23 To 19, WSPT 30 To 24, WICC 21 To 18, WSKZ 26 To 23, WAYS 22 To 19, WROR 17 To 14, WKBO 19 To 15, WBCY 32 To 29, WGCL Ex To 28, WSEZ 30 To 27, WRJZ 30 To 25, KERN 30 To 25, KYYX 25 To 20, KRBE 27 To 24, KFMD Ex To 27, WZZR 30 To 27, 14Q 28 To 25, KRQ 24 To 21.  
**SALES:** Weak in all regions.

37 **36 GIVE A LITTLE BIT MORE** CLIFF RICHARD 8  
**JUMPS:** KFMD 27 To 24, 14Q 20 To 17, WBEN-FM 18 To 14, WXKS 30 To 26, KRQ 27 To 24, WTIX 29 To 24, KEEL 22 To 19, KDWB 9 To 7.  
**SALES:** Weak in all regions.

41 **37 MODERN GIRL** SHEENA EASTON 6  
**ADDS:** WISM-23, FM102, KXOK-26, WVBF, WROR-25, WHBQ-14, KRTH. **JUMPS:** KINT 19 To 15, WFIL Ex To 27, KC101 19 To 16, WSEZ 33 To 29, JB105 15 To 10, WBBQ Ex To 25, KYYX 30 To 25, WGSV 23 To 20, 14Q 30 To 26, KCPX 23 To 19, WBEN-FM 20 To 16, KIQQ 30 To 27, WPRO-FM Ex To 20, KVIL Ex To 19, WSPT 29 To 17, WICC Ex To 28, B97 17 To 11, WTIX 31 To 26, Y103 22 To 18, KJRB 17 To 8, Y100 31 To 27, WIFI 23 To 18, WSGN 20 To 16, WGCL 30 To 20, WWKX Ex To 27, WZUU Ex To 30, WGH Ex To 18.  
**SALES:** Fair in all regions.

42 **38 TIME** ALAN PARSONS PROJECT 9  
**ADDS:** KTSB, KEYN, Y100-28, WRJZ, KRQ, KIQQ, KFI. **JUMPS:** KEZR Ex To 30, KRBE 6 To 4, KZZP 22 To 19, Z102 28 To 25, KINT 21 To 17, KMJK-FM 24 To 21, KYYX Ex To 27, Z93 17 To 13, WBEN-FM 14 To 8, WTIX 28 To 20, WSPT 24 To 5, WIFI Ex To 28, KHFI 21 To 17, KERN 32 To 26, WAYS 28 To 23, WZUU 33 To 29, WRFC 19 To 16, WBBQ 29 To 23, WSGN 11 To 5, 94Q 12 To 10, WKBW 6 To 3, WQXI 22 To 14, KRAV 18 To 11.  
**SALES:** Fair in the South. Weak in all other regions.

## PRIME MOVER

43 **39 HEARTS** MARTY BALIN 4  
**ADDS:** WSEZ, KFYE, WSPT, B97, WAKY-24, CKLW, WDRQ, KBEQ-24. **JUMPS:** KEZR 23 To 17, WBEN-FM 33 To 24, WRJZ 28 To 24, WTIX Ex To 37, KZZP 21 To 15, WPRO-FM Ex To 23, WZZR Ex To 25, KJRB 25 To 18, KOPA 28 To 19, WISM Ex To 25, FM102 Ex To 26, KERN 34 To 29, KINT Ex To 23, KEYN Ex To 27, JB105 Ex To 34, WAXY Ex To 29, WRVQ Ex To 21, KHFI Ex To 29, Z102 22 To 18, WZUU 29 To 23, WSKZ 28 To 21, WRFC 25 To 21, KRQ 30 To 26, KRTH 29 To 26, WCAO Ex To 30, WBCY 31 To 28, KENO 30 To 23, KEEL Ex To 33, WKBO Ex To 18, Y103 Ex To 39, KMJK-FM Ex To 31, KC101 29 To 24, KYYX 23 To 18, WSGN 18 To 14, KCPX 31 To 25, WBBQ Ex To 30, 96KX 24 To 20, WKBW Ex To 18, KIQQ Ex To 40, KDWB 23 To 19, KFMD Ex To 28, WYYS 32 To 28, BJ105 Ex To 39, 94Q 30 To 27, 14Q 29 To 24, WFIL Ex To 29, WICC 26 To 17, WNCI Ex To 29, WGH Ex To 19.  
**SALES:** Fair in all regions.

44 **40 SWEET BABY** STANLEY CLARKE/GEORGE DUKE 7  
**ADDS:** WTRY, WOW-23, WWKX, FM102, KXOK-29, WICC, KDWB, WNCI. **JUMPS:** KZZP 23 To 20, WRJZ Ex To 27, KC101 18 To 15, KYYX 18 To 15, WZZR Ex To 29, WBBQ 25 To 20, KFMD 29 To 25, WIKS Ex To 34, 94Q 29 To 24, WBEN-FM 16 To 10, WXKS Ex To 30, WQXI Ex To 21, WISM Ex To 26, KRQ Ex To 27, KFI Ex To 29, KHFI Ex To 30, 13K Ex To 22, WAYS 19 To 15, KMJK-FM Ex To 32, WRFC 9 To 6, BJ105 37 To 27, B97 Ex To 30, WTIX 25 To 14, Y103 9 To 6, KJRB Ex To 30, WYYS 37 To 33, KERN 33 To 28, KRAV Ex To 25, WAXY 25 To 20.  
**SALES:** Moderate in the West and Midwest. Fair in the East. Weak in the South.

## PRIME MOVER

46 **41 BOY FROM NEW YORK CITY** MANHATTAN TRANSFER 4  
**ADDS:** WOW-24, 14Q-27, WKBW, WZZR, WIKS, 13K, WGCL-29. **JUMPS:** KZZP 26 To 22, Y100 27 To 21, WICC 25 To 21, KOPA Ex To 29, WSGN 27 To 24, WTIX Ex To 38, KJRB Ex To 24, WCAO 29 To 21, WFIL Ex To 26, WIFI Ex To 29, KYYX Ex To 26, KRAV 19 To 12, KERN Ex To 35, WABC 39 To 28, WRJZ Ex To 29, WAXY 20 To 17, WBEN-FM 39 To 26, CKLW Ex To 30, KRTH 28 To 19, WPRO-FM Ex To 18, JB105 32 To 26, KC101 27 To 19, WISM 30 To 24, Z102 24 To 21, WBBQ Ex To 26, WSPT Ex To 15, WGSV 27 To 24, 94Q Ex To 29, KHFI Ex To 26, KCPX Ex To 27, WQXI 29 To 20, Y103 36 To 32, WROR 24 To 20, KINT Ex To 27, WKXX Ex To 28.  
**SALES:** Breakouts in all regions.

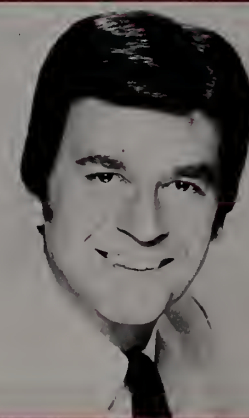
45 **42 I CAN TAKE CARE OF MYSELF** BILLY & THE BEATERS 8  
**ADDS:** KYYX. **JUMPS:** WBEN-FM 38 To 30, WISM 24 To 21, WKBW 26 To 17, JB105 23 To 20, KCPX 21 To 18, WTIX 32 To 28.  
**SALES:** Moderate in the Midwest. Weak in all other regions.

25 **43 YOU BETTER YOU BET** THE WHO 13

32 **44 SOMEBODY'S KNOCKIN'** TERRI GIBBS 22

30 **45 FIND YOUR WAY BACK** JEFFERSON STARSHIP 11

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Dick Clark Show" National

PRESENTED HEARD ON

A WEEKLY

June 13, 1981

### HIT BOUND

68 **46 GEMINI DREAM** THE MOODY BLUES 2  
 ADDS: WKBW, WFIL, WZZR, WXKS, KENO, Z93, WMC-FM, KEEL, KDWB, 94Q-30, WNCI-30, KOPA, WSKZ-30, WSEZ, KFMD, KTSA, WPRO-FM, WISM, KEYN, WRFC, WBCY, Y100-30, WSGN. **JUMPS:** KEZR Ex To 28, KCPX Ex To 31, KZZP 29 To 25, BJ105 Ex To 40, KINT 29 To 22, WICC 30 To 20, WCAO Ex To 28, WTXI Ex To 21, KYYX Ex To 30, KJRB Ex To 29, 96KX 25 To 18, WGCL Ex To 24, WTRY Ex To 29, WBEN-FM 40 To 27, Y103 Ex To 40, WPGC Ex To 29, Z102 27 To 24, KRQ Ex To 28.  
**SALES:** Just shipped.

51 **47 SHADDUP YOU FACE** JOE DOLCE 8  
 Day-Part: WTIC-FM. **JUMPS:** WFIL 26 To 19, KIQQ 5 To 1, BJ105 25 To 19, KRTH 19 To 3, KFI 4 To 2.  
**SALES:** Moderate in all regions.

54 **48 STRONGER THAN BEFORE** CAROLE BAYER SAGER 5  
 ADDS: KFMD, 14Q-30, WPRO-FM, WPGC, 13K, WVBF. **JUMPS:** WBEN-FM 22 To 17, WROR 26 To 23, Y103 Ex To 38, WTXI Ex To 40, WSGN 26 To 21, WIF1 26 To 23, WKXX Ex To 29, WGCL Ex To 27, WKBW 18 To 12, KERN Ex To 33, WFIL Ex To 30, KEEL Ex To 32, Z102 23 To 19, WGSV 24 To 21, KCPX 27 To 22, KIQQ 35 To 31, BJ105 Ex To 37, Z93 30 To 27.

### HIT BOUND

62 **49 QUEEN OF HEARTS** JUICE NEWTON 3  
 ADDS: KTSP-FM, KZZP-28, WHB-19, KOPA, WROR-26, WSEZ, WGCL, KYYX, WZUU, KFMD, KC101-28, 14Q-29, KDWB, WBEN-FM-38, 94Q, WRFC, WZZR, KOFM-29, KENO, Z93. **JUMPS:** KINT Ex To 28, KCPX 24 To 17, WKBO Ex To 19, WAXY Ex To 30, WPRO-FM Ex To 24, KEEL Ex To 34, WISM 29 To 22, KHFI 29 To 23, WAYS 30 To 25, WSGN Ex To 29, WKBW Ex To 23, KRAV Ex To 24, JB105 28 To 24, Z102 25 To 22, WGSV Ex To 30.

56 **50 A LIFE OF ILLUSION** JOE WALSH 4  
 ADDS: KZZP-29, WSEZ, KOFM, KMJK-FM. **JUMPS:** KEZR 26 To 23, KBEQ 7 To 5, WRVQ Ex To 26, 94Q 25 To 21, WSKZ 29 To 24, 96KX 14 To 11, WSPT Ex To 22, KHFI 26 To 21, WBCY 28 To 24, Y103 31 To 28, Q105 20 To 16, WLS Ex To 38, WIKS Ex To 35, KRQ 29 To 25.  
**SALES:** Fair in the Midwest.

### HIT BOUND

69 **51 SLOW HAND** POINTER SISTERS 3  
 ADDS: WICC-29, WMC-FM, KERN, KRTH, KC101-29, WQXI, KFI, WNCI, WKBO, WTRY, WISM-30, WBCY, B97, WWKX, KRAV, WRJZ, WZZR, FM102, KENO, KIQQ. **JUMPS:** KEZR Ex To 29, WGSV Ex To 28, KZZP 27 To 24, KRQ Ex To 29, KOPA 30 To 25, Z93 Ex To 30, KHFI Ex To 28, KJRB 28 To 20, WRFC Ex To 30, WAXY Ex To 27, Y103 Ex To 37, 94Q Ex To 28, Y100 29 To 23, WSGN Ex To 30, WKXX 50 To 26, WYYS 39 To 35, 92Q Ex To 25, Z102 26 To 23.

58 **52 WHAT CHA' GONNA DO FOR ME** CHAKA KHAN 5  
 ADDS: Y103, 13K, WICC. **JUMPS:** B97 27 To 21, FM102 20 To 15, KIQQ 27 To 9, WTXI Ex To 39, WAXY 26 To 23, KFI 29 To 25.  
**SALES:** Fair in the West, East and South. Weak in the Midwest.

59 **53 THE STROKE** BILLY SQUIER 5  
 ADDS: WSEZ, WPGC, WTXI, KFI. Day-Part: WOW. **JUMPS:** WTRY Ex To 27, WPRO-FM 22 To 19, KHFI 27 To 22, WKXX 25 To 19, KRBE 11 To 6, JB105 16 To 9, WXKS 15 To 12, KENO 27 To 22, KMJK-FM 29 To 25, KIQQ Ex To 37.  
**SALES:** Fair in the Midwest.

64 **54 JONES VS. JONES** KOOL AND THE GANG 4  
 ADDS: WPRO-FM, KHFI, Y100-29, FM102, WIKS, KRLY-20, KJRB, WMC-FM-25, KFI. **JUMPS:** WSKZ 23 To 20, WBBQ 26 To 22, WSEZ 35 To 31, WRFC 22 To 18, Y103 37 To 30, WSGN 29 To 26, JB105 Ex To 33, 13K Ex To 30, KCPX 37 To 33, KIQQ 40 To 29, KFRC Ex To 40, WIF1 29 To 26, KRTH Ex To 29.

35 **55 AI NO CORRIDA** QUINCY JONES 10

40 **56 LOVED 'EM EVERY ONE** T.G. SHEPPARD 12

36 **57 SINCE I DON'T HAVE YOU** DON McLEAN 10

70 **58 BROOKLYN GIRLS** ROBBIE DUPREE 4  
 ADDS: WSKZ, WBEN-FM-39, WXKS, WTXI, WIF1, WGCL. **JUMPS:** Y103 28 To 20, WKXX 28 To 21, KCPX Ex To 32.

66 **59 LOVIN' THE NIGHT AWAY** THE DILLMAN BAND 5  
 ADDS: KFMD, WISM. **JUMPS:** WSPT Ex To 28, KCPX Ex To 35, WTXI 37 To 33.  
**SALES:** Fair in the Midwest.

63 **60 TWO HEARTS** STEPHANIE MILLS 6  
 ADDS: WTXI, WAXY. **JUMPS:** CKLW 29 To 25, KIQQ 39 To 26.  
**SALES:** Weak in all regions.

48 **61 SAY YOU'LL BE MINE** CHRISTOPHER CROSS 12

72 **62 PROMISES** BARBRA STREISAND 4  
 ADDS: WOKY, WFIL, WDRQ, KSLQ-23, WAXY, KRTH. **JUMPS:** WAYS 25 To 22, Y103 30 To 27, WGSV 22 To 19, BJ105 31 To 28, WROR 25 To 21.

71 **63 SIGN OF THE GYPSY QUEEN** APRIL WINE 4  
 ADDS: Y103, BJ105, WIF1, KERN. **JUMPS:** 96KX Ex To 28, WSPT Ex To 27, JB105 25 To 21, KMJK-FM Ex To 28, WICC Ex To 30.

67 **64 ARC OF A DIVER** STEVE WINWOOD 5  
 ADDS: WRJZ. **JUMPS:** KEZR 19 To 16, KOPA 20 To 17, KINT 24 To 20, Y103 40 To 34, KRBE 22 To 19, KBEQ 10 To 7.  
**SALES:** Fair in the Midwest and South.

65 **65 ALMOST SATURDAY NIGHT** DAVE EDMUNDS 5

73 **66 THE BREAKUP SONG (THEY DON'T WRITE 'EM)** GREG KIHN BAND 4  
 ADDS: KRBE, KSFY, KRQ. **JUMPS:** KEZR 27 To 24, KZZP 25 To 21, KINT Ex To 29, WSPT 28 To 13, KENO 29 To 24, KBEQ 8 To 6, KFRC 35 To 27.

76 **67 GIVE IT TO ME BABY** RICK JAMES 4  
 ADDS: KINT, KRLY-18, WTXI. **JUMPS:** B97 Ex To 26, WPGC 30 To 22, WWKX 29 To 24, WXKS 6 To 3, KIQQ 25 To 11, WBBQ 12 To 5.  
**SALES:** Moderate in the West, East and South. Weak in the Midwest.

81 **68 IN THE AIR TONIGHT** PHIL COLLINS 3  
 ADDS: KEZR, KINT, 96KX-30, WSPT, Q105-25, WIKS, CKLW-29, WICC, WZUU. Day-Part: 92Q, KJRB. **JUMPS:** WRVQ Ex To 27, WBCY Ex To 30, Y103 35 To 29, KRBE Ex To 26, WLS Ex To 26, KBEQ 14 To 11.  
**SALES:** Breakouts in the Midwest.

79 **69 ROCK AND ROLL DREAMS COME THROUGH** JIM STEINMAN 3  
 ADDS: KHFI, WKBW, WWKX, KRBE, Z102-30, KBEQ-23. Day-Part: WOW. **JUMPS:** KINT Ex To 35, WBCY Ex To 31, KCPX Ex To 36, WICC 27 To 24, WGCL Ex To 21, KERN Ex To 34.

78 **70 IT'S NOW OR NEVER** JOHN SCHNEIDER 3  
 ADDS: 92Q, WGSV, KCPX, WTXI. Day-Part: WBBQ. **JUMPS:** Y100 28 To 25, KFRC Ex To 36, WIF1 Ex To 30, WQXI Ex To 22.

55 **71 YOU LIKE ME DON'T YOU** JERMAINE JACKSON 8

80 **72 IT DIDN'T TAKE LONG** SPIDER 3  
 ADDS: KINT, WIF1, 94Q. **JUMPS:** KRBE Ex To 29.

61 **73 MAKE THAT MOVE** SHALAMAR 8

84 **74 DOUBLE DUTCH BUS** FRANKIE SMITH 3  
 ADDS: KHFI, Q105-27, WWKX, CKLW-27, KERN. **JUMPS:** Y100 30 To 19, FM102 Ex To 25, WXKS 27 To 24, KFRC 19 To 14, KEEL 32 To 28, KFI 26 To 23.  
**SALES:** Fair in the Midwest and South.

77 **75 YEARNING FOR YOUR LOVE** GAP BAND 4  
 ADDS: KCPX. **JUMPS:** Y100 30 To 26, KFRC 40 To 30.

85 **76 FANTASY GIRL** .38 SPECIAL 2  
 ADDS: WSPT, WIKS, WICC, WGCL. Day-Part: WOW, KJRB. **JUMPS:** KINT Ex To 38, WRFC Ex To 31.

--- **77 DON'T LET HIM GO** REO SPEEDWAGON 1  
 ADDS: WLS, CKLW, Z102-31, WICC, KERN, WBBQ, KFI, KINT, WRVQ, KYYX, KTSA, WRFC, WBCY, Y103, Y100-24, WKXX, WWKX, 92X-24, KRBE. Day-Part: 92Q, KJRB. **JUMPS:** 96KX 22 To 16, WNCI Ex To 25.

57 **78 TURN ME LOOSE** LOVERBOY 19

47 **79 LOVE YOU LIKE I NEVER LOVED YOU BEFORE** JOHN O'BANION 13

50 **80 RAPTURE** BLONDIE 20

53 **81 AIN'T EVEN DONE WITH THE NIGHT** JOHN COUGAR 20

60 **82 HOLD ON LOOSELY** .38 SPECIAL 15

83 **83 GOTTA GET AWAY** RANDY MEISNER 3

75 **84 MERCY, MERCY, MERCY** PHOEBE SNOW 6

52 **85 BLESSED ARE THE BELIEVERS** ANNE MURRAY 12

74 **86 WHILE YOU SEE A CHANCE** STEVE WINWOOD 19

--- **87 ANOTHER TICKET** ERIC CLAPTON 1  
 ADDS: KINT, WWKX, KIQQ, BJ105, WGH. Day-Part: 92Q. **JUMPS:** KCPX Ex To 40. ON: KRBE.

--- **88 FEELS SO RIGHT** ALABAMA 1  
 ADDS: WKXX, BJ105, KEEL. **JUMPS:** KCPX Ex To 38, KIQQ Ex To 36. ON: WSEZ.  
**SALES:** Fair in the West, Midwest and South.

86 **89 WASN'T THAT A PARTY** THE ROVERS 17

--- **90 HARD TIMES** JAMES TAYLOR 1  
 JUMPS: WABC Ex To 38, WGSV 26 To 23. ON: KRBE, KXOK, WANS, WSGN.  
**SALES:** Fair in the Midwest.

88 **91 COME TO ME** ARETHA FRANKLIN 3

82 **92 YOU'RE SO EASY TO LOVE** TOMMY JAMES 7

87 **93 RAIN IN MAY** MAX WERNER 5

92 **94 PARADISE** CHANGE 4

--- **95 WHAT SHE DOES TO ME (THE DIANA SONG)** THE PRODUCERS 1  
 ADDS: WBBQ. **JUMPS:** WKXX Ex To 30, Z93 20 To 17, 94Q 10 To 7. ON: WRFC.

97 **96 YOU REALLY GOT A HOLD ON ME** BILLY JOE ROYAL 2

--- **97 SHE DID IT** MICHAEL DAMIAN 1  
 ADDS: BJ105, WIF1, WGH. ON: KCPX, JB105.

89 **98 DON'T STOP THE MUSIC** YARBROUGH & PEOPLES 20

91 **99 JUST SO LONELY** GET WET 8

95 **100 I CAN'T SAY GOODBYE TO YOU** HELEN REDDY 4

### LOOKING AHEAD

**THE KID IS HOT TONIGHT** LOVERBOY

ADDS: WBCY, KINT. **JUMPS:** KRBE 23 To 20. ON: WRVQ

**YOU ARE FOREVER** SMOKEY ROBINSON

ADDS: WFIL, KCPX, BJ105. ON: WIF1

**LET'S GET CRAZY** ROBERT TAYLOR

ADDS: KINT, KRBE

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# GOSPEL



**WORD HONORS CASH BOX** — The Word Record and Music Group recently honored *Cash Box* with a special plaque in recognition of the magazine's coverage of gospel music. Pictured during the presentation ceremony are (l-r): Walter Quinn, Word Records; Jim Sharp, *Cash Box* vice president; and Tom Roland, *Cash Box*.

## Castle Music Inc. Formed By Ferrell, Everitt And Harrison

NASHVILLE — A new record company, Castle Music Inc., was recently formed under the direction of Ben Ferrell, Eddie Everitt and Buddy Harrison. The company is comprised of two record labels, a music publishing company and a gospel outreach program, as well as full 16-track studio facilities.

Castle Music will primarily focus on contemporary Christian music, while the parallel company, House of Kings, will emphasize traditional Southern gospel music.

Artists signed to the companies include Richard Roberts to House of Kings, along with Vicki Jamison, Buddy Harrison and the Agape Singers with Happy Caldwell.

Signed to Castle records are the Followers of Christ, Ron Perry, Doyle Tucker and Everitt and Ferrell with the Gospel in Concert band.

### Mike Suttle Named GM Of NewPax, Paragon

NASHVILLE — The Benson Company has named Mike Suttle general manager of NewPax and Paragon record labels. The labels have been without a general manager since October, 1980.

Most recently, Suttle was the director of airplay promotion for secular radio of Benson Company related artists. Prior to joining Benson, Suttle held a variety of music-related jobs, including radio, record promotion and in 1974, he was the general manager of Elektra/Asylum's country division in Nashville.

Commenting on his new position, Suttle said, "It seems that all of the experience that I have built up over the years has been to prepare me for this new opportunity. I don't think I could be any more excited and I am anxious to get involved in helping the NewPax and Paragon artists develop in their musical careers. More importantly, though, I am anxious to see these artists develop their communicating talents because what they have to say through their music is the real reason I am here. The message of the gospel is what we are all about at NewPax and Paragon."

Artists on the NewPax label include Don Francisco, Farrell and Farrell, Patrick Henderson, Nancy Grandquist, the Pat Terry Group, Stephanie Booshada, Brown Bannister, Gary Gunham, Bobby Springfield, Gary S. Paxton, J.J. Lee, Al Hobbs and Eternal Light and the West Angeles Church of God in Christ Choirs. Paragon artists include Truth, Ron Huff, Lillie Knauls, Gary McSpadden, Richard Roberts and Neilson and Young.

icipated" by Doyle Tucker and "Ha Ha Ha On the Devil" by Ron Perry, both on Castle Records. New Albums by Richard Roberts and The Followers of Christ are forthcoming. Roberts' debut for House of Kings is titled "Father and Son Together as One" and will feature evangelist Oral Roberts singing "When He Reached Down His Hand for Me."

The Agape Singers with Happy Caldwell have completed a new album for House of Kings entitled "Something New," with their first release, "Singing Happy Songs," now available through the label.

A new album by the Followers of Christ is being recorded at Castle Studios with Ferrell, Moose Smith and Fletch Wiley producing. Everitt and Ferrell with the Gospel in Concert band are working on an album scheduled for release this summer. The band has also set up a gospel outreach program by the firm, with many of the label's artists included in the concert/ministry series.

### Benson Promo Staff On The Road With Radio

NASHVILLE — John Taylor, Tony Elenburg and Norman Holland, radio airplay managers for the Benson Company, recently took their work on the road by meeting with program and music directors at stations across the country. The purpose of the promotional trip was to introduce radio personnel to new products released on labels distributed by the Benson company.

"We intend to do a lot more in terms of getting out into the radio stations and meeting with the program and music directors in person," noted Bill Traylor, director of radio airplay promotion for the Benson Company. "This first trip has shown us even more about how important personal relationships are in the area of airplay promotions."

### Alligator Bows Gospel Recordings Series

NEW YORK — Alligator Records has initiated a gospel music line to be known as the Alligator 1200 series. The Chicago-based blues specialty label releases the first LP in the series, "There Is No Excuse (For Not Serving The Lord)" by Prince Dixon with the Jackson Southernaires (Alligator 1201), on May 25.

Producer Bruce Bromberg has already begun cutting tracks in Los Angeles for a second album by Dixon and the Southernaires, and Alligator president Bruce Iglauer has been scouting gospel artists in Chicago and New Orleans recently.

## TOP 20 ALBUMS

### Spiritual

Weeks On 5/30 Chart

- 1 THE HAWKINS FAMILY LIVE**  
WALTER HAWKINS (Light LS 5770) 1 24
- 2 CLOUDBURST**  
MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) 2 18
- 3 THE LORD WILL MAKE A WAY**  
AL GREEN (Myrrh MSB 6661) 3 26
- 4 TRUE VICTORY**  
MIN. KEITH PRINGLE (Savoy SGL 7053) 5 20
- 5 20TH ANNIVERSARY ALBUM**  
JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059) 4 14
- 6 MIRACLES**  
JACKSON SOUTHERNAIRES (Malaco M-4370) 8 26
- 7 EVERYTHING'S ALRIGHT**  
DR. CHARLES HAYES (Savoy 14580) 7 20
- 8 REJOICE**  
SHIRLEY CAESAR (Myrrh MSB 6646) 6 46
- 9 IS MY LIVING IN VAIN**  
CLARK SISTERS (New Birth 7056) 11 6
- 10 BE ENCOURAGED**  
FLORIDA MASS CHOIR (Savoy 7046) — 2
- 11 RISE AGAIN**  
GOSPEL KEYNOTES (Nashboro 7227) 9 26
- 12 KEEP ON CLIMBING, WE GOTTA GO HIGHER**  
PILGRIM JUBILEE SINGERS (Savoy 14584) 10 16
- 13 GOLDEN HITS**  
SLIM AND THE SUPREME ANGELS (Nashboro 7234) — 2
- 14 THE LORD IS MY LIGHT**  
NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050) 12 8
- 15 GOOD NEWS**  
TROY RAMEY (Nashboro 7239) — 2
- 16 ONE DAY AT A TIME**  
REV. THOMAS L. WALKER (Eternal Gold EGL-652) 19 32
- 17 GOD IS OUR CREATOR**  
ALBERTINA WALKER (Savoy SL 14583) 13 14
- 18 MOTHER, WHY?**  
WILLIE BANKS (Black Label 3000) 14 20
- 19 GOD WILL SEE YOU THROUGH**  
WILLIAMS BROTHERS (New Birth 7048) 18 20
- 20 TRAMAINE**  
TRAMAINE HAWKINS (Light LS-5760) 15 66

### Inspirational

Weeks On 5/30 Chart

- 1 PRIORITY**  
IMPERIALS (Dayspring DST 4017) 1 16
- 2 NEVER ALONE**  
AMY GRANT (Myrrh MSB 6645) 2 52
- 3 FAVORITES, VOL. 1**  
EVIE TOURNQUIST (Word WSD 8845) 3 22
- 4 FORGIVEN**  
DON FRANCISCO (New Pax NP 33042) 4 132
- 5 THANK YOU FOR THE DOVE**  
MIKE ADKINS (Mike Adkins MA 1061) 5 42
- 6 BEST OF B.J. THOMAS**  
B.J. THOMAS (Myrrh/Word MSB 6653) 6 32
- 7 PRAISE IV**  
VARIOUS ARTISTS (Maranatha MM 0064) 7 52
- 8 MUSIC MACHINE**  
CANDLE (Birdwing BDWG 2004) 8 170
- 9 BULLFROGS AND BUTTERFLIES**  
CANDLE (Birdwing BWR 2010) 11 40
- 10 HE IS NEAR**  
MIKE ADKINS (Mike Adkins MA 1062) 10 12
- 11 MY FATHER'S EYES**  
AMY GRANT (Myrrh MSB 6625) 9 26
- 12 GOT TO TELL SOMEBODY**  
DON FRANCISCO (New Pax NP 33071) 14 82
- 13 IN CONCERT**  
B.J. THOMAS (Songbird/MCA 5155) 12 30
- 14 HEED THE CALL**  
THE IMPERIALS (Dayspring DST 4011) 16 132
- 15 PH'LIP SIDE**  
PHIL KEAGGY (Sparrow SPR 1036) 17 30
- 16 COMING HOME**  
MIKE WARNKE (Myrrh MSB 6670) — 2
- 17 ONE MORE SONG FOR YOU**  
THE IMPERIALS (Dayspring DST-4015) 13 72
- 18 NEVER THE SAME**  
EVIE TOURNQUIST (Word WSB 8806) 18 4
- 19 INSIDE JOB**  
DION (Dayspring DST 4022) 19 4
- 20 DALLAS HOLM LIVE**  
DALLAS HOLM & PRAISE (Greentree R 3441) 20 14

## ALBUM REVIEWS

**BROTHERLY LOVE** — Donna Fargo — MCA/Songbird MCA-5203 — Producer: Stan Silver — List: 8.98

The "Happiest Girl in the Whole USA" approaches gospel music with the same exuberance that took her to the top of the country charts in the early '70s. "Brotherly Love" represents a return to early roots for Fargo, with a sprinkling of traditional gospel tunes like "How Great Thou Art" and "Amazing Grace." Fargo's previously released "You Can't Be A Beacon," which fared well on the country charts, is also included.

**SINCERELY YOURS** — Gary Chapman — Lamb & Lion LL 1053 — Producers: Joe Hardy, Ed DeGarmo and Dana Key — List: 7.98

Gary Chapman has long been recognized as a consummate songwriter, garnering Songwriter of the Year honors at the recent GMA awards. This album attests to the talents of Chapman as both an artist and writer, with strong vocals that emphasize lyric content. Chapman's mentor, Amy Grant, adds vocals to "Anywhere," an upbeat, rockish tune.

**MORE OF THE BEST** — Andrae Crouch — Light LS 5785 — Producers: Bill Maxwell and Andrae Crouch — List: 7.98

As the title implies, this album is a greatest hits collection of past and present favorites. Traditional tunes like the inspirational "Soon And Very Soon" are complemented by more contemporary cuts like "I Just Wanna Know You," as Crouch's mellow vocals shine through. Another sparkling effort by one of today's biggest gospel stars.





# GOSPEL

## Eareckson, Word Pact For Multi-Album Deal

NASHVILLE — The Word Record Group has signed Joni Eareckson to a multiple album contract, with the first album, "Joni's Song," scheduled for release Aug. 1.

Eareckson, who is a quadriplegic, will donate all royalties from sales of this album to Joni and Friends, a ministry set up to train, equip and inform churches of the needs of the severely disabled.

The album, which will be introduced to the public at the Christian Booksellers Assn. convention in Anaheim, Calif. July 20, was recorded at Devlin Studios in North Hollywood, and MCA Whitney in Glendale, Calif., and was produced by Kurt Kaiser.

"Joni is a special person. She is an excellent singer, as well as a writer," said Kaiser. "These talents have been heightened to a sharper focus because she is confined to the chair. If she had the freedom to walk, I'm not sure she could give the talents she has as much time to develop. There were many tender moments during the recording and I came away feeling that this is an important album for everyone and especially for those in similar situations."

Eareckson is also a best-selling author, with two books that have topped the New York Times Bestseller lists.

## Record Bar Sponsors Boone Display Contest

NASHVILLE — The Benson Company here recently coordinated a display contest featuring Debby Boone product at the Record Bar chain. Displays were centered around Boone's latest Lamb and Lion product, "With My Song."



**KING APPEARS ON GOSPEL PROGRAM** — Epic recording artist Don King recently taped a segment of the syndicated gospel program, The Bobby Jones Gospel Show, which originates from Nashville. King, pictured with members of his band and the New Life Singers, performed the self-penned "Lean On Jesus," from his current "Whirlwind" album.

## Benson Beefs Up Chicago Promotion

NASHVILLE — Mark Hollingsworth has been added to the promotion staff of the Benson Company. In his new position, Hollingsworth will be responsible for covering radio stations, publications and retail outlets for Benson Company product in the Chicago area. The addition of Hollingsworth to the staff marks the first time the label has hired a promotion person to cover the activity in one specific local market.

Hollingsworth, who has lived in the Chicago area for eight years, holds a BA Degree in Speech/Communications from Wheaton College. He has also worked for five different radio stations in different capacities. In addition to the broadcasting experience, he has also contributed to a number of publications.

In 1978, Hollingsworth became involved with record retail sales at Flipside Record Shop and later Dog Ear Records, located in the Chicago suburb of Northbrook. He served as manager of the store and was later promoted to marketing manager of the entire Dog Ear chain. In that position, he was responsible for creating and managing all product promotions done in the stores, including in-store display and merchandising.

Hollingsworth will be continuing to use his display and merchandising expertise in his new position with the Benson Company. He will be responsible for calling on Chicago accounts and helping retailers to merchandise Benson Company Products, in addition to his work with radio stations and publications in the Chicago area.

## Jones, New Life Group Set For Georgia Show

NASHVILLE — Bobby Jones and the New Life Singers are scheduled to headline one show on June 5 at the Joyful Noise Supper Club in East Point, Ga.

The group, which was founded in 1976, was nominated for a 1981 Best Black Contemporary Album Dove Award for its Creed Records release, "Caught Up."

Jones hosts *The Bobby Jones Gospel Show*, produced by Nashville based Doubleyew Prod., which is broadcast on Friday nights to more than five million homes in 530 markets via the Black Entertainment Television Network.

Jones was also featured on *Make A Joyful Noise*, an original gospel opera that was aired on Nashville's PBS affiliate WDCN-TV in December 1980.

## Word To Preview Films

NASHVILLE — Word Video Communications will premiere three films in a newly introduced product line, MusicVision, at the Independent Christian Film Distributors Convention scheduled for July 15 in Anaheim, Calif. The three films scheduled for premiere are *Bill Gaither Trio In Concert*, *Amy Grant — A Circle of Love* and *Hosanna USA*, a contemporary gospel special.

MusicVision will be introduced to the public on Aug. 10 through direct mail and a large scale print advertising campaign. The films will feature a behind-the-scenes look at Word artists, their music, ministries and family lives.

The MusicVision series is shot in video and transferred to film for church use, with possible implementation of videodiscs and cassettes at a later time.

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The Gospel Radio Network! How It Works For You  
Cents and Non-Cents! Good Business Practices  
New Technology For You In The 80's!

**SALES:**  
Communicology: How To Talk So People Will Listen  
Sales, Sales & More Sales — (Full Day With Jason Jennings)  
The Gospel Radio Network: How It Works For You

**PROGRAMMERS/DISC JOCKEYS:**  
Fine-Tuning Your Format  
On The Air, In The Air, Through The Air ... Are You Promoting Yourself  
The Latest Record Promotions — What To Expect  
Do You Have A "Wolfman" — Developing On-The-Air Personality

## WORKSHOP LEADERS:

**LARRY PERRY**  
Professor, University of Tennessee Author-Attorney  
Publisher of "Broadcasting and the Law"

**BOB AUGSBURG**  
Founder/Owner, Christian programming consulting firm,  
Programming Plus

**COURT NEWTON**  
President, Courtland G. Newton, Inc. (Public Relations)

**TONI PATTY**  
Vice-President/Sales Manager, Radio Spot Sales, Inc.

**JOHN YOUNG**  
Program Director, WZGC-FM Radio, Atlanta, Georgia

**TIM TIMMONS**  
Communications Speaker/Founder Maximum Life Communications, Inc.

**JASON JENNINGS**  
Consultant/Founder, Jennings Retail Advertising Communications Seminars

**JOHN MUELLER**  
Vice-President of Finance and Acquisitions, Communicom Corp. of America

**JOHN FULLINGIM**  
President, Matrix Information Systems

**TOM STIPE**  
Pastor, Calvary Chapel, Denver, Colorado

## Country Labels Eye TV Direct Marketing For Current Albums

(continued from page 14)

and moved better than a million units retail also.

"Many people would see the commercial and say, 'They've got it for \$8.98, but I just saw an ad for it in the paper today at \$5.99. Why not go down to my local record store and save three dollars?' And they're right. Fine, go down to the local record store. What do we care? We're selling the record."

"We've got both sides covered. There are a lot of people — nearly a million with Kenny Rogers — that are lazy enough, who don't want to go down to the record store because they feel alienated by the rock 'n' roll kids that are there, or who can't find the local K mart. It's simple: just dial the number."

Roy Wunsch, vice president of marketing for CBS Records in Nashville, noted similar tendencies on packages CBS had developed for direct marketers. "One of the custom clients that Columbia Special Products (CSP) dealt with went after a Jim Nabors package," commented Wunsch, "and the project for them CSP put together was really a tremendous success in a lot of markets. There was a television and print run, and it was basically, I believe, direct mail."

"It turned out to have a very strong indirect or residual effect on accounts in the geographical area where the spot was running," Wunsch added. "There was a very big flurry on Jim Nabors product, which, frankly, not many stores would have had in their inventory. All of a sudden there were lots of orders coming into the factory."

Wunsch, however, remained cautiously interested. "I think you're going to find a lot of new ventures bite the dust very quickly when they find out the expenditure and media coverage that's really necessary to make it work properly, and it's extremely speculative at times."

"There are a lot of variables to consider," he added. "I can tell you that we're looking very, very closely at it to see what's viable and what's not viable and also watching the successes and failures of our competition to learn from other's mistakes."

RCA has shown some success in its TV marketing of Ronnie Milsap's "Greatest Hits" LP, which, although it uses an outside direct marketer, was that label's first direct mail experience with frontline product. "It's just started really," commented RCA Nashville division vice president Joe Galante on the success of the project. "It's

been running, and they've been doing well since the album came out. I'm encouraged by the response, but that is a greatest hits package, and before I decide to go full-stem on this thing, I'd like to test some other packages."

Chic Doherty, vice president of marketing at MCA, indicated that his label has not yet explored the field fully, although he would not discount the possibility of using such a merchandising tool.

Based on the success of the Kenny Rogers campaign, Warner Bros. contracted with Spellman to direct-market the Grammy-winning Christopher Cross album. He began test marketing the LP June 1. Capitol also reassigned a direct mail-marketing project on Anne Murray's "Greatest Hits" to Spellman. (Originally, another firm was given the Murray campaign, but when it failed in test-marketing it was handed to Spellman, who is currently redoing the commercial.)

Spellman remains convinced that direct-marketing will become a major trend in album sales. "I've talked to no less than five manufacturers in the last three months," he said. "People that I couldn't even get in to see for the last five or six years have been calling me. The frustration of the last two years has required the manufacturers to get smarter . . . to try new marketing directions, and this is just a marketing nuance that has succeeded in its first opportunity."

## Roland Upped To New Cash Box Post

NASHVILLE — Tom Roland has been promoted to the position of editorial/chart research assistant with **Cash Box** in Nashville. Roland, a student in the music business at Belmont College here, began working for **Cash Box** as an intern in February 1980 and was later hired in a part-time capacity, assisting in chart research and serving as a staff reporter.

In his new full-time position, Roland will be in charge of the gospel charts, assist in compiling the weekly country charts and continue to serve as a Nashville staff reporter.

"Tom has been a tremendous asset to our staff," noted Jim Sharp, **Cash Box** vice president. "The decision to promote him to a full-time position is a reflection of the confidence we have in his capabilities, as well as the magazine's commitment to Nashville."



**SOLID GOLD FOR PRIDE** — RCA artist Charley Pride, who was in Nashville recently to record a live album at the Grand Ole Opry House, was awarded a gold album for his "A Little Bit Of Hank In Me" release. Pictured during the presentation are (l-r): Joe Galante, division vice president, marketing, RCA Records, Nashville; Jerry Bradley, division vice president, RCA Records, Nashville; and Pride.

## Fan Fair Commences In Nashville This Week; 15,000 Fans Pre-Registered

NASHVILLE — With 15,000 country music fans from across the United States swelling the ranks of local music buffs, the 10th annual Fan Fair is underway, beginning six days of music, softball, exhibition booths and square dances. Expected to generate some \$3 million in revenue for the city of Nashville, Fan Fair is a unique country music event during which artists and fans get together for a week-long celebration.

Traditionally, Fan Fair kicks off with the softball tournament, which is set for June 8-9 at Cedar Hill Park in Madison. Twenty teams will participate in the tournament, including 14 in the men's division and six in the women's.

Monday games will begin at 8:45 a.m., while Tuesday festivities begin at 9:00 a.m. On Tuesday, a special all-star game is scheduled for 12:45 p.m. Artists scheduled to play in the tournament are Barbara, Louise and Irlene Mandrell, Conway Twitty, the Oak Ridge Boys, Janie Fricke, Charly McClain, Sylvia, Meiba Montgomery, Linda Hargrove Bartholomew, Gail Davies, Raiph Emery, Bobby Wright, Mark Herndon and Randy Owen of Alabama, Don King, Jacky Ward, Dickey Lee, Tompall and the Glaser

## Rounder To Host Fan Fair Showcase

NASHVILLE — Boston-based Rounder Records will present its first Nashville artist showcase June 10 at Cantrell's here. Featured artists will include Riders In The Sky, Steve Young (composer of "Seven Bridges Road") Vernon Oxford, J.D. Crowe and the New South and Hazel Dickens, all of whom have recently released new albums for the label.

Anne Romain, organizer and emcee of the annual Southern Folk Tour; Phyllis Boyens, a new Rounder artist who appeared as Loretta Lynn's mother in the film, "Coal Miner's Daughter"; and singer-songwriter Annie McGowan, whose Rattlesnake album is distributed by Rounder, will make cameo appearances during the showcase.

Rounder is a young, independent label whose artist roster reflects a roots-musical direction, with such acts as George Thorogood, John Hammond, Sleepy LaBeef, Loudon Wainwright, Mark O'Connor, Tony Rice and Andy Statman, in addition to the previously mentioned artists.

Since Riders joined the Rounder roster just over a year ago, the group has released two albums — "Three On The Trail" and "Cowboy Jubilee." Oxford recently released his second album for the label, while Young is completing work on an album that is scheduled for fall release.

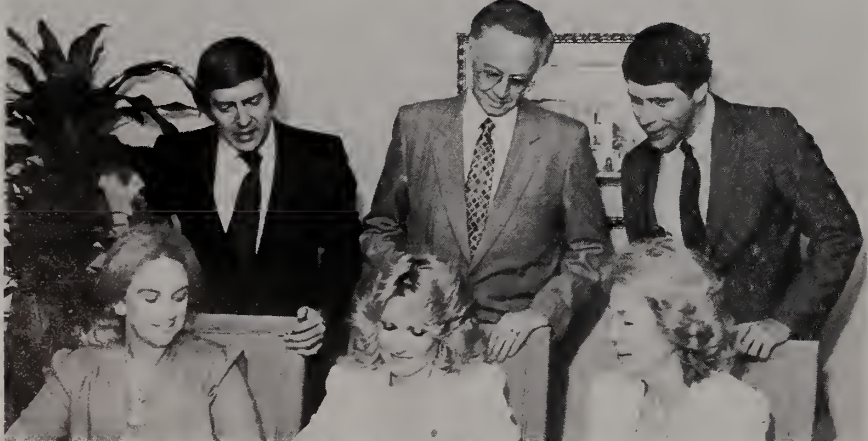
Brothers, Keith Stegall, Bill Anderson, Narvel Felts, Kenny Starr, Bob Corbin, Dave Hanner, the Wilburn Brothers, Marty Robbins, B.J. Thomas, Cal Smith, Johnny Russell, Stonewall Jackson, Roy Drusky, Ernie Ashworth, Orion, Leroy Van Dyke, Dave Dudley, Earl Thomas Conley, Freddie Hart, O.B. McClinton, Billy Larkin, Jim Owen, Tommy Cash, Jimmy Gately and Rex Allen Jr.

On June 9, Fan Fair activities will begin at Municipal Auditorium with the annual square dance, set for 7:00 p.m. - 10:00 p.m. Starting on Wednesday morning, June 10, more than 260 exhibitors will be manning booths in the auditorium's exhibit area, while live shows will continue on throughout the day and through June 13. On June 14 (Sunday) there will be a Grand Master's Fiddling Championship at Opryland.

As in past years, the Fan Fair program will include a full salute of label showcases. This year's showcase schedule is as follows:

On June 9 from 10:00 a.m.-11:00 a.m., Sunbird Records will host its showcase, featuring Earl Thomas Conley, Dianna, Freddie Hart, Lynda K. Lance, Billy Larkin, O.B. McClinton and emcee Nelson Larkin. From 12:00 noon-1:00 p.m., Dimension Records is set to showcase Peggy Forman, Tommy Jennings, Dave Kirby, Ray Price and emcee Charlie Douglas. The afternoon will continue with a bluegrass show, set for 2:00 p.m.-5:00 p.m., which will feature The Promenaders, James Monroe, Jim and Jesse, Wilma Lee Copper, Mac Wiseman, Carl Tipton, the Sullivan Family, Carl Storey, Al Woods and the Smoky Ridge Boys, the Lost Kentuckians, the Bluegrass Cardinals, Lonzo and Oscar and Bill Monroe.

From 10:00 a.m.-12:00 noon, June 11, (continued on page 30)



**MUSIC INDUSTRY RELATIONS COMMITTEE** — Members of the 1981 Music Industry Relations Committee, which acts as liaison between Nashville's Music Row area and the Nashville Chamber of Commerce, have been announced by committee chairman Donna Hilley. Among other things, this year's committee will instigate a special awards program designed to recognize individuals or companies who have made Music Row a more attractive place through renovations of buildings and such. Pictured at the committee's first meeting are, seated (l-r): Hilley, Tree International; Connie Bradley, ASCAP and Jo Walker-Meador, CMA. Standing are (l-r): Bill Hudson, Bill Hudson and Associates, Jim Fogelsong, MCA and Terry Clements of the Nashville Chamber of Commerce.



**GOODMAN GETS HIS** — RCA Records Nashville publicist Randy Goodman was recently feted by a group of friends in honor of his 25th birthday. In honor of the occasion, the friends (?) treated the unsuspecting Goodman to a bakery fresh lemon meringue pie. Goodman and pie are pictured in front of the Close Quarters Hotel in Nashville.

# COUNTRY

## TOP 75 ALBUMS

	Weeks On 6/5 Chart	Weeks On 6/6 Chart
1 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1	13
2 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	2	13
3 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	5	34
4 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AAL 1-3932)	4	9
5 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	6	8
6 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AAL 1-3852)	9	28
7 EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	8	17
8 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	12	19
9 JUICE JUICE NEWTON (Capitol ST-12136)	3	14
10 DRIFTER SYLVIA (RCA AHL 1-3986)	11	8
11 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	7	13
12 HORIZON EDDIE RABBITT (Elektra 6E-276)	10	48
13 WILD WEST DOTTIE WEST (Liberty LT-1062)	13	15
14 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	17	7
15 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	14	19
16 ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA AHL 1-3905)	15	9
17 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	19	38
18 LEATHER AND LACE WAYLON AND JESSI (RCA AAL 1-3931)	18	13
19 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	22	112
20 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	16	5
21 MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	24	5
22 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	20	32
23 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	23	33
24 FANCY FREE OAK RIDGE BOYS (MCA-5209)	61	2
25 I'M COUNTRYFIED MEL McDANIEL (Capitol ST-12116)	26	15
26 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	21	37
27 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	25	43
28 CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-3555)	44	4
29 LIVE HOYT AXTON (Jeremiah JH-5002)	36	5
30 HEY JOE/HEY MOE MOE BANDY AND JOE STAMPLEY (Columbia FC-37003)	27	13
31 STARDUST WILLIE NELSON (Columbia JC 35305)	28	163
32 ONE TO ONE ED BRUCE (MCA-5188)	32	7
33 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	33	50
34 GUITAR MAN ELVIS PRESLEY (RCA AAL 1-3917)	37	18
35 REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5138)	30	34
36 JOHN ANDERSON 2 JOHN ANDERSON (Warner Bros. BSK-3547)	34	8
37 BLUE PEARL EARL THOMAS CONLEY (Sunbird ST-50105)	38	12
38 GREATEST HITS JIM ED BROWN & HELEN CORNELIUS (RCA AHL 1-3999)	40	3
39 I HAVE A DREAM CRISTY LANE (Liberty LT-1083)	39	12
40 MUNDO EARWOOD MUNDO EARWOOD (Excelsior XLP-88006)	29	9
41 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	35	32
42 BETWEEN THIS TIME AND THE NEXT TIME GENE WATSON (MCA-5170)	42	13
43 CONCRETE COWBOYS THE CONCRETE COWBOY BAND (Excelsior XLP-88007)	45	8
44 WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l. JE-37107)	31	9
45 BOBBY GOLDSBORO BOBBY GOLDSBORO (Curb/CBS JZ 36822)	46	6
46 COCONUT TELEGRAPH JIMMY BUFFETT (MCA-5169)	47	13
47 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	54	41
48 HARD TIMES LACY J. DALTON (Columbia JC 36763)	48	55
49 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	51	3
50 SOUTHERN RAIN MEL TILLIS (Elektra 6E-310)	50	28
51 PLEASURE DAVE ROWLAND AND SUGAR (Elektra 5E-525)	—	1
52 BACK TO THE BARROOMS MERLE HAGGARD (MCA-5139)	43	32
53 MR. HAG TOLD MY STORY JOHNNY PAYCHECK (Epic FE-36761)	49	10
54 THE BEST OF EDDIE RAB- BITT EDDIE RABBITT (Elektra 6E-235)	52	25
55 LOVE IS FAIR BARBARA MANDRELL (MCA-5136)	41	38
56 I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN JOE STAMPLEY (Epic FE-37055)	53	6
57 MY TURN DONNA HAZZARD (Excelsior XLP-88008)	—	1
58 ENCORE MICKEY GILLEY (Epic JE-36851)	64	31
59 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	59	56
60 DREAMLOVERS TANYA TUCKER (MCA 5140)	60	34
61 THIS IS ELVIS ELVIS PRESLEY (RCA CPL2-4031)	55	7
62 THAT'S ALL THAT MAT- TERS TO ME MICKEY GILLEY (Epic JF 36493)	57	45
63 IF I KEEP ON GOING CRAZY LEON EVERETTE (RCA AHL 1-3916)	63	11
64 DAKOTA STEPHANIE WINSLOW (Warner/Curb BSK-3529)	69	6
65 LOOKIN' GOOD LORETTA LYNN (MCA-5148)	68	32
66 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	70	101
67 MUSTA NOTTA GOTTA LOTTA JOE ELY (MCA 5183)	67	11
68 GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	56	51
69 FOLLOWING THE FEELING MOE BANDY (Columbia JC-36789)	58	5
70 TEXAS IN MY REAR VIEW MIRROR MAC DAVIS (Casablanca/PolyGram NBLP 7239)	62	34
71 THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	66	108
72 DIXIE DREAMS JERRY REED (RCA AHL 1-4021)	72	4
73 AFTER THE RAIN JOHNNY RODRIGUEZ (Epic FE-37103)	65	5
74 I'LL NEED SOMEONE TO HOLD ME WHEN I CRY JANIE FRICKE (Columbia JC 36820)	71	30
75 SONGS OF THE SUN BELLAMY BROTHERS (Warner/Curb BSK-3491)	73	27

# Waylon and Jessi

NEW DOUBLE SIDED SINGLE

*“Wild Side of Life  
b/w It's Alright”*

PB 12245

BB 46\* CB 49\* RW 46\*



AAL1-3931

The hit album  
*Leather  
and Lace*

ALSO INCLUDES  
• What's Happened to  
Blue Eyes • Storms  
Never Last • I Ain't  
the One •

**RCA**

# CASH BOX TOP 100 COUNTRY

June 13, 1981

	Weeks On 6/6 Chart	Weeks On 6/6 Chart		Weeks On 6/6 Chart
<b>1 BUT YOU KNOW I LOVE YOU</b> DOLLY PARTON (RCA PB-12200)	4	10	<b>36 LOVE KNOWS WE TRIED</b> TANYA TUCKER (MCA 51096)	36 9
<b>2 FRIENDS</b> RAZZY BAILEY (RCA PB-12199)	2	12	<b>37 DON'T GET ABOVE YOUR RAISING</b> RICKY SKAGGS (Epic 1902034)	41 7
<b>3 I'M JUST AN OLD CHUNK OF COAL</b> JOHN ANDERSON (Warner Bros. WBS-49699)	3	12	<b>38 DOES SHE WISH SHE WAS SINGLE AGAIN</b> BURRITO BROTHERS (Curb/CBS ZS6-01011)	40 10
<b>4 WHAT ARE WE DOIN' IN LOVE</b> DOTTIE WEST (Liberty 1404)	5	11	<b>39 DREAM OF ME</b> VERN GOSDIN (Cvation OV-1171)	46 6
<b>5 BLESSED ARE THE BELIEVERS</b> ANNE MURRAY (Capitol P-4987)	6	11	<b>40 TOO MANY LOVERS</b> CRYSTAL GAYLE (Columbia 11-02078)	49 4
<b>6 LOUISIANA SATURDAY NIGHT</b> MEL McDANIEL (Capitol P-4983)	7	13	<b>41 THEY COULD PUT ME IN JAIL</b> BELLAMY BROTHERS (Warner Bros./Curb WBS-49729)	48 2
<b>7 A MILLION OLD GOODBYES</b> MEL TILLIS (Elektra E-47116)	8	12	<b>42 I STILL MISS SOMEONE</b> DON KING (Epic 19-02046)	47 7
<b>8 I WAS COUNTRY WHEN COUNTRY WASN'T COOL</b> BARBARA MANDRELL (MCA 51107)	9	6	<b>43 FOOTPRINTS IN THE SAND</b> EDGELE GROVES (Silver Star SS-20)	50 6
<b>9 IT'S A LOVELY, LOVELY WORLD</b> GAIL DAVIES (Warner Bros. WBS-49894)	13	11	<b>44 I STILL BELIEVE IN WALTZES</b> CONWAY TWITTY & LORETTA LYNN (MCA 51114)	53 3
<b>10 LOVIN' ARMS</b> ELVIS PRESLEY (RCA PB-12205)	11	9	<b>45 THE ALL NEW ME</b> TOM T. HALL (RCA PB-12219)	45 7
<b>11 THE MATADOR</b> SYLVIA (RCA PB-12214)	12	8	<b>46 BALLY-HOO DAYS</b> EDDY ARNOLD (RCA PB-12226)	51 6
<b>12 SURROUND ME WITH LOVE</b> CHARLY McCLAIN (Epic 19-01045)	15	10	<b>47 RAINBOW STEW</b> MERLE HAGGARD (MCA 51120)	60 2
<b>13 MONA LISA</b> WILLIE NELSON (Columbia 11-02000)	14	9	<b>48 I SHOULD'VE CALLED</b> EDDY RAVEN (Elektra E-47136)	54 4
<b>14 BY NOW</b> STEVE WARINER (RCA PB-12204)	17	10	<b>49 WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS</b> WAYLON & JESSI (RCA PB-12245)	56 2
<b>15 LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)</b> TOMPALL & THE GLASER BROTHERS (Elektra E-47134)	16	7	<b>50 LIKIN' HIM AND LOVIN' YOU</b> KIN VASSY (Liberty 1407)	55 5
<b>16 FEELS SO RIGHT</b> ALABAMA (RCA PB-12236)	19	4	<b>51 SLOW COUNTRY DANCIN'</b> JUDY BAILEY (Columbia 11-02045)	52 7
<b>17 WHISPER</b> LACY J. DALTON (Columbia 11-01036)	18	11	<b>52 WHISKEY CHASIN'</b> JOE STAMPLEY (Epic 19-02097)	57 4
<b>18 FIRE &amp; SMOKE</b> EARL THOMAS CONLEY (Sunbird SBRP-7561)	21	11	<b>53 EVIL ANGEL</b> ED BRUCE (MCA 51076)	20 13
<b>19 ELVIRA</b> THE OAK RIDGE BOYS (MCA 51084)	1	11	<b>54 ANGELA</b> MUNDO EARWOOD (Excelsior SIS-1010)	59 5
<b>20 FOOL BY YOUR SIDE</b> DAVE ROWLAND and SUGAR (Elektra E-47135)	26	7	<b>55 COULD YOU LOVE ME</b> JOHN CONLEE (MCA 51112)	64 3
<b>21 DO I HAVE TO DRAW A PICTURE</b> BILLY SWAN (Epic 19-5100)	22	11	<b>56 MIDNITE FLYER</b> SUE POWELL (RCA PB-12227)	58 5
<b>22 LOVE DIES HARD</b> RANDY BARLOW (Paid PAD-133)	23	9	<b>57 RICH MAN</b> TERRI GIBBS (MCA 51119)	69 2
<b>23 I WANT YOU TONIGHT</b> JOHNNY RODRIGUEZ (Epic 19-01033)	24	11	<b>58 RUN TO HER</b> SUSIE ALLANSON (Liberty 1408)	66 4
<b>24 MY WOMAN LOVES THE DEVIL OUT OF ME</b> MOE BANDY (Columbia 11-02039)	25	10	<b>59 SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia 11-11426)	30 18
<b>25 LOVE TO LOVE YOU</b> CRISTY LANE (Liberty 1406)	28	7	<b>60 YOU MADE IT BEAUTIFUL</b> CHARLIE RICH (Epic 19-02058)	63 5
<b>26 DARLIN'</b> TOM JONES (Mercury/PolyGram 76100)	27	9	<b>61 MUSIC IN THE MOUNTAINS</b> ERNIE ROWELL (Grass GR-63-07)	61 6
<b>27 DON'T BOTHER TO KNOCK</b> JIM ED BROWN & HELEN CORNELIUS (RCA PB-12220)	32	6	<b>62 LOVE TAKES TWO</b> ROY CLARK (MCA 51111)	65 5
<b>28 SOME LOVE SONGS NEVER DIE</b> B.J. THOMAS (MCA 51087)	29	10	<b>63 LONGING FOR THE HIGH</b> BILLY LARKIN (Sunbird SBRP-7562)	71 3
<b>29 GOOD OL' GIRLS</b> SONNY CURTIS (Elektra E-47129)	31	8	<b>64 LOVE (CAN MAKE YOU HAPPY)</b> JAMES MARVELL (Cavaleer CAV-118)	67 5
<b>30 UNWOUND</b> GEORGE STRAIT (MCA 51104)	34	5	<b>65 DON'T WAIT ON ME</b> THE STATLER BROTHERS (Mercury 57051)	— 1
<b>31 PRISONER OF HOPE</b> JOHNNY LEE (Asylum/Full Moon E-47138)	38	3	<b>66 THEY'LL NEVER TAKE ME ALIVE</b> DEAN DILLON (RCA PB-12234)	75 4
<b>32 LEARNING TO LIVE AGAIN</b> BOBBY BARE (Columbia 11-02038)	33	9	<b>67 NORTH ALABAMA</b> DAVE KIRBY (Dimension DMS-1019)	76 5
<b>33 THE BARON</b> JOHNNY CASH (Columbia 11-60516)	10	13	<b>68 QUEEN OF HEARTS</b> JUJICE NEWTON (Capitol 4997)	82 2
<b>34 DIXIE ON MY MIND</b> HANK WILLIAMS, JR. (Elektra/Curb E-47137)	44	3	<b>69 SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)</b> JOHN DENVER (RCA PB-12246)	83 2
<b>35 JUST LIKE ME</b> TERRY GREGORY (Handshake WS8-70071)	43	7	<b>70 DREAM MAKER</b> THE SHOPPE (NSD 90)	74 4
<b>71 WIND IS BOUND TO CHANGE</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 11-02123)	89	2		
<b>72 WHILE THE FEELING'S GOOD</b> REX ALLEN, JR. & MARGO SMITH (Warner Bros. WBS-49738)	—	1		
<b>73 GO HOME AND GO TO PIECES</b> DONNA HAZZARD (Excelsior SIS-1009)	73	6		
<b>74 I DON'T HAVE TO CRAWL</b> EMMYLOU HARRIS (Warner Bros. WBS-49739)	—	1		
<b>75 SEVEN DAYS COME SUNDAY</b> RODNEY LAY (SUN 1164)	77	4		
<b>76 KEEP ON MOVIN'</b> KING EDWARD IV & KNIGHTS (Soundwaves NSD/SW-4635)	78	3		
<b>77 I OUGHT TO FEEL GUILTY</b> JEANNE PRUETT (Paid PAD-136)	81	4		
<b>78 SIMPLE WAYS</b> BYRON GALLIMORE (Little Giant LG 045)	80	3		
<b>79 LAY OFF MY MIND</b> LEE CUMMINS (Stargem SG 2095)	79	4		
<b>80 FOOL, FOOL</b> BRENDA LEE (MCA 51113)	84	2		
<b>81 BEDTIME STORIES</b> JIM CHESNUT (Liberty 1405)	90	2		
<b>82 THIS MUST BE MY SHIP</b> DIANA TRASK (KARI 121)	91	2		
<b>83 IT AIN'T MY CONCERN</b> GAIL ZEILER (EQUA S.P.-649)	—	1		
<b>84 WANTED</b> THE LEGARDE TWINS (Super Productions SP 648)	86	3		
<b>85 IT'S NOW OR NEVER</b> JOHN SCHNEIDER (Scotti Brothers ZS6-02105)	—	1		
<b>86 YOU'RE CRAZY MAN</b> FREDDIE HART (Sunbird SBRP-7560)	35	10		
<b>87 TEXAS IDA RED</b> DAVID HOUSTON (Excelsior SIS-1012)	87	4		
<b>88 SWEET SOUTHERN LOVE</b> PHIL EVERLY (Curb ZS6-02116)	—	1		
<b>89 YOUR WIFE IS CHEATIN' ON US AGAIN</b> WAYNE KEMP (Mercury/PolyGram 57047)	37	12		
<b>90 ONLY DIAMONDS ARE FOREVER</b> JUDY J. CALLOWAY (F&L 511)	94	2		
<b>91 I DON'T THINK LOVE OUGHT TO BE THAT WAY</b> REBA McENTIRE (Mercury/PolyGram 57046)	70	14		
<b>92 HEADIN' FOR A HEARTACHE</b> CINDY HURT (Churchill GR-7772)	—	1		
<b>93 SEND ME THE PILLOW YOU DREAM ON</b> THE WHITES (Capitol P-5004)	—	1		
<b>94 PAINTED TAINTED ROSE</b> TOMMY O'DAY (Nu Trayl NT-930)	—	1		
<b>95 HELP ME TELL MYSELF GOODBYE</b> MARVIN PAUL (LS 182)	—	1		
<b>96 HERE'S TO THE HORSES</b> JOHNNY RUSSELL (Mercury/PolyGram 57050)	39	10		
<b>97 ANYWHERE THERE'S A JUKEBOX</b> RAZZY BAILEY (RCA PB-12199)	42	9		
<b>98 WHAT THE WORLD NEEDS NOW IS LOVE</b> BILLIE JOE SPEARS (Liberty 1409)	62	7		
<b>99 AM I LOSING YOU/HE'LL HAVE TO GO</b> RONNIE MILSAP (RCA PB-12194)	68	13		
<b>100 SINCE I DON'T HAVE YOU</b> DON McLEAN (Millennium YB-11804)	72	5		

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

A Million Old Goodbyes (Buzz Cason/Angel Wing/Pixrus — ASCAP)	9	Am I Losing You (Rondo — BMI)	7	Anywhere There's A Jukebox (Goldstro — ASCAP)	97	Angela (Music West of The Pecos — BMI)	54	Bally-Hoo Days (Tree/Windchime — BMI)	46	Bedtime Story (House Of Gold — BMI)	81	Blessed Are The Believers (Chappell/Unichappell — ASCAP/BMI)	5	But You Know (Tro-Devon — BMI)	1	By Now (Pi-Gem — BMI/Chess — ASCAP)	14	Could You Love Me (Rose — BMI)	55	Darlin' (September/Yellow Dog — ASCAP)	26	Dixie On My Mind (Bocephus — BMI)	34	Do I Have (McGrath — ASCAP/Missing Finger — BMI)	21	Does She Wish (United Artists — ASCAP)	38	Don't Bother To Knock (Pi-Gem — BMI)	27	Don't Get Above Your (Peer International — BMI)	37	Don't Wait On Me (American Cowboy Music — BMI)	65	Dream Maker (Welbeck — ASCAP)	70	Dream Of Me (Sabie/Sawgrass — BMI)	39	Elvira (Acuff/Rose — BMI)	19	Evil Angel (Fourth Floor/Hot Kitchen/Blendingwell — ASCAP)	53	Feels So Right (Maypop — BMI)	16	Fire & Smoke (Blue Moon/April — ASCAP)	18	Fool By Your Side (Kelly & Lloyd — ASCAP)	20	Fool, Fool (Irving/Down 'N Dixie/Danor/Almo — BMI/ASCAP)	88	Footprints In The Sand (BGO/Southfield — ASCAP)	43	Friends (House Of Gold — BMI)	2	Go Home (Flying Dutchman/Scimitar — BMI)	73	Good Ol' Girls (Cross Keys — ASCAP)	29	Headin' For A Heartache (Welbeck Music Corp. — ASCAP)	92	He'll Have To Go (Central Songs — BMI)	99	Help Me Tell Myself Goodbye (Second Base Music — BMI/Tiny Nugget Music — ASCAP)	95	Here's To The Horses (Chappell & Co. — ASCAP/Rightsong — BMI)	96	I Don't Have To Crawl (Visa Music — ASCAP)	74	I Don't Think Love (Ray Stevens/Lucy's Boy — BMI)	91	I Ought To (Combine — BMI/Southern Night — ASCAP)	77	I Should've Called (Milene — ASCAP)	48	I Still Believe In Waltzes (Southern Nights — ASCAP)	44	I Still Miss Someone (Rightsong — BMI)	42	I Want You Tonight (Algee — BMI)	23	I Was Country (Pi-Gem — BMI)	8	I'm Just An Old Chunk Of Coal (ATV — BMI)	3	It Ain't My Concern (EQUA Music — ASCAP)	83	It's A Lovely, Lovely World (Acuff/Rose — BMI)	9	It's Now Or Never (Gladys Music — ASCAP)	85	Just Like Me (Al Gallico/Algee — BMI)	35	Keep On Movin' (Phono — SESAC)	76	Lay Of My Mind (Trimestar — ASCAP)	79	Learning To Live (Hall-Clement — BMI)	32	Likin' Him And Lovin' (Southern Nights — ASCAP)	50	Longing For The High (Cross Keys — ASCAP/Timber — SESAC)	63	Louisiana Saturday Night (Hall-Clement — BMI)	6	Love (Dandelion/Rendezvous Tobac — BMI)	64	Love Dies Hard (Frebar — BMI)	22	Love Knows We Tried (Duchess/Red Angus/Chappell — BMI/ASCAP)	36	Love Takes Two (House of Gold/Tree — BMI)	62	Love To Love You (Cristy Lane — ASCAP)	25	Lovin' Arms (Almo/Chandos — ASCAP)	10	Lovin' Her Was Easier (Combine — BMI)	15	Midnite Flyer (Rocky Top — BMI)	56	Mona Lisa (Famous — ASCAP)	13	Music In The (Blue Creek — BMI/King Cleo — ASCAP)	61	My Woman Loves (Baray — BMI)	24	North Alabama (Milstone — ASCAP/Joe Allen — BMI)	66	Only Diamonds Are Forever (United Artists Music Co. — ASCAP)	90	Painted Tainted Rose (Damain Music/GorDan Enterprises — ASCAP)	95	Prisoner Of Hope (Elektra/Asylum — BMI)	31	Queen Of Hearts (Drunk Monkey Music — ASCAP)	68	Rainbow Stew (Shade Tree — BMI)	47	Rich Man (Song Biz — BMI)	57	Run To Her (Screen Gems-EMI — BMI)	58	Seven Days (Onhiscown — BMI/Arian — ASCAP)	75	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	59	Simple Ways (Jerrimick — BMI)	78	Since I Don't (Bonnyview/Southern — ASCAP)	100	Slow Country Dancin' (Baray — BMI)	51	Some Days Are Diamonds (Tree — BMI)	69	Some Love Songs (Southern Nights/Youngun Co. — ASCAP/BMI)	28	Surround Me (Al Gallico — BMI/Bibo — ASCAP)	12	Sweet Southern Love (Everly and Sons/Music Table Music — BMI)	88	Texas Ida Red (Crosslake/Captar — BMI)	87	The All New Me (Hallnote — BMI)	45	The Baron (First Lady/Sylvia's Mother's/Algee — BMI)	33	The Matador (Pi-Gem — BMI)	11	They Could Put Me In Jail (Hall Clement — BMI)	41	They'll Never Take Me Alive (Pi-Gem — BMI)	66	This Must Be (Blackwood/Magic Castle — BMI)	82	Too Many Lovers (Cookhouse — BMI/Mother Tongue — ASCAP)	40	Unwound (Pi-Gem/Pannin' Gold — BMI)	30	Wanted (Troll/Joe Doe — BMI)	84	What Are We Doin' (Chappell/Sailmaker — ASCAP)	4	What The World Needs (Jac/Blue Seas — ASCAP)	98	While The Feeling's Good (ATV Music Corp./Hartline Music, Inc. — BMI)	72	Whiskey Chasin' (Sabal — ASCAP)	52	Whisper (Algee — BMI)	17	Wild Side Of Life (Unart/Peer International — BMI)	49	Wind Is Bound To Change (Larry Gatlin — BMI)	71	You Made It (Warner-Tamerlane/Algee — BMI)	60	Your Wife Is Cheatin' (Tree/Baray — BMI)	89	You're Crazy Man (Red Ribbon/Hartline/Blackwood — BMI)	86
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⚡ Exceptionally heavy radio activity this week

Ⓢ Exceptionally heavy sales activity this week

# COUNTRY

## SINGLES REVIEWS NEW AND DEVELOPING ARTISTS

**JOHNNY YATES** (Record Distributing Inc. RDS 2041)

**What Did You Expect Me To Do** (2:48) (Acuff Rose — BMI) (W. Shafer) (Producer: T. Meider)

There's a little Lefty Frizzell and Merle Haggard in Johnny Yates' vocals and a smack of Willie Nelsonish guitar in the arrangement on this debut single. Country purists should find these elements, coupled with the steel guitar, quite satisfying. Another one for the jukebox operators to keep an eye on.



## HITS OUT OF THE BOX

**KENNY ROGERS** (Liberty 1415)

**I Don't Need You** (3:27) (Bootchute Music Co. — BMI) (R. Christian) (Producer: L. B. Richie, Jr.)

**JOHNNY PAYCHECK** (Epic 19-02144)

**Yesterday's News (Just Hit Home Today)** (3:23) (Shade Tree Music — BMI) (M. Haggard) (Producer: B. Sherrill)

**GENE WATSON** (MCA 51127)

**Maybe I Should Have Been Listening** (3:17) (Screen Gems-EMI Music — BMI) (B. Rabin) (Producers: R. Reeder, G. Watson)

**WILLIE NELSON** (RCA PB-12254)

**Good Times** (2:23) (Pamper Music — BMI) (W. Nelson) (Producer: Not listed)

## FEATURE PICKS

**RONNIE McDOWELL** (Epic 19-02129)

**Older Women** (2:46) (Tree Pub. — BMI) (J. O'Hara) (Producer: B. Killen)

**BILLY "CRASH" CRADDOCK** (Capitol P-5011)

**I Just Need You For Tonight** (2:53) (Hall-Clement — BMI) (Wallace, Skinner, Bell) (Producer: D. Morris)

**HOYT AXTON** (Jeremiah JH-1011)

**The Devil** (1:48) (Lady Jane Music — BMI) (H. Axton) (Producer: H. Axton)

**DICKEY LEE** (Mercury 57052)

**Honky Tonk Hearts** (3:36) (Hall-Clement — BMI) (B. McDill) (Producer: J. Kennedy)

**NOEL** (Super Productions S.P.-657)

**Lovin' The Night Away** (2:52) (Sir Dale Publ./Foxtail Music — ASCAP) (N. Haughey) (Producer: A. Cash)

**DAVID ALLAN COE** (Columbia 11-02118)

**Tennessee Whiskey** (2:58) (Pi-Gem Music/Linda Hargrove Songs — BMI) (D. Dillon, L. Hargrove) (Producer: B. Sherrill)

**DOTTSY** (Tanglewood TGW-1980)

**Somebody's Darling, Somebody's Wife** (2:53) (Emeryville Publ. — BMI) (L. Young) (Producers: B. Fischer, J.B. Barnhill)

**GENE KENNEDY & KAREN JEGLUM** (Door Knob DK 81-158)

**Easier To Go** (3:07) (Chip 'N' Dale Music — ASCAP) (B. Smith, R. Webster) (Producer: G. Kennedy)

**DAVE DUDLEY** (Sun 1166)

**Eagle** (3:33) (Shelby Singleton Music — BMI) (M.J. Harter, M.A. Dudley) (Producer: B. Self)

**PATTI PAGE** (Plantation PL-201)

**On The Inside** (3:24) (Welbeck Music — ASCAP) (A. Caswell) (Producer: S. Singleton, Jr.)

**PEGGY FORMAN** (Dimension DS-1020)

**You're More To Me (Than He's Ever Been)** (3:19) (Julina Music — SESAC) (P. Forman) (Producer: R. Pennington)

**BOBBY HOOD** (Chute CRO 17)

**Save The Wild Life** (2:27) (Tree Publ. — BMI/Cross Keys Music — ASCAP) (C. Putman, D. Kirby) (Producer: G. Lamb)

## ALBUM REVIEWS

**GREATEST HITS** — Gary Stewart — RCA AHL1-3981 — Producer: Roy Dea — List: 8.98 — Bar Coded

In 1973, Gary Stewart, a tall, slender singer with a quivering voice released his first single on RCA. His unusual vocals and convincing delivery caught on, and eight years later, he is releasing his first greatest hits package — a 10-song collection that traces Stewart's affinity for love songs, as well as those hard-drinkin' and good timin' songs. Chestnuts like "Quits," "She's Acting Single" and "Ten Years Of This" sound as fresh and vital today as they did when they were first released.



## THE COUNTRY COLUMN

**CORNELIUS' NEW CAREER** — **Cash Box** recently had the opportunity to talk with **Helen Cornelius** about her solo career, busy touring schedule and the headaches caused by a recent interview done with a staff member of Jamboree U.S.A. in Wheeling, West Va. After **Jim Ed Brown** and Cornelius dissolved their singing partnership last year, rumors abounded that the split was not amicable. Cornelius' recent lawsuit against Brown and former manager **Tandy Rice** (**Cash Box**, May 30) rehashed old rumors, and the recently released article, which assigned Cornelius a bitter role, only added fuel to the fire. According to Cornelius, the article misquoted her in several places and took what she said out of context. To set the record straight concerning her professional relationship with Brown, Cornelius emphatically stated she is not bitter. "I'm happy. There were some problems, but all in all it



Helen Cornelius

was a good relationship," she said. Concerning the time allotted her to do her own thing as part of the Jim Ed Brown show, Cornelius said she had just as much time as a solo in the spotlight as Brown. "We were a team, a duo show — he did some solo during the show, and so did I." The lawsuit, she said, is nothing personal. "It's just a business transaction — a legal means to dissolve the enterprise," she explained. And according to Cornelius, her future looks very bright. She is currently completing label negotiations with a major label, United Talent in Nashville already has 110-115 dates booked for her between now and October, and she is talking with a major management firm. "I'm very happy with the way everything is going," Cornelius said. "It's a hard, full-time, 24-hour a day job, but that's the way I want it."

**DOLLY ON THE MOVE** — **Dolly Parton** adds another #1 bead to her string of chart-topping tunes this week, with "But You Know I Love You." We recently had the opportunity of seeing Parton perform at the Resorts International in Atlantic City, and it's easy to see why she is a consistent best seller and SRO performer. During the show, she had the crowd on its feet with her imitation of **Elvis Presley**. She and three other band members also did an a capella version of a new song, "Do I Ever Cross Your Mind," and then treated the audience to the same song rendered as if it were set at 78 instead of 33 on a turntable. All in all, Parton is one of the most dynamic entertainers on the road today.

**DON KIRSHNER'S COUNTRY CONCERT** — Jamboree in the Hills, set for July 18-19, will be produced by Don Kirshner Cable Television for Showtime and will air sometime in the fall as a special. The 18 hours of live music will be taped at the Wheeling, West Va. site and will feature such artists as **Merle Haggard**, **Tammy Wynette** and **Emmylou Harris**. The Kirshner special will also mark the first Kirshner production devoted entirely to country music.

**STUDIO TRACKS** — The **Allman Brothers** have been in **Young 'Un Sound Studio** in Nashville working on a new album. Joining the Brothers on a couple of songs were **Charlie Daniels** on fiddle and **Jimmy Hall**, who sang back-up on two songs and played sax on another . . . In **Quadrafonic** in Nashville, **Dobie Gray** is recording new album material for **Robox** with **Bud Reneau** and **Wray Chafin** producing and **Willie Pevear** engineering . . . **Marc Speer** is mixing his new Kat Family album with producer **Steve Gibson** and engineer **Rich Schimer**. . . **Johnny Duncan** is recording his latest album for CBS with producer **Gibson** and engineers **Schimer** and **Jimmy Stroud**. . . In **Sound Emporium** in Nashville, **Dolly Parton** is cutting a demo of "Piss Ani Country Town," a theme for her upcoming film, **Best Little Whorehouse In Texas**. **Gregg Perry** produced while **Harold Lee** engineered . . . **Don McLean** has completed his second album for the **Rainbow Collection** with producer **Larry Butler**. **Charlie Tallent** engineered . . . Italian producer **John Reverberi** was in with artist **Enzo Ghinazzi**, with **Billy Sherrill** engineering. The album will be released by **Baby Records** in Italy.

**WHIRLWIND LUNCH** — Epic artist **Don King**, along with his father **Don King Sr.**, treated the Nashville **Cash Box** staff to a "whirlwind" picnic a couple of weeks ago. His touring bus, which once belonged to **Elvis Presley**, provided transportation to Cedar Hills Park, where the staff munched on fried chicken and potato salad, fed the ducks and chatted with King about his new album and a series of dates in support of the album. By the time you read this, he will have completed performances in Decatur and Cummings, Ga., and Memphis, Tenn. Yet to come: June 11 at Hank Cochran's club in Nashville; June 20 at the Tennessee Theatre in Nashville and June 25 at the Civic Coliseum in Gallatinburg, Tenn. Meanwhile, country and A/C formatted-stations alike should pay close attention to King's album, "Whirlwind." Sure bets for pop and A/C lists include "My Whole World Ended," "Could Be Serious" and "Over My Head."



Don King

jennifer bohler

SONGWRITER • D.J. • ARTIST

MARVIN PAUL

"HELP ME TELL MYSELF GOODBYE"

LS-182

Thanks for our second chart record. . .  
THIS WEEK #95 IN CASH BOX



Dist. By Nation Wide Sound

PRODUCED  
BY  
JOHNNY  
ELGIN



RECORDS

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. **DON'T WAIT ON ME** — THE STATLER BROTHERS — MERCURY — 37 REPORTS
2. **WHILE THE FEELING'S GOOD** — REX ALLEN, JR. and MARGO SMITH — WARNER BROS. — 33 REPORTS
3. **WIND IS BOUND TO CHANGE** — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 30 REPORTS
4. **RAINBOW STEW** — MERLE HAGGARD — MCA — 27 REPORTS
5. **I DON'T HAVE TO CRAWL** — EMMYLOU HARRIS — WARNER BROS. — 26 REPORTS
6. **RICH MAN** — TERRI GIBBS — MCA — 21 REPORTS
7. **IT AIN'T MY CONCERN** — GAIL ZEILLER — EQUA — 17 REPORTS
8. **IT'S NOW OR NEVER** — JOHN SCHNEIDER — SCOTTI BROTHERS — 15 REPORTS
9. **THEY COULD PUT ME IN JAIL** — BELLAMY BROTHERS — WARNER/CURB — 13 REPORTS
10. **I STILL BELIEVE IN WALTZES** — CONWAY TWITTY and LORETTA LYNN — MCA — 12 REPORTS

## MOST ACTIVE COUNTRY SINGLES

1. **FEELS SO RIGHT** — ALABAMA — RCA — 76 REPORTS
2. **PRISONER OF HOPE** — JOHNNY LEE — ASYLUM/FULL MOON — 63 REPORTS
3. **DIXIE ON MY MIND** — HANK WILLIAMS, JR. — ELEKTRA/CURB — 57 REPORTS
4. **TOO MANY LOVERS** — CRYSTAL GAYLE — COLUMBIA — 57 REPORTS
5. **FOOL BY YOUR SIDE** — DAVE ROWLAND and SUGAR — ELEKTRA — 47 REPORTS
6. **DON'T BOTHER TO KNOCK** — JIM ED BROWN and HELEN CORNELIUS — RCA — 47 REPORTS
7. **UNWOUND** — GEORGE STRAIT — MCA — 45 REPORTS
8. **DREAM OF ME** — VERN GOSDIN — OVATION — 43 REPORTS
9. **THEY COULD PUT ME IN JAIL** — BELLAMY BROTHERS — WARNER/CURB — 43 REPORTS
10. **I STILL BELIEVE IN WALTZES** — CONWAY TWITTY and LORETTA LYNN — MCA — 42 REPORTS

## Fan Fair Commences In Nashville

(continued from page 26)

CBS Records will showcase Judy Bailey, Calamity Jane, Mike Campbell, Janie Fricke, Mickey Gilley, Don King, Ronnie McDowell, Marty Robbins, Billy Joe Shaver and Ricky Skaggs with emcee Ralph Emery. From 3:00-5:00 p.m. MCA Records will present Bill Anderson, John Conlee, Terri Gibbs, Brenda Lee, Barbara Mandrell, and the Thrasher Brothers with emcee Jerry Clower. Plantation/Sun Records has a program set for 7:00 p.m.-9:00 p.m., which will feature Baxter, Baxter and Baxter, Roy Drusky, Rodney Lay, Jim Owen, Patti Page, Rita Remington, Orion, Sean Soroka and emcee Charlie Douglas. The Cajun Show is set for 10:00 p.m.-midnight and will feature Alex Broussard, Frenchie Burke, Mona McCall, Abe Manuel and Sons Abe, Jr. and Joe and Jimmy C. Newman and Cajun Country with emcee Tom Perryman.

On June 12, RCA will open the day's activities with a showcase set for 10:00 a.m.-noon, featuring Alabama, Louise Mandrell and R.C. Bannon, Sue Powell, Sylvia, Steve Wariner and emcee Ralph Emery. Elektra Asylum will present Sami Jo Cole, Tompall and the Glaser Brothers, Johnny Lee and Eddy Raven with emcee Ewell Roussell from 3:00-5:00 p.m. From 7:00 p.m.-9:00 p.m., Susie Allanson, Randy Barlow, Gary

Goodnight, Vern Gosdin, Donna Hazard, Reba McEntire, Gary Morris, Tim Rex, The Shoppe, Sammi Smith and Keith Stegall will perform in the mixed label showcase, which will be hosted by emcee Frank Jones. From 10:00 p.m.-11:30 p.m., The Nashville Songwriters Assn. showcase will feature Bobby Braddock, Roger Cook, Jerry Gillespie, Kye Fleming, Bob House, Jim McBride, Hugh Moffatt, Dennis Morgan, Bob Morrison, Roger Murrah, Ron Peterson, Curly Putman, Pebe Sebert, Sonny Throckmorton, Rafe Vanhoy and emcee Sylvia.

The International Showcase is set for June 13, 10:00 a.m.-noon and will feature New Deal, Holland; John Brack, Switzerland; Teddy Nelson, Norway, Cedar Creek, Canada; Tammy Cline, England and Karel Gott, Czechoslovakia. Tammy Wynette and George Hamilton IV will serve as hosts.

Closing Fan Fair's June 13 activities will be the Reunion show, set for 2:00 p.m.-4:30 p.m. Performers include Rosalie Allen and Carl and Midge Bunch; Stonewall Jackson and Turp; Grandpa and Ramona Jones with Mark and Alisa; Patsy Montana and Judy Rose; Kitty Wells, Johnny Wright and Bobby and Sue; Onie Wheeler and Karen; Doc and Chickie Williams with Karen and Doyle Wilburn and Margie Bowes.



**KLAC'S HOT TICKET EXTRAVAGANZA** — KLAC/Los Angeles is conducting a "hot ticket" contest through June, with 100 Stop n' Go convenience stores throughout Southern California serving as pick up points for the prize winning tickets. Pictured with the grand prize, a 1981 Datsun Li'l Hustler, are (l-r): KLAC personalities Gene Price, Don Hinson, Sammy Jackson, Art Nelson, Deanna Crowe, Harry Newman and Larry Scott.

## THE COUNTRY MIKE

**KTTS BLASTS CONCERT NOISE** — Another irate letter came through this week concerning the almost deafening volume level the "average" sound company submits the audience to, this one from KTTS/Springfield, Mo. general manager **Curt Brown**. The following is an excerpt of an editorial KTTS will run next week concerning this matter: "There is an alarming thing going on these days in the concert business. We recently attended the **Willie Nelson** show, which was preceded by the opening act of **Delbert McClinton**. Both acts were very good. Unfortunately, the people in the audience could not understand or hear much of what Delbert McClinton was singing because the volume on the sound system was about four times too loud. We have the distinct feeling that the people running the sound system are three quarters deaf and are trying to make the rest of us the same way . . . This



John Marks

problem is nationwide, however, we in the Ozarks hear it primarily in the Hammons Center. Let me point out it is not the Hammons Center management at fault. In fact, they are as concerned about excessive noise as we are when they hear many concert-goers complaining about excessive noise, and they don't think they will come back to another concert. Something must be done on this problem. If you agree with us, write us a letter in care of KTTS (P.O. Box 1806 S.S.S., 2330 W. Grand, Springfield, Mo. 65806), and we in turn will forward those letters to the sound companies involved with destroying all of our ears. A musician who is truly talented doesn't need the crutch of loud noise to cover up his mistakes. In fact, a good musician prefers the audience to hear him in complete detail. . . ."

**PERSONALITY PROFILE** — At the age of 16, **John Marks** won a DJ for the day contest with hometown station **WPSB**/Middletown, Ohio, and from then on he was hooked. His high school days were spent doing odds and ends for the station through a junior achievement program. Attending the Middletown campus of Miami University, Marks continued his contacts with WPSB, broadcasting campus news, then the full-time news, his own air shift and running the production room. After two years of invaluable experience, Marks transferred to Ohio University, Athens, where he became involved with campus station **WOUB**, a 50,000 watt FM country and bluegrass station. On the weekends Marks drove to Parkersburg, W. V. doing part-time work with **WKYG**. Upon earning a degree in mass communications in 1976, Marks filled the newly created position of program director for **WOUB-FM** and, while pursuing a masters degree, managed to build the station into the #3 arbitron rated station in the 15 country market, beating most commercial stations. In 1978, Marks read in the trades of long-time favorite **WSAI** moving to a country format. Contacting program director **Johnathon Fricke**, he talked his way into a part-time weekend shift, which grew into a full-time research position. In a station shake-up in 1980, program director **Terry Wood** dealt Marks the 7 p.m.-midnight shift, which he handled until six months ago when **Dale Turner** became the PD, and Marks was promoted to music director. Most recently, Marks has been instrumental in changing the FM to a country format, adding and training jocks, doing the 3-7 p.m. shift, while handling the music duties.

**WHN DOMINATES CMA DJ NOMINATIONS** — **WHN**/New York will be well represented in the 1981 Country Music Assn. (CMA) large market Disc Jockey of the Year competition, with three DJs in the running. Earning the nominations, through voting by industry peers were **Del De Montreux**, morning air personality; **Mike Fitzgerald**, afternoon personality; and **Jessie**, evening personality. **WHN** carries the distinction of being the only large market station with multiple nominations in this year's awards competition.

**RADIO TURNTABLE** — **Ed Brooks**, music director of **WSDS**/Dover, Del. will be vacating his post effective June 15. Brooks will take over a similar position with soft contemporary, **KDRW**/Silverton, Colo. **WSDS** afternoon jock **Mark Raleigh** will take over the music responsibilities.

**Jim Powell** has been elevated to the position of program/music director at **WYDE**/Birmingham, Ala. In addition to his new responsibilities, Powell will continue his morning air shift. He replaces **Dan Spice**, who has moved to Tulsa and Top 40 **KWEN**. Rumor has it that **KWEN** is gearing up for the big country switch.

**MALONE RETURNS TO WUNI** — After a three year absence, **Mike Malone** has returned to **WUNI**/Mobile and his familiar title of program director. Malone, most recently program director with **WYDE**/Birmingham, has had more than 13 years of experience in programming the Mobile station.

Congratulations to **Bobby Martin**, music director for **WCOS**/Columbia, S.C., who recently graduated from the University of South Carolina with a bachelor of arts degree in radio and television.

Country Mike

## PROGRAMMERS PICKS

<b>Buddy Covington</b>	<b>KNUZ/Houston</b>	<b>Hello Woman</b> — Doug Kershaw — Scotti Brothers
<b>Ross Corson</b>	<b>KBMY/Billings</b>	<b>I Don't Have To Crawl</b> — Emmylou Harris — Warner Bros.
<b>Bobby Martin</b>	<b>WCOS/Columbia</b>	<b>I Should've Called</b> — Eddy Raven — Elektra
<b>Kevln Ireland</b>	<b>WNWN/Coldwater</b>	<b>Rich Man</b> — Terri Gibbs — MCA
<b>Tom Phifer</b>	<b>KRMD/Shreveport</b>	<b>Don't Wait On Me</b> — Statler Brothers — Mercury
<b>Gary West</b>	<b>WELA/East Liverpool</b>	<b>Rich Man</b> — Terri Gibbs — MCA
<b>Rick Stewart</b>	<b>KRAK/Sacramento</b>	<b>Don't Wait On Me</b> — Statler Brothers — Mercury
<b>Terry Wunderlin</b>	<b>WIRK/West Palm Beach</b>	<b>Footprints In The Sand</b> — Edgel Groves — Silver Star
<b>Kent Hopper</b>	<b>KCEY/Modesto</b>	<b>You're The Best</b> — Kieran Kane — Elektra
<b>Joel Raab</b>	<b>WHK/Cleveland</b>	<b>Don't Wait On Me</b> — Statler Brothers — Mercury

# BLACK CONTEMPORARY

## TOP 75 ALBUMS



**GAPPERS** — Following the opening night of its two-date engagement at the Greek Theatre in Los Angeles, Mercury/PolyGram group The Gap Band was awarded platinum albums for its current LP, "The Gap Band III." Pictured during the presentation at Yamishiro's restaurant are (l-r): David Braun, president, PolyGram; Bill Haywood, vice president, black music marketing, PolyGram; Ronnie, Robert and Charlie Wilson of the band; and Lonnie Simmons, president of Total Experience Prods.

## THE RHYTHM SECTION

**A UNITED FRONT** — Having recently been appointed to the board of directors of the National Black United Fund (NBUF), **Maurice and Verdine White** of ARC/Columbia's **Earth, Wind and Fire** held a press fete at their West L.A. facility, The Complex, last week to reiterate their commitment to supporting and advancing the cause of the community organization. The NBUF, which operates in conjunction with the Brotherhood Crusade is charged with channelling funds from foundations, corporations and payroll deductions to self-help programs. Acting as a supplement to United Way's efforts and providing funds for services only minimally met by government agencies, the NBUF provides resources to educational programs, drug rehabilitation centers, and other social services support outfits. Verdine and Maurice recently toured NBUF funded facilities in New York, Chicago and Los Angeles. The commitment to reinforce NBUF efforts with their support was affirmed by this experience, according to Verdine, who said that despite NBUF funding, conditions in the nation's inner cities "haven't changed at all. All areas of concern need to be addressed with equal commitment." He said in their role as members of the board of directors, it will be the brothers' job to help gear NBUF funding to the most appropriate areas and to decide on policy in the establishment of new projects. "This is the first time we've been involved in something like this," Verdine said, commenting on his and Maurice's involvement with NBUF. "We thoroughly checked this operation out and they are solid. This organization keeps up with the times," he continued. Verdine said that during the EWF tour, a special benefit concert to raise money for the NBUF may be scheduled although a time or place is pending. The tour will probably take place shortly after release of their upcoming LP, which he described as half-completed. Verdine was quite optimistic about pending ARC Records projects with **D.J. Rogers** and new group **After Bach** and **Deniece Williams's** current LP, "My Melody." Not only are the White brothers expanding their professional horizons, but their contribution to social causes goes beyond the music.

**SUPER SOUL** — The second annual all-day Budweiser SuperFest has been set for June 28 at Giants Stadium in East Rutherford, N.J. Tickets have been on sale through all ticketron locations nationwide for the performance, which will feature **Ashford & Simpson**, **Stephanie Mills**, **Rick James** with the **Stone City Band**, **The Gap Band**, **Peabo Bryson**, **Sister Sledge** and **Maze** featuring **Frankie Beverly**. A second 1981 Budweiser SuperFest is scheduled for August in Houston's Astrodome featuring many of the same performers. Anheuser-Busch, through Budweiser, sponsored SuperFests last year in New York and Chicago. Producer of this year's SuperFest is Beverly Hills-based **Michael A. Rosenberg** of Marco Concert Prods., Inc.

**HOOPSTERS** — The gang from CBS-TV's *White Shadow*, among other Hollywood notables, did full court combat at the Hollywood Allstars against Philadelphia's WDAS/Coca Cola Allstars during the second annual Celebrity Basketball Game. Proceeds from the hoopla (godawful pun, wasn't it?) will be forwarded to the United Negro College Fund. Firin' the pill for the Hollywood Allstars were **Kevin Hooks**, **Eric Kilpatrick** and **Byron Stewart** of *White Shadow*, **Eddie Mecca** of *Laverne & Shirley* and **Ricky and Foster Sylvester** of the *Sylvers*. The WDAS team included **Royce Howard**, **Doug Henderson**, **Tony Brown**, **Ajay Kemp** and **Brahin Ahmaddiya**, all of the station's staff. Last year's contest earned the UNCF \$17,613.

**AIRWAVES** — **Ross Holland**, who has been handling the 10-2 night shift at KMJQ/Houston, was recently named music director at the station. Prior to KMJQ, Holland worked the mike at WDKX/Rochester; WAMM/Flint, where he was news director; WZZR/Grand Rapids and WITL/Lansing.

**NEW TALENT** — The Nashville Music Assn.'s (NMA) first annual Black Talent Search has produced 10 semifinalists from the more than 100 contestants. The 10 semifinalists of the talent search, which was organized by the NMA's Black music committee, include **Cynthia Liggins**, **Donna McElroy**, **Autumn**, **Black Widow** and **Apollo** (of Nashville), **Elbowed Out** (Seattle), **Gregg Williams** (Pinesville, N.C.), **The Dealers** (Memphis) **Offspring** (New York City) and **Six Million Dollar Band** (L.A.) Five winners will be chosen from this field and will be featured during a live concert, June 19 at the Tennessee Theatre, called "SummerSoul '81." A&R and music publishing reps from several major entitles will be on hand for the concert, and according to **Moses Dillard**, black music committee chairman and president of the Dillard Music Group, hopes are that one or two of the artists will be signed to a label deal.

**SHORT CUTS** "From The Heart Of A Woman" is the third album by Alligator Records blues stylist **Koko Taylor**, who co-produced the LP at Streetsville Studios in Chicago with **Bruce Iglauer**, president of the Windy City-based label. . . Gerim, a new label formed by **Gerald Sims** and **Kathleen Newman**, recently signed its first act, Cleveland-based R&B outfit **Seven Miles High**. With an LP slated for release later in the year, the group recently produced their debut single, "She's Gone Away," at Gerim Recording, Inc. . . Some guy claiming to be **Larry Dunn** has been using the **Earth, Wind and Fire** keyboardist's name to steal credit cards and seduce married (or otherwise) women. According to EWF's publicist, Dunn is most outraged at the imposter's bold act of lighting up some free based toot at New York's Xenon disco.

michael martinez

	Weeks On Chart		Weeks On Chart
1 <b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	1 8	38 <b>HOUSE OF MUSIC</b> T.S. MONK (Mirage/Atlantic WTG 19291)	32 21
2 <b>A WOMAN NEEDS LOVE</b> RAY PARKER, JR. & RAYDIO (Arista AL 9543)	2 9	39 <b>'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	37 12
3 <b>WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	3 7	40 <b>PORTRAITS</b> SIDE EFFECT (Elektra 6E-335)	43 4
4 <b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	4 11	41 <b>GLAD YOU CAME MY WAY</b> JOE SIMON (Posse POS 10002)	41 10
5 <b>STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	7 5	42 <b>HOTTER THAN JULY</b> STEVIE WONDER (Tamilia/Motown T8-373M1)	40 32
6 <b>BEING WITH YOU</b> SMOKEY ROBINSON (Tamilia/Motown T8-375M1)	5 15	43 <b>CELEBRATION</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8)	42 35
7 <b>GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM 1-4003)	6 25	44 <b>TASTY JAM</b> FATBACK (Spring/PolyGram SP-1 6731)	55 2
8 <b>RADIANT</b> ATLANTIC STARR (A&M SP-4833)	8 15	45 <b>IN OUR LIFETIME</b> MARVIN GAYE (Tamilia/Motown T8-374M1)	39 20
9 <b>THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	9 22	46 <b>NIGHTWALKER</b> GINO VANNELLI (Arista AL 9539)	44 6
10 <b>MIRACLES</b> CHANGE (Atlantic SD 19301)	13 9	47 <b>STONE JAM</b> SLAVE (Cotillion/Atlantic SD 5224)	35 35
11 <b>MY MELODY</b> DENECE WILLIAMS (ARC/Columbia FC 37048)	11 11	48 <b>IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	— 1
12 <b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	12 7	49 <b>TURN THE HANDS OF TIME</b> PEABO BRYSON (Capitol ST-12138)	48 16
13 <b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	10 31	50 <b>WELCOME BACK</b> BLUE MAGIC (Capitol ST-12143)	53 5
14 <b>GRAND SLAM</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	14 14	51 <b>BARRY &amp; GLODEAN</b> BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	54 6
15 <b>NIGHTCLUBBING</b> GRACE JONES (Island/Warner Bros. LPS 9524)	19 4	52 <b>ALICIA</b> ALICIA MEYERS (MCA-5181)	52 8
16 <b>KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	25 2	53 <b>IT'S JUST THE WAY I FEEL</b> GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	47 14
17 <b>CALL IT WHAT YOU WANT</b> BILL SUMMERS and SUMMERS HEAT (MCA-5176)	17 13	54 <b>ALL AMERICAN GIRLS</b> SISTER SLEDGE (Cotillion/Atlantic SD 16027)	51 16
18 <b>VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	18 14	55 <b>SKYYPORT</b> SKYY (Salsoul/RCA SA-8537)	50 27
19 <b>TWICE AS SWEET</b> A TASTE OF HONEY (Capitol ST-12089)	15 12	56 <b>LET ME BE THE ONE</b> WEBSTER LEWIS (Epic FE 36878)	59 7
20 <b>HOW 'BOUT US</b> CHAMPAIGN (Columbia JC 37008)	16 13	57 <b>TOO HOT TO SLEEP</b> SYLVESTER (Fantasy F-9607)	— 1
21 <b>LICENSE TO DREAM</b> KLEENER (Atlantic SD 19288)	20 18	58 <b>FANTASY</b> (Pavillion/CBS JZ 37151)	58 5
22 <b>VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	27 7	59 <b>NEVER GONNA BE ANOTHER ONE</b> THELMA HOUSTON (RCA AFL 1-3842)	62 3
23 <b>KEEP ON IT</b> STARPOINT (Chocolate City/PolyGram CCLP 2018)	22 9	60 <b>GOING FOR THE GLOW</b> DONNA WASHINGTON (Capitol ST-12147)	60 3
24 <b>SECRET COMBINATION</b> RANDY CHAWFORD (Warner Bros. BSK 3541)	28 3	61 <b>LOVE LIFE</b> BRENDA RUSSELL (A&M SP-4811)	56 10
25 <b>FANTASTIC VOYAGE</b> LAKESIDE (Solar/RCA BXL 1-3720)	21 29	62 <b>JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE</b> JOHNNY "GUITAR" WATSON (DJM/PolyGram 501)	64 2
26 <b>IMAGINATION</b> THE WHISPERS (Solar/RCA BZL 1-3578)	24 22	63 <b>ARETHA FRANKLIN</b> (Arista AL 9538)	63 34
27 <b>LOVE IS... ONE WAY</b> ONE WAY (MCA-5163)	29 16	64 <b>THREE PIECE SUITE</b> RAMSEY LEWIS (Columbia FC 37153)	— 1
28 <b>INTUITION</b> LINX (Chrysalis CHR 1332)	30 4	65 <b>TELL ME WHERE IT HURTS</b> WALTER JACKSON (Columbia FC 37132)	70 2
29 <b>MAGIC</b> TOM BROWNE (GRP/Arista 5503)	26 17	66 <b>TO LOVE AGAIN</b> DIANA ROSS (Motown M8-951M1)	61 15
30 <b>MAGIC MAN</b> ROBERT WINTERS AND FALL (Blud'ah/Arista BDS 5732)	23 10	67 <b>EVERYTHING IS COOL</b> T-CONNECTION (Capitol ST-12126)	46 15
31 <b>SEND YOUR LOVE</b> AURRA (Salsoul/RCA SA 8538)	38 4	68 <b>GOLDEN TOUCH</b> ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	68 19
32 <b>JERMAINE</b> JERMAINE JACKSON (Motown M8-1499F)	31 28	69 <b>LET'S BURN</b> CLARENCE CARTER (Venture VL 1005)	67 26
33 <b>THE TWO OF US</b> YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	33 22	70 <b>SUN: FORCE OF NATURE</b> SUN (Capitol ST-12142)	65 11
34 <b>TURN UP THE MUSIC</b> MASS PRODUCTION (Cotillion/Atlantic SD 5226)	36 8	71 <b>THERE MUST BE A BETTER WORLD SOMEWHERE</b> B.B. KING (MCA-5162)	57 17
35 <b>CLOSER</b> GINO SOCCIO (Atlantic SD 16042)	45 3	72 <b>HAD TO SAY IT</b> MILLIE JACKSON (Spring/PolyGram SP-1-6730)	69 22
36 <b>"RIT"</b> LEE RITENOUR (Elektra 6E-331)	49 3	73 <b>LET THE MUSIC PLAY</b> THE DAZZ BAND (Motown M8-957M1)	73 2
37 <b>PARTY 'TIL YOU'RE BROKE</b> RUFUS (MCA-5159)	34 13	74 <b>PERFECT FIT</b> JERRY KNIGHT (A&M SP 4843)	71 12
		75 <b>DIRTY MIND</b> PRINCE (Warner Bros. BSK 3478)	75 33

# CASH BOX TOP 100

June 13, 1981

	Weeks On Chart	6/6		Weeks On Chart	6/6
<b>1 GIVE IT TO ME BABY</b> RICK JAMES (Gordy/Motown G 7197F1)	3	12	<b>34 HURRY UP AND WAIT</b> THE ISLEY BROTHERS (T-Neck/CBS ZS6 02033)	24	9
<b>2 WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. WBS 49692)	1	13	<b>35 TAKE IT ANY WAY YOU WANT IT</b> FATBACK (Spring/PolyGram SP 3018)	42	6
<b>3 A WOMAN NEEDS LOVE (JUST LIKE YOU DO)</b> RAY PARKER, JR. & RAYDIO (Arista AS 0592)	2	15	<b>36 IF YOU FEEL IT</b> THELMA HOUSTON (RCA PB-12215)	41	7
<b>4 YEARNING FOR YOUR LOVE</b> GAP BAND (Mercury/PolyGram 76101)	4	12	<b>37 IF I DON'T LOVE YOU</b> RANDY BROWN (Chocolate City/PolyGram CC 3224)	38	9
<b>5 TWO HEARTS</b> STEPHANIE MILLS (20th Century-Fox/RCA TC-2492)	7	8	<b>38 TURN UP THE MUSIC</b> MASS PRODUCTION (Cotillion/Atlantic 46013)	45	6
<b>6 MAKE THAT MOVE</b> SHALAMAR (Solar/RCA YV-12192)	5	14	<b>39 NEXT TIME YOU'LL KNOW</b> SISTER SLEDGE (Cotillion/Atlantic 46012)	39	9
<b>7 BEING WITH YOU</b> SMOKEY ROBINSON (Tamla/Motown T 54321F)	6	18	<b>40 LOVE'S DANCE</b> KLIQUE (MCA 51099)	54	5
<b>8 DOUBLE DUTCH BUS</b> FRANKIE SMITH (WMOT 4W85351)	13	16	<b>41 YOU'RE LYING</b> LINX (Chrysalis CHS 2461)	30	16
<b>9 PARADISE</b> CHANGE (RCA/Atlantic 3809)	9	10	<b>42 TRY IT OUT</b> GINO SOCCIO (RCA/Atlantic 3813)	50	7
<b>10 SWEET BABY</b> STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	11	10	<b>43 KEEP ON IT</b> STARPOINT (Chocolate City/PolyGram CC 3223)	40	16
<b>11 SUKIYAKI</b> A TASTE OF HONEY (Capitol P-4953)	8	21	<b>44 SEARCHING TO FIND THE ONE</b> UNLIMITED TOUCH (Prelude PRL 8029)	53	4
<b>12 PULL UP TO THE BUMPER</b> GRACE JONES (Island IS 49697)	14	10	<b>45 LOVE (IS GONNA BE ON YOUR SIDE)</b> FIREFLY (Emergency EMS 6509)	47	10
<b>13 HOW 'BOUT US</b> CHAMPAIGN (Columbia 11-11433)	12	19	<b>46 DON'T STOP</b> K.I.D. (Sam 81-5018)	46	9
<b>14 FREAKY DANCIN'</b> CAMEO (chocolate City/PolyGram CC 3225)	17	6	<b>47 ANY TIME IS RIGHT</b> ARCHIE BELL (Becket BKA 45-4)	48	6
<b>15 HEARTBEAT</b> TANA GARDNER (West End WES 1232)	22	8	<b>48 JONES VS. JONES</b> KOOL & THE GANG (De-Lite/PolyGram DE 813)	57	4
<b>16 WHEN LOVE CALLS</b> ATLANTIC STARR (A&M 2312)	10	16	<b>49 SHAKE IT UP TONIGHT</b> CHERYL LYNN (Columbia 11-02102)	68	3
<b>17 RUNNING AWAY</b> MAZE featuring FRANKIE BEVERLY (Capitol P-5000)	21	5	<b>50 WE CAN START TONIGHT</b> HARVEY MASON (Arista AS 0593)	52	8
<b>18 NIGHT (FEEL LIKE GETTING DOWN)</b> BILLY OCEAN (Epic 19-02053)	32	6	<b>51 I REALLY LOVE YOU</b> HEAVEN AND EARTH (WMOT WS8 02028)	51	7
<b>19 JUST THE TWO OF US</b> GROVER WASHINGTON, JR. (Elektra E-47103)	16	19	<b>52 HERE IS MY LOVE</b> SYLVESTER (Honey/Fantasy 912)	61	4
<b>20 CALL IT WHAT YOU WANT</b> BILL SUMMERS AND SUMMERS HEAT (MCA 51073)	20	14	<b>53 LOVE ON A TWO WAY STREET</b> STACY LATTISAW (Cotillion/Atlantic 46015)	73	2
<b>21 AI NO CORRIDA</b> QUINCY JONES (A&M 2309)	15	17	<b>54 I DON'T REALLY CARE</b> L.V. JOHNSON (ICA 027)	63	5
<b>22 YOUR LOVE IS ON THE ONE</b> LAKESIDE (Solar/RCA YV-12188)	19	12	<b>55 RAZZAMATAZZ</b> QUINCY JONES featuring PATTI AUSTIN (A&M 2334)	75	3
<b>23 MAGIC MAN</b> ROBERT WINTERS & FALL (Buddah/Arista BDA 624)	18	25	<b>56 VERY SPECIAL</b> DEBRA LAWS (Elektra E-47142)	67	4
<b>24 BODY MUSIC</b> STRIKERS (Prelude PRL 8025)	25	10	<b>57 COME TO ME</b> ARETHA FRANKLIN (Arista AS0600)	59	4
<b>25 PUSH</b> ONE WAY (MCA 51110)	34	5	<b>58 SKINNY</b> THE OHIO PLAYERS (Boardwalk WS8 02063)	66	5
<b>26 'SCUSE ME, WHILE I FALL IN LOVE</b> DONNA WASHINGTON (Capitol 4991)	27	8	<b>59 LET'S DANCE</b> TOM BROWNE (GRP/Arista GS2513)	60	5
<b>27 ARE YOU SINGLE</b> AURRA (Salsoul/RCA S7 2139)	35	7	<b>60 ALL THE REASONS WHY</b> NOEL POINTER (Liberty 1403)	65	7
<b>28 MAKE YOU MINE</b> SIDE EFFECT (Elektra E-47112)	28	13	<b>61 I CAN MAKE IT BETTER</b> THE WHISPERS (Solar/RCA YB-12232)	69	4
<b>29 YOU LIKE ME DON'T YOU</b> JERMAINE JACKSON (Motown M 1503F)	29	16	<b>62 ARE WE BREAKING UP</b> JOE SIMON (Posse POS 5010)	62	6
<b>30 TELL ME WHERE IT HURTS</b> WALTER JACKSON (Columbia 11-02037)	31	7	<b>63 IT'S YOUR CONSCIENCE</b> DENIECE WILLIAMS (ARC/Columbia 11-02108)	71	3
<b>31 GET TOUGH</b> KLEENER (Atlantic 3788)	23	18	<b>64 TURN IT OUT</b> JERRY KNIGHT (A&M 2336)	64	6
<b>32 IS IT YOU</b> LEE RITENOUR (Elektra E-47124)	37	6	<b>65 GROOVE CITY</b> T-CONNECTION (Capitol P-4995)	72	5
<b>33 TELL 'EM I HEARD IT</b> SANDRA FEVA (Venture V-138)	33	9	<b>66 WHEN I LOSE MY WAY</b> RANDY CRAWFORD (Warner Bros. WBS 49709)	56	7
			<b>67 FOR YOUR PRECIOUS LOVE</b> THE IMPRESSIONS (20th Century-Fox/RCA TC-2491)	70	5
			<b>68 WHAT TWO CAN DO</b> DENIECE WILLIAMS (ARC/Columbia 11-60504)	36	15
			<b>69 JUST CHILLIN' OUT</b> BERNARD WRIGHT (GRP/Arista GS 2511)	58	9
			<b>70 FEEL MY LOVE</b> SLAVE (Cotillion/Atlantic 46014)	78	3
			<b>71 LET SOMEBODY LOVE YOU</b> KENI BURKE (RCA PB-12228)	79	3
			<b>72 FOREVER YESTERDAY (FOR THE CHILDREN)</b> GLADYS KNIGHT & THE PIPS (Columbia 11-02113)	87	2
			<b>73 HEAVY LOVE AFFAIR</b> MARVIN GAYE (Tamla/Motown T 54326F)	74	5
			<b>74 IT'S A LOVE THING</b> THE WHISPERS (Solar/RCA YV-12154)	26	22
			<b>75 (HEY WHO'S GOTTA) FUNKY SONG</b> FANTASY (Pavillion/CBS ZS6 02098)	85	2
			<b>76 I WANT YOU</b> BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS ZS6 02087)	84	2
			<b>77 KEMO-KIMO</b> WEBSTER LEWIS (Epic 19-02112)	77	2
			<b>78 SLOW HAND</b> POINTER SISTERS (Planet/Elektra P-47929)	—	1
			<b>79 SOME CHANGES ARE FOR GOOD</b> DIONNE WARWICK (Arista AS0602)	88	2
			<b>80 GOIN' FOR ANOTHER ONE</b> BOHANNON (Phase II/CBS WS8 02062)	80	3
			<b>81 SIT UP</b> SADANE (Warner Bros. WBS 49727)	82	3
			<b>82 TOGETHER WE CAN SHINE</b> LINX (Chrysalis CHS 2521)	—	1
			<b>83 MIGHTY BODY (HOTSY TOTS)</b> LEON BRYANT (De-Lite/PolyGram DE 811)	83	2
			<b>84 SEND FOR ME</b> ATLANTIC STARR (A&M 2340)	—	1
			<b>85 NEVER UNDERESTIMATE THE POWER OF A WOMAN</b> KLYMAXX (Solar/RCA YB-12223)	86	3
			<b>86 HIGH ON THE BOOGIE</b> STARGARD (Warner Bros. WBS 49731)	90	2
			<b>87 GOING BACK TO MY ROOTS</b> ODYSSEY (RCA PB-12240)	—	1
			<b>88 NOTHING BUT LOVE</b> PETER TOSH (EMI America 8083)	—	1
			<b>89 WITHOUT YOU I CRY</b> CANDI STATON (LA 0080)	89	4
			<b>90 WHEN WILL MY LOVE BE RIGHT</b> ROBERT WINTERS & FALL (Buddah/Arista BDA 627)	—	1
			<b>91 ROCK RADIO</b> GENE DUNLAP featuring THE RIDGEWAYS (Capitol 4996)	91	3
			<b>92 CANDIDATE FOR LOVE</b> T.S. MONK (Mirage/Atlantic WTG 3812)	92	3
			<b>93 YOU'RE THE ONLY ONE</b> THE REDDINGS (Believe In A Dream/CBS ZS6 02066)	—	1
			<b>94 ANYBODY WANNA DANCE</b> EBONEE WEBB (Capitol P-5008)	—	1
			<b>95 CAN YOU FEEL IT</b> THE JACKSONS (Epic 19-01032)	55	11
			<b>96 TONIGHT WE LOVE</b> RUFUS (MCA 51070)	44	15
			<b>97 ALL I NEED IS YOU</b> DAVID SANBORN (Warner Bros. WBS 49728)	97	2
			<b>98 LOC-IT-UP</b> LEPRECHAUN (Citation C1711)	81	5
			<b>99 DON'T STOP THE MUSIC</b> YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	49	29
			<b>100 SUPERLOVE</b> SKYY (Salsoul/RCA S7 2136)	43	12

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

A Woman Needs (Raydiola — ASCAP) ... 3	Give It To Me (Jobete & Stone City — ASCAP) ... 1	Love (Emergency — ASCAP) ... 45	Some Changes (Price Street — ASCAP/Unichappell/Begonia — BMI) ... 79
Ai No Corrida (Heathwave/Lazy Lizard — BMI/ASCAP) ... 21	Goin' For Another One (April/Bohannon — ASCAP) 80	Love On A Two Way Street (Gambi — BMI) ... 53	Sukiyaki (Beechwood — BMI) ... 11
All I Need Is You (Sunset Burgandy — ASCAP) ... 97	Going Back To My Roots (Dozier/Blackwood — BMI) 85	Love's Dance (Bee-Germaine — BMI) ... 40	Superlove (One To One — ASCAP) ... 100
All The Reasons (Philvin Int'l (Admin. by Geffen/Kaye) — ASCAP/Fauker — BMI) ... 60	Groove City (T-Con — BMI) ... 87	Magic Man (Almo/Ray Jay/Simular/Lucky Break — ASCAP/Irving — BMI) ... 23	Sweet Baby (Mycenaee — ASCAP) ... 10
Anybody Wanna Dance (Eboney Webb/Cessess — BMI) ... 94	Heartbeat (Kenix/Sugar Biscuit — ASCAP) ... 15	Make That Move (Spectrum VII/Mykinda — ASCAP) 6	Take It Any Way (Clita — BMI) ... 35
Are We Breaking (Sun Up/Pinball — BMI) ... 62	Heavy Love Affair (Buggie — ASCAP) ... 73	Make You Mine (Relaxed/Happy Birthday/Tuff Cookie — BMI) ... 28	Tell Em (Paddle/Simon-Redmond/Gaetana — BMI) 33
Are You Single (Lucky Three/Red Aurra — BMI) ... 27	Here Is My (Borzo/Beekeeper — ASCAP) ... 52	Mighty Body (Delightful/Lisette — BMI) ... 83	Tell Me Where (Angels/Shell/Six Continents — BMI) 30
Any Time Is Right (WIMOT/Big Seven/B.U.T./Woodbourne — BMI) ... 47	(Hey Who's Gotta) (Lis-Ti/Pavillion — BMI) ... 75	Never Underestimate (Spectrum VII — ASCAP) ... 85	Together We Can Shine (Solid/RSM — license pending) ... 82
Being With You (Bertam — ASCAP) ... 7	High On The Boogie (May Twelfth/Warner Tamerlane — BMI) ... 86	Next Time (Walden/Gratitude Sky — ASCAP/Irving — BMI) ... 39	Tonight We Love (Overdue — ASCAP) ... 86
Body Music (Trumar — BMI/Memorex — CRA) ... 24	How Bout (Dana Walden — license pending) ... 13	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP) ... 18	Try It Out (Good Flavor/Sons Celestes/Shediac — ASCAP) ... 42
Call It What (Blisum — BMI) ... 20	Hurry Up (Bovina — ASCAP) ... 34	Nothing But Love (Publishing Pending) ... 88	Turn It Out (Almo/Crimasco — ASCAP) ... 64
Can You Feel It (Mijac/Siggy — BMI) ... 95	I Can Make (Spectrum VII/Mykinda — ASCAP) ... 61	Paradise (Little Macho — ASCAP) ... 9	Turn Up The Music (Two Pepper — ASCAP) ... 38
Candidate (Unichappell/Featherbed/Emerald — BMI) ... 92	I Don't (Alvert — BMI/Tiaura Nikikiki — BMI) ... 54	Push (Perk's/Duchess — BMI) ... 25	Two Hearts (Frozen Butterfly — BMI) ... 5
Come To Me (Acoustic/Dobbins/Blue Book/Buttercreek — BMI) ... 57	I Really Love (Framingreg/Mountain Peak — BMI) ... 51	Razzmatazz (Rodsongs/Almo — ASCAP) ... 55	Very Special (At Home/Jeffix — ASCAP) ... 56
Don't Stop (Mideb/Janmar — ASCAP) ... 46	I Want You (Ba-Dak/Seven Songs — BMI) ... 76	Rock Radio (MCA/Akerue — ASCAP) ... 91	We Can Start (Masong — ASCAP/Estus — BMI) ... 50
Don't Stop (Total X — BMI) ... 99	If I Don't Love You (Backlog — BMI) ... 37	Running Away (Amazement — BMI) ... 17	What Cha' (Average Longdog — ASCAP) ... 2
Double Dutch (WIMOT/Frashion/Supermarket — BMI) ... 8	If You Feel It (Brookshore — BMI) ... 36	'Scuse Me (Almo/Uncle Ronnie's — ASCAP) ... 26	What Two (Bellboy/Kee-Drick — BMI) ... 68
Feel My Love (Slave/Cotillion — BMI) ... 70	Is It You (Rit Of Habees — ASCAP) ... 32	Searching (Trumar — BMI/Unlimited Touch — ASCAP) ... 44	When I Lose (Kiongazi — BMI) ... 66
For Your Precious (Sunflower — ASCAP) ... 67	It's A Love (Spectrum VII/Mykinda — ASCAP) ... 74	Send For Me (Irving/Mercy Kersey — BMI) ... 84	When Love Calls (Almo/Newban/Audio — ASCAP) 16
Forever Yesterday (Glenn's Files — ASCAP) ... 72	It's Your Conscience (Bell Boy/Kee-Drick — BMI) 63	Snake It Up (April — ASCAP) ... 49	When Will My Love (Big Seven/Bee Mor — BMI) ... 90
Freaky Dancin' (Better Days — BMI/Better Nights — ASCAP) ... 14	Jones vs. (Delightful/Fresh Start — BMI/Double F — BMI) ... 48	Sit Up (Frozen Butterfly — BMI) ... 81	Without You (Da Ann/Ellipsis — ASCAP) ... 89
Get Tough (Alex & Scufus — ASCAP) ... 31	Just Chillin' Out (Sunset Burgundy — ASCAP) ... 69	Skinny (On The Boardwalk/Mistaken — BMI) ... 58	Yearning For Your Love (Total Experience — BMI) 4
	Just The Two (Antisia/Bleunig — ASCAP) ... 19	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI) ... 78	You Like Me Don't You (Jobete — ASCAP) ... 29
	Keep On (Harrindur/Licyndiana/Ensign — BMI) ... 43		Your Love (Spectrum VII/Circle — ASCAP) ... 22
	Kemo-Kimo (Webo/Gatoon's — BMI) ... 77		You're Lying (Solid/RSM/Martin-Coulter/MCA) ... 41
	Let Somebody Love You (Jobur — BMI) ... 71		You're The Only One (Dextotis/Band of Angels — BMI) ... 93
	Let's Dance (Sugar Cone — BMI) ... 59		
	Loc-It-Up (Citisound — BMI) ... 98		



# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- SHAKE IT UP TONIGHT — CHERYL LYNN — COLUMBIA**  
WRBD, WWDM, WBMX, WPAL, KDKO, WAWA, V103, WVKO, WGPR-FM
- LOVE ON A TWO WAY STREET — STACY LATTISAW — COTILLION/ATLANTIC**  
WJMO, WWDM, KDAY, WPAL, WLLC, WCIN, KDKO, KPRS, WJLB
- SLOW HAND — POINTER SISTERS — PLANET/ELEKTRA**  
WWDM, WWIN, WLLC, KPRS, WYLD, V103, WJLB, WGPR-FM
- RAZZMATAZZ — QUINCY JONES featuring PATTI AUSTIN — A&M**  
WEDR, WPAL, WTLC, KPRS, WJLB, WVKO, WAMO
- SEND FOR ME — ATLANTIC STARR — A&M**  
WATV, WEDR, WDIA, WRBD, WUFO, WAWA, WJLB
- I DON'T REALLY CARE — L.V. JOHNSON — ICA**  
WDAS-FM, WWRL, WWDM, WSOK, V103, WDAO
- NOTHING BUT LOVE — PETER TOSH — EMI AMERICA**  
WEDR, WCIN, WTLC, KPRS, WYLD, WKND
- GOING BACK TO MY ROOTS — ODYSSEY — RCA**  
WWRL, WILD, KDKO, WJLB, WGPR-FM

## MOST ADDED ALBUMS

- KNIGHTS OF THE SOUND TABLE — CAMEO — CHOCOLATE CITY/POLYGRAM**  
WSOK, WDIA, WPAL, WILD, WLLC, WAWA, KPRS, WWIN, WENZ, WDAO
- THREE PIECE SUITE — RAMSEY LEWIS — COLUMBIA**  
KDKO, WTLC, WLUM, WEDR, WWRL, WSOK, WLOU
- IT MUST BE MAGIC — TEENA MARIE — GORDY/MOTOWN**  
WILD, WLLC, WLUM, WDAS-FM, KDAY

## UP AND COMING

- I WANT YOU CLOSER — STARPOINT — CHOCOLATE CITY/POLYGRAM**  
**I'M IN LOVE — EVELYN KING — RCA**  
**YOU STOPPED LOVING ME — ROBERTA FLACK — MCA**  
**THE REAL THING — THE BROTHERS JOHNSON — A&M**  
**I'LL DO ANYTHING FOR YOU — DENROY MORGAN — BECKET**

## BLACK RADIO HIGHLIGHTS

### V103 — ATLANTA — SCOTTY ANDREWS, PD

HOTS: G. Jones, Change, Clarke/Duke, B. Summer, Lakeside, S. Mills, Cameo, F. Smith, Raydio, Shalamar, T. Gardner, C. Khan, R. James, Gap Band, Maze. ADDS: L.V. Johnson, Pointer Sisters, D. Laws, C. Lynn, Kool & Gang, Jacksoms. LP ADDS: Linx, R. Crawford, Rufus, J. Hoggard, W. Lewis.

### WAOK — ATLANTA — CARL CONNOR, PD

HOTS: Aurra, G. Phillinganes, D. Washington, Joe Simon, Mass Production, Unlimited Touch, Cameo, L.V. Johnson, G. Jones, S. Feva, T. Gardner, Ohio Players, Kool & Gang, Mystic Merlin, T. Browne, Impressions, Fatback, C. Lynn, Heaven & Earth, T. Houston, G. Dunlap, D. Laws, G. Soccio, A. Franklin. ADDS: R. Winters & Fall, L. Ritenour, B. White, R. Flack, S. Robinson, Jacksoms.

### WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — AURRA

HOTS: R. James, G. Jones, F. Smith, Grandmaster Flash, T. Gardner, Strikers, K.I.D., C. Khan, Persuaders. ADDS: U. McCullough, Leda Grace, A. Mouzon, Pointer Sisters, Evelyn King, T-Connection. LP ADDS: Brecker Bros., Sylvester, Impressions, J.G. Watson, Cameo.

### WILD — BOSTON — BUTTERBALL, JR., PD — #1 — R. JAMES

JUMPS: 15 To 9 — G. Soccio, 16 To 10 — B. Ocean, 20 To 13 — D. Laws, 22 To 15 — Cameo, 31 To 23 — Mystic Merlin, 28 To 21 — D. Washington, 33 To 25 — Klique, 39 To 31 — Maze, 38 To 32 — R. Winters & Fall, 36 To 33 — A. Bell, Ex To 40 — N. Pointer, Ex To 39 — W. Lewis, Ex To 38 — Q. Jones, Ex To 37 — Unlimited Touch, Ex To 36 — Sylvester, Ex To 35 — W. Jackson, 40 To 34 — Kool & Gang. ADDS: Reddings, L.J. Reynolds, Rene & Angela, Odyssey, E. King, G. Chandler, Treacherous 3, M. Sheppard. LP ADDS: Cameo, K. Burke, Teena Marie, J.G. Watson, Impressions, J. Simon.

### WUFO — BUFFALO — KEITH POLLARD, PD — #1 — S. MILLS

HOTS: Change, Maze, G. Jones, B. Ocean, D. Laws, Sister Sledge, Heaven & Earth, Clarke/Duke, G. Soccio, G. Phillinganes, Ohio Players, D. Washington, Kim Carnes, Dennis Brown, Unlimited Touch, G. Dunlap, Linx, Atlantic Starr, N. Pointer, B. Withers, Slave, S. Lattisaw, W. Jackson, Deniece Williams, Barry White, Evelyn King, Aurra, Firefly. ADDS: Aurra, Evelyn King, Deniece Williams, S. Lattisaw, Slave, Atlantic Starr. LP ADDS: Change, Q. Jones, R. James, S. Mills, C. Khan, Phil Collins, Raydio, Atlantic Starr, Bernard Wright, G. Vannelli.

### WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — C. KHAN

HOTS: Sister Sledge, R. Crawford, Change, A. Franklin, Strikers, One Way, Cameo, S. Mills, Fatback, Mass Production, K.I.D., Kool & Gang, Raydio, Klique, Unlimited Touch, T. Browne, Maze, B. Russell, Mystic Merlin, D. Washington, Stargard, M. Jackson, G. Soccio, T. Gardner, D. Laws. ADDS: C. Lynn, Oxygen, O'Connor, D. Williams, Delegation, S. Lattisaw, P. Rushen, Bobby Powell, Q. Jones. LP ADDS: E. Williams, W. Jackson, Cameo, Fatback, Sylvester, W. Pickett.

### WGCI — CHICAGO — STEVE HARRIS, MD — #1 — TAANA GARDNER

HOTS: F. Smith, Shalamar, Atlantic Starr, F. Hooker, Kleeer, G. Jones, Lakeside, Enchantment, B. Ocean. ADDS: Impressions, Aurra. LP ADDS: J. Hoggard, Casiopea, Stanley Cowell.

### WBMX — CHICAGO — PAM WELLES, MD

HOTS: S. Mills, Raydio, Gap Band, Change, F. Smith, Clarke/Duke, Cameo, G. Jones, T. Gardner, Lakeside, Strikers, Maze, D. Washington, Sister Sledge, S. Feva, Randy Brown, M. Jackson, B. Ocean, W. Jackson, L. Ritenour, Fatback, T. Houston, Aurra. ADDS: Impressions, T. Browne, C. Lynn, Ohio Players, Kool & Gang, B.B. King. LP ADDS: Heaven & Earth, One Way, D. Laws, H. Mason, K.I.D., B. Russell, A. Franklin, T-Connection, A. Bell, Mass Production.

### WCIN — CINCINNATI — MIKE ROBERTS, PD — #1 — CHAKA KHAN

HOTS: R. James, Q. Jones, S. Mills, D. Williams, Clarke/Duke, Atlantic Starr, B. Wright, Starpoint, Isley Bros. ADDS: Ohio Players, G. Knight & Pips, Mass Production, S. Lattisaw, P. Tosh, Dayton. LP ADDS: S. Mills.

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

JUMPS: 6 To 4 — G. Jones, 7 To 4 — One Way, 19 To 15 — M. Jackson, 20 To 17 — Passage, 23 To 18 — W. Jackson, 24 To 19 — Jacksoms, 25 To 20 — A. Bell, 27 To 21 — S. Feva, 28 To 22 — A. Franklin, 30 To 24 — Klique, 31 To 25 — Kool & Gang, 32 To 26 — Ohio Players, 33 To 27 — L.V. Johnson, 34 To 28 — B. Strong, 35 To 29 — D. Laws, 36 To 30 — Linx, 37 To 31 — Maze, 38 To 32 — Bohannon, 39 To 33 — B. Ocean, LP To 35 — R. Crawford, LP To 36 — L.J. Reynolds, LP To 37 — Fatback, LP To 38 — A. Bell, LP To 39 — Sylvester, LP To 40 — C. Station. ADDS: S. Lattisaw, K. Carnes, Unlimited Touch, Pointer Sisters, Atlantic Starr, Odyssey, Q. Jones, Jacksoms. LP ADDS: D. Washington, M. Wycoff, R. Crawford, Yutaka, L. Bryant, Niteflyte, D. LaSalle, Passage, Klique, D. Siegel, W. Jackson, R. Winters & Fall, D. Brown, C. Khan.

### WGPR-FM — DETROIT — GEORGE WHITE, PD — #1 — R. JAMES

HOTS: Gap Band, F. Smith, G. Jones, Junie, H. Mason, Side Effect, B. Summers, D. Washington, N. Pointer, S. Mills, B. Russell, G. Soccio, A. Franklin, M. Gaye, Rufus, L. Ritenour, T. Gardner, D. Laws, K.I.D., Jacksoms, A. Meyers, Change, One Way, T. Houston. ADDS: Odyssey, C. Lynn, Pointer Sisters, Larry Santos, K. Burke, Mel Curtis, Heath Bros., Firefly. LP ADDS: D. Warwick, Wanda Walden.

### WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — CHAKA KHAN

JUMPS: 7 To 4 — One Way, 13 To 7 — P. Kelly, 15 To 11 — Silver Platinum, 21 To 12 — Treacherous 3, 26 To 18 — Cameo, 33 To 21 — W. Jackson, 28 To 22 — Maze, 35 To 23 — Slave, 31 To 16 — B.B. King, 34 To 27 — Fatback, Ex To 40 — ADC Band, Ex To 39 — K.I.D., Ex To 38 — S. Lattisaw, Ex To 33 — L.J. Reynolds, 37 To 30 — Reddings. ADDS: Atlantic Starr, C. Lynn, Fantasy, Barbra Roy, R. Winters & Fall, E. Webb. LP ADDS: Impressions, Mighty Fire, Zingara.

### KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — SMOKEY ROBINSON

HOTS: Raydio, Summers, One Way, Taste of Honey, Grover Washington, Jr., Atlantic Starr, Chaka Khan, Peabo Bryson, Shalamar. ADDS: G. Knight & Pips, Intruders, Maze. LP ADDS: Intruders.

### WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: Cameo, B. Ocean, Unlimited Touch, Heaven & Earth, K.I.D., D. Laws, G. Soccio, S. Mills, Ohio Players, Mass Production, Gap Band, Klymaxx, Klique, R. Crawford, Whispers, Fatback, W. Jackson, Fantasy, S. Lattisaw. ADDS: Q. Jones, Sugar Hill Gang, Strikers, Slave, Linx, Champaign, P. Tosh, J. Hoggard. LP ADDS: K. Burke, Esther Williams, Klique, Impressions, Odyssey, James Brown, Ramsey Lewis.

### KPRS — KANSAS CITY — DELL RICE, PD — #1 — C. KHAN

HOTS: Champaign, S. Wonder, G. Washington, S. Robinson, Taste of Honey, Gap Band, Raydio, Shalamar, B. Summers, G. Jones, Switch, S. Mills, Change, Funkadelic, Bohannon, Sister Sledge, L. Ritenour, Clarke/Duke, Isley Bros., Klique, M. Jackson, Side Effect, R. James, D. Washington, A. Mouzon, Aurra, Lakeside. ADDS: S. Lattisaw, Jacksoms, G. Gaynor, Starpoint, J. Hoggard, Richard Fields, P. Tosh, Pointer Sisters, Leda Grace, Q. Jones, J. Knight. LP ADDS: J.G. Watson, Cameo, D. Warwick, Fatback.

### KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — BILLY OCEAN

HOTS: Clarke/Duke, R. James, Change, G. Jones, S. Mills, Side Effect, Strikers, L. Ritenour, W. Jackson, Sister Sledge, D. Washington, K.I.D., Cameo, Maze. ADDS: Richard Fields, Unlimited Touch, S. Lattisaw. LP ADDS: Teena Marie.

### KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — BILL SUMMERS

HOTS: R. James, Raydio, C. Khan, Shalamar, Side Effect, F. Smith, Gap Band, Clarke/Duke, L. Ritenour. ADDS: Woods Empire, Teena Marie, Unlimited Touch, Sadane, J. Simon. LP ADDS: Peter Allen.

### WDIA — MEMPHIS — MARK CHRISTIAN, MD — #1 — ISLEY BROS.

HOTS: F. Smith, R. Brown, Rufus, R. James, S. Mills, Clarke/Duke, Cameo, B. Ocean, G. Jones, M. Jackson, L.V. Johnson, Sister Sledge, B.B. King, D. Washington, T. Houston, J. Knight, Sadane, Maze, W. Jackson, Unlimited Touch. ADDS: Atlantic Starr, Heaven & Earth, Kool & Gang, M. Gaye, U. McCullough. LP ADDS: Cameo.

### WEDR — MIAMI — GEORGE JONES, MD — #1 — B. SUMMERS

ADD: R. Winters & Fall, R. Flack, Atlantic Starr, Q. Jones, Fantasy, Stargard, J. Bristol, P. Tosh. LP ADDS: Staple Singers, J.G. Watson, T. Tate, Elusion, J. Brown, R. Lewis, Fatback, A. Bell, L. Bryant, D. Washington.

### WAWA — MILWAUKEE — JIMMY GOODTIME, MD — #1 — F. SMITH

HOTS: Raydio, Birdsong, R. James, S. Mills, T. Gardner, W. Jackson, K.I.D., Change, G. Jones, Clarke/Duke, P. Bryson, Q. Jones, Side Effect, Bernard Wright, Little Milton, Cameo, Maze, T. Houston, C. Khan, Mass Production, Whispers, Starpoint, Strikers, Mystic Merlin, S. Wonder, A. Franklin, M. Gaye, A. Meyers, B. Ocean, Slave, D. Laws, Heaven & Earth. ADDS: J. Knight, Atlantic Starr, C. Lynn, Starpoint. LP ADDS: J.G. Watson, Impression, Cameo, Intruders.

### WYLD-FM — NEW ORLEANS — PAUL STEVENS, MD — #1 — CHAKA KHAN

HOTS: Change, Gap Band, Raydio, S. Mills, Atlantic Starr, W. Jackson, Q. Jones, G. Washington, Champaign, R. Brown, S. Robinson, Flack/Bryson, Lakeside, Heath Bros., Clarke/Duke, Jacksoms, Deniece Williams, Blackbyrds, Sadane, G. Vannelli, P. Bryson, Maze, Side Effect, B. Ocean, Sylvester, U. McCullough, D. Laws, S. Feva, T. Houston. ADDS: P. Tosh, Flack, Rufus, Pointer Sisters, 45's JUMPS: 10 To 7 W. Jackson, 21 To 17 — Jacksoms, 24 To 21 — G. Vannelli, 25 To 22 — P. Bryson, 28 To 25 — B. Ocean, 30 To 26 — Sylvester.

### WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: E. Williams, G. Soccio, R. James, Q. Jones, R. Winters & Fall, B. Ocean, M. Jackson, D. Williams, Yutaka, S. Mills. ADDS: R. Flack, E. King, Starpoint, Impressions, Odyssey, L.V. Johnson, Denroy Morgan. LP ADDS: R. Lewis, S. Vaughn.

### WKOB — ORLANDO — BRETT LEWIS, PD — #1 — CHAKA KHAN

HOTS: R. James, Change, S. Mills, One Way, Cameo, Strikers, Clarke/Duke, G. Jones, Maze, Mass Production, Fatback, Stone City, D. Washington. ADDS: Evelyn King, Denroy Morgan, Rene & Angela, Roberta Flack.

### WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — RAYDIO

HOTS: C. Khan, Atlantic Starr, R. James, Isley Bros., Change, T. Gardner, Shalamar, G. Jones, S. Mills, Gap Band, Strikers, Sister Sledge, Lakeside, R. Brooks, Aurra, Heaven & Earth. ADDS: E. King, Linx, L.V. Johnson, Jacksoms, S. Robinson, Scandal, D. Morgan. LP ADDS: K. Burke, Teena Marie, W. Jackson.

### WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — T. GARDNER

JUMPS: 10 To 7 — L. Ritenour, 18 To 10 — Aurra, 24 To 19 — Cameo, 26 To 18 — D. Williams, 28 To 23 — One Way, 31 To 25 — T.S. Monk, 32 To 26 — N. Pointer, 33 To 28 — D. Laws, 37 To 21 — S. Lattisaw, 38 To 30 — D. Warwick, 40 To 35 — Ohio Players, HB To 32 — B. Ocean, HB To 36 — S. Feva. ADDS: Q. Jones. LP ADDS: Cameo, Brecker Bros.

### WLLC — RALEIGH — CAESAR GOODING, MD — #1 — R. JAMES

HOTS: T. Gardner, Raydio, S. Robinson, Change, S. Mills, G. Jones, G. Soccio, Champaign, Atlantic Starr, Q. Jones, One Way, Mass Production, A. Bell, Strikers, B. Summers, Kleeer, Maze, L. Ritenour, C. Lynn. ADDS: Pointer Sisters, D. Warwick, S. Lattisaw, Rene & Angela, S. Robinson. LP ADDS: Cameo, T. Marie.

### WENZ — RICHMOND — PAUL CHILDS, PD — #1 — R. JAMES

JUMPS: 8 To 4 — Change, 13 To 10 — S. Mills, 16 To 11 — B. Summers, 19 To 14 — Cameo, 21 To 18 — T. Gardner, 24 To 20 — Mass Production, 25 To 21 — Maze, 27 To 22 — Clarke/Duke, 28 To 25 — Side Effect, Ex To 26 — One Way, Ex To 30 — T. Houston, Ex To 28 — Klique. LP ADDS: Cameo.

### KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — F. SMITH

JUMPS: 10 To 7 — S. Mills, 15 To 10 — Isley Bros., 16 To 13 — Change, 26 To 16 — W. Jackson, 24 To 17 — M. Jackson, 25 To 19 — L. Ritenour. ADDS: Cameo, Kool & Gang, R. Crawford, Maze. LP ADDS: T. Browne, D. Laws, Heaven & Earth, Unlimited Touch, Q. Jones.

### WSOK — SAVANNAH — JAY BRYANT, MD — #1 — TAANA GARDNER

JUMPS: 6 To 3 — One Way, 13 To 7 — Impressions, 14 To 9 — Fatback, 15 To 10 — Sadane, 16 To 11 — Joe Simon, 17 To 13 — Cameo, 18 To 14 — Sylvester, 21 To 15 — C. Lynn, 20 To 16 — M. Gaye, 24 To 17 — Maze, 27 To 18 — Atlantic Starr, 25 To 19 — D. Williams, 28 To 20 — G. Knight, 26 To 23 — G. Chandler, 29 To 26 — R. Winters & Fall, Ex To 24 — S. Lattisaw, Ex To 25 — Stargard. ADDS: D. Warwick, C. Carlton, Count Cool Out, Rufus, G. Gaynor, L.V. Johnson, War. LP ADDS: Cameo, Fatback, D. Warwick, Ramsey Lewis.

### KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — SMOKEY ROBINSON

HOTS: Gap Band, Shalamar, Taste of Honey, C. Khan, Lakeside, Jacksoms, S. Mills, R. James, J. Jackson.

### KMJM — ST. LOUIS — DICK EDWARDS, MD — #1 — TASTE OF HONEY

HOTS: Raydio, S. Robinson, G. Washington, J. Jackson, Gap Band, Whispers, Atlantic Starr, K. Carnes, Champaign. ADDS: Change.

### OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: T. Gardner, B. Ocean, C. Khan, F. Smith, Raydio, Aurra, G. Jones, D. Laws, Shalamar, Change, Odyssey, A. Bell, Unlimited Touch, K.I.D., One Way, D. Laws.

# MERCHANDISING

## '81 NAIRD Accentuates Gulf Between Indie Distributors, Labels

(continued from page 10)

Pelicone's remarks telling manufacturers that they are "competing for the attention and time of store's buyers." Nives stressed correct packaging and established label recognition as variables he weighs when deciding which new product to actively work.

The session ended with Howard Rosenthal, salesman for Richman Brothers, urging manufacturers to end what he termed "price wars between distributors" by employing only one in each region. Rosenthal suggested that the arrangement would benefit manufacturers by providing distributors with added clout.

### Emphasis On Hits

Throughout the convention, many of the smaller specialty manufacturers felt estranged by the emphasis on developing hit product. Sandy Paton of the Folk Legacy label expressed disappointment over the

lack of panels or discussions dealing with alternative radio and publications, or the college and specialty markets. "We don't expect an outfit with 200 labels to pay as much attention to Folk Legacy as they do to their bigger labels," said Paton, "but why wasn't any time spent on how we can encourage radio stations to set aside time for special programming?"

Also faulting the convention's planners was Bob Porter of the Phoenix Jazz label. Stressing the need for future conventions to acknowledge the diversity of NAIRD's membership, he urged that next year's meeting make greater allowances for the fact that there are "different problems for labels with different product. Bluegrass, jazz, and rock specialty labels don't really overlap."

The inaugural INDIES Awards Banquet marked the close of the formal discussion sessions on May 30 evening. Winners of 1980 INDIE Awards in eight categories were announced as a result of balloting by an eight-man awards committee.

Cited for Best Packaging was "Living Chicago Blues, Volume 4" on Alligator Records; Best Re-issue was "Live At The Apollo" by James Brown on Solid Smoke; Best Folk, "Long Time Gone," by John Sterling on Sugar Hill; Best Jazz, "The Audience With Betty Carter," on Bet-Car Records; Best Blues, "Crawfish Fiesta," by Professor Longhair on Alligator; Best Instrumental, "Mar West," by Tony Rice on Rounder; and Most Innovative was "Kilimanjaro," by the group of the same name on Philo Records.

On each day of the convention, a trade show allowed exhibitors to display their product. And despite the distributors' talk about hit product, the overwhelming consensus among new, untried manufacturers was that distributors were in fact seeking their lines.

"I definitely believe the companies increased their lines," said Jack Heyrman of Clean Cut Records, a relative newcomer. "This has been better for me than NARM was."

Aside from the cementing of actual agreements, the trade show, like the convention itself, provided an atmosphere in which manufacturers and distributors could exchange bits of information. "One of the things you come here for is to find out who's paying their bill and who isn't," remarked James Eigo of Daybreak Express.

## PolyGram Revamps Its Distribution System

(continued from page 7)

sibilities will facilitate our communications between the various departments of the company."

Commenting on Frisoli's departure, Braun said, "He is a highly capable executive who will make a significant contribution to any organization fortunate enough to obtain his services."

Not everyone affected by the PolyGram restructuring shared the optimism of Braun and Sherwood. Al Coury, president and chief operating officer of RSO Records, said he "questioned" the arrangement by which his company, not fully owned by PolyGram, would not be under the wing of "the competition."

"I feel that the chances of our records becoming lower priorities are greater reporting to the head of PolyGram Records than I do to the head of PolyGram Distribution," he told **Cash Box**. "The bottom line is that we are the competition. It's a matter I'll be discussing with Robert Stigwood."

## SINGLE BREAKOUT OF THE WEEK

**BOY FROM NEW YORK CITY • MANHATTAN TRANSFER • RFC/ATLANTIC 3816**  
*Breaking out of:* Record Theatre — Cleveland, Licorice Pizza — Los Angeles, Alta — Phoenix, Richman Bros. — Philadelphia, Waxie Maxie — Washington, Lieberman — Portland, Spec's — South Florida, Harmony House — Detroit, Camelot — National, Cavages — Buffalo, Father's & Sun's — Indianapolis, Radio Doctors — Milwaukee

## SINGLES BREAKOUTS

**SEVEN YEAR ACHE • ROSANNE CASH • COLUMBIA 11-11426**  
*Breaking out of:* Lieberman — Portland, Camelot — National, Win One Stop — New York, Pickwick — Midwest, Great American Music — Minneapolis, Peaches — Memphis, Tower — West Covina

**IN THE AIR TONIGHT • PHIL COLLINS • ATLANTIC 3824**  
*Breaking out of:* Tower — Sacramento, Radio Doctors — Milwaukee, Harmony House — Detroit, Camelot — National, Peaches — Columbus, Disc Records — Texas

**THEME FROM "GREATEST AMERICAN HERO" • JOEY SCARBURY • ELEKTRA E-47147**  
*Breaking out of:* Lieberman — Portland, National Record Mart — Pittsburgh, Sounds Unlimited — Chicago, Father's & Sun's — Indianapolis, Oz — Atlanta, Tower — Sacramento

**NOBODY WINS • ELTON JOHN • GEFEN GEF 49722**  
*Breaking out of:* Handleman — Atlanta, Spec's — South Florida, Lieberman — Portland, National Record Mart — Pittsburgh, Father's & Sun's — Indianapolis

**GEMINI DREAM • THE MOODY BLUES • THRESHOLD/POLYGRAM TR 601**  
*Breaking out of:* Turtles — Atlanta, Cavages — Buffalo, Radio Doctors — Milwaukee, Father's & Sun's — Indianapolis

**ELVIRA • THE OAK RIDGE BOYS • MCA 51084**  
*Breaking out of:* Record Theatre — Cincinnati, Tower — San Diego, Spec's — South Florida, National Record Mart — Pittsburgh

## FASTEST MOVING MIDLINES

- AC/DC • Let There Be Rock • Atco SD 19132
- Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033
- Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- Jeff Beck • Blow By Blow • Epic PE 33409
- Crosby, Stills, Nash & Young • So Far • Atlantic SD 11519
- Devo • Live • Warner Bros. MINI 3548
- Doors • The Doors • Elektra EKS 74007
- Doors • The Soft Parade • Elektra EKS 75005
- Exposed/A Cheap Peek At Today's Provocative New Rock • Various Artists • CBS X2 37124
- Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
- Billy Joel • Piano Man • Columbia PC 32455
- Carole King • Tapestry • Columbia PE 34946
- John Lennon • Mind Games • Capitol SN/16068
- New Musik • Sanctuary • Epic NFE 37314
- Pretenders • Extended Play • Sire MINI 3563
- Lou Reed • Rock 'N' Roll Animal • RCA AYL1-3664
- Secret Policeman's Ball • The Music • Island IL 9630
- Carl Wilson • Carl Wilson • Caribou/CBS NJZ 37010

COMPILED FROM: National Record Mart — Pittsburgh • Peaches — Oklahoma City • Wilcox — Oklahoma City • Lieberman — Denver • Musicland — St. Louis • Radio Doctors — Milwaukee • Sound Warehouse — San Antonio • Rose Records — Chicago • Dan Jay — Denver • Tower — Sacramento

## TOP SELLING ACCESSORIES \*

- Allsop Cassette Head Cleaning Cassette 70300
- Audio-Technica Sonic Broom AT-6012
- Bowers Anti-Static LP Inner Sleeves
- Discwasher D-4 System
- Discwasher D-4 Fluid Re-Fill 1/4 Oz.
- LE-BO Outer LP Covers
- Marsand Cassette Carrying Case 50-C
- Maxell UDXL I C-60
- Maxell UDXL II C-90
- Maxell VHS Videocassette HG T-120
- Memorex Record Care Kit
- Memorex MRX2 C-90 3 Pack
- Memorex Cassette Head Cleaning Cassette
- Recoton 45 Inserts 10/Box 3210 RJ
- TDK Cassette Head Cleaning Cassette HC 01B
- TDK SA C-90
- TDK Cassette Head De-Magnetizer
- Watts Dust Bug 00020

COMPILED FROM: National Record Mart — Pittsburgh • Peaches — Oklahoma City • Wilcox — Oklahoma City • Lieberman — Denver • Musicland — St. Louis • Radio Doctors — Milwaukee • Sound Warehouse — San Antonio • Rose Records — Chicago • Dan Jay — Denver • Tower — Sacramento

\* Excludes T-Shirts & Paraphernalia

Heavy Sales

## Stratford Bows New Rebate Policy

by Dan Nooger

NEW YORK — Stratford Distributors Inc., a New York-based one stop, has introduced a new pricing policy which features a rebate credit for those accounts whose purchases from the company exceed a specified dollar amount. Under the program, which started June 1, accounts which do over \$25,000 worth of business with Stratford over a three-month period will receive a 2% rebate on all of their purchases in the form of a credit which can be applied to future purchases. For accounts buying over \$50,000 worth of product, the rebate will be 4%.

Stratford owner Al Silverman described the new policy as both a sales tool designed to spur accounts into making larger purchases and a means of helping retailers whose profit margins have been squeezed by recent manufacturers' wholesale price increases. "If an account is currently doing almost enough business with us to qualify for the rebate, this will encourage them to either make larger overall purchases or give us business they're doing with someone else in order to get the credit on all of their purchases," Silverman explained. "Giving the rebate based on sales helps the retailer and at the same time helps me simplify my bookkeeping because large and small accounts can be billed at the same price."

A letter sent to the accounts listed the potential price advantages on different categories of records including singles, 12-inch discs and variously priced LPs. For example, with an \$8.98 list LP, the billing price is \$5.60. With the 2% rebate, the effective price is lowered to \$5.48. With the 4% rebate the price is further reduced to \$5.37.

## Retailers Bullish On Loose Wrap For LPs

(continued from page 14)

along the way. Moreover, 15% of those polled reported complaints about the use of the loose shrink wrap to justify a higher price. For the above reasons, many retailers suggested that the labels should initiate an awareness campaign to benefit the consumer.

Overall, nearly everyone polled felt the record companies were taking a step in the right direction toward better quality control. Although only 28% of the 250 questioned actually thought the loose wrapped product to be of higher quality, 95% thought it was a good indication of domestic labels' concern for quality releases.

# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK

THE ONE THAT YOU LOVE • AIR SUPPLY • ARISTA AL 9551

**Breaking out of:** Harmony Hut — East Coast, Cactus — Houston, Flipside — Chicago, Radio Doctors — Milwaukee, Licorice Pizza — Los Angeles, Lieberman — Portland/Denver, DJ's Sound City — Northwest, Mile High — Denver, Big Apple — Denver, Charts — Phoenix, Tower — Los Angeles/San Francisco/Sacramento/Seattle, Spec's — South Florida, Turtles — Atlanta, Sound Warehouse — San Antonio, Port 'O' Call — Nashville, Father's & Sun's — Indianapolis, Record Theatre — Cincinnati, Peaches — Cleveland.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Flats, 2x3 Flats, Mobiles.



## ALBUM BREAKOUTS

FANCY FREE • OAK RIDGE BOYS • MCA 5209

**Breaking out of:** Camelot — National, Record Bar — National, Musicland — National, Turtles — Atlanta, Oz — Atlanta, Port 'O' Call — Nashville, Spec's — South Florida, Disc — Texas, Lieberman — Dallas, Wilcox — Oklahoma City, Sound Warehouse — San Antonio, Everybody's — Northwest, DJ's Sound City — Northwest, Lieberman — Portland, Big Apple — Denver, Record Theatre — Cincinnati, Musicland — St. Louis, Waxie Maxie — Washington.

**MERCHANDISING AIDS:** 1x2 Front Boards, 2x4 LP Announcement Poster, Multi-Use Counter Header, Wall Display, Mobile.



THE COMPLETION BACKWARD PRINCIPLE • TUBES • CAPITOL SOO-12151

**Breaking out of:** Record Bar — National, Sound Unlimited — National, Sam Goody — New York, Disc 'O' Mat — New York, Harvard Coop — Boston, Strawberries — Boston, Licorice Pizza — Los Angeles, Everybody's — Northwest, Charts — Phoenix, Alta — Phoenix, Tower — Los Angeles/San Francisco/Campbell, Record Theatre — Cleveland, Port 'O' Call — Nashville.

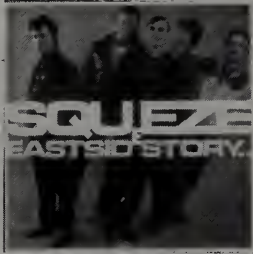
**MERCHANDISING AIDS:** 1x1 Flats, 3x3 Poster, Die Cut Poster In 4 Different Colors.



EAST SIDE STORY • SQUEEZE • A&M SP 4854

**Breaking out of:** Disc 'O' Mat — New York, Sam Goody — New York, Harvard Coop — Boston, Strawberries — Boston, Popcorn — Boston, Cutler's — New Haven, City One Stop — Los Angeles, Licorice Pizza, Los Angeles, Tower — Sacramento, Big Apple — Denver, Disc — Texas, National Record Mart — Pittsburgh, Streetside — St. Louis.

**MERCHANDISING AIDS:** 1x1 Flats, 24x36 Die Cut Poster.



MECCA FOR MODERNS • MANHATTAN TRANSFER • ATLANTIC SD 16036

**Breaking out of:** Record Bar — National, Sound Unlimited — National, Tower — Los Angeles/San Francisco/Seattle, Everybody's — Northwest, Lieberman — Denver, Independent — Denver, Big Apple — Denver, Mile High — Denver, Charts — Phoenix, Radio Doctors — Milwaukee, Streetside — St. Louis, Turtles — Atlanta, Wilcox — Oklahoma City, Disc 'O' Mat — New York.

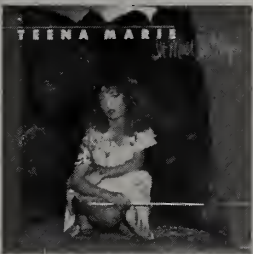
**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Flats, Die Cut Streamers.



IT MUST BE MAGIC • TEENA MARIE • GORDY/MOTOWN G8-1004M1

**Breaking out of:** Record Bar — National, Harmony Hut — East Coast, Webb's — Philadelphia, Richman Bros. — Philadelphia, Soul Shack — Washington, King Karol — New York, Cutler's — New Haven, Popcorn — Boston, Chicago One Stop, Radio Doctors — Milwaukee, Tower — Los Angeles/Sacramento.

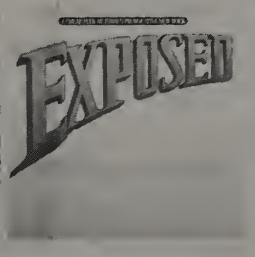
**MERCHANDISING AIDS:** Album Flats, 24x36 Poster.



EXPOSED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK • VARIOUS ARTISTS • CBS X2 37124

**Breaking out of:** Record Bar — National, Sound Unlimited — National, Flipside — Chicago, Tower — San Diego/Seattle, Lieberman — Portland, Everybody's — Milwaukee, Turtles — Atlanta, Cactus — Houston, Port 'O' Call — Nashville.

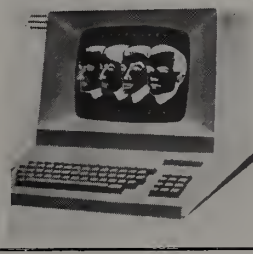
**MERCHANDISING AIDS:** 1x1 Flats, 3x3 Cover Blowup, Floor Bin And Counter Bin Header Cards.



COMPUTER WORLD • KRAFTWERK • WARNER BROS. HS 3549

**Breaking out of:** Licorice Pizza — Los Angeles, Tower — San Francisco/Los Angeles, Charts — Phoenix, Independent — Denver, Lieberman — Denver, Harvard Coop — Boston, Peaches — Oklahoma City.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Back Cover, 2x2 Inner Sleeve Information Piece.



## WHAT'S IN-STORE

**THEY AIN'T JUST DANCIN' FOOLS** — Last week's column made note of the use of Carol Hensel's "Dancercize" album in a Waxie Maxie mailing aimed at housewives and working women. But the use of the "Dancercize" disc as part of that creative mailing list is just the tip of the iceberg — the success of the LP is shaping up as this year's biggest record merchandising story. When Mirus Music in Cleveland began distributing the Vintage Records release last fall, it ran up against some problems. "Stores and papers laughed at us when we first came out with the record," said Mirus' Doc Remer. Salesmen at many distributors and rack jobbers were unwilling to actively work the record, so Mirus decided to expose the album to potential customers through health spas. Servicing the spas proved to be the proper starting point for creating a demand, and interest in the Cleveland area took off — an in-store appearance by Hensel at the city's West Gate Camelot store resulted in the sale of 800 "Dancercize" LPs. Mirus also began to sell the album in grocery chains, drug stores and sporting good outlets, while backing it up with print ads in the shopping sections of newspapers. "We found we had to go outside the music sections of the newspapers in our advertising," said Remer, who added that by marketing through groceries and the like, the album became a household purchase rather than a leisure product. "We knew we had to put the record where our prime target shops," added the company's Norm Leskiw, who also told us that numerous cross-merchandising campaigns have been built around the album. The Medicine Shop drug store chain paired a countertop display of the LP with vitamins with excellent results, the Gray Drugs chain chose to place the LP alongside its drug register rather than in the record department, and Herman's Sporting Goods in New York gave away copies to promote the sale of trampolines. Ties with stores that sell exercise clothing have also worked, with Pacific Records and Tapes' San Francisco branch moving several thousand copies of the album through the Mervin's clothing chain in California. Taffy's clothes store in Cleveland does a brisk business in leotards, including the new Carol Hensel line, so it was only natural that Taffy's catalog should also feature the album. Several educational supply catalogs have done the same, as will the forthcoming edition of the Better Homes and Gardens gift catalog. Ed Richter of Pacific Records and Tapes' Seattle outlet told us that while the album has become a hot record store item, most of its success has come from rack jobbers placing the album by cash registers in grocery stores. Viewing the album as an impulse item, Richter encouraged people to display the album prominently and "not to let the record get lost in a miscellaneous bin." Seattle also has a bona fide radio breakout on the album, with five stations actively on it, especially during morning wake-up programs. While the record's initial success was largely built on transforming it into a household purchase, sales have spilled over to the record outlets. Many Chicago stores reported the LP as the biggest item during the recent gift away coupon campaign, and Lew Garrett, album buyer for the Camelot chain, told us the album is "easily past the 25,000 mark" in the chain's stores. Garrett added that print ads have been "a tremendous help on this one" and that the outfit is eager to transform the "Dancercize" buyer, frequently a first-time customer, into a regular. "We're giving record stores a shot at a lot of new customers," agreed Leskiw, "and I hope they'll be able to attract them back." One of the reasons Leskiw would like to see them back is that "Dancercize, Volume II" is presently in the works. In case this campaign was too easy, there'll also be a Hensel book to be cross-merchandised with the second album. But the final proof of the success of the "Dancercize" campaign comes by way of Atlantic Records. It seems the label's Chicago branch is promoting Radio Records' "Stars On Long Play" album by providing health spas with free copies to use as exercise background music. Obviously, nobody's laughing anymore.

**NARM 2 1/4% BANKCARD PROGRAM GUARANTEED** — The National Assn. of Recording Merchandisers (NARM) has announced that the 2 1/4% rate offered to its members who participate in the Associated Bankcard Program is now guaranteed through Aug. 30. The Community Bank of Parkersburg, W.V., which has been conducting the program since September 1980, has made the guarantee, based on the bank's satisfaction with the results of the program, including the number of participating stores and volume of business. In making the announcement, Joe Cohen, NARM executive vice president, said that "based on the information which has been made available to the association, all NARM retailers should be accepting credit card sales and aggressively promoting credit card business. We know that the average credit card sale of retailers participating in the Bankcard Program is \$17.33, as compared to the average \$11 cash sale. And these are not Christmas figures; they are for April of this year. What this means is that an additional LP or tape is sold when a credit card is used." In making its report to NARM, Community Bank reported that the average participating retailers submitted more than \$2,200 in sales slips per store for the month of April. The program expects to process \$10 million in credit card sales during the next 12 months. During that period, the 2 1/4% rate will generate savings to the industry in excess of \$200,000.

fred goodman

## Video Displays Dazzle CES Crowd

(continued from page 16)

Basketball Assn., as well as launching a line of videodiscs, beginning this month with 20 of its top-selling titles and plans to add 20 more before the end of the year. MGM/CBS Home Video will also be marketing and distributing Samuel Goldwyn Home Video titles.

CBS Video Enterprises president Cy Leslie stated that the company "was not ready to make announcements of a rental program" for CBS/MGM Home Video cassette titles. He did say, however, that if CBS should adopt a program or policy, "it would have to be meaningful to all parties."

"First of all, such a program would have to be rental-only and there would have to be a good spread of titles included in the programs," stated Leslie. "At present, we're working on two plans, but until such time as we conclude our research, there

won't be an announcement forthcoming."

Leslie did point out that the custom-pressing agreement between CBS and RCA will remain non-exclusive until sometime in 1982, when CBS' new manufacturing facility in Carrollton, Ga. goes on-line. Until CBS produces its own discs in the CED format, RCA will handle manufacturing.

Speaking for both himself and MGM/CBS co-director Peter Kuyper, vice president, ancillary rights division, MGM Film Co., Leslie said, "We're not bound by any format at this point. If we feel that the laser optical format is viable, we'll go with that, or the VHD, for that matter."

Leslie underscored his point by noting that the motto of MGM/CBS Home Video, printed on all of its literature and press material, is "The Entertainment America Wants Whichever Way America Wants It."

## Canadian Music Organizations Fight For More Active Government Support

industry has been entirely unsatisfactory."

The CRIA brief also called for more stringent copyright laws, a levy on blank tape and tape machines, "a hard look" at unauthorized recording, a tariff relief for the studio recording industry, a capital cost allowance for investors in Canadian music, exemption from federal sales tax on sound recordings, and a federal program rivaling the recent Ontario "Half-Back" scheme, in which used lottery tickets were redeemed for cash towards the sale of Canadian discs.

CRIA also warned that it can be expected to play a greater interventionist role against radio stations whose licenses come up for renewal with the Canadian Radio-Television and Telecommunications Committee and whose programming "only acts to undermine Canadian talent. . ."

The Canadian Independent Record Production Assn. (CIRPA) called for the creation of the "Canadian Record Development Corp. as a crown corporation" to be financed from the revenue earned on a tax on blank audio recording tape.

There were other, more blunt, messages.

The Academy of Country Music Entertainment said that "despite overwhelming public support, country music and its artists have been ignored by government at all levels."

The Toronto Recording Assn. of Commercial Studios echoed a common theme in the proceedings before the Applebaum-Hebert Committee. It said the "Canadian music industry seems to be, for the most part, in the hands of foreign controlled companies" that "have little interest in the development of the Canadian music industry."

One of the few defenders of foreign-owned firms came from CRIA (which derives most of its funds from branch operations of American or European parent companies), and said multi-



**ALPERT HEADS SOUTH** — A&M vice chairman Herb Alpert (r) recently signed to record two singles in Mexico City with noted producer Jose L. Quintana (l). The recording sessions are set for July.

nationals have been responsible for promotion of Canadian talent and "have shown a willingness to risk capital on many Canadian artists who have never gained recognition, at home or abroad."

Of 502 Canadian releases in 1979, multi-nationals were responsible for 404 of them, the CRIA brief said.

The Toronto Symphony sought special status as a "national treasure," even though an ACO spokesman told the committee an orchestra should have "the right to fail."

The committee, created last fall, will convene hearings throughout the summer, and is expected to make a preliminary report late this year or in early 1982.

## U.K. Tape Firms Organize To Fight Tax On Cassettes

by Paul Bridge

LONDON — Following the recent publication of the U.K. record industry's detailed plans for a tax on blank tape sales (**Cash Box**, June 6), tape manufacturers have come together to form the Tape Manufacturers Group to challenge the system that is proposed.

The group is attacking the tax in several ways — it will do its own market research to support the belief that home taping does not damage record sales to the extent that the British Phonographic Industry (BPI) claims, and it is also examining copyright law with an eye to recommending changes that would give more right to a record purchaser to use the music content of a record.

The group includes BASF, TDK, Maxell, Memorex and Sony U.K., whose managing director, Bill Fulto, is heading the group. It has retained the services of two public-relations companies — Marcom PR to handle a media campaign against the tax and to lobby Members of Parliament, and Sallingbury Ltd. Efforts too will be made to raise support from users of tapes and other affected groups.

The tape manufacturers also have other worries — counterfeit tapes from the Far East are affecting their sales, and they fear that a tax stamp on these fakes would give them more authenticity.

David Lloyd, Marcom managing director, outlined the track that his company's campaign will follow. "The record companies have to wake up to the fact that they don't have a God given right to huge profits," he said. "A lot of the facts and figures put out in the record industry's booklet simply do not stand up to close scrutiny."

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — Spanish artist, producer and composer **Juan Pardo** has been visiting Buenos Aires for TV appearances and radio and newspaper promotion. He reported to **Cash Box** that he has decided to return to an active singing career, after three years working mainly as a composer and producer. His recordings are released here by Sicamericana.

Interdisc has started a promo campaign in behalf of **Carlos Javier Beltran**, a local pop singer who has recorded an album in Spain as the first co-production between the company headed by **Ruben Aprile** and Spanish group **Discosa**, which has started operating in our country. The album was released last week and contains a selection of evergreens.

Speaking about **Discosa**, the address of its headquarters is Tucuman 766, office 177, with telephone numbers 393-6075 and 393-9189 and telex number 21133 ZALEX AR. The local subsidiary is managed by **Carlos Casale**.

French orchestra director and arranger **Paul Mauriat** has also been in Buenos Aires, paying a short visit. Over two days, he chatted with radio and TV people and the execs from **Phonogram**, which releases his records here. It is understood that he will return to Argentina later this year.

Tonodisc is enlarging its **Impacto** budget series with several releases compiled from previous recordings. Among them appear **Hugo Diaz**, playing music from the eastern part of the country, local guitar player **Agustín Pereira Lucena** and the **Santa Anita Orchestra**, a successful group from the '40s whose 78 rpm recordings have been electronically reprocessed.

EMI has also its contribution in the budget field, which proves to be a source of revenues in these hard times. For the 35+ crowd, there is a series of releases with music of the '50s: rock, TV series soundtracks and instrumental goldies. The outings are under the "Coleccion Musical" logo and have been well received by the market.

Phonogram has signed two local artists: boxer-chanteur-poet **Sergio Victor Palma** and the former soloist of **Santa Barbara Superstar**, a successful trio that was dissolved when she decided, with her husband, to travel to Spain.

miguel smirnoff

### Canada

**TORONTO** — **Kenny Rogers** is the latest to earn a "diamond album" in Canada, signifying sales of one million, for his "Greatest Hits" package. **Streethart** has signed guitarist **Jeffrey Curtis** to replace ailing **John Hannah**. The group will begin to work on its fifth album this month, and a

September release is scheduled. . .The release date of **Triumph's** "Allied Forces" disc has been moved back to August. . .PRO Canada has received a Copyright Appeal Board ruling that gives it a 100% increase in the license fees from concert halls and promoters. . .Rumor has it that **Brian Eno** and **Jeff Haslett** were in town to record. . .**Sting** is working at Le Studio in Morin Heights, Quebec, although it is not known whether he is augmenting a **Police** album or doing some much-anticipated solo work. . .**Toronto** is also at Le Studio with **Rush** producer **Terry Brown**, at work on a second disc. . .Quote of the week from **Ronnie Hawkins**, who hosted a preview party for his new Quality Records album. Said The Hawk to a local gossip columnist, "I ain't as good as I once was, but I am as good as I was — once."

kirk lapointe

### France

**PARIS** — A crowd of 40,000 in Yankee Stadium in New York and 35,000 more in Madison Square Garden recently joined with **Manu Dibango** on a unique soul trip, as he united Africa, Europe and the U.S. with his gigantic hit, "Soul Makossa," of a couple of years ago. Ever since, his impressive biography has been truffled with shining success. Born in Douala (Cameroun), Dibango was very sensitive towards his own traditional African music from his youth. He studied in Paris and in Brussels and was a most sought after saxophonist in jazz clubs throughout Europe. He insists on being defined as an African musician and not as a musician who happens to be African as well. In fact, he is the only African who made it on an international level of this scale. His background of African traditional music amalgamated with profound knowledge of jazz created an unobtrusive and unique international instrumental style. In 1972, he recorded his first album, "O Boso," and after that came his first international hit with "Soul Makossa," which sold millions all over the world. In 1974, he was nominated for the Grammy in Hollywood for the best LP and as the best instrumentalist. Also, in the same year, he recorded "Super Kumba;" in 1975, "Africadelic;" and in 1976, "Manu 76." In 1977 he was awarded the Trophee d'or as the best Francophile International Star by **Robert Galley**, the minister of cooperation. In 1979, he recorded his LP "Gone Clear." His approach to reggae, with his own background, made this LP very special. It was recorded in Jamaica and in New York and mixed in London. The traces of three African cultures on the LP quietly insinuates a very rich universal musical taste and the perfectionist side of Dibango. Once more, this giant of a man, the ambassador of African culture, is back on the scene with his new "Ambassadeur" LP, which offers the best of easy listening.

dilek koc

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 2 The Gambler — Kenny Rogers — EMI
- 3 Living In The Front Line — Eddy Grant — ATC/Music Hall
- 4 Flash — Queen — EMI
- 5 Tremendo Amor — Maria Celeste — CBS
- 6 Tu Para Mi — Franco Simone — Microfon
- 7 Hoy He Empezado A Quererte — Dyango — EMI
- 8 Amor Amor — Jose Jose — Microfon
- 9 Babooshka — Kate Bush — EMI
- 10 Santa Marla — Manuela Bravo — Phonogram

#### TOP TEN LPs

- 1 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 2 Exitos Del Amor 81 — various artists — Microfon
- 3 Come Ti Amo — various artists — K-Tel/ATC
- 4 Flash Gordon — soundtrack — EMI
- 5 Estrellas En 45 — various artists — Phonogram
- 6 Caminando En El Sol — Eddy Grant — Music Hall/ATC
- 7 Hotline — various artists — K-Tel
- 8 Greatest Hits — Kenny Rogers — EMI
- 9 Para Enamorados — Sergio Denis — K-Tel/ATC
- 10 Exitos Del Otono — various artists — Microfon/ATC

— Prensario

### Australia

#### TOP TEN 45s

- 1 Jealous Guy — Roxy Music — Polydor
- 2 Angel Of The Morning — Juice Newton — Capitol
- 3 Keep On Loving You — REO Speedwagon — Epic
- 4 In The Air Tonight — Phil Collins — Atlantic
- 5 Morning Train (9 To 5) — Sheena Easton — EMI
- 6 Fade To Grey — Visage — Polydor
- 7 History Never Repeats — Split Enz — Mushroom
- 8 Cool World — Mondo Rock — Avenue
- 9 Antmusic — Adam And The Ants — CBS
- 10 Counting The Beat — The Swingers — Mushroom

#### TOP TEN LPs

- 1 The Beatles Ballads — Parlophone
- 2 Corroboree — Split Enz — Mushroom
- 3 Face Value — Phil Collins — Atlantic
- 4 Swingshift — Cold Chisel — WEA
- 5 Arc Of A Diver — Steve Winwood — Island
- 6 Christopher Cross — Warner Bros.
- 7 1981 . . . The Sound — various artists — EMI
- 8 Sky 3 — Ariola
- 9 Hi Infidelity — REO Speedwagon — Epic
- 10 Greatest Hits — Dr. Hook — Capitol

—Kent Music Report

### Germany

#### TOP TEN 45s

- 1 Stars On 45 — CNR
- 2 In The Air Tonight — Phil Collins — Atlantic
- 3 Hands Up (Give Me Your Heart) — Ottawan — Carrerre
- 4 Shaddap You Face — Joe Dolce Music Theatre — Ariola
- 5 Making Your Mind Up — Bucks Fizz — RCA
- 6 This Ole House — Shakin' Stevens — Epic
- 7 Lieb mich ein letztes Mal — Roland Kaiser — Hansa
- 8 Kids In America — Kim Wilde — RAK
- 9 Fade To Grey — Visage — Polydor
- 10 Looking For Clues — Robert Palmer — Island

#### TOP TEN LPs

- 1 Die schönsten Melodien der Welt Nr. II — Orchester Anthony Ventura — Ariola
- 2 Turn Of The Tide — Barclay James Harvest — Polydor
- 3 A wie ABBA — ABBA — Polydor
- 4 Face Value — Phil Collins — WEA
- 5 Stars On Long Play — CNR
- 6 Christine F. — Wir Kinder vom Bahnhof Zoo — soundtrack/David Bowie — RCA
- 7 Utopia — Udo Lindenberg and Panik Orchester — Telefunken
- 8 Stinker — Marius Muller-Westernhagen — Warner Bros.
- 9 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 10 Visage — Polydor

—Der Musikmarkt

# INTERNATIONAL

## INTERNATIONAL DATELINE Italy

MILAN — The Italian pop group **Pooch** received a gold record for the sales of the album "Stop" on CGD label. In the meantime, the group presented to the press its new single, "Chi Fermera La Musica."

RCA published a new six-LP collection, "Napoli E Le Sue Canzoni," dedicated to the history of the Neapolitan song from 1835-1964, with artists like **Domenico Modugno, Aurelio Fierro, Mario Merola** and many others. The series is produced by **Pasquale Santomartino**.

Fonit-Cetra started a new classical line, Archivio Rai, featuring recordings by famous artists (like **Sergiu Celebidache, Rudolf Serkin, David Oistrakh, Bruno Walter** and others) in concerts organized by Rai, the state-owned radio station.

Singer/songwriter **Umberto Balsamo**, previously at PolyGram, signed with Fonit-Cetra.

A new company in the record production and music publishing sectors, Streep Management, was born in Rome. It is managed by **Gianfranco Sofliatti** (formerly responsible for the Roman office of Ri-Fi). Among the acts produced by Streep is **Piero Fina**, who recently switched from Ri-Fi to RCA.

mario de luigi

## United Kingdom

LONDON — British Phonographic Industry (BPI) investigators continue to uncover the scurrilous activities on the fringes of the industry. Record dealer **Kevin Roberts**, who traded under the names Hollywood and Record Merchandising from his base in Nottingham, admitted after a high court hearing that he was trying to raise 50,000 pounds to enable him to clear his debts and emigrate to the U.S. Roberts was "perpetually restrained" from dealing in counterfeit or bootleg material and agreed that enquiry into damages should be made. In addition, the BPI, which brought the action through A&M and CBS, was awarded court costs. The Nottingham enterprise had started importing illegally manufactured product from the U.S. earlier in the year, including LPs by such acts as **Police** and **Blondie**. Roberts then went on to arrange the manufacture of 18,000 more counterfeit pressings of his own records here in the U.K. Selling through classified adverts at prices from two pounds (\$4.03) to 12 pounds (\$24.16) were albums by such top acts as **The Exciters, Jackie Wilson** and **Shirley Ellis**. As a result of his operation being discovered, the BPI believes that Roberts was able to sell only around 2,000 records; he handed over a further 15,000 pressings, most of which were manufactured in the U.K.

Since joining WEA as MD, **Charles Levison** has reviewed the organization and

decided to restructure the company. A number of new appointments have ensued — **Tarquin Gotch** is now head of A&R and reports to Levison; **Jonathan Clyde** remains as manager of the U.S. labels, but now has the additional responsibility of developing audio visual output; and **Mike Heap** has been appointed head of marketing. Based at Broadwick Street, he will report directly to Levison. Still to be appointed is a director of operations who will oversee Alpert operations and manufacturing. When appointed, he or she will report to **Ed Byrnes**, director of finance and administration. Continuing in their current posts are **Phil Straight**, heading the international department; **Bill Fowler** as head of promotion; **Molra Bellas** as head of press and PR; and **Ian Walker** as head of creative services. **Geoff Grimes** remains as general manager, video. Reflecting the importance of this role, he will not report directly to Levison. **Roy Matthews** continues as head of manufacturing.

The British Phonographic Industry (BPI) has formed a committee push for a general upgrading of pressing and tape-duplicating quality in the U.K. Headed by co-chairmen **Monty Presky**, MD of the Darnley pressing plant, and **Gerry Bron**, MD of Bronze Records, the BPI Technical Committee will be looking at the quality and dimensional standards of components, such as bags, jackets and labels, as well as weight, dimensional tolerances and audio quality of pressings. The introduction of a special British Standards Institute-approved hallmark on records and pre-recorded cassettes to denote their manufacture to a certain standard is also to be considered. The committee is also anxious to establish international specifications for both digital recordings and micro-disc systems that are now being unveiled by manufacturers of hardware. Commenting on the move, Presky commented, "There is little doubt that technological advances on the hardware front have outstripped the progress that has been made on the software front. It is our intention to ensure that, in the future, all British record and tape manufacturers adhere to the very highest possible standards."

**British American Tobacco (BAT)** has entered a new field with the sponsorship of non-classical musical events. Working through Charisma Records, the first involvement concerns **The Desperados**, one of the leading West Indian steel orchestras. An album by the band will be released through Charisma on July 10.

Former **Cash Box** U.K. correspondent **Nick Underwood** recently joined Chappell Music Ltd. as press and promotion coordinator. Located at the company's luxurious Park Street offices, he reports to **Steve Stevenson**.

paul bridge

## Tower Tokyo Store Presents New Opportunities For U.S.-based Chain

by Kozo Otsuka and Richard Imamura

TOKYO — Nine weeks after its grand opening here March 6, Tower Records Shibuya, the first international store of the Sacramento, Calif.-based chain, has become a major force in record retailing here. Starting with a record 70 million yen (\$350,000) in sales for its first month of operation, Tower Shibuya has carved a comfortable niche for itself as a source of moderately priced import records.

Stocked primarily with American imports, which feature list prices from "a few hundred yen" to 1,000 yen below the average price of domestic product, Tower Shibuya has quickly established a solid clientele among teenagers and young adults here.

Located on one of the most commercially active thoroughfares in Tokyo, the 330 square meter store maintains a stock of approximately 80,000 records, of which only 3,000 or so are Japanese product. List prices range from 1,440 yen (\$7.20) for \$5.98 midlines to approximately 1,700 yen (\$8.50) for front-line product.

"Much of the music we are currently stocking isn't available in the Japanese marketplace," said Mark Viducich, general manager of the store. "Furthermore, I feel the music business in Japan has more room for expansion. Our biggest problem has been keeping record supplies large enough to accommodate buying demands. We are learning a little each day and should have this problem solved soon."

### Surprising Results

The quick success of Tower Shibuya, however, took all involved by surprise. While Tower executives certainly didn't anticipate failure, sales have gone beyond anything that was imagined.

"I considered the project a wonderful challenge and adventure," said Russ Solomon, president of the Tower chain. "We're very happy with what has happened so far, but as far as meeting expectations, we didn't even think what the possibilities would be."

"We still consider it a learning process, even though we have been involved in this project for two years (since May 1979)," Solomon continued. "We're dealing with enormous problems that don't enter the picture here in the U.S. — shipping all the way across the Pacific to a foreign country, for example. So we're really still feeling our way along, learning as we go."

The future of international ventures for Tower, however, has brightened considerably in light of the Japanese experience. While still in the stage of firmly establishing the clientele and methods for the Tokyo store and refining the operational

procedures, Solomon doesn't rule out expansion to other areas of Japan, as well as other countries.

"Expansion is very expensive, so we'll take it one step at a time," Solomon explained. "However, if the opportunity presents itself and is affordable, we'll go forward. The world is very large, but at this time, we don't have any serious intentions anywhere."

Nevertheless, Tower is involved in establishing export links internationally. While not as involved as the original Tower one-stop operation that preceded the Tokyo retail store, the effort has gained momentum in the past few months.

"We've gotten several inquiries on exporting American product," Solomon said. "Several outlets in several countries have expressed interest in setting something up, and once we get our act together, we'll try and follow up. In fact, just last week we set something up with a store called Tower Discos in Mexico City to export product there."

(Solomon added that Tower Discos had no other affiliation with his chain other than the export link.)

The international links, making the Tower chain one of the world's few with overseas operations, have also served to provide unique insights into the strength of the company and its approach.

"If the Tokyo store proves anything," Solomon said, "it's that we function better in a cosmopolitan, eclectic community."

## Thom Named New GM At CBS New Zealand

AUCKLAND — Murray Thom has been named to the post of general manager at CBS New Zealand. In his new position, Thom will be responsible for the day-to-day operations of the company.

Thom, who will report to CBS New Zealand chairman William Smith, joined the company in October 1978.

## 'Stir Crazy' Soundtrack Goes To Big Time In Oz

NEW YORK — Spring/Posse Records has pacted with the Big Time Phonograph Co. of Sydney, Australia, effective immediately, for distribution of the soundtrack to the film *Stir Crazy* in Australia and New Zealand. The LP features musicians Tom Scott, Rob Preston, Michael Massey and Randy Goodrum.

The deal with Big Time Phonograph adds to the worldwide pacts signed with Quality of Canada, Shun Cheong of Hong Kong, Victor of Japan and the West Indies Record Co. of Barbados. Worldwide distribution outside of the countries mentioned is being handled by RCA.

## INTERNATIONAL BESTSELLERS

### Italy

#### TOP TEN 45s

- 1 Sara Perche Ti Amo — Ricchi e Poveri — Baby
- 2 Amoureux Solitaires — Lio — Ariola
- 3 Gioca Jouer — Claudio Cecchetto — Hit Mania
- 4 Maledetta Primavera — Loretta Goggi — WEA
- 5 Johnny And Mary — Robert Palmer — Island
- 6 Semplice — Gianni Togni — CGD/Paradiso
- 7 E Invece No — Edoarda Bennato — Ricordi
- 8 Woman In Love — Barbra Streisand — CBS
- 9 Tunnel Of Love — Dire Straits — Vertigo
- 10 Enola Gay — Orchestral Manoeuvres In The Dark — Dindisc

#### TOP TEN LPs

- 1 Making Movies — Dire Straits — Vertigo
  - 2 Icaro — Renato Zero — RCA/Zerolandia
  - 3 Gully — Barbra Streisand — CBS
  - 4 Lio — Ariola
  - 5 Rondo Veneziano — Baby
  - 6 Pleasure — Steven Schlaks — Baby
  - 7 Tutto Sanremo '81 — Esecutori Vari — Polydor
  - 8 Amanti — Julio Iglesias — CBS
  - 9 Le Mie Strade — Gianni Togni — CGD/Paradiso
  - 10 Double Fantasy — John Lennon and Yoko Ono — Geffen
- Musica E Dischi

### New Zealand

#### TOP TEN 45s

- 1 Counting The Beat — The Swingers — CBS
- 2 The Bridge — Dean Waretni — CBS
- 3 Baggy Trousers (EP) — Madness — PolyGram
- 4 I Could Be So Good For You — Dennis Waterman — EMI
- 5 One Day At A Time — Crisly Lane — EMI
- 6 Jealous Guy — Roxy Music — PolyGram
- 7 Belong With You — Smokey Robinson — EMI
- 8 History Never Repeats — Split Enz — PolyGram
- 9 Ant Music — Adam & The Ants — CBS
- 10 In The Air Tonight — Phil Collins — WEA

#### TOP TEN LPs

- 1 Walata — Split Enz — PolyGram
  - 2 Classics By Candlelight — Georgehe Zamfir — PolyGram
  - 3 Reveries — Richard Clayderman — WEA
  - 4 The Beatles Ballads — The Beatles — EMI
  - 5 Music By Candlelight — Georgehe Zamfir — PolyGram
  - 6 Making Movies — Dire Straits — PolyGram
  - 7 Face Value — Phil Collins — WEA
  - 8 Sound Effects — The Jam — PolyGram
  - 9 Hotter Than July — Stevie Wonder — EMI
  - 10 Arc Of A Diver — Steve Winwood — Festival
- Record Publications Ltd.

### United Kingdom

#### TOP TEN 45s

- 1 You Drive Me Crazy — Shakin' Stevens — Epic
- 2 Stand And Deliver — Adam & The Ants — CBS
- 3 Belong With You — Smokey Robinson — Motown
- 4 I Want To Be Free — Toyah — Safari
- 5 Chequered Love — Kim Wilde — RAK
- 6 Stars On 45 — Star Sound — CBS
- 7 Swords Of A Thousand Men — Tenpole Tudor — Stiff
- 8 All Those Years Ago — George Harrison — Dark Horse
- 9 How 'bout Us — Champaign — CBS
- 10 Don't Slow Down — UB40 — Dep International

#### TOP TEN LPs

- 1 Wha'ppen? — The English Beat — Go-Feet
  - 2 Stars On 45 — Star Sound — CBS
  - 3 Kings Of The Wild Frontier — Adam & The Ants — CBS
  - 4 Out Dreaming And Get On The Beam — Bill Nelson — Mercury
  - 4 This Ole House — Shakin' Stevens — Epic
  - 6 Computer World — Kraftwerk — EMI
  - 7 Charlots Of Fire — Vangelis — Polydor
  - 8 Hotter Than July — Stevie Wonder — Motown
  - 9 Long Distance Voyager — The Moody Blues — Threshold
  - 10 The Adventures Of Thin Lizzy — Thin Lizzy — Vertigo
- Melody Maker

# COIN MACHINE

## Good Turnout, Full Agenda For Bally-Midway Seminar

CHICAGO — About 65% of the Bally Mfg. Corp. and Midway Mfg. Co. distributor network was represented at the May 18-20 Service Managers Seminar, co-sponsored by the factories exclusively for distributors, and held at the Holiday Inn in Reno, Nev.

Participants came from throughout the U.S., as well as from Canada. Bernie Powers, Bally's director of marketing services, said he was pleased with the success of this inaugural effort.

The content of the program encompassed all elements within the realm of service and was designed to more thoroughly define the state-of-the-industry role of the service manager and provide the necessary tools for effectively functioning in this capacity.

A lineup of guest speakers who are considered experts in their respective fields joined members of the Bally and Midway staffs in conducting the various sessions.

In addition, special arrangements were made each day to entertain the 15 or so wives who accompanied their spouses, and these activities began with a champagne party on opening day, hosted by Bally's Arnie Aarstadt, John Reckas and Pete Gustafson. On Tuesday, Bally's Diane Guzzi and Pete Gustafson escorted the women on a luncheon tour to Ponderosa Ranch and Virginia City; and on the following day Diane Guzzi took the group on a trip to a local shopping mall, which was climaxed by a luncheon.

### A/V Presentation

To open the seminar program there was

## Midway Appoints Konopa Customer Service Manager

CHICAGO — Stan Jarocki, vice president of marketing at Midway Manufacturing Co., announced the appointment of Richard (Dick) Konopa to the position of Customer Service Manager.

Konopa has been with the company for 22 years and has held positions in the parts, production and engineering departments. He was most recently involved with the consumer products division. "We know that his experience with the company will make him a most valuable addition to our marketing team," Jarocki stated.

In his new position, Konopa will be working closely with director of sales Larry Berke in the scheduling of games in conjunction with production, traffic and shipping to expedite orders. He will also be assisting distributor customers with matters that may require special attention.

Konopa, his wife Cindy, and their two children reside in suburban Elk Grove Village, Ill.

a narrated audio-visual presentation showing a full tour of the Bally and Midway factory facilities in Bensenville and Franklin Park, Ill., respectively, following which Powers welcomed the attendees and introduced the guest speakers. John Reckas of Bally Pinball Division marketing research then addressed the group on this subject and also conducted an extensive research survey for the factories over the course of the three-day period.

Midway's director of sales Larry Berke talked about the link between sales and service, elaborating on the various communicative processes necessary to solidify the structure.

Customer relations and how Bally and Midway handle this vital departmental function was the subject of a presentation by Diane Guzzi and Midway's field service manager Andy Ducay.

Jim Sneed of Kurz Kasch and Gordon Pickavance of Sencore apprised the group on the latest test equipment available, utilizing various demonstration units for illustration.

The Tuesday morning segment focused on the hiring of technical personnel, including evaluation, on-the-job classification and intermediate type testing. This session was conducted by Bally's Ed Schmidt and Midway's Ken Dabek. Powers followed with a lecture on the team concept in managing shop personnel. This position of the program was climaxed with a presentation by Jim Roberts of James Industries, suppliers to Bally-Midway of TV monitors, transformers, lamp sockets and various other components.

Present and future prospects were covered on Tuesday afternoon in the discussion, "Where We Are Going Technologically," conducted by Midway's Ducay and Dabek and Bally's Powers and Aarstadt.

"Marketing Your Service Department" was the subject of Powers' discussion on Wednesday morning and the presentation focused on the elements for perfecting and making known the attributes of this vital function.

Midway's Brian Osowaki conducted a session dealing with the factory's warranty policies and the structure of the parts department.

How to evaluate software packages for possible implementation into computerized systems was discussed by Powers in the opening session on Wednesday afternoon. He elaborated on the evaluation of mini and micro computer systems.

Barbara Brown of Bally Dist.-Reno and Katie Lawson of Advance Automatic Sales in San Francisco discussed the practical aspects of automated parts department.

(continued on page 39)

## Stern Adds Seeburg Distributors In Europe

CHICAGO — Tom Campbell, director of marketing for Stern Electronics, Inc., announced the appointment of two new European distributors to handle the company's Seeburg phonograph division product line.

Trivolino, Ltd. will distribute Seeburg products throughout Switzerland. The firm, owned by Rene R. Senn, is located at Lagerstrasse 107, CH-8021 Zurich, Switzerland. Telex is 53 588.

Ugo Posticci, who is already an Italian distributor of Stern's pinballs and video games, will now also carry the Seeburg line. He is located at Via Corradino Chigi, 7, Siena, Italy. Telex is 572 550.

Both of the new appointments are effective immediately, according to Campbell.



**NEW DISTRIB PACT** — Taito America and World Wide Dist. recently announced a new agreement whereby World Wide will represent the factory in Illinois and Michigan. Pictured above at the Taito facility in Elk Grove Village, Ill. are (l-r): Taito president Jack Mittel and World Wide president Fred Skor; Mittel and Jeff Neumann, manager of the World Wide branch in Mount Clemens, Mich.

## Taito America, World Wide Announce New Pact For Illinois And Michigan

CHICAGO — Taito America Corp. and World Wide Distributors, Inc. jointly announced their new association, which is geared to reinforce each company's market hold and penetration in the states of Illinois and Michigan. World Wide has been named exclusive distributor for Taito in these states.

On May 27, World Wide executives enjoyed a welcome dinner and a tour of

Taito's modern facilities in suburban Chicago. David Poole, vice president of engineering, introduced Taito's new electronic system and service-priority cabinet that has been specially designed for easy access and service as well as for maximum security.

"We are pleased to be appointed the exclusive distributor for Taito America."

(continued on page 39)

## THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **ELVIRA THE OAK RIDGE BOYS** (MCA-51084)
2. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
3. **THEME FROM GREATEST AMERICAN HERO** JOEY SCARBURY (Elektra E-47147)
4. **HEARTS MARTY** BALIN (EMI-America 8084)
5. **BOY FROM NEW YORK CITY** MANHATTAN TRANSFER (RFC/Atlantic 3816)
6. **A LIFE OF ILLUSION** JOE WALSH (Asylum E-47144)
7. **THE STROKE** BILLY SQUIER (Capitol P-5005)
8. **QUEEN OF HEARTS** JUICE NEWTON (Capitol P-4997)
9. **STRONGER THAN BEFORE** CAROLE BAYER SAGER (Boardwalk WS8 02054)
10. **SLOW HAND** POINTER SISTERS (Planet/Elektra P-47929)

## TOP NEW COUNTRY SINGLES

1. **FEELS SO RIGHT** ALABAMA (RCA PB-12236)
2. **UNWOUND** GEORGE STRAIT (MCA 51104)
3. **PRISONER OF HOPE** JOHNNY LEE (Asylum/Fuul Moon E-47138)
4. **DIXIE ON MY MIND** HANK WILLIAMS, JR. (Elektra/Curb E-47137)
5. **TOO MANY LOVERS** CRYSTAL GAYLE (Columbia 11-02078)
6. **I STILL BELIEVE IN WALTZES** CONWAY TWITTY & LORETTA LYNN (MCA-51114)
7. **I SHOULD'VE CALLED** EDDY RAVEN (Elektra E-47136)
8. **WHISKEY CHASIN'** JOE STAMPLEY (Epic 19-02097)
9. **RAINBOW STEW** MERLE HAGGARD (MCA 51120)
10. **COULD YOU LOVE ME** JOHN CONLEE (MCA-51112)

## TOP NEW B/C SINGLES

1. **RUNNING AWAY** MAZE featuring FRANKIE BEVERLY (Capitol P-5000)
2. **PUSH ONE WAY** (MCA 51110)
3. **LOVE'S DANCE** KLIQUE (MCA 51099)
4. **SEARCHING TO FIND THE ONE** UNLIMITED TOUCH (Prelude PRL 8029)
5. **JONES VS. JONES** KOOL & THE GANG (De-Lite/PolyGram DE 813)
6. **I DON'T REALLY CARE** L.V. JOHNSON (ICA 027)
7. **VERY SPECIAL** DEBRA LAWS (Elektra E-47142)
8. **SHAKE IT UP TONIGHT** CHERYL LYNN (Columbia 11-02102)
9. **IT'S YOUR CONSCIENCE** DENIECE WILLIAMS (ARC/Columbia 11-02108)
10. **LET SOMEBODY LOVE YOU** KENI BURKE (RCA PB-12228)

## TOP NEW A/C SINGLES

1. **PROMISES** BARBRA STREISAND (Columbia 11-02065)
2. **STILL RIGHT HERE IN MY HEART** PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)
3. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
4. **SEVEN YEAR ACHE** ROSANNE CASH (Columbia 11-11426)
5. **SWEET BABY** STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)



Richard Konopa

# COIN MACHINE



**EXIDY GOES TO SCHOOL** — Exidy participated in the 61st annual convention of the Association of College Unions April 12-15 as an exhibitor of profit making items for college unions. Pictured are (l-r): Terry Cunningham, Chris Minarik and Mike Wright.

## Taito America, World Wide Announce New Pact For Illinois And Michigan

(continued from page 38)

stated Fred Skor, president of World Wide, "and to be associated with Jack Mittel. I have great confidence that, together, we will make an unbeatable team."

Jack Mittel, president of Taito, commented, "We're happy to have World Wide aboard. My personal association with the company goes back 20 years and I'm positive they'll exceed even my expectations to strengthen our industry position. Their great organization and back-up service will get full support from our factory at all levels."

Harold Schwartz, World Wide's vice president, added, "I consider Taito the forefather of the video game business as we know it, starting with the inception of Space Invaders. I look forward to their innovating and perpetuating the industry's most outstanding features." Jeff Neumann, manager of World Wide's Michigan branch office, believes "this association will demonstrate to operators in Michigan that we're here to stay. We're a strong, aggressive distributing company joining hands with a strong, aggressive manufacturing company."

In conclusion, Paul Moriarity, vice president of administration for Taito, expressed his pleasure at the appointment. "World Wide is a service minded organization, well

## Excellent Turnout For Bally-Midway Seminar

(continued from page 38)

ments, in terms of saving time and saving money without sacrificing efficiency. Bally's Pete Gustafson continued the discussion relating to the Bally parts system.

The final event, climaxing a very comprehensive study program, was an evening at the MGM Grand Hotel in Reno to see the production Hello Hollywood Hello.

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## NAMA Study Cites Impact Of Recession On Vending Profits

CHICAGO — Although 1980 sales volume was up compared to 1979 for 65% of U.S. vending companies, higher net profits were reported by only 35% of the firms, with nearly 48% reporting lower net profit.

These results are contained in the annual "How's Business?" survey of the National Automatic Merchandising Assn. (NAMA), based on responses from 407 vending service companies which are members of NAMA.

Predictably, the figures varied regionally, with companies in the Great Lakes region showing the effects of layoffs and economic difficulties at client factory and office facilities, said G. Richard Schreiber, NAMA president.

The 65% of companies that reported sales increases compares with 85% in the previous year's survey. Companies in New England, the West and Southwest exceeded the national average while in the Great Lakes states only 49.6% of those reporting experienced increased sales in 1980.

### Net Profits

Net profit averages also varied widely

between regions, reflecting the uneven effects of the recession. Compared to the national average of 35% of the companies reporting higher profits, 17.4% staying even and 47.6% experiencing lower net, 48% of the companies in the West reported increased profits and only 36% showed lower earnings. Those in New England, the East and Southeast also did better than the average results.

Companies that offer "manual" (non-vended) foodservice reported similar regional variations. Nationally, sales of manual foodservices were higher for 59% of the respondents, even with 1979 for 27.6% and lower for 13.4%. The survey did not inquire about profitability in this category.

Companies with higher sales volume attributed this result primarily to higher prices (92.8% of those reporting), with 41.5% reporting increased per-machine unit sales and only 12.5% crediting new business for the sales increase.

Companies in New England and in the West have the highest expectations for 1981 sales. Respectively, 90.9% and 82.4% of the reporting companies in these regions expect sales increases this year. Nationally, 78.1% of the participating firms expect higher sales compared to 1980, 13.7% think sales will remain the same and only 8.2% look for lower sales.

NAMA is the national association of the vending and foodservice management industry, with nearly 2,400 member firms.

respected by customers. Their good reputation and strong rapport with operators will benefit Taito in the long run."

## Gremlin Markets New 'Pulsar' Video Game With Challenging Play Features

CHICAGO — Gremlin Industries is currently marketing its latest video game, "Pulsar," which calls for skill and precision as the player guides a tank through a changing maze, transporting colored keys — the object being to match the keys with their colored locks.

In the play process, the player is challenged by enemy aggressors of various colors, with some bouncing and ricocheting off the walls and others approaching at random. Points are scored by blasting the enemy and unlocking the locks to earn more fuel.

### Bonus Points

Unlocking all of the locks in any sequence awards bonus points which are calculated based on how much fuel remains after the locks have been opened; the less fuel used the more points scored.

The game's sound system adds to the excitement as seven different sound effects accompany the play action, including the continuous Pulsar heartbeat.

Pulsar is currently available through Gremlin distributors. Further information may be obtained by contacting Gremlin Industries, 8401 Aero Drive, San Diego, Calif. 92123.



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## CHICAGO CHATTER

Taito America's marketing manager **Mike Von Kennel** advised that the factory is getting ready to sample ship its next scheduled video game, "Colony 7," which will be available in both standard upright and Trimline models. He describes it as a very interesting game concept in that the player must defend a colony in outer space. It's been testing out extremely well, he added — so, watch for it. As for the "Crazy Climber" who recently scaled Chicago's tallest building, Sears Tower, Von Kennel is certain the heroic gesture was inspired by the Taito video game. But, Mike, he was wearing a Spiderman costume.

**LARRY BERKE**, Midway's director of sales, was a very proud father of the bride on May 25 at the marriage of his daughter, **Donna**, to **David Poweska**. Following a reception in Northlake, the couple departed for a honeymoon in the Bahamas. **Cash Box** felicitations to the newlyweds . . . At Midway, of course, the factory is chalking up all sorts of records for the "Pac Man" video game. Berke said he is selling as many per day now as when the machine made its initial impact awhile back. The cocktail table version already ranks as Midway's biggest seller to date, in this configuration. With regard to the standard upright model, "At the present rate of demand, we expect that in a short time Pac Man will even exceed 'Space Invaders' in sales," he added — and that's a tough act to beat. It has already outsold "Galaxian." As Berke sees it, "With mounting sales of Pac Man and Bally's 'Eight Ball Deluxe' pingame doing so beautifully, Bally/Midway is coming up jackpot all the way."

**EMPIRE'S MARKETING CHIEF John Neville** has no complaints at all about present business. Equipment is moving at a brisk pace, with a number of videos in the spotlight including Midway's "Pac Man," Cinematronics new "Armor Attack," which has been enjoying "fabulous" test results, Stern's "Scramble," Centuri's "Route 16" and, in the pin category, Bally's "Eight Ball Deluxe" is positively outstanding. John also made mention of the "Tournament Mark Darts" game, which is happening big in city and suburban locations, and is attracting a lot of women players.

**ON THE SINGLES SCENE:** **Gus Tartol** of Singer One Stop For Ops is all raves about two "surefire summer jukebox hits," both of which should do well in "all types of pop locations." Titles are "Hearts" by **Marty Balin** (EMI) and, from the smash ABC-TV series, "The Theme From The Greatest American Hero (Believe It Or Not)" by **Joey Scarbury** (Elektra) . . . Here are two more, as recommended by **Cary Baker**, who recently launched his own independent record publicity firm in Chicago. His selections are "High School Confidential" by Milwaukee-based rock 'n' roll band **Short Stuff** (Third Coast Records) and "She's Gone Away" by **Seven Miles High** (Gerim). Contact Cary at (312) 975-0205 for info on obtaining jukebox promo copies.

**STOP THE PRESSES!** **Michael Pickert**, a medical student from Mobile, Ala., has just declared himself reigning champion on the "Pac Man" video game with a score of 283,000, which he phoned in to Larry Berke — with a challenge to all comers "any time, any place" who'd like to try and beat him. In Mobile, he's known as "Mr. Pac Man." He's developed his own method of playing and even gives lessons to novices. Pickert said he is about to take residency in West Orange, N.J. where he hopes to bring his score up to 300,000.

## INDUSTRY CALENDAR

- |   |   |
|---|---|
| June 11-13; Illinois Coin Machine Operators Assn.; annual mtg.; Lincolnshire Marriott; Lincolnshire.    | Sept. 25-26; West Virginia Music & Vending Assn.; annual meeting; Ramada Inn; South Charleston. |
| July 24-25; Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn; Missoula. | Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan                 |
| July 24-26, Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.           | Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.       |
| Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.                 | Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago                                |
| Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.                 | Oct. 29-Nov.1; NAMA national convention; McCormick Place; Chicago.                              |

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## Retailers Report Price Confusion

(continued from page 7)

On the other hand, representatives of Record Factory, the 26-store, Brisbane, Calif.-based chain; National Record Mart, the 70-store, Pittsburgh-based chain; Cavages, the 19-store, Cheektowaga, N.Y.-based chain; and Spec's of Miami indicated they would go to variable pricing for the various midline series.

"Variable pricing? Absolutely!" said Martin Spector, chairman of the Spec's chain. "If WEA wants to be higher than Columbia, then I'll sell their records for more. Our pricing will be completely variable according to

## Screen Gems/EMI Music Set International Meet

LOS ANGELES — International Music Publishing meetings will be held by Screen Gems/EMI Music, Inc. June 10-11 at the Beverly Hilton Hotel with representatives from 12 different countries expected to join the U.S.-based staff for the conferences.

According to Screen Gems president Lester Sill, the conference agenda for this year will concern a lengthy examination of videocassettes and videodiscs and how they effect publishing agreements. The presentations will be made by reps from the various Screen Gems departments, as well as the EMI foreign companies attending the meetings.

the wholesale price."

"We will hold the line on those labels that didn't raise their midline wholesale prices," added John Grandoni, buyer/advertising director for Cavages. "Midlines that have gone up (WEA and Capitol), we will take to the list."

A final retail statement was offered by Turtle's Levenson. Although he will attempt to hold the line on midline prices, Levenson said, "One big problem we face is that the only thing the labels ever agree on are things like return policies and price increases. They can never agree on bar coding or something else that will help us.

"It's like the (dropping of the suggested) list," he added. "Columbia drops it, WEA doesn't. One can, one can't. They can't get together on something like that, but they can all agree on increasing (wholesale) prices."

## Polar Studios Installs Digital Master System

STOCKHOLM — Polar Music Studios, owned and operated by recording group ABBA, recently installed a digital mastering system. Manufactured by the 3M Co. of St. Paul, Minnesota, the system features 32-track and four-track recorders and electronic editing equipment.

## Heiman Looks To Sell Peaches Chain In Wake Of Filing Chapter XI Petition

(continued from page 8)

act liabilities and assets of the chain, the documents listed CBS Records, Warner Bros. Records, RCA Records, Capitol Records, PolyGram Dist. Inc. and Progress Records Distributing, Inc. as the top six creditors.

While pointing to a slight profit of \$500,000 on sales of \$51 million for the fiscal year now ending, Neil Heiman, executive vice president of Nehi Distributing, parent company for Peaches, said, "We are suffering from a lack of capitalization."

The parent company opened business during 1962 in Southern California, serving the area as a one-stop and rack jobber. Tom Heiman, who controls 95% of the stock of Peaches, bowed the chain's first retail store in December 1974 in Hollywood before opening the web's first major full-line supermarket outlet in Atlanta in 1975. Since then the chain has expanded to 35 stores, all with major inventories, carrying as many as 30,000 titles each.

Two years after entering the retail business, Peaches was awarded top honors in retailing by the National Assn. of Recording Merchandisers (NARM).

Heiman described Peaches as a viable entity that could move a great deal of product if it had a firmer capital base. He said his brother Tom was "hoping to sell the

whole operation to someone who wants to keep the chain going, although the same management and staff would operate the business."

About 55 staffers have been laid off at the Nehi operation in Los Angeles and another 100 employees have been released throughout the chain.

Eisenberg said a formal creditors committee was in the process of being formed and that the options available for diminishing the debt will be explored by the group.

Vince Mauch, vice president and controller of the firm, said that during the informal conferences, the general consensus among the major creditors was to reorganize the company so it may continue to sell records. Mauch also said that the books have not been closed, so he was unable at this time to assess Peaches' liabilities and holdings.

## WEA Names Mortlock To Creative Services Post

MELBOURNE — Phil Mortlock has been named to the position of creative services manager at WEA Australia. He replaced Roger Langford, who left the company to pursue a career in independent marketing and promotion.

# CASH BOX TOP 100 ALBUMS

June 13, 1981

	8.98	Weeks On 6/6 Chart		8.98	Weeks On 6/6 Chart		8.98	Weeks On 6/6 Chart
<b>1 HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 36844)	1	27	<b>35 LONG DISTANCE VOYAGER</b> THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	56	2	<b>68 FRANKE &amp; THE KNOCKOUTS</b> (Millennium/RCA BXL 1-7755)	61	12
<b>2 PARADISE THEATER</b> STYX (A&M SP-3719)	2	20	<b>36 CRIMES OF PASSION</b> PAT BENATAR (Chrysalis CHE 1275)	29	43	<b>69 NOTHIN' MATTERS AND WHAT IF IT DID</b> JOHN COUGAR (Riva/PolyGram RVL 7403)	58	37
<b>3 DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	3	9	<b>37 THE NATURE OF THE BEAST</b> APRIL WINE (Capitol SOO-12125)	37	20	<b>70 VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	83	12
<b>4 MISTAKEN IDENTITY</b> KIM CARNES (EMI-America SO-17052)	4	7	<b>38 GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM-1-4003)	38	25	<b>71 CAPTURED</b> JOURNEY (Columbia KC2 37016)	65	17
<b>5 ARC OF A DIVER</b> STEVE WINWOOD (Island ILPS 9576)	5	22	<b>39 GUILTY</b> BARBRA STREISAND (Columbia FC 36750)	33	36	<b>72 CELEBRATE</b> KOOL & THE GANG (De-Lite/PolyGram DE-9518)	73	35
<b>6 HARD PROMISES</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8	4	<b>40 WHERE DO YOU GO TO DREAM</b> ANNE MURRAY (Capitol SOO-12144)	44	7	<b>73 TARANTELLA</b> CHUCK MANGIONE (A&M SP-6513)	80	4
<b>7 FAIR WARNING</b> VAN HALEN (Warner Bros. HS 3540)	9	3	<b>41 MIRACLES</b> CHANGE (RFC/Atlantic SD 19301)	41	9	<b>74 MY MELODY</b> DENIECE WILLIAMS (ARC/Columbia FC 37048)	68	11
<b>8 GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	7	35	<b>42 VOICES</b> DARYL HALL & JOHN OATES (RCA AQL 1-3646)	34	44	<b>75 SOMETHING IN THE NIGHT</b> PURE PRAIRIE LEAGUE (Casablanca/PolyGram NBLP 7255)	78	7
<b>9 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	6	31	<b>43 SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC 36965)	47	13	<b>76 AUTOAMERICAN</b> BLONDIE (Chrysalis CHE 1290)	67	28
<b>10 MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-14013)	10	16	<b>44 SHEENA EASTON</b> (EMI-America ST-17049)	40	15	<b>77 GRAND SLAM</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	71	14
<b>11 DOUBLE FANTASY</b> JOHN LENNON and YOKO ONO (Geffen GHS 2001)	11	28	<b>45 DANCERSIZE</b> CAROL HENSEL (Vintage/Mirus VNJ 7701)	46	17	<b>78 THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AL 9551)	—	1
<b>12 ZEBOP!</b> SANTANA (Columbia FC 37158)	14	9	<b>46 EXTENDED PLAY</b> PRETENDERS (Sire MINI 3563)	45	9	<b>79 HOW 'BOUT US</b> CHAMPAIGN (Columbia JC 37008)	75	13
<b>13 FACE VALUE</b> PHIL COLLINS (Atlantic SD 16029)	13	14	<b>47 WAIATA</b> SPLIT ENZ (A&M SP-4848)	52	5	<b>80 SUPER TROUPER</b> ABBA (Atlantic SD 16023)	74	27
<b>14 A WOMAN NEEDS LOVE</b> RAY PARKER, JR. & RAYDIO (Arista AL 9543)	16	9	<b>48 NIGHTCLUBBING</b> GRACE JONES (Island ILPS 9624)	60	4	<b>81 WORKING CLASS DOG</b> RICK SPRINGFIELD (RCA AFL 1-3697)	92	12
<b>15 CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	17	72	<b>49 KINGS OF THE WILD FRONTIER</b> ADAM AND THE ANTS (Epic NJE 37033)	50	17	<b>82 REACH UP AND TOUCH THE SKY</b> SOUTHSIDE JOHNNY and THE ASBURY JUKES (Mercury/PolyGram SRM 2-8602)	86	6
<b>16 BEING WITH YOU</b> SMOKEY ROBINSON (Tama/Motown T8-375M1)	12	15	<b>50 VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	43	9	<b>83 FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	119	2
<b>17 WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	18	7	<b>51 ZENYATTA MONDATTA</b> THE POLICE (A&M SP-4831)	49	34	<b>84 ESCAPE ARTIST</b> GARLAND JEFFREYS (Epic JE 36983)	76	14
<b>18 THERE GOES THE NEIGHBORHOOD</b> JOE WALSH (Asylum 5E-523)	20	4	<b>52 DEDICATED</b> THE MARSHALL TUCKER BAND (Warner Bros. HS 3525)	53	4	<b>85 KEEP ON IT</b> STARPOINT (Chocolate City/PolyGram CCLP 2018)	90	11
<b>19 FACE DANCES</b> THE WHO (Warner Bros. HS 3516)	15	16	<b>53 "RIT"</b> LFE RITENOUR (Elektra 6E-331)	64	6	<b>86 THE COMPLETION BACKWARD PRINCIPLE</b> TUBES (Capitol SOO-12151)	112	3
<b>20 BACK IN BLACK</b> AC/DC (Atlantic SD 16106)	19	42	<b>54 THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	48	22	<b>87 CALL IT WHAT YOU WANT</b> BILL SUMMERS and SUMMERS HEAT (MCA 5176)	79	14
<b>21 STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	24	8	<b>55 ANOTHER TICKET</b> ERIC CLAPTON (RSO RX-13095)	42	13	<b>88 RECKONING</b> GRATEFUL DEAD (Arista A2L 8604)	81	9
<b>22 STARS ON LONG PLAY</b> (Radio Records/Atlantic RR 16044)	26	5	<b>56 BAD FOR GOOD</b> JIM STEINMAN (Cleveland Int'l./CBS FE 36531)	62	5	<b>89 ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	89	38
<b>23 THE DUDE</b> QUINCY JONES (A&M SP-3721)	21	11	<b>57 TINSEL TOWN REBELLION</b> FRANK ZAPPA (Barking Pumpkin/CBS PW2 37336)	69	3	<b>90 EAST SIDE STORY</b> SQUEEZE (A&M SP 4854)	108	3
<b>24 THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	22	26	<b>58 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	51	14	<b>91 THE SECRET POLICEMAN'S BALL — THE MUSIC</b> VARIOUS ARTISTS (Island IL 9630)	102	4
<b>25 WILD-EYED SOUTHERN BOYS</b> .38 SPECIAL (A&M SP-4835)	23	18	<b>59 KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	77	2	<b>92 FAME</b> ORIGINAL SOUNDTRACK (RSO RX1-3080)	93	54
<b>26 THE FOX</b> ELTON JOHN (Geffen GHS 2002)	39	2	<b>60 RADIANT</b> ATLANTIC STARR (A&M SP-4833)	57	15	<b>93 I LOVE 'EM ALL</b> T.G. SHEPPARD (Warner/Curb BSK 3528)	95	8
<b>27 NIGHTWALKER</b> GINO VANNELLI (Arista AL 9539)	28	10	<b>61 DON'T SAY NO</b> BILLY SQUIER (Capitol ST 12146)	72	6	<b>94 HOTTER THAN JULY</b> STEVIE WONDER (Tama/Motown T8-373M1)	82	31
<b>28 BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	31	9	<b>62 SOMEWHERE OVER THE RAINBOW</b> WILLIE NELSON (Columbia FC 36883)	54	13	<b>95 HORIZON</b> EDDIE RABBITT (Elektra 6E-276)	84	48
<b>29 LOVERBOY</b> (Columbia JC 36762)	27	21	<b>63 TWANGIN' . . .</b> DAVE EDMUNDS (Swan Song/Atlantic SS 16034)	63	5	<b>96 WILD WEST</b> DOTTIE WEST (Liberty LT-1062)	87	16
<b>30 STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	32	5	<b>64 TWICE AS SWEET</b> A TASTE OF HONEY (Capitol ST-12089)	55	13	<b>97 FLYING THE FLAG</b> CLIMAX BLUES BAND (Warner Bros. BSK 3493)	105	7
<b>31 THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	36	7	<b>65 POINT OF ENTRY</b> JUDAS PRIEST (Columbia FC 37052)	59	11	<b>98 GAUCHO</b> STEELY DAN (MCA-6102)	85	27
<b>32 DAD LOVES HIS WORK</b> JAMES TAYLOR (Columbia TC 37009)	25	13	<b>66 ROCKIHNROLL</b> GREG KIHN BAND (Beserkiey/Elektra BZ-10069)	70	11	<b>99 GREATEST HITS</b> THE DOORS (Elektra 5F-515)	94	33
<b>33 MODERN TIMES</b> JEFFERSON STARSHIP (Grunt/RCA BZL 1-3848)	30	9	<b>67 JUICE</b> JUICE NEWTON (Capitol ST-12136)	66	15	<b>100 LIVE</b> DEVO (Warner Bros. MINI 3548)	98	9



# SEASON OF GLASS

GHS 2004

## YOKO ONO



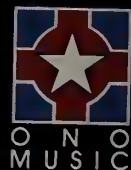
spring passes  
and one remembers one's innocence  
summer passes  
and one remembers one's exuberance  
autumn passes  
and one remembers one's reverence  
winter passes  
and one remembers one's perseverance

there is a season that never passes  
and that is the season of glass  
—Y.O. '81

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