

# CASHBOX

August 8, 1981

NEWSPAPER

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Eddie Rabbitt

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## EDITORIAL Music With A Message

This week, **Cash Box** presents a spotlight on gospel music, one of the fastest growing genres in the business today. Once a small appendage to the secular industry, gospel music has come closer and closer to the mainstream with each passing day. And a 20% increase in sales revenues from 1979 to 1980 would seem to confirm gospel music's potential.

That the audience for the product exists is no longer a question. Even without much of the marketing, merchandising and retail infrastructure of the secular industry, gospel music has made impressive strides. The next step will be into the big time.

Gospel music acts and leaders still rightly insist that the message take precedence over commerciality, but increased sales and visibility need not be corrupting. Instead, through exposure to more people, gospel's reach as a ministry and its financial health will both benefit.

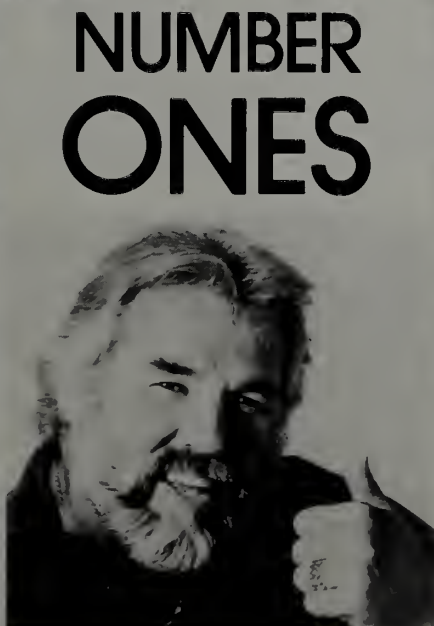
The picture for the future looks bright. If gospel music can succeed in crossing over and conquering the secular audience, it will be a stellar achievement. More and more, gospel labels will have to adopt secular industry methods to compete in the marketplace, but if the determination shown in the past hasn't been lost, gospel music's current success can only continue to grow.

# NEWS HIGHLIGHTS

- Verdicts in Goody trial overturned; judge orders new trial (page 5).
- Retailers note drop-off in label tour support (page 5).
- Senate and House reach compromise on radio deregulation proposals (page 5).
- Mark Albert named marketing director at **Cash Box** (page 5).
- "Draw Of The Cards" by Kim Carnes and "Backfired" by Debby Harry (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- "Time" by ELO and "The S.O.S. Band Too" (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS	
<b>SINGLES</b>	62 <b>THE VOICE</b> — The Moody Blues — Threshold/PolyGram
<b>ALBUMS</b>	10 <b>ESCAPE</b> — Journey — Columbia

<b>POP SINGLE</b>
THEME FROM "THE GREATEST AMERICAN HERO Joey Scarbury Elektra
<b>B/C SINGLE</b>
LOVE ON A TWO WAY STREET Stacy Lattisaw Cotillion/Atlantic
<b>COUNTRY SINGLE</b>
I DON'T NEED YOU Kenny Rogers Liberty
<b>JAZZ</b>
THE CLARKE/DUKE PROJECT Stanley Clarke/George Duke Epic



Kenny Rogers

<b>POP ALBUM</b>
PRECIOUS TIME Pat Benatar Chrysalis
<b>B/C ALBUM</b>
STREET SONGS Rick James Gordy/Motown
<b>COUNTRY ALBUM</b>
FANCY FREE The Oak Ridge Boys MCA
<b>GOSPEL</b>
CLOUDBURST Mighty Clouds Of Joy Myrrh

# CASH BOX TOP 100 SINGLES

August 8, 1981

	Weeks On Chart	8/1 Chart
1	THEME FROM "THE GREATEST AMERICAN HERO"	2 13
2	ELVIRA	1 14
3	JESSIE'S GIRL	3 20
4	SLOW HAND	6 11
5	I DON'T NEED YOU	5 9
6	ENDLESS LOVE	11 6
7	THE ONE THAT YOU LOVE	4 13
8	BOY FROM NEW YORK CITY	9 12
9	HEARTS	10 12
10	QUEEN OF HEARTS	12 11
11	BETTE DAVIS EYES	7 20
12	YOU MAKE MY DREAMS	8 15
13	GEMINI DREAM	13 10
14	TIME	17 17
15	STARS ON 45 — MEDLEY	14 18
16	LADY (YOU BRING ME UP)	20 8
17	TOUCH ME WHEN WE'RE DANCING	19 8
18	(THERE'S) NO GETTIN' OVER ME	24 7
19	THE STROKE	23 13
20	IN THE AIR TONIGHT	22 11
21	SWEET BABY	21 15
22	URGENT	25 6
23	WHO'S CRYING NOW	30 4
24	THE BREAKUP SONG (THEY DON'T WRITE 'EM)	27 12
25	COOL LOVE	28 6
26	WINNING	18 18
27	FIRE AND ICE	35 4
28	STOP DRAGGIN' MY HEART AROUND	44 3
29	DOUBLE DUTCH BUS	29 11
30	ROCK AND ROLL DREAMS COME THROUGH	32 11
31	LOVE ON A TWO WAY STREET	36 8
32	IT'S NOW OR NEVER	33 11

	Weeks On Chart	8/1 Chart
33	DON'T GIVE IT UP	38 5
34	YOU'RE MY GIRL	39 6
35	DON'T WANT TO WAIT ANYMORE	37 8
36	HOLD ON TIGHT	47 3
37	FEELS SO RIGHT	40 9
38	EVERLASTING LOVE	41 7
39	REALLY WANNA KNOW YOU	42 6
40	STEP BY STEP	51 3
41	THAT OLD SONG	48 5
42	GIVE IT TO ME BABY	34 12
43	THE BEACH BOYS MEDLEY	55 3
44	DON'T LET HIM GO	26 9
45	NIGHTWALKER	50 7
46	MODERN GIRL	15 14
47	TOM SAWYER	49 7
48	ALL THOSE YEARS AGO	16 12
49	FOR YOUR EYES ONLY	65 3
50	BREAKING AWAY	61 5
51	IS IT YOU	43 17
52	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	31 23
53	I LOVE YOU	46 26
54	NOTHING EVER GOES AS PLANNED	57 5
55	THIS LITTLE GIRL	45 16
56	I COULD NEVER MISS YOU (MORE THAN I DO)	77 2
57	CHLOE	71 3
58	STRANGER	63 5
59	FLY AWAY	62 7
60	YOU COULD TAKE MY HEART AWAY	72 3
61	YOU DON'T KNOW ME	67 5
62	THE VOICE	— 1
63	GENERAL HOSPI-TALE	74 3
64	SEVEN YEAR ACHE	52 18
65	NICOLE	58 7
66	STARS ON 45 — MEDLEY II	70 5

	Weeks On Chart	8/1 Chart
67	A WOMAN IN LOVE (IT'S NOT ME)	73 3
68	SUKIYAKI	53 23
69	HEAVY METAL (TAKIN' A RIDE)	75 3
70	SOME DAYS ARE DIAMONDS	79 3
71	SQUARE BIZ	78 4
72	DRAW OF THE CARDS	— 1
73	I'M IN LOVE	80 3
74	TEMPTED	81 3
75	JOLE BLON	69 4
76	A LIFE OF ILLUSION	59 12
77	STRAIGHT FROM THE HEART	87 2
78	WHAT ARE WE DOIN' IN LOVE	60 10
79	THE SENSITIVE KIND	86 2
80	SUPER FREAK (PART I)	— 1
81	WE'RE IN THIS LOVE TOGETHER	89 2
82	IN YOUR LETTER	— 1
83	FALLING IN LOVE AGAIN	— 1
84	THE SUN AIN'T GONNA SHINE ANYMORE	— 1
85	A HEART IN NEW YORK	— 1
86	SHAKE IT UP TONIGHT	— 1
87	DEDICATED TO THE ONE I LOVE	— 1
88	SECRETS	90 2
89	WE CAN GET TOGETHER	— 1
90	TEARDROPS	— 1
91	PAY YOU BACK WITH INTEREST	76 4
92	SUZI	54 8
93	STRONGER THAN BEFORE	64 13
94	AMERICA	56 16
95	FOOL IN LOVE WITH YOU	66 18
96	SHADDUP YOU FACE	83 16
97	JUST BE MY LADY	— 1
98	NOBODY WINS	68 14
99	THE KID IS HOT TONITE	84 8
100	TWO HEARTS	85 14

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

A Heart In (Headquarters Artist/Irving — BMI) . . . . .	85	Fly Away (Bobnai — BMI) . . . . .	59	Nobody Wins (Intersong — ASCAP) . . . . .	98	Teardrops (Ganga B.V. — BMI) . . . . .	90
A Life Of Illusion (Rio Ray/Wow & Flutter — ASCAP) 76		Fool In Love (Nearytunes — ASCAP/Fantare/Nearytunes — BMI) . . . . .	95	Nothing (Stygian (Admin. By Almo) — ASCAP) . . . . .	54	Tempted (Illegal Song — BMI) . . . . .	74
A Woman In Love (Gone Gator/Wild Gator — ASCAP) . . . . .	67	For Your Eyes (United Artists — ASCAP) . . . . .	49	Pay You Back (Maribus — BMI) . . . . .	51	That Old Song (Raydiola — ASCAP) . . . . .	41
A Woman Needs (Raydiola — ASCAP) . . . . .	52	Gemini Dream (W.B./MCA — ASCAP) . . . . .	13	Queen Of Hearts (Drunk Monkey — ASCAP) . . . . .	10	The Breakup Song (Rye-Boy — ASCAP) . . . . .	24
All Those Years (Ganga — BMI) . . . . .	48	General Hospi-tale (Solid Smash — ASCAP) . . . . .	63	Really Wanna (Rondor, Adm. By Almo/High Wave — ASCAP) . . . . .	39	The Kid Is Hot (Blackwood/Dean Of Music — BMI) 99	
America (Stonebridge — ASCAP) . . . . .	94	Give It To Me (Jobete & Stone City — ASCAP) . . . . .	42	Rock And Roll (Neverland/Lost Boys — BMI) 30		The One That You (Carcers/Bestal Reynolds — BMI) 7	
Beach Boys-Medley (BMI) . . . . .	43	Hearts (Mercury Shoes/Great Pyramid — BMI) . . . . .	9	Secrets (Bobby Goldsboro — ASCAP) . . . . .	80	The Sensitive Kind (Audigram — BMI) . . . . .	19
Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI) . . . . .	11	Heavy Metal (Fingers — ASCAP) . . . . .	69	Seven Year Ache (Hotwire/Atlantic Corp. — BMI) . . . . .	64	The Stroke (Songs Of The Knight — BMI) . . . . .	79
Boy From New York (Trio — BMI) . . . . .	8	Hold On Tight (Blackwood/Jet — BMI) . . . . .	36	Shaddup You Face (Remix — BMI) . . . . .	54	The Sun Ain't (Saturday/Seasons Sour — BMI) . . . . .	84
Breaking Away (Daksel — BMI) . . . . .	50	I Could Never (Abesongs, Ltd. — BMI) . . . . .	56	Shake It Up Tonight (April — ASCAP) . . . . .	86	Theme From "Greatest American Hero" (April/Blackwood/Daria/Darjen/SJC & Cannell — BMI/ASCAP) . . . . .	9
Chloe (Intersong — ASCAP) . . . . .	57	I Don't Need You (Bootchute — BMI) . . . . .	5	Slow Hand (Warner-Tamartane/Flying Dutchman/Sweet Harmony — BMI) . . . . .	4	The Voice (WB — ASCAP) . . . . .	8
Cool Love (Irving/Pablo Cruise — BMI/Almo — ASCAP) . . . . .	25	I Love You (C.B.B. — ASCAP) . . . . .	53	Somedays Are (Tree — BMI) . . . . .	70	This Little Girl (Bruce Springsteen — ASCAP) . . . . .	5
Dedicated To The One (Duchess MCA — BMI) . . . . .	87	I'm In Love (Duchess Ltd./Pun — ASCAP) . . . . .	73	Square Biz (Jobete — ASCAP) . . . . .	71	Time (Woolfongs Ltd./Cares (Adm. By Irving — BMI) . . . . .	1
Don't Give It Up (The One/Duchess MCA — BMI) . . . . .	87	It's Now Or (Glady's — ASCAP) . . . . .	20	Stars On (Various Publishers — BMI/ASCAP) . . . . .	15	Tom Sawyer (Core — ASCAP) . . . . .	4
Don't Let Him Go (Fate — ASCAP) . . . . .	44	Is It You (Rit Of Habeas — ASCAP) . . . . .	51	Stars On II (Various Publishers — BMI/ASCAP) . . . . .	66	Touch Me When (Hall-Clement — BMI) . . . . .	17
Don't Want To Wait (Pseudo/Irving/Foster Fries/Boone's Tunes — BMI) . . . . .	35	Is Your (Rit Of Habeas — ASCAP) . . . . .	51	Step By Step (Briarpatch/DebDave — BMI) . . . . .	40	Two Hearts (Frozen Butterfly — BMI) . . . . .	100
Double Dutch (Wimot/Frashion/Supermarket BMI) 29		It's Now Or (Glady's — ASCAP) . . . . .	32	Stop Draggin' (Gone Gator/Wild Gator — ASCAP) 28		Urgent (Somerset/Evansongs — ASCAP) . . . . .	22
Draw Of The Cards (Applan/Almo/Pants Down/Black Mountain — ASCAP/BMI) . . . . .	72	Jessie's Girl (Robbie Porter — BMI) . . . . .	3	Straight From The (Pangola/Careers/Milene — BMI) 77		We Can Get (Rare Blue — ASCAP) . . . . .	89
Elvira (Acuff-Rose — BMI) . . . . .	2	Jole Blon (Fort Knox — BMI) . . . . .	75	Stranger (Alien — BMI) . . . . .	56	We're In This Love (Blackwood/Magic Castle — BMI) 8	
Endless Love (PGP/Brockman/Intersong — ASCAP Administered) . . . . .	6	Just Be My Lady (Nineteen Eighty Five — BMI) . . . . .	97	Stronger Than (Unichappell/Begonia Melodies/Fedora — BMI/Hidden Valley — ASCAP) . . . . .	93	What Are We Doin' (Chappell/Sallmaker — ASCAP) 78	
Everlasting Love (Rising Sons — BMI) . . . . .	38	Lady (Jobete & Commodores — ASCAP) . . . . .	16	SukiYaki (Beechwood — BMI) . . . . .	68	Who's Crying (Week High Nightmare — BMI) . . . . .	2
Falling In Love (Bama/Michael Stanley — ASCAP) 83		Love On A Two (Gambi — BMI) . . . . .	31	Super Freak (Jobete & Stone City — ASCAP) 80		Winning (Island — BMI) . . . . .	26
Feels So Right (Maypop — BMI) . . . . .	37	Modern Girl (Pendulum/Sea Shanty/Unichappell — BMI) . . . . .	46	Suzi (Terrarium/Fourth Floor — ASCAP) . . . . .	92	You Could Take (Grey Hair — ASCAP) . . . . .	60
Fire And Ice (Rare Blue/Big Tooth/Discott/Denise Barry — ASCAP) . . . . .	27	Nicole (Hamstein — BMI) . . . . .	65	Sweet Baby (Mycenae — ASCAP) . . . . .	21	You Don't Know Me (Rightsong — BMI) . . . . .	61

Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

# CASH BOX NEWS



**KING'S COURT** — RCA recording artist Evelyn King recently appeared at New York's Beacon Theatre. Pictured standing are (l-r): Morrie Brown, one of King's producers; Ray Harris, division vice president, black music, RCA Records; King; George Faison, King's choreographer; Bob Schwaid, King's manager. Pictured seated are (l-r): Keith Jackson, division vice president, black music marketing, RCA; and Bob Rifici, New York branch manager, RCA.

## Senate, House Reach Compromise On Latest Radio Deregulation Proposals

LOS ANGELES — Proposed legislation for the deregulation of radio took another step forward last week as members of the House and Senate compromised on a number of measures that were introduced by a Senate bill in June as part of its Federal budget proposal (**Cash Box**, June 27). The initial proposal (S.270) was introduced by Sen. Robert Packwood (R-Ore.), chairman of the Senate Commerce Committee, and called for indefinite licensing and a random or lottery system for granting new licenses. (Radio stations

currently hold three-year license terms and new license applications require lengthy hearings and expensive, time-consuming paperwork.) The bill angered House members, especially Rep. Timothy Wirth (D-Colo.), chairman of the House Telecommunications Subcommittee, who opposed the Packwood Bill and many of its measures because, he felt, regulatory changes of such magnitude should be separately studied and not introduced and swept through in budget proposals. Packwood's bills would have removed the Federal Communications Commission (FCC) from involvement with format

(continued on page 12)

## Albert Named To Marketing Position For Cash Box

LOS ANGELES — Mark Albert, **Cash Box** radio editor, has been named to the post of marketing director, effective immediately. Based in Hollywood, Albert will assume marketing responsibilities for the west coast, in addition to his duties as radio editor. He will be reporting directly to Nick Barano, **Cash Box** vice president, and Alan Sutton, **Cash Box** vice president and editor-in-chief. Albert joined **Cash Box** in May 1978 as a staff member of the chart department and was named radio editor in June 1979. He received a degree in journalism and public communications from Boston University and was then employed as manager of Mass One Stop, owned by Skippy White in Boston. Prior to joining **Cash Box**, he was employed at Southern California Graphics Printing Co. in Culver City, Calif.



Mark Albert

## CITES PROSECUTION 'MISCONDUCT'

# Goody Verdicts Dismissed; Judge Orders A New Trial

by Dan Nooger

NEW YORK — The guilty verdicts against Sam Goody Inc. and its vice president, Sam Stolon, for Interstate Transportation of Stolen Property (ITSP) and copyright infringement were dismissed on July 27 and a new trial was ordered by Federal District Court Judge Thomas C. Platt. A conference to set a starting date for the new trial was scheduled for July 31 (see story below).

Following a five-week trial, the chain was found guilty of two counts of ITSP and three counts of criminal copyright infringement, and Stolon was convicted on one count of ITSP and one count of criminal copyright infringement (**Cash Box**, April 18).

Judge Platt's ruling noted that the key reasons for his dismissal of the verdicts were prosecution "misconduct" concerning the testimony of Federal agent Richard Ferri and the "cumulative adverse effect" on the jury's deliberations of six additional counts of copyright infringement and one count of Racketeer Influenced Corrupt Organization (RICO) charges contained in the original indictment.

### Notes 'Lost'

Ferri originally testified on March 9 that he had "lost or misplaced" notes taken during interviews of witnesses and informants. He recanted his testimony the following day out of the presence of the jury, but did not recant before the jury until March 30, nearly three weeks later.

Defense attorneys charged that failure to immediately correct the testimony had prejudiced the case (**Cash Box**, April 11). During summations, defense counsel Martin Gold described the recantation as "a sickening experience" (**Cash Box**, April 11), and this was a key point raised in defense motions for post-trial relief (**Cash Box**, June 27).

Judge Platt's ruling noted that the

prosecution had corrected the testimony "only after the court, in effect, directed the Government" to do so, adding, "by that time . . . much, if not all, of the significance of the falsity of the testimony may well have escaped the jury."

Judge Platt dismissed six of the copyright infringement charges against both Stolon and the corporation on March 30, as well as all charges against the firm's president, George Levy, originally named as a co-defendant, on grounds of insufficient evidence. In addition, the RICO charge against the chain was dropped because it applies to individuals and not corporations (**Cash Box**, April 11).

Defense attorneys for Goody and Stolon filed a joint brief requesting post-trial relief on June 12 on grounds including insufficient evidence, prosecutorial misconduct, tainted testimony by government agents, the "questionable" validity of the copyrights held to have been infringed, "prejudicial" instructions to the jury by Judge Platt, and the prejudicial effect of the RICO and copyright charges in the original indictments. The government filed its reply brief on June 29 and the defense filed its final reply brief on July 14, prior to oral arguments before Judge Platt on July 17 (**Cash Box**, July 11).

Prosecutor John Jacobs of the Justice Department's Organized Crime Strike Force for New York's Eastern District had "no comment" on Judge Platt's ruling.

Kenneth Holmes, attorney for the Goody chain, said, "We're very pleased with the ruling and are looking forward to a total vindication of the Goody corporation and Mr. Stolon if the case goes to a new trial."

The Goody chain faced possible fines of over \$100,000, while Stolon faced a maximum penalty of 11 years in prison and \$35,000 in fines.

# Retailers Note Drop In Label Tour Support

by Michael Martinez

LOS ANGELES — Citing factors like the marked decrease in artist touring and increasingly prudent and selective spending by record companies, retailers are noting a sharp drop-off in label merchandising support aimed at dealers, according to a recent **Cash Box** survey.

Most of the retailers contacted in the survey agree that artist touring enhances record sales and that in-store merchandising aids, radio and print exposure and other promotional resources connected with tours also improve visibility. However, such resources must now be aggressively sought, and in many cases, support available is barely adequate, according to the survey.

The absence of abundant tour merchandising support at retail is clearly underscored by the soft touring schedule this summer.

Retailers generally noted that label tour support at the retail level this summer is down from the same period last year, prompting some to develop in-house promotions and signage to capitalize on tours in their respective markets.

"There are just no artists coming through here this summer; concerts are way off," says Alan Levenson, president of the 16-store Turtle's web based in Atlanta. "It's a big drop-off from last year; there has been virtually no in-store material, and air support has been nil."

"The last six months or so we've seen fewer groups on the road, fewer concerts generally, and support for product has

declined because of this," adds John Grandoni, advertising director and buyer for the Buffalo-based, 19-store Cavages chain.

But Grandoni says that when an artist does come to one of his stores, he is able to obtain label support and cooperation. Acts that have been buoyed by tour merchandising support at retail this year included The Tubes (Capitol), Don McLean (Millennium/RCA), Iron Maiden (Capitol), Judas Priest (Columbia) and Ozzy Osbourne (Jet/CBS).

The label support, according to Grandoni, is aimed primarily at radio, with time buys on at least one station in the market that tagged both the concert appearance (satisfying the promoter) and one or more retailers stocking the product.

Grandoni says that Cavages additionally stocks the act's product at sale price, a fact later featured in print ads following the concert.

(continued on page 14)

# Goody Retrial Postponed Until Sept. As Prosecution Asks For New Judge

by Dan Nooger

NEW YORK — The retrial of Sam Goody, Inc. and its vice president, Sam Stolon on charges of copyright infringement and Interstate Transportation of Stolen Property (ITSP) has been postponed until mid-September, following a request by the prosecution that a new judge be assigned to the case.

Thomas P. Puccio, attorney-in-charge of the Department of Justice's Organized Crime Strike Force for New York's Eastern District, on July 30 submitted a letter to Federal District Court Judge Thomas C. Platt asking the judge to "defer setting a trial date" because "we intend to request reassignment of this case to another judge."

Judge Platt on July 27 dismissed the

guilty verdicts against the corporation and Stolon (see story above).

At a court hearing on July 31, attorneys for the defendants waived their rights to a speedy retrial as well as the right to file motions seeking automatic dismissal if the case was not tried within 60 days "to accommodate the judge's schedule." The date for filing motions and a status report on the trial was set for Sept. 11.

Additionally, Judge Platt advised government prosecutor John Jacobs to file a formal motion requesting reassignment of the case. In doing so, Judge Platt noted that the prosecutor had originally requested that the case be assigned to him because he had tried cases — including that of convicted tape counterfeiter George Tucker — which were related to the Goody case.

# Record Bar Sets Objectives For Fiscal '82

by Fred Goodman

HILTON HEAD, S.C. — This year's annual Record Bar convention, held here at the Hyatt Hotel from July 26-30, was a combination of well-deserved self-congratulation and hard-nosed evaluation. More than 300 participants, including Record Bar employees, manufacturers' representatives and assorted business associates and guests took part in the meet. While the convention's theme, "Record Bar Goes to Summer Camp," invited everyone to enjoy their stay at the resort island, the schedule and open suites demanded that plenty of time be set aside for business.

Issued high on the convention's agenda included the unprecedented expansion the chain enjoyed in fiscal '81, and the need to focus on research, inventory management and chain unification during '82.

## Opportunity Beckons

Thirty-four new stores will have been added to the chain when the fiscal year closes on Oct. 31, bringing Record Bar's total number of outlets to 132. Although chain president Barrie Bergman allows that high interest rates make it difficult for the mail-located stores to continue to expand, he feels that the opportunity to enter new

markets is one that the company can't pass up.

"An interest rate of 20 or 21% impacts your bottom line in the short-term," Bergman told **Cash Box**, "but I'm trying to think in the long-term. When others are slow to enter new markets, that's your opportunity."

Particularly aggressive was the chain's expansion into Texas. Five Record Bar outlets have opened in that state since February 1980, and 10 more are planned over the next two years.

## Close Scrutiny

But executives for the chain made it clear that during 1982 Record Bar's emphasis on growth will be replaced by a close scrutiny of the company's position in the industry and marketplace.

"1981 was a year of opportunity for us," said Ralph King, vice president of marketing for the chain. "We don't expect the same year in '82. We're going to be spending a lot of time on research, and we've already set up a multi-variable market analysis system towards this end." Among the issues being examined are how the company can better develop the markets it is now in, how to unify its present methods of operation and how deeply the chain should get into boutique and accessory sales.

In evaluating the chain's present markets, King pointed to the fact that many of Record Bars outlets are in secondary markets, and emphasized that manufacturers and retailers are missing key sales. "Some of our better stores are in low income areas," he said. "Those people need to relax, too, and it's been proven to us that they're willing to spend money for a pick-me-up."

Although the company has already begun to advertise on television in three select markets, that medium will play a larger role in the further development of established markets. "Television is a place where we can sell records," said Bergman. "It takes a lot of money, but the manufacturers have been very good about it."

## Cable Vs. Radio

Bergman is also interested in the Warner Amex Music Channel, and sees new advertising opportunities for record retailers through the cable networks. "Today we're just throwing away money on AOR," he said. "Nobody listens to those ads anymore. I see cable being able to help us direct our advertising through its specific programming."

Unifying operation methods will provide

(continued on page 30)

# Feyline Takes First Step With Goodman Album

by Michael Glynn

LOS ANGELES — Now 18 months old, Feyline Records, headed by Denver concert promoter and personal manager Barry Fey, released its first product last week under a production agreement with Columbia Records. The LP, entitled "Footsteps" by L.A.-based singer/songwriter Tim Goodman, is produced by the Doobie Bros. guitarist John McFee and, according to Feyline president Barry Fey, sets the presently rock-oriented direction of the label.

"As concert promoters in the Colorado area, we were reared on rock 'n' roll and we understand it better than most other types of music," said Fey. "Most of the acts who have approached us have been rock acts, and the acts we're looking at right now are basically what you'd call rock. That's not to say we're restricting ourselves to rock, just that our current projects, such as the Time Goodman LP, have been more in that vein."

As a fixture on the concert promotion scene in Colorado and the Southwest since 1967, Fey and his Feyline Prods. have won numerous industry awards, in addition to the praise and recognition of Colorado's highest officials. In fact, state Governor Richard D. Lamm planned to hold a luncheon Aug. 4 in honor of the label's initial release.

Feyline Records, housed in the same offices as Feyline Prods. is a three-man operation, with Chuck Morris and Pam Moore aiding Fey, and the concert promoter/label president is hoping to keep

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# Teamwork Key To RCA's Black Mktg.

by Dave Schulps

NEW YORK — In a move aimed at further strengthening its black music efforts, RCA Records has promoted Keith Jackson to division vice president, black music marketing, and Patrick Spencer to director, black music promotion, reporting to Jackson. Jackson will continue to report to Ray Harris, division vice president, black music.

In an interview with **Cash Box** last week, Jackson, who was previously director of black music product merchandising at the company, characterized the creation of his new post as a "continuation of a commitment by RCA to black music that began last August with the department being given autonomous control. Now we have the ability to sign our own acts, make our own deals.

"Up to that time we had often been criticized for a lot of our accomplishments coming through custom labels," Jackson noted. "Now we're in a position where we've built a good roster from the ground floor. We work all our records the same, be they custom labels or RCA proper, and now it's time to strengthen RCA. You can already see examples of that with Evelyn King, Thelma Houston, Keni Burke and Esther Williams."

In explaining the philosophy he brings to his new position, Jackson stressed that "teamwork is the key. That, and 'each one teach one.' There are a lot of things I'd like to do right now," he said, "but I know that we have to take things step by step. I'm not going to rush. We'll just have to go out and get some hit records and by doing that firmly establish RCA as a label."

Jackson cited the current success of Evelyn King as an example of the "artist by artist image campaign" that he hopes to concentrate more thoroughly on as division vice president. "Evelyn is the first project we've worked on as an autonomous division and the results speak for themselves. An example of the image campaign is the

(continued on page 10)

# FBI Austin Raid Nets Bootleg Videotapes Worth \$5.6 Million

LOS ANGELES — FBI agents in San Antonio, Texas, with the assistance of two members of the Motion Picture Assn. of America (MPAA) Film Security office, seized over 300 videotapes worth approximately \$5.6 million in potential revenues two weeks ago. Also seized by the FBI was videotape recording equipment valued at \$12,000.

Seized in the raid, which culminated a three-month long investigation into film piracy and bootlegging activities in the Austin, Texas area, were copies of *Star Wars*, *The Empire Strikes Back*, *Smokey and the Bandit* and *Patton*, among other titles. The arrests were made under the federal Copyright Act, with the MPAA's Film Security Office representatives assisting in the preparation of affidavits for search warrants.

Tapes and equipment were taken from the homes of Patrick Jennings and Edward Bagwell, both of Austin. Jennings and Bagwell are owner/operators of the Video Exchange Club.



**MOODY VOYAGE** — Threshold/PolyGram recording group the Moody Blues was recently honored in Dallas, Los Angeles and New York, where it stopped off on its international tour in support of its current LP, "Long Distance Voyager." Pictured in Dallas are (l-r): Leslie Rogers, Dallas promotion manager, PolyGram; Tom Owens, program director, Q-102; Bob Stevens, music director KEGE; George Meier, national album promotion director, PolyGram; and



Justin Hayward of the group. Pictured in Los Angeles are (l-r): Kenny Hamlin, L.A. branch manager, PolyGram; Hayward; and Lou Kwiker, president of Integrity. Pictured in New York are (l-r): John Lodge of the group; David A. Braun, president and chief operating officer, PolyGram; Graeme Edge and Ray Thomas of the group; Jerry Weintraub, Management III; and Hayward and Patrick Moraz of the group.



Elektra/Asylum recording artist Edie Lehman has been one of the chief purveyors of the country to pop crossover boom. A gold selling artist in the country music field for years, Rabbitt leaped into the Top 20 of the **Cash Box** Pop Singles chart in late 1977 with *Every Which Way But Loose* and hasn't left since.

Last year's "Horizon" LP turned the bedded singer/songwriter into a bona fide superstar, with "Drivin' My Life Away" reaching the pop Top 10 and "I Love A Rain Night" becoming Rabbitt's first #1 record on the **Cash Box** Pop Singles chart.

Now, with his national profile heightened by a recent Miller Beer TV commercial, Rabbitt has delivered "Step By Step," his album, once again produced by David Malloy and featuring tunes written by Rabbitt, Malloy and Even Stevens, looks to be another country/pop crossover smash. The record's title track has already shot to #3 bullet on the **Cash Box** Country Single chart and #40 bullet on the Pop Single chart after only three weeks in release.

The 37-year-old Rabbitt was born in New York and raised in New Jersey; but in 1967 he moved to Nashville to pursue the Music Row "rags to riches" dream of becoming country music star. Rags was definitely where he started, as his first job was as staff writer for a Nashville publishing house which paid all of \$37.50 a week.

However, a Horatio Alger-like story unfolded in 1971 when Elvis Presley recorded Rabbitt's "Kentucky Rain." The record became Presley's 50th million selling single, and Rabbitt became hot property.

In the early '70s, Ronnie Milsap, Tom Jones, Willie Nelson, Roy Clark, Conway Twitty, O.C. Smith and Billy Joe Spears scored with Rabbitt songs. And now his own publishing firm, Briarpatch Music, ranked among Nashville's top publishing houses.

Rabbitt's own recording career hasn't suffered either. He had country hits in the mid '70s with songs like "Rocky Mountain Music," "Hearts On Fire" and "I Just Want To Love You," but in 1978, his career took off with *Every Which Way But Loose*, the title song from Clint Eastwood's motion picture.

Now one of country pop's hottest draws, Rabbitt has been on tour since May in support of "Step By Step," and he will be making his first headlining appearance at the MGM Grand in Las Vegas in October.

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# THE NEVILLE BROTHERS MEAN BUSINESS

"FIYO ON THE BAYOU," THE NEW NEVILLE BROTHERS ALBUM BURNS WITH EXCITEMENT. THE RESPONSE AND REVIEWS OF THE ALBUM HAVE BEEN PHENOMENAL. THIS IS NEW ORLEANS MUSIC MADE FOR THE ENTIRE WORLD. THIS IS MUSIC TO GET YOUR EARS ON FIRE. THIS TIME THE NEVILLE BROTHERS MEAN BUSINESS, BUSINESS FOR RADIO, BUSINESS FOR RECORD STORES. THIS IS *MEAN* BUSINESS FOR YOUR EARS.

"Fiyo On The Bayou," is a record the Nevilles, and New Orleans can be proud of. It is alive with the color and pulse of the city, but it is aimed at a broad popular audience. Its producer, Joel Dorn, has given the Nevilles' music the sort of high-tech polish that spells radio play but left its regional accent intact. Their promise is so exceptional that no single album can do it justice, but "Fiyo On The Bayou" actually comes close... It's an album the Nevilles, and New Orleans, can be proud of."

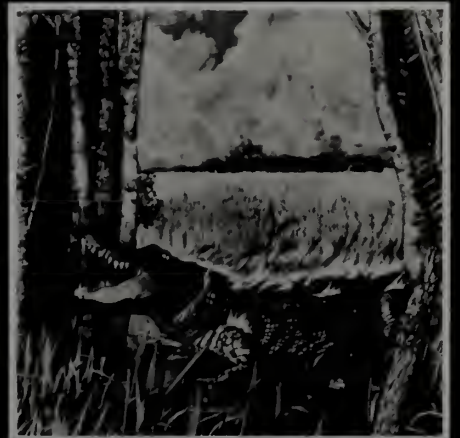
—Robert Palmer, *New York Times*

"At the center of New Orleans' legion of regional stars are the Neville Brothers—Aaron, Art, Cyril and Charles. Their new album on A&M may force them into the much-deserved national limelight... Aaron's voice is one of the greatest bugles ever blown in New Orleans or anywhere else. Your record store should have the album by now. So should you."

—Eliot Osborn, *Playboy*



**NEVILLE BROTHERS**



FIYO ON THE BAYOU

NEVILLE BROTHERS...FIYO ON THE BAYOU...BURNING OUT OF CONTROL ON A&M RECORDS AND TAPES



# NEW FACES TO WATCH



## Tazmanian Devils

It's been a good year for a change for Warner Bros. recording group The Tazmanian Devils. The Marin County-based rock band and its reggae-infused pop had been all but banished from the punk hungry Bay Area club scene since it started gigging three years ago, but perseverance and determination paid off in 1981. The fivesome recently garnered the *Bay Area Music Award* (BAMMY) for Best Club Band and also received a high profile in California via the "milky way."

The milky way, of course, was the jingle the band composed for the California Milk Advisory Board's new teen-oriented radio commercial campaign. The band was tapped for the advertising drive after word got around that it had garnered a BAMMY award and boasted an appealing reggae rock sound as well.

Milk aside, the band earned its newfound notoriety the hard way. Outcasts on the S.F. circuit from the outset, the quintet literally built a following venue by venue.

"We started out by making an old hippie hangout, the Marin-based Sleeping Lady Cafe, our own," says Taz leader Pat Craig, "and from there we took every gig we could get until we were finally accepted in San Francisco."

On the way to city-wide acceptance, the band hit upon a concept that turned selected performances into events rather than normal club dates.

"We'd find ourselves with all this pent up energy after gigs," explains Craig, "and when we'd return to home base, we'd invariably put on old records, grab some beer and some girls and keep the party going. We called them 'Bop' parties."

One of the band's biggest supporters was KSJO/San Jose DJ Sheila Rene, who brought along her collection of vintage '50s Texas R&B records to those after hours dance fetes. Rene reminisced about a certain illicit Lone Star State dance — in which the female partner removed a handkerchief from the male partner's half-open fly — called "The Dirty Bop."

And while the Tazmanian Devils gigs never got quite as racy as those Texas barbecue cum bacchanals in the early rock years, The Devils began calling special Waldorf and Keystone performances "Dirty Bop Parties," and the group quickly became one of the city's premier dance bands.

Originally formed four-and-a-half years ago, The Devils, comprised of Walla Walla, Wash. transplant Craig and Northern California natives Duane Van Deman (bass), Dennis Hogan (vocals), Barry Lowerthal (drums) and Dave Carlson (guitar), began as a strictly reggae band.

While playing in the Chris Ducey Band in the mid-'70s, Craig and Carlson opened for Jimmy Cliff at the Roxy in L.A. After seeing his set, "we were hooked," says Craig.

However, when the band met up with producer Erik Jacobsen, he convinced The Devils to add more middle class American influences like surf music, rockabilly and '60s pop to its "Jump Up" sound. The fusion worked, the band soon found itself with a Warner Bros. contract, an album on the streets and an ever-growing cult following. The milk commercial, The Bammy Award and a new LP, "Broadway Hi-Life," have increased the band's notoriety. And Craig feels this is the year that the Devils will break nationally.



## Shakin' Stevens

Shakin' Stevens has been a rock 'n' roll singer ever since he was cast in the role by his teacher for a school costume party. With boogie-woogie piano accompaniment by the school's music teacher, Stevens took first prize in the costume ball and was off and running on a career that has taken him from Welsh working man's clubs to London's West End theaters to English television, and finally international chart success.

Since 1970, when Stevens and his band (then known as the Sunsets) released their first album, "A Legend" — produced by fellow Welshman Dave Edmunds and recorded, says Stevens, in a mere two days — Shaky (as he is known) has been slowly broadening the following for his band of modern rockabilly. In 1976, he broke up the Sunsets in order to take the title role in a West End musical based on the life of Elvis Presley. "I thought the play would run for two or three weeks, but when it became successful and the run was extended, I had to break up the band. I played Elvis up until his army days," he recalls. "After the play closed, Jack Good (the noted BBC television producer who had produced the *Elvis* show) signed me up to appear on 12 *Oh Boy* TV shows and after that, for 36 weeks of *Let's Rock*, which was picked up in syndication by a number of American channels."

Meanwhile, Stevens had begun a solo recording career and was beginning to place high in the British and various European charts with a series of cleverly rearranged and updated covers of old rockabilly tunes like Doug Kershaw's "Hey Mae" and Buck Owens' "Hot Dog" and newer material like "Marie Marie," written and originally recorded by West Coast group the Blasters. Stevens was finally introduced to America last year via a four-cut Epic Nu-Disc that included both "Marie Marie" and "Hey Mae."

Since that time, Stevens' star has continued to rise. His updated version of "This Ole House," a 1954 hit for Stuart Hamblen, became his most successful single yet, going to #1 in Britain, much of Europe, Japan and Australia, with the follow-up, "You Drive Me Crazy," doing nearly as well. His first American album, "Get Shakin'," just released by Epic Records, brings together five of his U.K. Top Ten hits, three "new" rockabilly covers and four of his own compositions.

Getting the right material has been very important to Stevens. "A lot of new material gets sent to me. One chooses and it goes from there," he remarks.

Stevens says, for example, that he would never include any Elvis Presley numbers on his albums or in his live set. "I respect Elvis very much as an entertainer and I love him much, but there was only one Presley and there's only one Shakin' Stevens."

Thus far, Stevens and his crack Welsh five-piece backing unit have only done two gigs in this country: one at last year's CBS convention in Miami and one at the most recent Volunteer Jam, where Stevens was backed by Charlie Daniels' band. With the release of "Get Shakin'" here, Stevens says he hopes to do a proper tour of America soon. Realistically, though, he points out that the record's success will determine when and where he tours. "With #1 records in Europe and other places, I have an obligation to play for my fans there first."

## PERSONALITY PROFILE

# Tom Snyder: At The Controls Of TV's Hottest Music Spotlight

by Dan Nooger

NEW YORK — In the eight months since NBC-TV's late-night show *Tomorrow: Coast To Coast*, hosted by Tom Snyder, began featuring music on a regular basis, it has become one of the most important means of network exposure for performers who are, as Snyder puts it, "at the top of their individual styles of music."

The key difference between *Tomorrow*, which features music three nights out of four, and other network shows, according to Snyder, is that "this show is a place where musicians can come and do their thing and have a chance to say some things that are on their minds rather than just play their songs and get off."

Snyder has "really broken some new ground for television," according to the show's executive producer Roger Ales, by presenting as wide a variety of performers as possible and "treating them as people." The list of acts that have appeared on the show runs the gamut from Mel Torme and Liberace to Elton John, Elvis Costello, Tom Petty, Donna Summer, Sister Sledge and the Tubes to the Plasmatics, the Clash and Adam and the Ants (the latter two making their U.S. TV debuts on the program).

"Snyder has to be given a lot of credit for the success of the show," adds John Huddy, the show's producer. "Here's a man who's 45 years old, a child of the '50s, and his ability to take such a wide variety of performers on their own terms and develop a sympathetic rapport with them comments not only on his own talent — which enables us to go after anybody — but also on the diversity of music today."

Snyder himself notes: "I like almost all kinds of music, although I don't care much for new wave. But these performers, even the punk rockers, have heads on their shoulders with perceptive opinions about current events or issues or personal

## Grammys Move Back To Los Angeles' Shrine

LOS ANGELES — The 24th Annual Grammy Awards telecast will originate from Los Angeles next year, returning to the west coast from Radio City Music Hall in New York where this year's Grammys originated.

The awards ceremony will be telecast by CBS from the Shrine Auditorium the week of Feb. 22, 1982. Recording Academy officials also announced that the post-Grammys party will again be held at the Biltmore Hotel here.

Grammy telecast executive producer is Pierre Cossette of Pierre Cossette Prods.



Tom Snyder

behavior. When I discussed with Roger Ales about regular recurrence of music on the show, I said, 'no matter what kind of music we have, let's get the best.'

"For me, some of the real high points have been having Elvis Costello, Sister Sledge, George Shearing and the Plasmatics," Snyder adds. "I'm impressed with Wendy Williams (Plasmatics lead singer), and while I don't care for the sound, she's got music in her somewhere and I think it's going to come out."

When the show was expanded to its current 90-minute format, notes Ales, it was decided to only feature one performer on any given show "to make them special within the program." He adds, "Many talented acts were staying away from television because they were usually brought in with limited rehearsal and not handled well."

### "Radical Stuff"

According to Don Berman, the senior associate producer of the *Tomorrow* show who books much of the music, notes: "We've started getting letters from musicians who are usually diametrically opposed to TV saying, 'there's finally a TV program that has the guts to present some potentially radical stuff and treat the musicians with respect.' For example, Elvis Costello, who felt that the media had really done a job on him before, agreed to appear on the program because it's not edited, with remarks taken out of context. What goes down in the studio is what you see."

The responsibility for capturing what goes on in the studio belongs to director George Paul, who has worked with Snyder as his director since March 1976. "I love to be able to visualize music in a special way and bring that onto the TV screen," he says. "The key factors are getting a good sound

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**A REAL LULU AT CASH BOX** — The Los Angeles offices of *Cash Box* welcomed A recording artist Lulu during her recent U.S. visit. The petite Londoner, who scored worldwide hit in 1967 with "To Sir With Love," returned to the charts three weeks ago with the top debut single, "I Could Never Love You (More Than I Do)," which entered at #1 bullet. Pictured are (l-r): George Albert, *Cash Box* president and publisher; Lulu; Ni Albarano, *Cash Box* vice president; and Marion London, Lulu's manager.





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

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

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

As you might imagine, Maxell makes up a big part of this picture, with more than an 80% increase in sales over the last 3 years. And projected sales for 1981 indicate people will be putting even more of their money into premium cassettes like Maxell.

Keep your customers satisfied. Stock the tape they can't afford not to buy.

**maxell**  
**IT'S WORTH IT.**

Maxell Corporation of America, 60 Oxford Drive, Moonachie, N.J. 07074

## Destiny Label Names Network Of Indie Distributors

LOS ANGELES — A nationwide network of independent record distributors has been retained to handle all product for newly formed Destiny Records, according to Arnie Orleans, label president.

The distributors include All South, Alpha, Alta Distributing, Arc-Jay-Kay, Bib Distributing, Big State, M.S. Distributing, Pickwick, Distribution, Progress Distributors, Schwartz Bros. and W.M. Distributing.

Commenting on the new agreements, Orleans said, "Destiny has elected the independent distribution path for many positive reasons.

"Independent distribution has continued to show its viability in the marketplace, particularly in light of the recent recessionary cycle during which many major labels have turned to the independent ranks," he continued.

He added that, "The ability of the indies to respond quickly to localized needs has been tried and proven over the years with great success. We also feel that independents will help keep us more closely attuned to the tastes and attitudes of the buying public."

Jack Bernstein, senior vice president of Pickwick Distribution, lauded Destiny's decision to go with independents, commenting that, "We at Pickwick Distribution are enthused about Destiny's decision to utilize independent distributors."

## Klein Named To Island Finance VP Position

NEW YORK — Mel Klein has been named Island Records vice president of finance. He will report to Ron Goldstein, president of Island Records in North America.

Klein, who had been vice president of finance at Polydor before coming to Island, joined the label in 1980 as director of finance.

## Meyer Named Executive VP At A&M Films

LOS ANGELES — Andrew Meyer was recently named executive vice president at A&M Films. Meyer, in his newly created position, will oversee the acquisition and development of properties and manage the administration of the company.

Meyer has been with A&M Records for nine years, having served as executive director of public relations, and in 1977, he was named vice president of special projects. Most recently, he was partner in the independent film production firm, Noah's Ark Prods.

Commenting on Meyer's hiring, A&M Films president Gil Friesen said, "Andrew Meyer will be an invaluable asset to our new company. His knowledge and expertise in both the record and film business will help us immeasurably in the growth of A&M Films."



Bill Staton

## Staton Named VP, Special Markets Promotion, At E/A

LOS ANGELES — Bill Staton was recently named vice president of promotion, special markets at Elektra/Asylum Records. He will report to Oscar Fields, E/A vice president of special markets.

Staton comes to E/A from RCA Records where he was vice president of national black music promotion based in New York, a post he held since January 1979. He joined the label in 1978 as the label's R&B promotion manager.

Prior to RCA, Staton was vice president of promotion for Creed Taylor, Inc. (CTI) Records. He came to CTI after a 17-year career with Atlantic Records, where he held a variety of posts.

In his new post, Staton will relocate to Los Angeles, where he will operate from the E/A's west coast headquarters.

Commenting on Staton's appointment, Fields said, "We're very excited to have a pro with us. The fact that he is familiar with the WEA Distribution system through his duties with Atlantic is also a big plus. All of us at E/A welcome him aboard."

## Levy Tapped To Head MCA Music

NEW YORK — Leeds Levy will assume the position of president of MCA Music, effective Sept. 30. He will report to Sid Sheinberg, president, MCA Inc. MCA Music incorporates the music publishing activities of MCA Inc.

Levy began his career with ASCAP in the licensing and membership departments. He later moved to the Elton John organization as manager of John's music companies. He joined MCA Music in 1978 as vice president and executive assistant to Sal Chiantia.

He most recently served as executive vice president of MCA Music.

## Busby Named To A&M VP Position

LOS ANGELES — Jheryl Busby was recently named vice president of marketing for black product at A&M Records. Busby's new duties will include responsibility for all sales functions in the black marketplace in addition to his continued responsibility to oversee promotion of black product at the label.

Busby joined A&M last January as vice president of R&B promotion, coming to the label from a similar position at Casablanca Records, a post he held for three years there.

## Sottile Named Senior Vice President At WCI

NEW YORK — Benjamin J. Sottile has been named senior vice president of Warner Communications Inc. He will report to WCI's Office of the President. Sottile, 43, has an extensive business background, having served in a variety of senior marketing and management positions at Warner-Lambert over the past ten years.

**Two Promoted At Capitol** — Tom Neuman has been promoted to manager of technical marketing services lab and John Kraus to senior technical liaison engineer at Capitol Records.

**Goodman Named At RCA** — RCA Records-Nashville has announced the appointment of Randy Goodman to manager, merchandising. He was formerly administrator, press and publicity for the Nashville RCA Records office, having come to the label from Top Billing, Inc.

**Changes At WEA** — WEA Chicago regional branch office has announced two new appointments to the regional marketing staff: Carol Ann McVeigh as media specialist and Dwight Jones as field merchandiser. For the past three years McVeigh has been a media buyer for Proctor & Gardner Advertising. She was a media buyer for Franklin Associates and an advertising research assistant at WCLR-FM.

**Tognacci Named** — Gene Tognacci has been appointed album production director at Big Music America Corporation. He most recently was program director of Radio Station KKKQ in Phoenix.

**Blum Promoted At Arista** — Arista/Interworld Music has announced the promotion of Linda Blum to general professional manager for the publishing group. She joined the company in 1979 as a professional manager.

**Comelli Promoted At Capitol** — Charles Comelli has been promoted Hollywood studio recording manager at Capitol Records. He formerly was manager of recording production. Previous to that he served in the promotion department as Capitol's manager of film and video.

**Kleinberg Joins Famous** — Famous Music has announced the signing of Richard Kleinberg to the pop writing staff. He is a former agent with Creative Management.

**Ford Named At ATI** — ATI Equities has announced that Marilyn Ford has been named director of special projects, ATI Equities. She has been with the ATI Group for several years. Her previous position was assistant to the executive vice president, American Talent International.

**Ygama Appointed** — Century VII has announced the appointment of Dee Ygama as the company's national promotion director.

**Stark Joins Benson** — The Benson Company has announced the addition of Sandra Stark to its publicity department staff. She worked for Suburban Newspapers in Nashville before coming to The Benson Co.

**Hess Promoted** — Video Communications, Inc. has announced the promotion of Linda Hess to assistant vice president in charge of promotions and media coordination. She was formerly an administrative assistant within V.C.I.

## Jackson Stresses Teamwork At RCA

(continued from page 6)

dropping of 'Champagne' from her name. It wasn't an easy decision. She'd had the nickname for years, and it took convincing both her and her family that by dropping the name it would help to mature her image, etc."

Three areas in which Jackson mentioned plans for increased activity in the near future for RCA's black music division are back catalog, colleges and the label's merchandising effort toward mom and pop stores.

"We're currently studying our black music catalog for possible re-releases," Jackson stated. "We've heard that black catalog doesn't sell, but black catalog does sell if you put it out for people to buy. Our approach to catalog, new artists and established artists will be a general one and not only aimed at black buyers because music is for everybody."

### College List Compiled

Jackson said his department is currently compiling what he hopes will be the "most extensive and complete college list in the industry" in order to begin a series of new college-oriented campaigns this coming September. Jackson explained that the college market is "a breeding ground for new and developing artists" and that RCA wants to have a multi-leveled approach to college marketing that will include college and college area radio and TV, retailers both on and off campus, college press and concert committees. He hopes to have RCA artists doing college concert tours, and giving speeches and clinics as well.

As far as the RCA black music division roster — which currently stands at 36 acts — Jackson maintained that "there's always the possibility of expansion. Companies run off new product, so it's important to constantly be developing new acts. Most major acts have a life span of five successful years, so new acts always have to be groomed." Jackson did not rule out the possibility of more custom label acquisitions by RCA, although he said that none are currently in the works.

As for upcoming product, Jackson mentioned forthcoming albums by the Main Ingredient and Wax as looming large in RCA's plans, and reiterated that, although the Solar label had recently left for Elektra's

distribution, there are three new Solar/RCA albums — by the Whispers, Shalamar and Lakeside — still to come under the companies' agreement.

In addition, he pointed to continuing black product emanating from the associated Salsoul and 20th Century-Fox labels and added that Millennium, too, was beginning to become more heavily involved with black acts. Finally, there will be the much anticipated first RCA release by the newly-signed Diana Ross, which Jackson called a "company-wide project that will involve everyone from Bob Summer and Jack Craigo on down."

The most important part of his job, Jackson said, will be to continue to develop the teamwork between the various departments at the label. "We're taking the time to go over every piece of material and decide what the right approach for it is," he said. "We're working together as a little committee: marketing, A&R, promotion and publicity are all involved in the decision picking singles, in deciding whether the music is good enough that we can all work on it together. And our interaction with promotion is stronger than it's ever been before. They've adopted some of our methods and we've adopted some of theirs."

### Great Strides

"The accomplishments that we've made within the short time since the division became autonomous have been tremendous," Jackson concluded. "You can see them on the charts and you can see their sales."

Jackson has been with RCA since September 1978, when he was appointed manager, black music product merchandising. He was appointed director, black music product merchandising in August 1980. Before coming to RCA, he was national R&B promotion coordinator at Polydor Records, a sales supervisor at Kraft Foods and an originator of the syndicated radio show, *Rock Around the World*.

Patrick Spencer joined RCA Records five years ago as a college program trainer. Since then, he has been a sales representative in the Washington-Baltimore area local promotion representative in the same area and, since August 1978, east coast regional promotion manager.



Andrew Meyer

## NEW AND DEVELOPING ARTISTS

## NEW AND DEVELOPING ARTISTS

**EBBIE HARRY** (Chrysalis CHS 2526)  
**Backfred** (3:35) (Chic Music, Inc. — BMI) (N. Rodgers, B. Edwards) (Producers: N. Rodgers, B. Edwards)

As the original golden girl of new wave, Blondie's Harry caught the attention of nearly everyone in the pop world and helped the group garner three platinum LPs and four #1 singles in the process. As a solo act, she moves further into a slick, slick R&B groove, with the aid of Messrs. Rodgers and Edwards of Chic fame.



**NIELSEN/PEARSON** (Capitol A-5032)  
**The Sun Ain't Gonna Shine Anymore** (3:51) (Saturday Music, Inc./Seasons Four Music Corp. — BMI) (B. Gaudio, B. Crewe) (Producer: R. Landis)

With the considerable arranging skill of Charlie Calello, producer Richard Landis recaptures the original flavor of this 1964 tune for Frankie Valli, later a hit by the Walker Bros. With any luck, it should do for Nielsen/Pearson what "Angel Of The Morning" did for Juice Newton.



**STANLEY CLARKE/GEORGE DUKE** (Epic 14-02397)

**I Just Want To Love You** (3:48) (Clarkee Music — BMI) (S. Clarke) (Producers: S. Clarke, G. Duke)

Bassman extraordinaire Clarke has been known primarily for his acrobatic soloing abilities, but his prowess at creating commercial, ultra-melodic R&B shines through here more than ever. Cohort Duke supplies several sparkling layers of keyboards for a high gloss. B/C pick to click.



**THE REDDINGS** (Believe In A Dream ZS5 02437)  
**Class (Is What You Got)** (3:54) (Dexotis Music, Inc./Band of Angels Music, Inc. — BMI) (D. Reddings, O. Redding, III, M. Lockett) (Producers: R. Timmons, N. Mann)

A broiling bottom keeps the title cut from the Reddings' sophomore album low-down'n'funky, and the trio matches the smoldering beat with a hypnotic vocal performance. Musical class is what the Reddings have, and they display it with adventurous arrangements here. A B/C sleeper.

**JO JO ZEP & THE FALCONS** (Columbia 18-02341)

**But It's Alright** (2:51) (Pamelarosa Music — ASCAP) (J. J. Jackson, P. Pubbs) (Producers: R. Finch, H. W. Casey)

With Rick Finch and Harry (K.C.) Casey of Florida's Sunshine Band fame producing Aussie club rockers Jo Jo Zep & The Falcons, one might expect a slick, commercial piece of product. It's actually a raw and raucous cover of the 1961 soul hit.



**ERIC HINE** (Montage A-1200)  
**Not Fade Away** (3:12) (Wren Music Co., Inc. — BMI) (Petty, Hardin) (Producer: E. Hine)

If The Flying Lizards can reap AOR play with an avant garde electronic working of "Summertime Blues," there's no reason why England's Hine can't do the same with this interestingly percussive re-working of the Buddy Holly classic. Lots of buzzing synth work here, while Hine's echoed vocal is reminiscent of David Essex on "Rock On." Montage's debut is a left-fielder.



**DAVID LINDLEY** (Asylum E-47180)  
**Bye Bye, Love** (2:53) (House of Bryant Publications — BMI) (B. Bryant, F. Bryant) (Producers: J. Browne, G. Ladanyi)

Ever the musical eccentric, Lindley takes the Everly Bros.' 1957 million-selling classic and turns it inside out with a reggae-flavored arrangement that'll have even the most diehard pop fans skanking. An array of usual instruments are thrown into the musical stew to augment the hybrid island feel. Wonderfully inventive, yet accessible, too.



**CURVES** (Liberty A-1426)  
**Over The Line** (3:13) (World Song Publishing, Inc./Face The Music/Warner-Tamerlane Publishing Corp. — ASCAP/BMI) (G. Guidry, T. Seals, E. Setser) (Producer: R. Wise)

The only curve this new pop/rock quintet throws on its debut single is to take the essential ingredients of early pop — the charming lyrical innocence, the wonderful high harmonies and those swaying organ melodies — and update them to '80s standards.

## FEATURE PICKS

## HITS OUT OF THE BOX

**KRISTOFFERSON** (Monument M21000)  
**Where Comes That Rainbow Again** (2:54) (Resaca Music Publishing Co. — BMI) (K. Kristofferson) (Producers: K. Kristofferson, F. Foster)

A poignant little country story song, well-told by one of the genre's master songwriters. The rumbling, almost symphonic music adds a grand dimension to this upbeat piece of life song.

**TODD RUNDGREN** (Bearsville BSS 49771)  
**Compassion** (3:47) (Humanoid Music — BMI) (T. Rundgren) (Producer: T. Rundgren)

Todd plays the one-man band once again on a tune from the "Healing" LP very similar in theme to "Love Is the Answer." Lotsa building vocal layers, synthesized veetering and Rundgren's usual state-of-the-art production. A pop hymn.

**THE OYSTER CULT** (Columbia 18-02415)  
**Turnin' For You** (3:38) (B. O'Cult Songs, Inc. — ASCAP) (Roeser, R. Meltzer) (Producer: M. Birch)

It seems like BOC tunes are always divided into two distinct categories: rock epics or anthems on the order of "Odzilla" and sharp, compact pop songs, such as "The Paper." This falls more into the latter group, with plenty of Buck Dharma's fiery guitar to give the melody an edge of blue steel.

**LL WRAY** (Liberty A-1428)  
**Louisiana Rain** (3:46) (Screen Gems-EMI Music, Inc. — BMI) (J. Pollard) (Producer: E.E. Thacker)

Not to be confused with Tom Petty's "Louisiana Rain," this is a mid-tempo pop ballad powered by a rich melody and harmonies as sweet as magnolia blossoms surrounding Wray's crystalline vocal.

**THE GHAT** (Bearsville BSS 49792)  
**Now — Pay Later** (3:16) (Pevwrite Music — ASCAP) (Peverett) (Producer: N. Jameson)

Boogie boys Foghat eschew the more commercial pop and the band flirted with (successfully) on "Third Time Lucky," returning to the big rock beat and crunching hard work of old here.

**VAUGHAN MASON** (Brunswick 5556)  
**Jammin Big Guitar** (3:50) (Lena Music/Funky Feet Music — BMI) (V. Mason) (Producer: V. Mason)

Mason invites the listener to "come feel my big guitar" on this raw and raunchy dancer. Already breaking out of the clubs and B/C stations in the northeast, this is one to watch since Mason has a track record.

**THE IMPRESSIONS** (20th Century-Fox/Chi-Sound TC-2499)  
**Fan The Fire** (3:39) (Six Continents Music Pub. — BMI/World Songs Pub., Inc. — ASCAP) (E. Record, P. Henderson) (Producer: C. Davis)

The Impressions as an entity has been around since the late '50s with various line-ups, and the experience shows.

**THE QUICK** (Pavillion ZS5 02455)  
**Zulu** (4:06) (ATV Music Corp. — BMI) (C. Campsie, G. McFarlane) (Producers: The Quick)

Disco's dead? Not in the northeast where this snakey dance number, packed with electronic percussive effects and a non-stop rhythm, is already shaking club rafters.

**GINO SOCCIO** (Atlantic/RFC 3848)  
**What You Feel Is Real — Hold Tight** (3:35) (Goodflavor Songs, Inc./Sons Celestes/Shediac Music — ASCAP) (G. Soccio) (Producer: G. Soccio)

Canadian Soccio certainly knows his way around a good dance tune, and he has the invigorating and tantalizing lead vocals of Erma Shaw to help execute his bursts of R&B/pop. Expect B/C and club play, especially, to break this one.

**HARRY CHAPIN** (Boardwalk NB7 11-119)  
**Story Of A Life** (5:15) (Chapin Music — ASCAP) (H. Chapin) (Producers: H. Albert, R. Albert)

Chapin always dealt in simple stories with very simple rhymes. Some would call them corny, but many found them to be affecting in their own gentle way. As always, Chapin looked at himself in his songs and here he finds the meaning of his own life in the love for his wife and children.

**KIM CARNES** (EMI-America A-8087)  
**Draw Of The Cards** (4:10) (Appian Music Co./Almo Music Corp./Pants Down Pub. Co. Black Mountain Road Music — ASCAP/BMI) (K. Carnes, D. Ellingson, B. Como, V. Garay) (Producer: V. Garay)

**REO SPEEDWAGON** (Epic 14-02457)  
**In Your Letter** (3:14) (Slam Dunk Music — ASCAP) (G. Richrath) (Producers: K. Cronin, G. Richrath, K. Beamish)

**ANDY GIBB and VICTORIA PRINCIPAL** (RSO RS-1065)  
**All I Have To Do Is Dream** (2:35) (House of Bryant Publications — BMI) (B. Bryant) (Producers: A. Gibb, M. Barbiero)

**QUINCY JONES featuring JAMES INGRAM** (A&M 2357)  
**Just Once** (4:29) (ATV Music Corp./Mann and Weill Songs, Inc. — BMI) (B. Mann, C. Weill) (Producer: Q. Jones)

# EAST COASTINGS

## Tom Snyder: At The Controls Of TV's Hottest Music Show

(continued from page 8)

balance and bringing across the total excitement of the music."

Paul admits that television sound doesn't compare to recording studio or live concert sound. "We're working in a relatively small studio so bands can't use all of the equipment they'd use for a concert. Under union regulations, our audio mixer, Bob Palladino, has to do the sound mixing rather than the band's own sound man, but our technicians work hard to get the best sound they can."

Taping the show live, Paul adds, means that "if a guitar player breaks a string, he's got to keep going." With the Plasmatics, who have appeared several times, the live in the studio approach provided some humorous moments.

"The first time we had them on, they smashed a TV set and nobody was prepared for the huge explosion because we didn't have a dress rehearsal," Paul recalls. "We ended that performance with Engine Company No. 4 coming over here. Then for (the Plasmatics') next appearance I thought it would be a good idea to have the fire department standing by. On the Plasmatics' second appearance, they blew up a car and we lost some overhead lights, but it was a great night for television in New York."

Paul first worked with Snyder in 1970 in Los Angeles at KNBC-TV doing a community affairs program called *Sunday*. Snyder started the *Tomorrow* show in 1973 and, in February 1976, asked Paul if he'd move to New York to direct it. "He asked me if I watched the show and I said, 'No, it's on too late.' One thing he really likes is someone giving him an honest answer. He asked me to watch and then in March 1976 I moved here, started to direct the show, and I've done it ever since."

Snyder brings well over two decades of broadcasting experience to the show. Born

### Feyline's First LP

(continued from page 6)  
it small.

However, Fey is very guarded about upcoming product plans for the label, saying only that there are "a couple of other albums in the works" and adding that "another LP should be ready shortly." Fey did note that he is presently "looking at two acts, one from Connecticut and one from Michigan," pointing out that his search for talent won't focus solely on Colorado and the western region of the U.S.

There are no immediate plans to put Feyline's Goodman on tour in support of the "Footsteps" LP, although Fey added that he does look at most acts with touring in mind and hopes to put Goodman on the road at some point "in the near future." For now, though, Feyline is taking one step at a time.



**THE FOURTH OF ZEBOPIN'** — Columbia recording group Santana sparked its own fireworks with a Fourth of July concert broadcast live on more than 100 stations across the country. The concert special was produced by DIR Broadcasting. Pictured standing after the performance are (l-r): David Graham; Bill Graham, manager of Santana; Bob Meyerowitz, DIR; Armando Peraza and Richard Baker of the band; Peter Kauff, DIR; David Margen of the band; an unidentified friend of the band; and Raul Rekow, Orestes Vilato and Graham Lear of the band. Pictured seated are (l-r): road manager Ray Etzler; Santana; and Alex Ligertwood of the band.

May 12, 1936 in Milwaukee, where he attended Marquette University and worked in the news department of WRIT-TV while taking a journalism major, he served with WSAV-TV/Savannah; WAIL-TV/Atlanta; KTLA-TV/Los Angeles; and KYW-TV/Philadelphia, before moving to KNBC-TV/Los Angeles in 1970, where he served as anchorman of the 6-7 p.m. segment of the station's two-hour newscast.

He added the *Tomorrow* assignment in 1973 and, in 1974, moved to New York, at which time he became anchorman of the 6-7 p.m. portion of the two-hour *Newscenter 4* newscast. In August 1975, he inaugurated the Monday-Friday *NBC News Updates*. He served in the dual role until April 1977, then went back to Burbank. He returned to New York in June 1979 to inaugurate *Prime Time Sunday* and presented several *Celebrity Spotlight* specials.

"The approach of talking to the acts as people isn't something I developed," notes Snyder, "it's something that came to us. A lot of times the commitment to be on the show has come with the stipulation that they will be interviewed. I can't think of too many people who haven't been on the show that we'd like to have — Dylan and Streisand come to mind — but one thing I'd really like to have is a big band, 25 or 30 pieces, although I think getting a good sound with that would be a problem."

"One show that I really liked doing was the night Bill Haley died and his band the

(continued on page 37)

## House, Senate Agree

(continued from page 5)

changes as well, and kept intact all provisions of an FCC-approved deregulation bill that included such measures as the elimination of ascertaining community needs and commercial and non-entertainment programming guidelines. The FCC policy has been in effect since April 3. The Senate-approved bill also provided that broadcasters would be required to pay annual fees to the FCC to defray the costs of the regulatory agency.

The compromise arrived at by both the House and Senate budget negotiators would extend radio licenses to seven years and allow the FCC to use a lottery system in determining new license applications rather than drawn-out hearings.

However, indefinite licenses and the proposal for broadcasters' fees to help pay for the FCC were eliminated from the Senate bill. In addition, a provision in S. 270 calling for the FCC to classify systematically its deregulation on ascertainment and commercial and non-entertainment programming guidelines was also eliminated.

At presstime, this agreement between the two factions was expected to go before the House and Senate for a vote this week.

**LABELS, LABELS, LABELS** — N.Y.-based indie Chachalot Records will release a 12" single and LP by Welsh group **Medlum Medlum** via an agreement with British indie Cherry Red. The single, "Hungry, So Angry" b/w "Farther Than Funk Dream," is due out here in a couple of weeks. Chachalot will also be releasing an LP by N.Y.'s own **Comateens** that was recorded in France and issued there by Barclay Records. Chachalot's disc will add a couple of new tracks. Cherry Red head **Ian McNay** was in town recently and told us he'd like to license **John's Children's** obscure 1967 White Whale LP, "Orgasm," if anyone could lead him to the whereabouts of the masters. . . **Pete Dolan** of Do-It Records, another successful British indie, was also in town recently. Do-It is the label that discovered and released the first album by **Adam & the**



**ENTWHISTLE SIGNS WITH WEA INTERNATIONAL** — John Entwistle, bassist with *The Who*, has signed a long-term, worldwide recording contract as a solo artist with WEA International. His debut album for the company will be "Too Late The Hero." Pictured at the signing are (l-r): Nesuhi Ertegun, president, WEA Int'l.; Entwistle; and Fred Haayen, senior vice president, WEA Int'l.

**Jose de Jesus's "Get Tough"** . . . Cleveland-based Our Gang Records has signed Chicago group **Amusement Park**, which includes **Paul Richmond**, who has penned tunes for the **Manhattans** and **Tyrone Davis**. An LP is due in September. . . And speaking of the **Manhattans**, check out Solid Smoke's excellent reissue of the group's '60s Carnival Records sides, "Follow Your Heart," as well as the label's three-separate-disc San Francisco Blues Festival collection, which includes the last recordings of the late **Roy Brown**, as well as fine workouts by **Lowell Fulson**, **Jimmy Rogers**, **Big Mama Thornton** and others.

**NEW YORK IS A SUMMER FESTIVAL** — The Kool Jazz and Dr. Pepper Festivals may be the best known, but they are only the tip of the iceberg when it comes to summer musical extravaganzas in the Big Apple. The remainder of this summer seems rife with events for every imaginable musical taste. Already in full swing, but worth noting, is the series of "Save Our Ships" benefit shows organized by the South Street Seaport Museum. The shows are helping to raise funds to preserve the museum's fleet of historic ships. Most notable among the concerts, which feature mainly folk and jazz acts, is the Aug. 5 debut of the **Taylor Family** show, featuring **James, Livingston, Kate Alex and Hugh Taylor** — all on the same stage. . . Shea Stadium will be the site of a gargantuan all-day country music fest on Aug. 22, featuring performances by the **Oak Ridge Boys**, **Tammy Wynette**, **Charlie Rich**, **Tanya Tucker**, **Mel Tillis**, the **Bellamy Brothers**, **Con Hunley** and **Fork In the Road**, with none other than **J.R. Ewing**, er, **Larry Hagman** emceeding the whole shebang. Tickets for the day are \$15, \$20 and \$25. . . Also this month comes the first annual New York Folk Festival, in which such performers as **Buffy Sainte-Marie**, **Richie Havens**, **Odetta**, **Tom Paxton**, **David Amram** and the **Persuasions** will perform at a week-long series of events at different venues, a la the Kool Jazz Festival. Shows are thus far scheduled for Bryant Park, Town Hall and F.O.C. City, with a free noontime celebration at Times Square, sponsored by hot-dog king Nathan's Famous, kicking the festival off on Aug. 11. . . Last but not least, there's the 6th New York Salsa Festival, which will run from Sept. 2-7 and include shows at Madison Square Garden, Avery Fisher Hall, Bond International, Fountain Casino, the Village Gate, the Corso and Ochtentas, plus a boat ride up the Hudson. Featured artists include **Tito Puente**, **Santito Colon**, **Machito**, **Eddie Palmieri**, **Ray Barretto**, **Ismael Wuintan**, **Willie Colon** and **Hector LaVoe**.

**RECOMMENDED READING** — *The Day The Music Died* by Joseph Smith (Grove Press) chronicles in fictionalized form the rise of the rock music industry from 1951-1963. Smith (a/k/a Sonny Knight) lived through that era as a performer and songwriter and as a result, the book exudes an authentic tang of booze, broads, chrome and hot rhythm, as his well-drawn characters struggle to build successful careers and (maybe) maintain a bit of personal dignity. **dave schulps & dan noog**

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

### Top Ten

- I'm In Love** — Evelyn King — RCA PD 12241
- Gonna Get Over You** — France Joli — Prelude 610
- Let's Go Dancing** — Sparque — West End 22135
- Give It To Me Baby** — Rick James — Gordy 35001
- I'll Do Anything For You** — Denroy Morgan — Becket BKD 502
- Get On Up Do It Again** — Suzy Q — RFC/Atlantic DM 4813
- Square Biz** — Teena Marie — Gordy 35000
- A Little Bit Of Jazz** — Nick Straker Band — Prelude 612
- First True Love Affair** — Jimmy Ross — RFC/Quality QRFC 002
- Give Me Love** — Harry Chalkitis — RIO NZ 001 (import)

### Top Breakout

- Hot Summer Night** — Vicki Sue Robinson — Prelude 617

### Breakouts

- Out Come The Freaks** — Was (Not Was) — Island/ZE 12-WIP-6709
- Pow Pow Pow** — Capricorn — Emergency 6519
- Party Mix** — B-52's — Warner Bros. MINI 3596
- Ghost Town** — Specials — Chrysalis CDS 2525
- America In My Head** — Metro — Polydor SPX 280 (import)
- How Many Times** — Crack Of Dawn — DBA 1012
- Dancing Shoes** — Chazz — QIT 654
- Funky Sound** — Sequence — Sugar Hill SH 561
- Step By Step** — Peter Griffin — EMI/Electrola 1CO52-46249 (import)

**TIME — ELO — Jet FZ 37371 — Producer: Jeff Lynne — List: None — Bar Coded**

ELO does not do albums that are small in scope. Each successive effort seems yet another attempt at producing the symphonic rock version of the "1812 Overture." "Time" is another monumental work that is filled with a driving rock beat, swelling strings, in-studio wizardry and avant garde vocal effects. The added bonus on "Time," most probably intended as a tribute to John Lennon, is that the group sounds more like the Beatles than it has in years. Main maestro Jeff Lynne is a compositional wunderkind and his vocals are extremely Lennonesque throughout the work. ELO makes a strong comeback with this multilayered, brilliantly produced avant-pop effort.

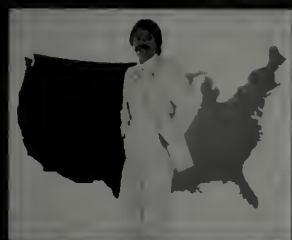


**STEP BY STEP — Eddie Rabbitt — Elektra 5E-532 — Producer: David Malloy — List: 8.98**

Rabbitt has become the biggest country-pop crossover artist this side of Kenny Rogers over the past few years as songs like "Drivin' My Life Away" and "Love A Rainy Night" have hit the Top 10 of the pop singles chart. And he should have no problem in garnering the Mr. Country Pop Award this year with "Step By Step." Rabbitt has a wonderfully unpretentious voice and his mellow tones have made him a favorite of the 25-34 female demo throughout America. While his roots have been in country, for the past three albums he's been singing the songs of Top 40. Best cuts on this cleanly produced platinum bound platter are "Step By Step," "Early In The Morning" and "My Only Wish."



**JOEY SCARBURY**



**AMERICA'S GREATEST HERO — Joey Scarbury — Elektra 5E-537 — Producer: Mike Post — List: 8.98**

Scarbury moved into the #1 spot on the Cash Box Pop Singles chart this week with this theme to the popular television show, *Greatest American Hero*. Scarbury has the wonderfully breezy, commercial sound of an England Dan & John Ford Coley or Rupert Holmes. Like the title tune, the rest of the LP has that slickly orchestrated, lush feel of TV themes. Each cut seems to build toward a flowing harmony hook that's ideally suited for the AM car radio. There's a little country in his Top 40 style, and other potential pop smashes on this album include "Love Me Like The Last Time," "Take This Heart Of Mine," and "When She Dances."



**DEUCE — Kurtis Blow — Mercury SRM-1-4020 — Producers: J.B. Moore and Robert Ford — List: 8.98**

Kurtis Blow returns with his follow-up to last year's startling debut and its hit singles, "The Breaks" and "Hard Times," and it's more of the same. Blow has gotten more inventive with the rap style, and since the genre is still flourishing, he should have no trouble repeating last year's success. The bass lines and breaks have gotten more funky and rhythmic, and his wildly engaging rhymes have also improved lyrically. Both the dancin' crowd and followers of the "rap" will jump on "Starlife," a song about the day-to-day lifestyle of a pop star; and "The Deuce," showing true politics on hassling with street life.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

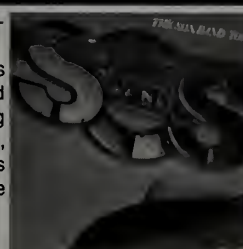
**PARTY MIX — The B-52's — Warner Bros. MINI 3596 — Producers: Chrls Blackwell and Rhett Davies — List: 5.99**

The new wave's number one dance band is finally put in the right configuration on this non-stop mini LP. The top tracks from Athens, Ga.'s own space beach party band's first two albums have been strung together in end to end fashion here and no summer beer bust or sock hop should be without one. Dance club DJ's won't hesitate to throw on a whole side of this frantic danceathon at peak club hours. This six-track EP is the musical result of what happened when the cone heads met up with Frankie and Annette at Malibu Beach.



**THE S.O.S. BAND TOO — SOS Band — Tabu FZ 37449 — Producer: Sigldl — List: None — Bar Coded**

This Atlanta-based sextet found gold its first time out with its slick as a whistle R&B sound. While more Pop/R&B oriented than its predecessor, elements of funk are constantly cropping up in the heady Sigldl production on this LP. Lot of percussion, and uptempo horn and vocal arrangements grace the band's sound, but it is equally as capable of handling ballads like the midtempo "Are You Ready" and "Stay."



**MR. SONGMAN — Slim Whitman — Epic/Cleveland International FE 37403 — Producer: Pete Drake — List: None — Bar Coded**

Slim Whitman is hot as the proverbial pistol, and no doubt this album will be met with as much enthusiasm as the television package that re-introduced the singer to an adoring public. His unique vocals are attracting fans of all ages and from all walks of life. Fans can rest assured that those inimitable vocals are in rare form on this Pete Drake production.



**DISTANT SHORES — Robble Patton — Liberty LT-1107 — Producers: McVie, Caillat and Patton — List: 8.98**

Pop rocker Patton has hooked up with Fleetwood Mac motivators Christine McVie and Ken Caillat for his debut on Liberty, and it's a winner. Patton has high clean vocal style that is gutsy enough to come across on AOR, but it is still rooted in Top 40 commerciality. The LP's first single, "Don't Give It Up," is already proving that, having shot to #30 on the Cash Box Pop Singles chart. This is classic pop rock with carefully written and arranged hooks and masterful production.

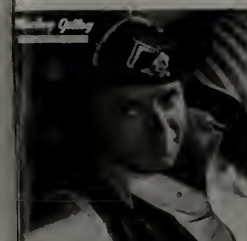
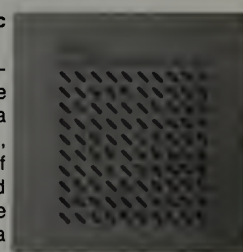
**A CASE OF THE SHAKES — Dr. Feelgood — Stiff America ISE 12 — Producer: Nick Lowe — List: 7.98**

The Stiffers have picked up one of the great pioneers of Britain's original 'ot an' sweaty pub rock movement in Dr. Feelgood. Originally led by the dynamic Wilko Johnson, the band combined the sound of early period Stones with a heavy R&B influence, and became known throughout England for its volatile live shows. Johnson has joined up with Ian Dury now, but guitarist Gypie Mayo has replaced him admirably, and the rest of the band sound as good as ever on "A Case Of The Shakes."



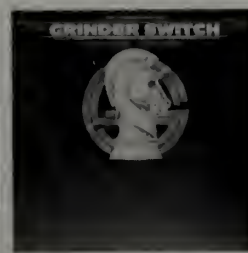
**O.M.D. — Orchestral Manoeuvres In The Dark — Virgin/Epic FE 37411 — Producers: Varlous — List: None — Bar Coded**

One of the most listenable and inventive bands from the post-Eno/Ultravox era, this Manchester duo has been one of the strongest sellers in the import bins. Its debut release in America is actually a compilation of the band's first two British albums, "In The Dark" and "Organization," and it's a classic example of electronic new rock. Full of perking rhythm machine effects and synthesizer swirls, as well as a tremendous sense of melody, the album is perfect for AOR. Best cuts include the haunting "Enola Gay" and "Electricity." Top notch synthesists.



**YOU DON'T KNOW ME — Mickey Gilley — Epic FE 37416 — Producer: Jim Ed Norman — List: 8.98 — Bar Coded**

Mickey Gilley, country honky tonk's mainstream crooner, stepped into the pop world in a big way last year with his rendition of "Stand By Me." His image as a country/pop star should be firmly established with this release. Producer Jim Ed Norman's presence is deeply stamped on this collection of songs that lean heavily toward the ballad sound that catapulted Gilley to the forefront of popular music.



**HAVE BAND WILL TRAVEL — Grinderswitch — Robox RBX 8101 — Producer: Bud Renau — List: 7.98**

Up and coming Atlanta-based label Robox has picked up one of the South's favorite bands in Grinderswitch. On this album, the noted fivesome mines a territory similar to Marshall Tucker and Lynyrd Skynyrd, but the band's emphasis is more on melodies and keyboard than power chord thunder rock. Opening with the driving party tune "One Hour Into Sunday," the band also gets into the blues ("Real Good Sign") and more adventuresome fare like "Ashes And Stone."

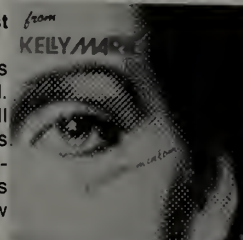
**1984 — Anthony Phillips — Passport PB 6006 — Producer: Anthony Phillips — List: 7.98**

Anthony (Ant) Phillips was one of the original members of Genesis but dropped out in the early years to play to the beat of a different drummer. This album and its theme seem a holdover from art rock days at first look, but inside there's the kind of swirling, modulating synth-keyboard instrumental music that is reminiscent of Jean Michel Jarre. This music is perfect for late night head phone action or to accompany the listener as he leans the apartment. Esoteric Muzak.



**"FEELS LIKE I'M IN LOVE" — Kelly Marle — Coast To Coast ARZ 37459 — Producer: Peter Yellowstone — List: None**

Originally a Canadian import, "Feels Like I'm In Love" shows up as Kelly Marle's debut for the fledgling Coast To Coast Label. Marie has a light, engaging pop disco style that should fare well in dance clubs throughout the nation. Top New York sessioners such as Lou Soloff and Tom Malone put this disco kick drum affair a cut above the rest of the genre, although the sound seems a taste dated. Top tracks here include the synthesized "New York At Night" and "Fill Me With Your Love."



## Label Tour Support Is Down

(continued from page 5)

And although stores in the Harmony Hut chain have received tour related resources from labels, Dave Blaine, vice president/general manager of retail operations for the 26-store, Schwartz Bros.-owned chain in Maryland, says acts promoted through the web are carefully placed by the labels.

"Most of our stores are mall located and our consumer base would tend to lean more toward the softer, MOR music," Blaine explains. "Most of the label tour support for pop acts is aimed at the streetside stores."

Blaine says that the Harmony Hut store located near the Merriweather Post Pavillion in Columbus, Md. has run in-stores and promotions on nearly every major act that has appeared at the amphitheatre, but that his mall stores have featured artists like Cleo Laine and James Galway (RCA), Claude Bolling and Jean Pierre-Rampal (CBS Masterworks) and other artists from the MOR/classical mold.

But he adds that the Harmony Hut has also sponsored a promotion featuring Capitol's A Taste Of Honey, eventually giving away a trip to Japan as a promotion tie in with the group's gold single "Sukiyaki."

Despite such promotions, retailers in other markets charge that they have been short-changed by labels, even when artists do appear in the area.

### No In-stores

"There have been 15 black acts touring through the city, and we've only managed one in-store appearance and there's been no radio time buys or advertising," laments James Cephus, head of the three-store King James chain in Philadelphia, who adds that "many acts feel they don't have to do any in-stores."

He says that except for Spring/PolyGram artist Millie Jackson, other acts have failed to extend tour support resources in the Philadelphia market, including Roberta Flack (Atlantic), the Spinners (Atlantic), Parliament (Casablanca/PolyGram), Peabo Bryson (Capitol), and Stanley Clarke and George Duke (Epic).

Taking the issue one step further, Ben Karol, president of the five-store King Karol chain in New York City, feels the labels' criteria for extending tour support favors certain retailers at the expense of others.

"Labels will give tour support money to the dealers who buy a lot of product on an artist who is coming to town," Karol says, adding that labels are more willing to supply ad and radio time support to a large chain retailer who buys 5,000 pieces on an artist rather than support the retailer who must buy more prudently.

"It's harder to get ad support when the labels' return policies are so restrictive; they want you to pay for the product before you sell one record. And who knows, the product could end up just sitting on the shelf," Karol adds.

Some dealers in the survey feel strongly that if labels did more to support retailers with in-store merchandising material and radio advertising, they could sell more records.

Michael Reff, executive vice president of the nine-store Everybody's chain based in Portland, Ore., says that a recent performance by Arista's Jeff Lorber Fusion in Portland eventually led to the chain's store there selling out the group's current product.

"When the LP was first released, its sales momentum was slow but the concert did well and then the album sold-out," Reff says.

## For The Record

The "Encores" album by the 2nd Chapter of Acts was erroneously entered at #16 on the Cash Box Inspirational Chart dated July 25. The album, which should have been identified as "Rejoice," is currently at #10.

But Reff also noted a general change in the policies the labels follow in determining the allocation of radio time buy funds. Instead of buying more than one station in a market and tagging a different retailer to each station's ad, more often labels will buy at only one station, tagging only one retailer.

On the other hand, Diane Weidling, ad director for the 50-store Hasting Books and Records based in Amarillo, Texas, says that labels are increasingly making more direct time buys at radio, tagging the artists in concert and advertising that the product is available at any retailer in the consumer's area.

### Seek Aggressively

Aggressively seeking label support at retail for an artist on tour, according to many contacted, is one way of securing dwindling tour support resources.

"No one comes in to offer us in-store and advertising support for an artist on tour," says Frank Trace, director of service and information for the 165-location Camelot Music chain. "It's up to the individual store managers to let the head office know when an artist is going to tour in their market so we can request in-store material and advertising support."

"Rarely does a label extend that kind of support to us, he adds.

Thus, retailers will work in conjunction with a local radio station to solicit such support from record companies.

Noting that an influx of tour support money from the label used to be "automatic," Alan Schwartz, director of creative marketing for the 21-store Music Plus chain in Los Angeles, says "I often attend meetings with the radio station and the record company to hash out details that are satisfactory to us all."

In the event label support of an artist on tour is minimal, in-house development of promotions or signage has been employed to maximize sales in the dealer's market.

Although he says label support of such efforts is minimal, Karol explains that when an act is appearing in town, its product will be displayed prominently and re-stocked at each store, with posters displayed in the windows and stepped up in-store play.

Other chains commit their own resources to bolster label funding, usually in the way of signage announcing an in-store or sale prices on the act's product.

Camelot ad coordinator Jeff Tomlinson says that while the chain has been fortunate enough to attract a cross-section of acts, including the Dazz Band (Motown), Rampal, Engelbert Humperdick (Epic), B.B. King (MCA) and Slim Whitman (Cleveland Int'l/CBS), Camelot tries to support an act's tour with local signage and by obtaining label point-of-purchase merchandising materials to develop creative in-store displays.

Tomlinson says, however, that unless the label participates, such efforts are difficult to justify.

Echoing such sentiments, Alice Rayford, general manager of Simpson's Wholesale's Bad Records retail outlets in Detroit, says that although the stores "will take money and print up flyers announcing an artist coming to town, use them as bag stuffers, work with available in-store merch material and play the record in-store, often labels won't even help with the flyers."

## Denver To Speak At National Press Club

NEW YORK — RCA recording artist John Denver will be the guest speaker at the National Press Club luncheon in Washington, D.C. at noon on Aug. 12. Denver, a member of the Presidential Commission on World And Domestic Hunger, is expected to speak on the topic "You And Me: A Transformation of Survival."

**TURN TO THE LEFT — FASHION, FASHION** — It's a noble little movement, this New Romantic one. Rock has been without glamour for years — as staid best selling acts like **REO, AC/DC** and **Journey** currently draw all the public attention. So it was a pleasure to see L.A.'s New Romantic scene in full bloom when Blitz movement leader and **Visage** lead singer **Steve Strange** paid a visit to Hollywood's Lingerie Club for a special edition of "The Veil" June 27. Packed to the rafters with Gaucho-hatted Valentino lookalikes, prima ballerinas, Bowie clones, pierrots and Elizabethan princesses, the club became a sort of strobe lit Fellini film. In honor of the romantic rogue (Strange), **The Fibignocci** played a surreal brand of Italian new rock, and jugglers, tight rope walkers, fire eaters and neo-realist theater groups were on-stage throughout the evening. The problem with the whole genre is that its heavy BPM, synth rock music is too close to the very movement it has attempted to break away from — disco. It's well intentioned, of course, very average looking Strange commented, "We want to bring back the nightclub," he said. "There hasn't been any real glamor since the '30s." In truth, the movement is basically one of fashion. And while the music is a bit more progressive and art video-oriented than the days of **Saturday Night Fever**, the shallowness of the scene was pointed up at the end of the evening when a motorcycle cop took the stage and stripped down to a G-string. The macho man lives! The idea of dressing up as one's favorite film star or Elizabethan character is indeed worthwhile; now if the sound would just match the glamor. It'll probably take another Bowie LP before things are set right.

**THE BIBLE: KING ELVIS VERSION** — It was only a matter of time before we'd see an encyclopedia of trivia on **Elvis Presley**, and the **Fred L. Worth** and **Steve D. Tamerius** compiled *All About Elvis* is probably the most exhaustive we'll ever see (or want to see). This goes beyond the usual significant date, hit record, color of eyes trivia book — everything from Elvis' favorite soft drink (Pepsi) to late night snack (peanut butter



mashed banana sandwiches) to Elvis' favorite toothpaste (Colgate) is mentioned in this just-released Bantam book. Alphabetized for easy reference, the book also contains a complete discography, listings of all his movies, concert tour schedules and television appearances, and a bibliography of books written about Elvis is also included here. We found the collection a bit obsessive with facts like Elvis' favorite Graceland gardener (**Pee Wee Jones**) and his second favorite soft drink (Nesbitt Orange), but no Elvis fanatic or Memphis resident should go without perusing the 412 page book.

**OH, THE PRICE YOU PAY** — The good news is that **The Boss** has added two more shows to his concert stint at the L.A. Sports Arena (Aug. 27 and 28). The

bad news is that the plan to avoid scalping and ticket agency rip off (**Cash Box**, Aug. 1) didn't work out so well. Security was tight at the 17 specially selected Ticketron outlets in the L.A. area where tickets were sold. **Springsteen** hired accountants and security guards, and Ticketron personnel were on hand to make sure scalping was prevented, but it was still rampant. Known ticket scalpers were said to have gotten in line and bought tickets more than once on Saturday (July 25), and business was said to be booming at local ticket agencies, which were deluged with calls from fans eager to see extra tickets. The going price at local ticket brokers for \$12.50 stage vicinity tickets was \$75 and will almost certainly go up as concert time draws near. Promoter **Wolf Rismiller** initiated a random priority system with each prospective buyer being given a number on arrival to stop a flood of ticket brokers. And while scalping was not blocked totally, the chaos that usually exists outside of Ticketrons for these events was cut to a minimum. We applaud Springsteen and Wolf & Rismiller for attempting to fight the scalping problem, and we hope a more effective anti-scalping policy can be devised to prevent this kind of thing from happening again.

**L.A.P.D. SHOT DOWN** — When we first heard word that a new record pool, The Los Angeles Progressive Disc-Jockeys (L.A.P.D.), was being formed, we had new hope for this city's staid dance club scene. The idea of walking into a disco and hearing **Grac Jones**, **Denroy Morgan** or **Nick Straker** instead of endless hours of "Stars On 45" or **Taana Gardner's** "Heartbeat" seemed like a dream come true. However, the well intentioned pool, which planned to program disco, new wave, pop, funk and R&B in a crossover manner and to play new and untried product, folded on the eve of its inception. Pool coordinator **Beth Einson** had assembled some of the newest and most innovative DJs from the area for the L.A.P.D., but they also happened to belong to **A.M. Miller's** Southern California Disco DJ's Assoc. (SCDJA). Miller's rule is that no one can be involved in another pool, so the idea was squelched. "We wanted to generate a dance market here that's closer to New York," said a gravely disappointed Einson. "We were going to play the best of the new European imports and supply marketing services as well for the labels." Einson said that she still has hopes to organize a similar pool in the future, in hopes of providing an alternative to the "unprogressive" SCDJA. For more information call (213) 464-7006.

**HOT SALSA** — MCA New Ventures and **Art Brambilla**, creator and producer of the successful *Mean Salsa Machine* television dance show a few years ago, are joining forces to produce a new comedy variety show, *Street Scene*. The English language show will be syndicated nationally and is designed to capitalize on the rapidly expanding Hispanic markets in America. However, with contemporary comedy skits and current American dance music, the show has also been formatted to cross over to other potential markets.

**TIDBITS** — It's a match made in *People*. Lovers **Victoria Principal** (of CBS-TV's *Dallas*) and **Andy Gibb** have a new single out on RSO. It's the old **Boudleaux-Bryant** tune that the **Everly Brothers** made famous, "All I Have To Do Is Dream..." **Ambrosia** has signed with manager/producer **Freddie Piro** and is now working with producer and well known **Pink Floyd** engineer **James Guthrie** at Davlin Sound in L.A.

**FAMILY AFFAIRS** — Congratulations to singer/songwriter **Paul Williams** and his wife **Katle** on the birth of son **Christopher Cole** July 28... Felicitations also to record producer **Stuart Love** and wife **Debra** on their newly born daughter, **Ashley Page** July 28.

**ARETHA NOW** — Lady Soul **Aretha Franklin**, who just finished performing before a capacity crowd of 40,000 people at the Milwaukee Summerfest, will appear in Chicago Aug. 3, Rochester, N.Y. Aug. 15 and Atlantic City, N.J. Aug. 21-23.

marc celi

# RADIO

## AIR PLAY

**LIVE ROCKIHN BROADCAST** — Starfleet Blair Inc. will be broadcasting a live concert featuring the **Greg Kihn Band** on Aug. 12 to over 75 FM rockers coast-to-coast. Originating from The Ritz in New York City, Kihn's concert will be beamed live via satellite services provided by Wold Communications. The show will be produced for radio by Starfleet's Mobile Unit B, which will be at The Ritz. For further information, contact Starfleet's executive director **Harriet Bellush** at (617) 262-0220.

**MORE LIVE IF YOU WANT IT** — DIR Broadcasting's King Biscuit Flower Hour concert schedule for August includes **Billy Squire** and **Tom Johnston** on Aug. 9, **Santana** on Aug. 16; **The Tubes** on Aug. 23; and **Blackfoot** and **Danny Joe Brown** on Aug. 30.

**RADIO CONFERENCE** — The fourth annual National Assn. of Broadcasters (NAB) radio programming conference is just around the corner. The event is taking place this year in Chicago, Aug. 16-19 at the Hyatt Regency.

**DISPATCH FOR RADIO** — A new, daily entertainment news service for radio will be making its debut on Aug. 11. **Terry Marshall's Daily Insider** will consist of five pages of news items and interviews and will be mailed from San Francisco and Washington, D.C. Most recently, Marshall was editor-in-chief of *Starship News*. He writes music features for the *San Francisco Chronicle* and *Music Connection*. Providing station clearance and consultation for Marshall is newly formed **Bob Rogers and Assoc.**, which will be offering programming aids and services to radio. Another of Rogers' first clients is Pacific News Service (PNS), which is a Washington/Los Angeles/San Francisco-based radio news organization. For more information, Marshall can be reached at (415) 931-8930 and Rogers at (415) 641-8426.

**NETWORK NEWS** — NBC's young adult network, The Source, has retained the services of Cleveland-based EDR/Media with an exclusive, long-term contract to produce all of its live and recorded-in-concert long-form broadcasts. A few of the EDR/Media



**BETWEEN THE EYES** — RCA's **Daryl Hall** (l) and **John Oates** (r) checked in with CBS Radio's **Peter Bekker**, who hosts the net's *Between The Lines* series that will feature the duo in a 20-part special the weekend of Aug. 8-9. Hall and Oates are currently mixing their new RCA LP, "Private Eyes."

produced concerts for The Source have included the **Rossington Collins Band**, live from the Omni in Atlanta on New Year's Eve 1980; **Yes**, live from Madison Square Garden; and **Todd Rundgren**, live from Woodstock at his Utopia Studios this past Fourth of July weekend. Upcoming concert performances are scheduled with **Ozzy Osbourne**, **Jefferson Starship** and **The Tubes**.

**OFF THE RECORD A RECORD** — R.H. Bruskin Assoc. research firm says that the premiere of Westwood One's weekly rock series, *Off The Record Specials* with **KMET/Los Angeles** air personality **Mary Turner**, was listened to by over 25 million people. The special, which featured **Keith Richards** of the **Rolling Stones**, was listened to by one of every

three adults between the ages of 18 and 24, according to Westwood One.

**STATION STATION** — **KROQ/Los Angeles** sponsored an in-store appearance by I.R.S. recording group **The Go-Go's** last week at Licorice Pizza. Air personalities **Mike Evans** and **Denise Westwood** were on hand to greet the dozens of listeners who were tipped to the Go-Go's promotion by KROQ's week-long announcements. Congratulations to **WCOZ/Boston** and **KFMD/Dubuque**, which are both celebrating their sixth year of rocking the air waves. WCOZ will mark the occasion on Aug. 14-16 with an all-request weekend. Listeners who send in their request will then have their birthday card/request registered for a chance to win one of hundreds of prizes. A grand prize winner will be flown to Montreal to see **Journey** on Aug. 21 in a special concert for friends of the band. The trip includes round-trip airfare for two and one night at the Four Seasons Hotel. KFMD held a party on a river boat and gave away \$1,000 in prizes. KFMD is also in production on its own homegrown album, the "D93 Basement Tapes Two."

**D Steve Sesterhenn** says that he had to make selections from 179 songs from 51 artists this year, compared with 27 songs from 13 artists on last year's debut album.

**WLIR/New York** recently kicked off its third Party in the Park Summer Celebration with a free outdoor concert given by **The Good Rats** on July 14. Over 8,000 WLIR listeners were on hand for the festivities, with all proceeds from concessions going to the benefit of the Hempstead Volunteer Fire Dept. Speaking of donations, **WMAL/Washington** air personalities **Harden & Weaver** held their 11th annual golf tournament, which helped raise more than \$120,000 for Children's Hospital/National Medical Center in Washington, D.C. The event is co-sponsored by WMAL, and, through the years, the Harden & Weaver tournament has raised \$675,000, with the morning drive duo's listeners donating an additional \$500,000 unsolicited. **WWDB-FM/Philadelphia**, in conjunction with the station's "Walk For Sunshine" promotion, helped to raise \$10,000 for the Sunshine Foundation, which is a non-profit, publicly funded organization whose sole purpose is to grant wishes and dreams to terminally and chronically ill children.

**CI 107/Washington, D.C.** will be sending two contest winners to Cape Kennedy on Sept. 30 when the Space Shuttle blasts off for its second voyage. The grand prize was all part of a Starship weekend that highlighted the Jefferson Starship concert in Maryland.

**NEWLY ELECTED** — The Northern California Broadcasters Assn. (NCBA) has elected its new officers for the 1981-82 term including: NCBA president — **Rick Lee**, vice president and general manager at **KMEL/San Francisco**; NCBA vice president — **John Hayes, Jr.**, vice president and general manager at **KYUU/San Francisco**; and NCBA treasurer — **Paulie Landon**, vice president and general manager at **KOIT/San Francisco**. There are 40 member stations in the NCBA.

**NEW JOBS** — **Tom Bender** was named program manager for RKO Radio Networks I and II. Bender was the PD at **WRIF/Detroit**. **Lawrence Storch** has become the director of national sales for the CBS Radio Network. He joined CBS in 1971. **Vincent Turco** was named manager of the New York office for RKO Radio Sales. **Sherry Black Kozloff** and **Bud Calabrese** were named account executives for the ABC Radio Networks. **Lee Wade** has been named regional manager for the North Central area of the U.S. for Watermark Sales. Program director **Mekel Herrington** was promoted to operations manager, and afternoon drive personality **Gene Mitchel** was named program coordinator at **KOME/San Jose**.

## KROQ/Los Angeles: A Fresh Sound In AOR Programming

by Mark Albert

LOS ANGELES — The face of Los Angeles radio has changed dramatically over the past couple of years: There are more country music stations than ever before and Top 40/mass appeal stations now dot the FM dial. With these changes in an area that boasts over 80 radio signals, the number of album-oriented, hard rock stations has diminished in the L.A. metro area proper, leaving just three stations — **KROQ, KMET** and **KLOS** — to cater to the teenage and young adult markets.

Metromedia's **KMET** and ABC's owned-and-operated **KLOS**, located at 94.7 and 95.5 on the dial respectively, symbolize today's traditional AOR powerhouses and compete fiercely with each other in the ratings game. (KMET has, in fact, enjoyed the status of being the leading contemporary music station in the overall market in terms of quarter hour shares.) These stations feature strong rotation of new albums by acts like **Pat Benatar**, **Journey** and **Foreigner**, along with preferred tracks by rock staples such as **Led Zeppelin**, **REO Speedwagon**, **Bob Seger** and **Tom Petty**.

Coming on strong more recently with its own consistent identity and appeal, however, is **KROQ**, which, at 106.7 on the FM dial, is basically by itself at that end of the dial, particularly since AOR-formatted **KWST** (106.1) switched to a mass appeal format on June 25 (**Cash Box**, June 27).

KROQ's current playlist contains AOR favorites like **Petty**, **Journey** and **AC/DC**; however, the station is also noted for being one of the last adventurous rock stations left in Southern California. Program director **Rick Carroll** prefers to offer a steadier diet of new music by many new acts that do not receive the same considerations and early exposure from the traditional, mainstream AORs. New groups like **Classix Nouveaux** on **Liberty**, **Epic's Adam & The Ants** or **I.R.S.' Go Go's** find early acceptance at KROQ and with its listeners, as evidenced by local sales built in part on KROQ's air play.

While Carroll acknowledges that he believes in giving new groups a healthy shot, provided the music fits the identity of his station, he takes exception with the idea that KROQ was directly competing with **KWST**.

### Alone On The Dial

"I've always thought of us as being alone on the dial anyway," he says. "Sure, we shared some cume with **KWST**, but I think much of their listenership was looking for a slightly softer alternative to **KMET** or **KLOS**. We play cream of the crop **Zeppelin** and **Def Leppard** also; but we have our own sound, one that is unique in this city. While other stations are basically playing the same records," he continued, "we've stuck to our 'new wave,' more radical format, if you will, and we've created our own individual identity."

Although KROQ moved up only one tenth to a 1.7 in the latest Spring Arbitron book for quarter hour shares (it was only .9 in April 1979), Carroll is satisfied at the direction his station was taking. "We've always had strong appeal in the 12-24 year old demographic. With this book, however, our numbers for 25-34 males increased dramatically to 3.0 from 1.1 and our cume was up 73,000. In April 1979, our cume was at 159,200. Today, KROQ's cume is up to 455,000."

Carroll expresses further satisfaction with KROQ's cume improvement because it made these gains without a significant budget for outdoor ad campaigns and greater visibility that the large, corporate stations usually have at their disposal for the Spring book. He admitted that while

business was picking up for KROQ, the station's budget was reduced somewhat by its "previous financial entanglements."

In addition to a format that airs new music, particularly music that is labeled punk, new wave or neo-rock, KROQ is also one of the few AOR stations in the country that also plays black product. The station is currently playing **Rick James** and **Grace Jones** to an audience that might not normally be exposed to these artists. "Their material blends very well with groups like **Talking Heads**," Carroll said. "If the music is good and fits our sound, our image, then I'm going to play it."

### More Oldies

KROQ has also begun to play more oldies than in the past. It's not uncommon to hear **Chuck Berry**, old Motown classics or "Psychotic Reaction" by **The Count Five** on KROQ. "Because we appeal to younger people, we've started playing the type of oldies that have a 'new wave' slant," says Carroll. "These are good records and blend with our sound, and they are virgin to many of our listeners' ears without being offensive to older listeners we are beginning to attract."

Carroll's right hand man is **Larry Groves**, music director, who has been with him for 12 years. Prior to KROQ, they worked together at **KNDE/Sacramento**, **KEZY/Anaheim** and **KKDJ/Los Angeles**.

While music is vital, on-air announcers and personalities are equally important if

(continued on page 37)

## CBS, Cash Sponsor 'Baron' Radio Search

NASHVILLE — Dallas/Ft. Worth area radio stations recently participated in a "Baron" pool tournament at **Billy Bob's Texas** in Ft. Worth. The cross-merchandising, promotional campaign was designed to bring attention to **Johnny Cash's** current Columbia album, "The Baron." Coordinated by **CBS Records**, radio stations participating in the event included **KBOX**, **KIX 106**, **KLIF** and **KXOL**.

The contest began when stations searched for their own "baron," plus second and third place winners. Contests varied depending upon the station and lasted for a 10-day period. Two of the four stations sponsored their own pool tournaments, which tied in with the theme of Cash's song, while the remaining two determined their first, second and third place winners via mail-ins and drawings.

The promotional airtime supplied by each station contained reference to the respective "Baron" contests, "The Baron" album and the activities at **Billy Bob's Texas**, which included an appearance by **Cash** and a finals pool tournament, where, each station's "baron" would vie for top ranking and the grand prize — a **Brunswick** pool table. Cash also recorded promotional teaser spots for each station, while **CBS** furnished posters, handouts and time buys. **CBS** also provided each station with trophies, copies of the "The Baron" and **Cash's** catalog, amounting to 22 albums. The stations also gave away belt buckles, T-shirts and tickets to **Cash's** appearance.

For the finals tournament at **Billy Bob's**, **CBS** and radio station reps were in attendance, while **Brunswick's** National Invitational Champion refereed the competition. When the tables were cleared, **KBOX's** "baron," **J.C. Arnold**, was declared the winner. Second and third place finalists were furnished with a bumper pool/dining table combination and \$300 cash, plus a pool cue with case, compliments of **CBS**. Following the competition, 6,000 people turned out to see **Cash's** appearance.

LP Chart Position

— **THE A'S • A WOMAN'S GOT THE POWER • ARISTA**  
**ADDS:** None. **HOTS:** WMMS, WRNW, WNEW. **MEDIUMS:** KZEL, WCCC, KNCN, WOUR, WBCN, WBAB, WAAL, KSJO, KNAC, WGRQ, WWWM, KROQ, KMGN. **PREFERRED TRACKS:** Title.  
**SALES:** Weak in all regions.

16 **AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC**  
**ADDS:** None. **HOTS:** WLIR, WBAB, KROQ, KMGN, KMET. **MEDIUMS:** WMMS, WBLM, WBCN, WAAF. **PREFERRED TRACKS:** Balls, Problem, Title.  
**SALES:** Good to moderate in all regions.

# 7 MOST ADDED

178 **JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM**  
**ADDS:** KMGN, WGRQ, WBCN, WOUR, WSHE. **HOTS:** WRNW. **MEDIUMS:** WCCC, WLIR, WWWM. **PREFERRED TRACKS:** Title, School.  
**SALES:** Fair in West; weak in others.

# 9 MOST ADDED

174 **BALANCE • PORTRAIT/CBS**  
**ADDS:** KBPI, WOUR, KNCN. **HOTS:** WWWM. **MEDIUMS:** KBPI, WMMS, KNX, WSHE, WLIR, WLVQ. **PREFERRED TRACKS:** Breaking.  
**SALES:** Fair in West and Midwest; weak in others.

46 **MARTY BALIN • BALIN • EMI-AMERICA**  
**ADDS:** None. **HOTS:** WMMS, KNCN, KMEL, WKDF, KOME. **MEDIUMS:** KSHE, KZOK, WWWM, WAAF. **PREFERRED TRACKS:** Hearts.  
**SALES:** Moderate in all regions; strongest in Midwest.

# 2 MOST ACTIVE

1 **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**  
**ADDS:** None. **HOTS:** KOME, KMET, KMGN, KBPI, WAAF, KROQ, WNEW, WLVQ, WGRQ, KSJO, WAAL, WBAB, KMEL, WMMS, WBLM, KZEL, KEZY, KSHE, WOOZ, WCCC, WSHE, WLIR, KNCN, KZEW, WOUR, WKLS, WBCN, KLOL, WRNW. **MEDIUMS:** WKDF, KZOK. **PREFERRED TRACKS:** Fire, Helter.  
**SALES:** Good in all regions.



48 **BLACKFOOT • MARAUDER • ATCO**  
**ADDS:** None. **HOTS:** WNEW, WLVQ, WBLM, WCCC, WSHE, KNCN, WOUR, WKLS, WBCN, KSJO, WGRQ. **MEDIUMS:** KOME, KMGN, KBPI, WWWM, WMMS, KZEL, WOOZ, WLIR, KZEW, KLOL, WAAL. **PREFERRED TRACKS:** Fly Away.  
**SALES:** Moderate to fair in all regions; weakest in East.

# 6 MOST ACTIVE

36 **BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**  
**ADDS:** None. **HOTS:** KOME, KMET, KMGN, KBPI, WAAF, WNEW, WLVQ, WGRQ, WKDF, KSJO, WAAL, WBAB, KZAM, WMMS, WBLM, KZEL, KEZY, WOOZ, WCCC, WLIR, KNCN, KZEW, WOUR, WBCN, KLOL. **MEDIUMS:** WWWM, KSHE, KZOK, WSHE, WKLS. **PREFERRED TRACKS:** Burning, Joan, Title.  
**SALES:** Moderate to fair in all regions; weakest in South.

151 **DANNY JOE BROWN & THE DANNY JOE BROWN BAND • EPIC**  
**ADDS:** None. **HOTS:** WOOZ, WBAB. **MEDIUMS:** WBLM, WCCC, WSHE, KNCN, KZEW, WKLS, KSJO, WKDF, WLVQ, WWWM, WAAF, KBPI, KMGN. **KOME.** **PREFERRED TRACKS:** Sundance, Edge.  
**SALES:** Fair in South; weak in others.

#10 MOST ADDED

— **CAMEL • NUDE • PASSPORT**  
**ADDS:** WAAL, WBAB, WLIR. **HOTS:** None. **MEDIUMS:** WOUR, WWWM, WHFS. **PREFERRED TRACKS:** Open.  
**SALES:** Weak initial response in all regions.

LP Chart Position

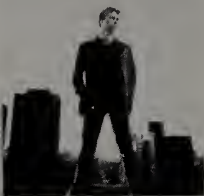
9 **KIM CARNES • MISTAKEN IDENTITY • EMI-AMERICA**  
**ADDS:** None. **HOTS:** KNCN, WWWM. **MEDIUMS:** WMMS, KEZY, KZOK, WBCN. **PREFERRED TRACKS:** Eyes Cards.  
**SALES:** Good to moderate in all regions.

— **CLASSIX NOUVEAUX • NIGHT PEOPLE • LIBERTY**  
**ADDS:** None. **HOTS:** WBCN, WRNW. **MEDIUMS:** WMMS, WLIR, KNAC, WHFS. **PREFERRED TRACKS:** Open.  
**SALES:** Weak response in all regions.

18 **PHIL COLLINS • FACE VALUE • ATLANTIC**  
**ADDS:** None. **HOTS:** KOME, KZAM, WMMS, KEZY, KZOK, WSHE, WRNW, WAAL, KSJO, WKDF, WNEW, WWWM. **MEDIUMS:** WBLM, WCCC, WLIR, KMEL, KBPI. **PREFERRED TRACKS:** In The Air.  
**SALES:** Good to moderate in all regions.

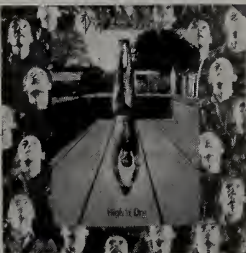
# 3 MOST ADDED

**TIM CURRY • SIMPLICITY • A&M**  
**ADDS:** KMGN, KROQ, WHFS, WNEW, KNAC, WRNW, KNCN, WLIR, WCCC, KZEL. **HOTS:** WRNW. **MEDIUMS:** WNEW, WLIR. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.



# 2 MOST ADDED

139 **DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**



**ADDS:** KOME, KMET, WAAF, WLVQ, KSJO, WBAB, KZEW, KNCN, WCCC, KZEL, WBLM. **HOTS:** WCCC, WMMS, KMGN. **MEDIUMS:** WLVQ, WBAB, WLIR, KLLO, KROQ. **PREFERRED TRACKS:** Mirror, Let It, Title.  
**SALES:** Moderate breakouts in all regions except South.

— **DIESEL • WATTS IN A TANK • REGENCY**  
**ADDS:** WLVQ, KSJO. **HOTS:** WAAL. **MEDIUMS:** WLVQ, KZEL, WCCC, KZEW, WGRQ, WWWM. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest; weak in others.

88 **MICK FLEETWOOD • THE VISITOR • RCA**  
**ADDS:** None. **HOTS:** WHFS, KNX, WBCN, WRNW. **MEDIUMS:** KOME, WAAF, WWWM, WMMS, WBLM, KZEL, KEZY, KZOK, WCCC, WSHE, KLLO, WBAB, KSJO, WGRQ, WNEW. **PREFERRED TRACKS:** Rattlesnake.  
**SALES:** Moderate in East and Midwest; weak in others.

101 **FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSVILLE**  
**ADDS:** WWWM. **HOTS:** KMET, KMGN, WAAF, WGRQ, WBCN, WBAB. **MEDIUMS:** KOME, KBPI, WLVQ, WMMS, WBLM, KZEL, KSHE, WOOZ, WCCC, WSHE, WLIR, KNCN, KZEW, WKLS, KLLO, WAAL, KSJO. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in West and South; weak in others.

# 1 MOST ACTIVE

7 **FOREIGNER • 4 • ATLANTIC**  
**ADDS:** None. **HOTS:** KOME, KMET, KMGN, WAAF, KROQ, WWWM, WNEW, WLVQ, WGRQ, WKDF, KSJO, WAAL, WBAB, KMEL, WRNW, WBCN, KZAM, WMMS, WBLM, KZEL, KSHE, KZOK, WOOZ, WCCC, WSHE, WLIR, KNCN, KZEW, WOUR, WKLS, KLLO. **MEDIUMS:** KBPI, KNX. **PREFERRED TRACKS:** Urgent, Night Life, Juke Box.  
**SALES:** Good in all regions.



109 **PETER FRAMPTON • BREAKING ALL THE RULES • A&M**  
**ADDS:** None. **HOTS:** KSHE, KNCN, WRNW, WBAB, KSJO, WNEW, WAAF. **MEDIUMS:** WMMS, WBLM, WOOZ, KZEW, KLLO, KBPI, KOME. **PREFERRED TRACKS:** Title.  
**SALES:** Fair in East and Midwest; weak in others.

LP Chart Position

115 **THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S.**  
**ADDS:** KZAM. **HOTS:** WLIR, WBCN, KNAC, KROQ. **MEDIUMS:** KZEL, WBAB, WNEW. **PREFERRED TRACKS:** Lips, Beat, Town.  
**SALES:** Moderate in East and West; weak in other

58 **GEORGE HARRISON • SOMEWHERE IN ENGLAND • DARK HORSE**  
**ADDS:** None. **HOTS:** KNX, KNCN, WRNW. **MEDIUMS:** WMMS, KEZY, WNEW. **PREFERRED TRACKS:** Teardrops, A! These.  
**SALES:** Fair in all regions; weakest in South.

#10 MOST ACTIVE

107 **HEAVY METAL • ORIGINAL SOUNDTRACK MOON/ASYLUM**  
**ADDS:** KOME. **HOTS:** KMGN, KROQ, WWWM, WLVQ, WGRQ, KSJO, WBAB, WMMS, WCCC, WKLS, WBCN, WRNW, KMEL. **MEDIUMS:** KOME, KBPI, WAAF, WBLM, KZEL, KZOK, WSHE, KNCN, WOUR, KLLO. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in all regions.

118 **ICEHOUSE • CHRYSALIS**  
**ADDS:** None. **HOTS:** WHFS, WWWM, KZEW, KSJO. **MEDIUMS:** KOME, KMGN, KROQ, WMMS, KZEL, KEZY, WCCC, WSHE, KNCN, KLLO, WBAB, KNAC, WKDF, WLVQ. **PREFERRED TRACKS:** W...  
**SALES:** Moderate to fair in all regions; strongest

73 **IRON MAIDEN • KILLERS • HARVEST/CAPITOL**  
**ADDS:** None. **HOTS:** WMMS, KNCN, WBAB. **MEDIUMS:** WBLM, WCCC, WSHE, WLIR, KZEW, WBCN, WGRQ, WWWM, KMGN. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in West; fair in others.

82 **JOE JACKSON • JUMPIN' JIVE • A&M**  
**ADDS:** None. **HOTS:** WRNW, KNAC, WHFS, ME...  
**KZEW, WCCC, WLIR, WBAB, WNEW.** **PREFERRED TRACKS:** Open.  
**SALES:** Moderate to fair in all regions; strongest in

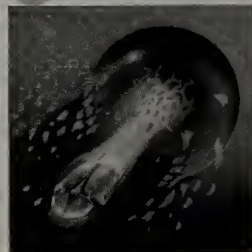
40 **JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA**  
**ADDS:** None. **HOTS:** KSHE, KZEW, KSJO, WKDF, KMET, KOME. **MEDIUMS:** WBLM, KZEL, KEZY, KMEL, WNEW, KBPI. **PREFERRED TRACKS:** So...  
**Way Back.**  
**SALES:** Moderate to fair in all regions.

158 **DAVID JOHANSEN • HERE COMES THE NIGHT • SKY/CBS**  
**ADDS:** KOME. **HOTS:** WMMS, WBCN, WRNW, WNEW. **MEDIUMS:** WLIR, WHFS. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate in East; weak in others.

27 **RICKIE LEE JONES • PIRATES • WARNER BROS.**  
**ADDS:** None. **HOTS:** WHFS, KZAM, WMMS, KNX, WRNW, WBAB, WNEW, WWWM. **MEDIUMS:** KEZY, KZOK, WCCC, WLIR, WOUR, WBCN. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in all regions.

# 5 MOST ACTIVE

10 **JOURNEY • ESCAPE • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, KMGN, KBPI, WWWM, WNEW, WLVQ, WKDF, KSJO, WAAL, KZAM, WMMS, WBLM, KEZY, KSHE, WOOZ, WSHE, KNCN, KZEW, WBCN, KLLO, KMEL. **MEDIUMS:** KROQ, KZOK. **PREFERRED TRACKS:** Stone, Title.  
**SALES:** Good in all regions.



39 **THE GREG KIHN BAND • ROCKIHNROCK • BESERKLEY/ELEKTRA**  
**ADDS:** None. **HOTS:** KOME, WWWM, WNEW, WSHE, WLIR, KZEW, WBAB, KSJO, WKDF, WLVQ. **MEDIUMS:** KMGN, WAAF, KSHE, KNCN, WBCN, KLLO, KMEL, KNAC. **PREFERRED TRACKS:** Breakup, Hurlin.  
**SALES:** Moderate in West; fair in others.



### # 4 MOST ACTIVE

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

**ADDS:** None. **HOTS:** KOME, KMET, KBPI, WAAF, WWWW, WNEW, WLVO, WGRQ, KSJO, WAAL, WBAB, WRNW, KLOL, WBCN, WKLS, KZAM, WMMS, KZEL, KEZY, KNX, KSHE, KZOK, WCCC, WSHE, WLIR, KNCN, KZEW, WOUR. **MEDIUMS:** WKDF, WBLM, WCOZ. **PREFERRED TRACKS:** Voice, Gemini, 22,000. **SALES:** Good in all regions.

**NEW ENGLAND • WALKING WILD • ELEKTRA**  
**ADDS:** KOME. **HOTS:** WBCN. **MEDIUMS:** WBLM, KSHE, KNCN, WAAF. **PREFERRED TRACKS:** DDT. **SALES:** Fair in East; weak in others.

### # 1 MOST ADDED

**STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**  
**ADDS:** KOME, KMG, KBPI, WAAF, KROQ, WHFS, WNEW, WLVO, WGRQ, KSJO, WAAL, WBAB, WRNW, KLOL, WMMS, WBLM, KZEL, KEZY, KNX, KSHE, KZOK, WCOZ, WSHE, WLIR, KNCN, KZEW, WOUR, WKLS, WBCN. **HOTS:** WNEW, WLVO, WBAB, WRNW, KEZY, WCCC, KZEW. **MEDIUMS:** KOME, KBPI, WLIR. **PREFERRED TRACKS:** Draggin'. **SALES:** Just shipped.

**DOZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS**  
**ADDS:** None. **HOTS:** WSHE, KNCN, KZEW, KSJO, WAAF, KMG, KMET, KOME. **MEDIUMS:** KZEL, KNCN, WOUR, KSJO, WWWW, KOME. **PREFERRED TRACKS:** Crazy. **SALES:** Moderate in Midwest; fair in others.

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

**THE JOE PERRY PROJECT • I'VE GOT THE ROCK 'N' ROLLS AGAIN • COLUMBIA**  
**ADDS:** None. **HOTS:** WMMS, WBLM, WCOZ, WBCN, WRNW, WBAB, WAAF, KMG. **MEDIUMS:** KZEL, WLIR, WKLS, KLOL, KSJO, KMET, KOME. **PREFERRED TRACKS:** Title, East Coast. **SALES:** Fair in West and East; weak in others.

### # 3 MOST ACTIVE

**DOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA**  
**ADDS:** None. **HOTS:** KOME, KMET, KMG, KBPI, WAAF, KROQ, WHFS, WWWW, WNEW, WGRQ, KSJO, WBAB, KMEL, WRNW, KLOL, WBCN, KZAM, WMMS, KZEL, KEZY, KZOK, WCCC, WSHE, WLIR, KNCN, KZEW, WOUR, WKLS. **MEDIUMS:** WKDF, WAAL, WBLM, KSHE, WCOZ. **PREFERRED TRACKS:** Woman, Nightwatchman, Waiting. **SALES:** Good to moderate in all regions.

**LOCO • BLUE AND GRAY • MCA**  
**ADDS:** WNEW. **HOTS:** KZAM, KNX. **MEDIUMS:** KZEL, KZOK, WCCC, KNCN, KZEW, WOUR, WBAB, WWWW, KBPI, KMG. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions; strongest in West.

**SOINT BLANK • AMERICAN EXCESS • MCA**  
**ADDS:** KZOK. **HOTS:** WBLM, KLOL, WGRQ, WWWW. **MEDIUMS:** WCOZ, KZEW, KMG, KMET. **PREFERRED TRACKS:** Nicole. **SALES:** Fair in all regions; strongest in South.

**THE PSYCHEDELIC FURS • TALK TALK TALK • COLUMBIA**  
**ADDS:** None. **HOTS:** WLIR, WRNW, KNAC, WHFS. **MEDIUMS:** WBCN, WBAB. **PREFERRED TRACKS:** Petty, Dumb. **SALES:** Fair in East and West; weak in others.

LP Chart Position

### # 6 MOST ADDED

**123 RAMONES • PLEASANT DREAMS • SIRE**  
**ADDS:** KROQ, WAAL, WKLS, WLIR, KZEL. **HOTS:** WBCN, WRNW, WBAB, KNAC, WNEW, WHFS. **MEDIUMS:** WLIR, KZEL, WCCC, WSHE, KLOL, KROQ. **PREFERRED TRACKS:** Airwaves, My Place. **SALES:** Moderate breakouts in East and West; fair in others.

**2 REO SPEEDWAGON • HI INFIDELITY • EPIC**  
**ADDS:** None. **HOTS:** KZEW, KSJO, WKDF, KMG, KMET, KOME. **MEDIUMS:** KZOK, WLIR, KMEL, WAAF. **PREFERRED TRACKS:** Let Him, Tough, Run, Letter. **SALES:** Good in all regions.

### # 4 MOST ADDED

**— RED RIDER • AS FAR AS SIAM • CAPITOL**  
**ADDS:** KMG, WWWW, WAAL, WBAB, WRNW, KNCN, WSHE, KZEL, WBLM, WMMS. **HOTS:** None. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Cowboys. **SALES:** Weak initial response in all regions.

**— THE ROCKETS • BACK TALK • ELEKTRA**  
**ADDS:** WBLM, WMMS. **HOTS:** None. **MEDIUMS:** KZEL, WCOZ, WOUR, WBAB, WWWW, KROQ, KMG, KMET. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest; weak in others.

**— THE RODS • ARISTA**  
**ADDS:** None. **HOTS:** WAAF, KMG. **MEDIUMS:** KNCN, WOUR, KLOL, WAAL. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

**14 RUSH • MOVING PICTURES • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** WLIR, WWWW, KMG, KMET, KOME. **MEDIUMS:** WBLM, WCOZ, WKDF. **PREFERRED TRACKS:** Tom Sawyer. **SALES:** Good to moderate in all regions.

**185 SAD CAFE • SWAN SONG/ATLANTIC**  
**ADDS:** WAAL, KNX, KZAM. **HOTS:** None. **MEDIUMS:** WBAB, WWWW. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in all regions.

**22 SANTANA • ZEMOPI • COLUMBIA**  
**ADDS:** None. **HOTS:** KOME, KZAM, WMMS, WLIR, WBAB, KSJO, WNEW, WWWW. **MEDIUMS:** WBLM, KSHE, KZOK, WOUR, WBCN, KMEL, WAAF, KMET. **PREFERRED TRACKS:** Winning, Sensitive. **SALES:** Good to moderate in all regions.

**184 SILVER CONDOR • COLUMBIA**  
**ADDS:** WLVO. **HOTS:** WOUR, WWWW. **MEDIUMS:** WMMS, WBLM, KEZY, WSHE, KNCN, KZEW, KLOL, KSJO, KMG. **PREFERRED TRACKS:** You Could. **SALES:** Fair in Midwest; weak in others.

**148 SPLIT ENZ • WAIATA • A&M**  
**ADDS:** None. **HOTS:** WRNW, KSJO, KROQ. **MEDIUMS:** WLIR, KNCN, KNAC, KBPI. **PREFERRED TRACKS:** Hard Act, History, Dance, Iris. **SALES:** Weak in Midwest; fair in others.

**17 RICK SPRINGFIELD • WORKING CLASS DOG • RCA**  
**ADDS:** None. **HOTS:** WOUR, WKLS. **MEDIUMS:** WLIR, KZEW, WKDF, WNEW, KBPI. **PREFERRED TRACKS:** Jessie's, I've Done. **SALES:** Good to moderate in all regions.

**56 SQUEEZE • EAST SIDE STORY • A&M**  
**ADDS:** None. **HOTS:** WAAF, KROQ, WHFS, WWWW, WNEW, KNAC, KSJO, WMMS, KEZY, KZOK, WCCC, WLIR, WBCN, WRNW, WBAB. **MEDIUMS:** KOME, KMG, WLVO, WGRQ, WBLM, KZEL, WCOZ, KNCN, WOUR, WKLS, KLOL. **PREFERRED TRACKS:** Is That, Tempted. **SALES:** Moderate to fair in all regions.

### # 7 MOST ACTIVE

**13 BILLY SQUIER • DON'T SAY NO • CAPITOL**  
**ADDS:** None. **HOTS:** KOME, KMET, KMG, WAAF, WWWW, WNEW, WLVO, WGRQ, KSJO, WAAL, WBAB, WMMS, WBLM, KZEL, KSHE, WCOZ, WCCC, WLIR, KZEW, WOUR, WKLS, WBCN, KLOL, WRNW. **PREFERRED TRACKS:** Stroke, Daze, Dark. **SALES:** Good to moderate in all regions.

LP Chart Position

### # 5 MOST ADDED

**136 THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA**



**ADDS:** KOME, WGRQ, WBCN, KZEW, WSHE. **HOTS:** WWWW, WNEW, WMMS, KZEL, KSHE, KNCN, WOUR, WRNW, WLVO. **MEDIUMS:** KMET, KMG, KBPI, WAAF, WBLM, KEZY, WCCC, WLIR, KLOL, WBAB, WAAL, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Good in Midwest; fair in others.

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

**ADDS:** None. **HOTS:** KZAM, WMMS, KLOL, WAAL, WKDF, WWWW, KBPI. **MEDIUMS:** WLIR, KNCN, WKLS, WNEW, KOME. **PREFERRED TRACKS:** Dreams, Life. **SALES:** Fair in Midwest; weak in others.

**11 STYX • PARADISE THEATER • A&M**  
**ADDS:** None. **HOTS:** WLIR, KZEW, WKDF, KMG, KOME. **MEDIUMS:** WBLM, KEZY, KMEL, WAAF. **PREFERRED TRACKS:** Time, Nothing, Rockin'. **SALES:** Good to moderate in all regions.

**37 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL**  
**ADDS:** KMEL. **HOTS:** KOME, KMG, WAAF, WGRQ, KSJO, WMMS, KZEL, KEZY, WCCC, WOUR, WBCN, WRNW, WBAB. **MEDIUMS:** KROQ, WWWW, WNEW, KNAC, WBLM, WCOZ, WSHE, WLIR, KNCN, KZEW, WKLS, WAAL. **PREFERRED TRACKS:** Talk To Ya, Wait. **SALES:** Moderate to fair in all regions.

### # 9 MOST ACTIVE

**26 VAN HALEN • FAIR WARNING • WARNER BROS.**  
**ADDS:** None. **HOTS:** KOME, KMET, KMG, WAAF, WMMS, WCCC, WSHE, WLIR, KNCN, KZEW, WBCN, KLOL, WBAB, WAAL, KSJO, WGRQ. **MEDIUMS:** WWWW, WNEW, WBLM, KZEL, WCOZ. **PREFERRED TRACKS:** Sinners, Love. **SALES:** Good to moderate in all regions.

**— THE JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** WBLM. **MEDIUMS:** WCOZ, WCCC, WBAB, KSJO, KBPI, KMG, KMET, KOME. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

**— JOE VITALE • PLANTATION HARBOR • ASYLUM**  
**ADDS:** KBPI. **HOTS:** WBLM, WCOZ. **MEDIUMS:** KBPI, KSJO, KROQ. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

**— VOLUNTEER JAM VII • VARIOUS ARTISTS • EPIC**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** KNCN, WBCN, KSJO, WKDF, KMG, KOME. **PREFERRED TRACKS:** Mississippi. **SALES:** Weak in all regions.

**34 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM**  
**ADDS:** None. **HOTS:** KOME, KMG, KBPI, WAAF, KZAM, WMMS, WLIR, KNCN, KZEW, KSJO, WNEW, WWWW. **MEDIUMS:** KMET, WBLM, KEZY, KSHE, KZOK, WCOZ, WOUR, KMEL. **PREFERRED TRACKS:** Illusion. **SALES:** Moderate in Midwest; fair in others.

**131 THE WHO • FACE DANCES • WARNER BROS.**  
**ADDS:** None. **HOTS:** WRNW, KNAC. **MEDIUMS:** WBLM, KSHE, WAAF, KMG, KMET. **PREFERRED TRACKS:** You Better, Coat, You, Tricky. **SALES:** Moderate to fair in all regions.

### # 8 MOST ADDED

### # 8 MOST ACTIVE

**122 GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.**  
**ADDS:** None. **HOTS:** KBPI, KZAM, KEZY, KNX, KSHE, WKDF, WWWW. **MEDIUMS:** KOME, WAAF, WBLM, KZEL, WCOZ, WCCC, KNCN, WKLS, WAAL, KSJO, WLVO, KROQ. **PREFERRED TRACKS:** Really Wanna. **SALES:** Fair in Midwest and West; weak in others.

**65 ZZ TOP • EL LOCO • WARNER BROS.**  
**ADDS:** KOME, WBCN, WCOZ. **HOTS:** KMET, WAAF, WWWW, WLVO, WGRQ, KSJO, WMMS, KZEL, KSHE, WCCC, WSHE, KNCN, KZEW, WOUR, WKLS, KLOL, WRNW, WBAB. **MEDIUMS:** KOME, KMG, WHFS, WAAL, WBLM, KEZY, KZOK, WLIR. **PREFERRED TRACKS:** Tube Snake. **SALES:** Moderate breakouts in all regions; strongest in West.

- 2 **1** **THEME FROM "THE GREATEST AMERICAN HERO"** JOEY SCARBURY 13
- 1 **2** **ELVIRA** THE OAK RIDGE BOYS 14
- 3 **3** **JESSIE'S GIRL** RICK SPRINGFIELD 20
- 6 **4** **SLOW HAND** POINTER SISTERS 11
- 5 **5** **I DON'T NEED YOU** KENNY ROGERS 9
- 11 **6** **ENDLESS LOVE** DIANA ROSS AND LIONEL RICHIE 6
- 4 **7** **THE ONE THAT YOU LOVE** AIR SUPPLY 13
- 9 **8** **BOY FROM NEW YORK CITY** MANHATTAN TRANSFER 12
- 10 **9** **HEARTS** MARTY BALIN 12
- 12 **10** **QUEEN OF HEARTS** JUICE NEWTON 11
- 7 **11** **BETTE DAVIS EYES** KIM CARNES 20
- 8 **12** **YOU MAKE MY DREAMS** DARYL HALL & JOHN OATES 15
- 13 **13** **GEMINI DREAM** MOODY BLUES 10
- 17 **14** **TIME** THE ALAN PARSONS PROJECT 17
- 14 **15** **STARS ON 45 — MEDLEY** STARS ON 45 18
- 20 **16** **LADY (YOU BRING ME UP)** COMMODORES 8
- 19 **17** **TOUCH ME WHEN WE'RE DANCING** CARPENTERS 8
- 24 **18** **(THERE'S) NO GETTIN' OVER ME** RONNIE MILSAP 7
- 23 **19** **THE STROKE** BILLY SQUIER 13
- 22 **20** **IN THE AIR TONIGHT** PHIL COLLINS 11
- 21 **21** **SWEET BABY** STANLEY CLARKE/GEORGE DUKE 15
- 25 **22** **URGENT** FOREIGNER 6
- 30 **23** **WHO'S CRYING NOW** JOURNEY 4
- 27 **24** **THE BREAKUP SONG (THEY DON'T WRITE 'EM)** GREG KIHN BAND 12
- 28 **25** **COOL LOVE** PABLO CRUISE 6
- 18 **26** **WINNING** SANTANA 18
- 35 **27** **FIRE AND ICE** PAT BENATAR 4
- 44 **28** **STOP DRAGGIN' MY HEART AROUND** STEVIE NICKS (WITH TOM PETTY & THE HEARTBREAKERS) 3
- 29 **29** **DOUBLE DUTCH BUS** FRANKIE SMITH 11
- 32 **30** **ROCK AND ROLL DREAMS COME THROUGH** JIM STEINMAN 11

36 **31** **LOVE ON A TWO WAY STREET** STACY LATTISAW 8  
**ADDS:** WANS, CKLW, KFRC, KIOQ. **JUMPS:** WCAO 15 To 12, KRTH 20 To 16, WHHY 23 To 19, Y100 23 To 19, WGH 22 To 15, WFI 23 To 18, WSEZ 26 To 18, WNBC 16 To 13, WAYS 19 To 14, WKBW 17 To 11, B97 26 To 19, WFIL 23 To 20, KTSA 18 To 9, KSLQ 22 To 17, WPGC 18 To 15, KNUS 30 To 15, WMAK 6 To 3, Y103 17 To 14, Z102 32 To 28, WAXY 16 To 12.  
**SALES:** Fair in all regions.

33 **32** **IT'S NOW OR NEVER** JOHN SCHNEIDER 11  
**JUMPS:** WCAO 24 To 21, WVBF 25 To 21, WSGN 22 To 16, KENO 22 To 19, WGSV 9 To 6, BJ105 25 To 22.  
**SALES:** Fair in the South. Weak in all other regions.

## PRIME MOVER

38 **33** **DON'T GIVE IT UP** ROBBIE PATTON 5  
**ADDS:** KRBE. **JUMPS:** KZZP 20 To 16, WNCI 28 To 25, WRJZ Ex To 27, WCAO Ex To 27, KINT 24 To 20, KNUS 32 To 18, 140 26 To 20, WMAK 25 To 22, KC101 21 To 18, WSKZ 27 To 24, KRO 25 To 22, WHHY 28 To 24, WXS 27 To 24, WTRY Ex To 30, KFYE Ex To 22, WBEN-FM 33 To 29, WSEZ 31 To 25, WKXX 29 To 26, WNBC 29 To 24, JB105 31 To 24, WKBW Ex To 26, WPGC 29 To 26, Z93 25 To 21, 940 Ex To 29, BJ105 Ex To 38.  
**SALES:** Breakouts in the West and Midwest.

## HIT BOUND

39 **34** **YOU'RE MY GIRL** FRANKE & THE KNOCKOUTS 6  
**ADDS:** 14Q-29, WTRY, Q102-34, WAKY-22, KOFM, KFRC, WOW-22. **READD:** WXS-27. **JUMPS:** KZZP 18 To 14, JB105 26 To 22, KRO Ex To 28, KOPA Ex To 28, KYXX 23 To 20, WAXY 26 To 19, KFMD Ex To 28, WPGC 26 To 23, WCAO Ex To 25, WSGN 21 To 15, KRTH Ex To 30, WSKZ 26 To 23, WNCI 29 To 24, WBEN-FM 36 To 27, WHHY 25 To 20, WMC-FM 24 To 17, KBEO 14 To 11, WRFC Ex To 30, KEEL 32 To 25, BJ105 22 To 19, KEYN Ex To 29, KINT 34 To 30, WRJZ Ex To 30, WANS Ex To 28, WWKX 29 To 25, Y103 31 To 28, WSPT Ex To 29, KCPX 24 To 21, WBBQ Ex To 28, WISM Ex To 29, Z102 33 To 29, WKXX Ex To 29, KFI Ex To 29.  
**SALES:** Fair in the Midwest.

37 **35** **DON'T WANT TO WAIT ANYMORE** TUBES 8  
**ADDS:** CKLW-23. **JUMPS:** KFMD 19 To 16, WKBW 29 To 22, KEYN 30 To 27, Y103 24 To 19, WSEZ 29 To 26, WAYS 16 To 13, JB105 15 To 9, KEEL 29 To 24, KINT 20 To 14, KOPX 21 To 18, WMAK 24 To 21, KJR 17 To 14, KMJK-FM Ex To 31, WGCL 26 To 15.  
**SALES:** Fair in the West. Weak in all other regions.

## HIT BOUND

47 **36** **HOLD ON TIGHT** E.L.O. 3  
**ADDS:** WGCL, WKBW, WZUU-29, WZZP, KFYE, WAKY-21, B97, WPGC, KEEL, KINT-27, WIKS, KRBE, WTIC-FM-18, WXS, WRVQ. **JUMPS:** KZZP 25 To 22, KYXX Ex To 25, KRQ 24 To 21, Y103 39 To 35, 96KX 29 To 24, 940 29 To 26, KJR 22 To 19, WBBO Ex To 30, KHFI Ex To 23, WSGN 26 To 22, KJRB 28 To 24, KC101 30 To 26, KOPA Ex To 29, WNCI 25 To 21, KMJK-FM Ex To 32, KEZR 27 To 16, WMC-FM Ex To 24, KERN Ex To 34, WCAO 27 To 23, CKLW Ex To 30, KOFM Ex To 24, WSKZ 24 To 20, 92X Ex To 24, KFRC 37 To 33, WHHY Ex To 28, WBCY 30 To 22, KRTH Ex To 29, WRFC Ex To 31, KSFJ Ex To 19, WBEN-FM 38 To 28, WISM 28 To 25, Z102 30 To 26, WFILE Ex To 29, WKXX 28 To 22, KFI 29 To 23, Z93 30 To 27, JB105 29 To 26, Q105 27 To 24, KBEO 17 To 13.  
**SALES:** Breakouts in all regions.

40 **37** **FEELS SO RIGHT** ALABAMA 9  
**ADDS:** WPGC, WNCI-30, KERN, KOFM, Z93, WBBO. **JUMPS:** WKIX 10 To 8, WMC-FM 23 To 16, WCAO 29 To 26, WWKX Ex To 30, WHHY 21 To 13, KRAV 12 To 10, WGH Ex To 21, WROR 21 To 17, WRFC 18 To 15, KIMN 28 To 23, WSEZ 8 To 5, WZZR 20 To 16, WAYS 3 To 1, WKXX 22 To 17, 940 22 To 16, WOXI 18 To 15, WSGN 14 To 8.  
**SALES:** Weak in all regions.

41 **38** **EVERLASTING LOVE** REX SMITH/RACHEL SWEET 4  
**ADDS:** KERN, Y100-36, KNUS, KC101. **JUMP:** KFMD Ex To 29, WXS 28 To 22, WHHY 26 To 20, WGSV 18 To 14, WGH Ex To 23, BJ105 29 To 20, WSEZ 27 To 22, Y103 36 To 32, WZZR Ex To 20, WSPT 28 To 25, WSGN 15 To 9, WMC-FM 18, 14, KINT 31 To 23, WBCY Ex To 28, KCPX Ex To 27, WMAK 22 To 19.  
**SALES:** Fair in the West, Midwest and South. Weak in the East.

## PRIME MOVER

42 **39** **REALLY WANNA KNOW YOU** GARY WRIGG 4  
**ADDS:** KZZP-30, 96KX, KFYE, WAXY. **JUMP:** KHFI 21 To 15, WKXX 18 To 13, KJR Ex To 20, KFMD 25 To 22, KYXX 21 To 18, KMJK-FM Ex To 33, KEZR 12 To 9, WQXI 24 To 20, KERN 29 To 20, 140 25 To 19, WSGN 18 To 13, KOFM Ex To 21, WHHY 22 To 18, KEEL Ex To 34, WZZP Ex To 1, WWKX 26 To 21, WBEN-FM 40 To 32, KEYN 27 To 22, WIKS Ex To 32, WNBC 30 To 23, WSEZ 30 To 27, WBCY 14 To 7, WKBW Ex To 23, WANS 23, KRBE 27 To 21, BJ105 Ex To 39, WZZR 22, WMAK Ex To 29, KIMN Ex To 29, WSPT Ex To 27, Z102 13 To 10, Y103 29 To 26, WAYS 29 To 25, KRO 29 To 25, KC101 24 To 17.  
**SALES:** Fair in the Midwest.

## HIT BOUND

51 **40** **STEP BY STEP** EDDIE RABBIT 5  
**ADDS:** 13K, KGW-23, WBEN-FM-35, WGBW, WOKY, KIMN, WZUU, WKIX, WSKZ, Q102-35, WZZP, WAKY-20, B97, WVBF, JB105-35, KEEL, KINT-25, WBCY. **JUMPS:** KZ Ex To 28, WKXX Ex To 30, KRQ Ex To 29, KNUS 20 To 28, KEZR 25 To 21, KJR 25 To 22, WOW 23 To 20, WCAO Ex To 29, KTSA 27 To 23, KRAV 24 To 21, KC101 23 To 20, 14Q 27 To 22, KYXX Ex To 20, KJRB Ex To 28, WGH 19 To 14, WPGC Ex To 20, KERN Ex To 35, WRFC Ex To 29, 94Q Ex To 20, WGSV 28 To 25, KEYN 22 To 19, WSGN 29 To 20, KOFM 29 To 26, WSEZ Ex To 32, WNCI 30 To 27, WAXY Ex To 30, WANS Ex To 30, WWKX Ex To 1, WZZP Ex To 30, KCPX 30 To 22, WROR 27 To 20, WAYS 28 To 22, WMAK Ex To 30, Z93 Ex To 20, WISM 30 To 26, Z102 36 To 31, BJ105 40 To 30.  
**SALES:** Breakouts in all regions.

## HIT BOUND

48 **41** **THAT OLD SONG** RAY PARKER JR. & RAY 4  
**ADDS:** KERN, WGCL-30, KSTP-FM, KNU, KFMD, WSKZ-27, WTRY, WSPT, KTSA, WNCI, WIKS, CKLW, KCPX, KRLY, KRQ, KMJK-FM. **JUMPS:** KZZP 26 To 23, WWKX Ex To 28, WOW To 18, KHFI Ex To 30, 13K Ex To 27, Y103 35 To 20, WCAO 26 To 19, KJR 24 To 21, KC101 28 To 20, WHHY 30 To 26, KRAV Ex To 24, KEYN Ex To 20, WXS 30 To 26, WAKY 19 To 16, WGSV 26 To 20, WISM 23 To 18, JB105 35 To 30, KRTH 27 To 20, WPGC 23 To 19, WBEN-FM 31 To 23, 940 Ex To 30, Y100 30 To 27, WOXI 20 To 16, Z93 Ex To 20, WSGN Ex To 26, WHJZ 27 To 24.  
**SALES:** Fair in the West.

34 **42** **GIVE IT TO ME BABY** RICK JAMES 4

## CASH SMASH

55 **43** **THE BEACH BOYS MEDLEY** THE BEACH BOYS 5  
**ADDS:** WHB, WOW-21, KIMN, WBBQ, WSKZ, WZZR, WAYS-30, WQXI, Z102-32, KRQ, KM, FM, WHBO, Y100, Z93, WTIX, WRJZ. **JUMPS:** KEZR Ex To 19, KINT 33 To 24, KC101 29 To 20, WCAO Ex To 28, WBCY Ex To 24, WHHY Ex To 20, KCPX Ex To 37, WTRY Ex To 28, KJR Ex To 20, WGH Ex To 22, KJRB Ex To 25, WSEZ Ex To 20, KENO 24 To 21, WABC Ex To 25, WGSV Ex To 20, WBF 31 To 23, KRTH Ex To 27, JB105 32 To 20, WICC Ex To 28, KTSA Ex To 28, KBEQ 19 To 10, WSGN 27 To 21, KNUS 29 To 25, KEEL Ex To 20, KIOQ Ex To 40.  
**SALES:** Breakouts in all regions.

26 **44** **DON'T LET HIM GO** REO SPEEDWAGON 4

BRING  
THE TALENTS  
OF  
DICK CLARK  
TO YOUR STATION.



"This  
Name  
PRESENT  
HEARD  
A WEEK

# DIO CHART

## TOP 100 SINGLES

August 8, 1981

**6 NIGHTWALKER** GINO VANNELLI 7  
**ADDS:** KOPA, KINT-33, WXKS, WKBW. **JUMPS:** WCAO 22 To 18, KEYN 24 To 20, WKXX 24 To 21, KEEL 30 To 26, CKLW 26 To 22, WMAK 27 To 23, KRTH 30 To 26, BJ105 31 To 28, WRJZ 19 To 16, KNUS 31 To 16, Y103 23 To 20.  
**SALES:** Weak in all regions.

**6 MODERN GIRL** SHEENA EASTON 14

**7 TOM SAWYER** RUSH 7  
**JUMPS:** WSPT 13 To 10.  
**SALES:** Fair in all regions.

**8 ALL THOSE YEARS AGO** GEORGE HARRISON 12

### HIT BOUND

**9 FOR YOUR EYES ONLY** SHEENA EASTON 3  
**ADDS:** WKBW, WTI, KSLQ-23, KNUS, Y103-36, KOPA, KEZR, WKXX, WSGN, 13K, KRQ, KRAV, KMJK-FM, WROR-27, WHBQ, WBEN-FM-34, Y100-30. **JUMPS:** WRFC 31 To 27, WICC Ex To 30, WSEZ 32 To 24, WFIL Ex To 30, WAYS 30 To 27, Z93 Ex To 30, 94Q 25 To 20, BJ105 24 To 18, WQXI 21 To 13, WRJZ 26 To 21, KCPX 37 To 29, KIQQ 31 To 22, WMAK 29 To 25, KC101 25 To 19, Z102 35 To 30, Q105 24 To 16, KJRB Ex To 27, WGSV 29 To 26, WAXY 27 To 16.  
**SALES:** Breakouts in the Midwest and South.

**10 BREAKING AWAY** BALANCE 5  
**ADDS:** KHFI, KOPA, WCAO, WSPT, 94Q, WMAK, KMJK-FM, WAXY, KNUS, WBBQ, WZUU. **JUMPS:** 96KX 17 To 13, WAKY 22 To 19, WISM Ex To 30, WNCI Ex To 28, KINT 30 To 22, KRBE 29 To 24, WRVQ 22 To 16, WBEN-FM 28 To 25, WGCL Ex To 25.

**11 IS IT YOU** LEE RITENOUR 17

**12 A WOMAN NEEDS LOVE (JUST LIKE YOU DO)** RAY PARKER, JR & RAYDIO 23

**13 I LOVE YOU** CLIMAX BLUES BAND 26

**14 NOTHING EVER GOES AS PLANNED** STYX 5  
**JUMPS:** WHHY 29 To 25, JB105 24 To 21, WPGC Ex To 29, KRBE 23 To 19, WBEN-FM 37 To 33, BJ105 38 To 34, Y103 32 To 29.

**15 THIS LITTLE GIRL** GARY U.S. BONDS 16

### HIT BOUND

**16 I COULD NEVER MISS YOU (MORE THAN I DO)** LULU 2  
**ADDS:** WXKS, KERN, WROR-26, WBEN-FM-38, WFI, WFIL, WHB, WZUU, KC101, KEZR, WCAO, WHHY, WRFC, WANS, WAYS, WISM, KXOK-21, KYYX, WWKX, WMAK, KRLY. **JUMPS:** WAKY 21 To 17, WQXI Ex To 23, WSGN Ex To 29, KEEL Ex To 35, KINT Ex To 39, KCPX Ex To 35, WGSV Ex To 28, KNUS Ex To 35.

**17 CHLOE** ELTON JOHN 3  
**ADDS:** WVBK-30, WBCY, KJRB, KOFM, KRTH, WBEN-FM 37, WGCL, WOW-23, Y103-39, KC101. **JUMPS:** KHFI Ex To 29, JB105 34 To 29, 94Q 30 To 27, WSGN Ex To 25, WMC-FM 22 To 19, WXKS 25 To 21.

**18 STRANGER** JEFFERSON STARSHIP 5  
**ADDS:** WTI, JUMPS: KINT 22 To 15, WRQX 21 To 14, KRBE Ex To 29, KSFX Ex To 17, KBEQ 21 To 18, KIQQ Ex To 39.  
**SALES:** Fair in the West.

**19 FLY AWAY** BLACKFOOT 7  
**ADDS:** WTI, Y103-38. **JUMPS:** KFMD 18 To 15, KEZR 21 To 18, WKXX 23 To 20, KINT Ex To 38, WBCY 16 To 12, Z102 21 To 18, KMJK-FM 30 To 27, WRVQ Ex To 29, Z93 19 To 14.  
**SALES:** Weak in all regions.

**20 YOU COULD TAKE MY HEART AWAY** SILVER CONDO 3  
**ADDS:** KOPA, WSKZ, WAKY-23, WISM, WNCI, WWKX, WBCY, WICC, WBEN-FM-39, Y103-37. **JUMPS:** KZZP 23 To 20, KHFI 24 To 19, KEZR 29 To 25, WSEZ 35 To 29, WSGN 24 To 19, KINT 35 To 31, KRBE 12 To 10, KRQ Ex To 30, KNUS 36 To 29.

**67 61 YOU DON'T KNOW ME** MICKEY GILLEY 5  
**ADDS:** WMAK, KOFM

### HIT BOUND

**62 THE VOICE** THE MOODY BLUES 1  
**ADDS:** KHFI, WSKZ, WHHY, WRFC, WANS, WSPT, WAYS-25, WISM, WKXX, KYYX, WPGC, 94Q, WSGN, WNCI-27, WWKX, CKLW, KRAV, KRBE, KFI, Z102-34, KERN, WAXY, KRTH, WBEN-FM-40, WFIL, KBEQ-21, WLS, WRJZ, KIQQ, WBBQ. **Day-Part:** WMC-FM, WMAK. **JUMPS:** WWKX 19 To 15, KEZR 30 To 24, WRQX Ex To 26, WBCY Ex To 27, KJRB 26 To 21, WRVQ Ex To 23.  
**SALES:** Just shipped.

**74 63 GENERAL HOSPI-TALE** THE AFTERNOON DELIGHTS 3  
**ADDS:** 14Q, WANS, WKXX, JB105-31, Q105-31, KERN, WHBQ, WRJZ, WOW. **JUMPS:** WAYS 20 To 16, WMAK 26 To 20, WXKS 29 To 23, Y100 26 To 22, BJ105 37 To 29, KC101 Ex To 28.

**52 64 SEVEN YEAR ACHE** ROSANNE CASH 18

**58 65 NICOLE** POINT BLANK 7

**70 66 STARS ON 45/MEDLEY II** STARS ON 45 5  
**ADDS:** WDRQ-20. **JUMPS:** WGH 23 To 20, WNCI 26 To 23.

**73 67 A WOMAN IN LOVE (IT'S NOT ME)** TOM PETTY & THE HEARTBREAKERS 3  
**JUMPS:** 96KX Ex To 30, KRBE Ex To 30, WXKS Ex To 28, KOFM 30 To 27, KBEQ 9 To 6, KIQQ 33 To 27.  
**SALES:** Fair in all regions.

**53 68 SUKIYAKI** A TASTE OF HONEY 25

**75 69 HEAVY METAL (TAKIN' A RIDE)** DON FELDER 3  
**ADDS:** WBEN-FM-36. **Day-Part:** WOW. **JUMPS:** KMJK-FM Ex To 34, KBEQ 20 To 17.

**79 70 SOME DAYS ARE DIAMONDS** JOHN DENVER 3  
**ADDS:** WKBO-18, WSEZ, WZZR, WHB-21, KNUS. **JUMPS:** KEZR Ex To 28, WSGN 10 To 6, WGSV 27 To 23.

**78 71 SQUARE BIZ** TEENA MARIE 4  
**READD:** WXKS-19. **JUMPS:** CKLW 15 To 12, KRLY Ex To 23.

**72 DRAW OF THE CARDS** KIM CARNES 1  
**ADDS:** KZZP, WCAO, WHHY, WGH, WRFC, KEYN, WSEZ, WKXX, KYYX, KINT-36, WWKX, KCPX, KFI, KJRB, KMJK-FM, WICC, Z93, BJ105-40. **Day-Part:** WMAK. **JUMPS:** WBCY 15 To 13, KRBE Ex To 28, Z102 23 To 14.

**80 73 I'M IN LOVE** EVELYN KING 3  
**ADDS:** KCPX. **JUMPS:** CKLW Ex To 28, KRLY Ex To 24, KFRC 40 To 36.

**81 74 TEMPTED** SQUEEZE 3  
**ADDS:** WBCY, KRBE, WRJZ. **Day-Part:** WMAK. **JUMPS:** WCAO 18 To 15, WPGC 30 To 27, KBEQ 15 To 12.

**69 75 JOLE BLON** GARY U.S. BONDS 3

**59 76 A LIFE OF ILLUSION** JOE WALSH 12

**87 77 STRAIGHT FROM THE HEART** THE ALLMAN BROTHERS BAND 2  
**ADDS:** WISM, WKXX, KYYX, WWKX, Z102-33, WRJZ. **Day-Part:** WMAK. **JUMPS:** KEZR Ex To 26.

**60 78 WHAT ARE WE DOIN' IN LOVE** DOTTIE WEST 10

**86 79 THE SENSITIVE KIND** SANTANA 2  
**ADDS:** JB105-32, WFI. **JUMPS:** KRBE Ex To 26.

**80 SUPER FREAK (PART I)** RICK JAMES 1  
**ADDS:** WHHY, B97, KINT, WWKX, KFI, WXKS, KRTH-19, KIQQ. **JUMPS:** KFRC 34 To 21. **ON:** WBBQ.

**89 81 WE'RE IN THIS LOVE TOGETHER** AL JARREAU 2  
**ADDS:** KHFI, WKBO-30, 94Q. **JUMPS:** WBCY Ex To 29, KJRB Ex To 29.

**82 IN YOUR LETTER** REO SPEEDWAGON 1  
**ADDS:** KHFI, KEYN, WSGN, WBCY, KFI, WAXY, KRTH, WICC, KIQQ, KC101-29. **Day-Part:** WMAK. **JUMPS:** 96KX Ex To 33.

**83 FALL IN LOVE AGAIN** MICHAEL STANLEY BAND 1  
**ADDS:** 96KX, KEZR, WGH, KINT-40, KBEQ-23, KIQQ. **JUMPS:** WGCL Ex To 21. **ON:** KSFX, KCPX.

**84 THE SUN AIN'T GONNA SHINE ANYMORE** NIELSEN/PEARSON 1  
**ADDS:** KEZR, WGH, WAYS, KYYX, WQXI, KINT, KJRB, BJ105, KIQQ.

**85 A HEART IN NEW YORK** ART GARFUNKEL 1  
**ADDS:** WCAO, WSEZ, JB105-34, WFIL. **JUMPS:** WABC Ex To 32, WAYS Ex To 28, WBCY Ex To 30.

**86 SHAKE IT UP TONIGHT** CHERYL LYNN 1  
**ADDS:** KRLY, KFRC. **JUMPS:** KIQQ Ex To 29. **ON:** WXKS, WGCL.

**87 DEDICATED TO THE ONE I LOVE** BERNADETTE PETERS 1  
**ADDS:** KINT, WFI, WFIL, BJ105. **JUMPS:** WQXI Ex To 27. **ON:** WGSV, KCPX, WGH.

**90 88 SECRETS** MAC DAVIS 2  
**JUMPS:** WGSV Ex To 30.

**89 WE CAN GET TOGETHER** ICEHOUSE 1  
**ADDS:** WFI, WGH. **JUMPS:** KINT 26 To 21, KRBE Ex To 27. **ON:** WBBQ, KCPX, BJ105, WGCL.

**90 TEARDROPS** GEORGE HARRISON 1  
**ADDS:** KRBE, KFMD. **JUMPS:** KZZP 30 To 27, WSGN Ex To 27, WXKS, Ex To 30.

**76 91 PAY YOU BACK WITH INTEREST** GARY O' 4

**54 92 SUZI** RANDY VANWARMER 8

**64 93 STRONGER THAN BEFORE** CAROLE BAYER SAGER 13

**56 94 AMERICA** NEIL DIAMOND 16

**66 95 FOOL IN LOVE WITH YOU** JIM PHOTOGLO 18

**83 96 SHADDUP YOU FACE** JOE DOLCE 16

**97 JUST BE MY LADY** LARRY GRAHAM 1  
**SALES:** Fair in the Midwest and South.

**68 98 NOBODY WINS** ELTON JOHN 14

**84 99 THE KID IS HOT TONITE** LOVERBOY 8

**85 100 TWO HEARTS** STEPHANIE MILLS 14

### LOOKING AHEAD

**THE RAPPER** DONNIE IRIS

**ADDS:** KFMD

**OUR LIPS ARE SEALED** GOGO'S

**JUMPS:** KRTH 29 To 23

**MARTY FELDMAN EYES** BRUCE BAUM

**ADDS:** Y100. **JUMPS:** KIQQ Ex To 31.

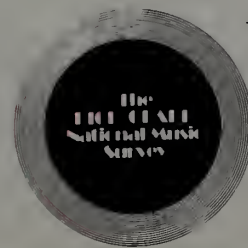
**CASH SMASH**—denotes significant sales activity.  
**PRIME MOVER**—denotes significant radio activity.  
**HIT BOUND**—denotes immediate radio acceptance.

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# GOSPEL



**JONES, NEW LIFE SINGERS PACT WITH MYRRH** — Bobby Jones and the New Life Singers, hosts of their own popular PBS television show, have signed a recording agreement with Myrrh Records, a division of Word, Inc. Jones has also signed a writer agreement with Word Music, an ASCAP publishing affiliate. Tony Brown and Ken Harding will be producing the group's first project. Pictured seated at the signing are (l-r): Harding, Jones and Janet Willoughby, Word. Pictured standing are (l-r): Andy Tolbird, Dennis Worley and Grady Baskin of Word.

## Estes Park Gospel Seminars Cover Wide Range Of Topics

by Tom Roland

NASHVILLE — Ten days of gospel seminars began smoothly July 30 with the opening of the National Gospel Radio Seminar at Estes Park, Colo. To run until Aug. 2, the radio gathering will be followed by the seventh annual Christian Artists' Music Seminar, Aug. 2-8.

The radio seminar, sponsored by the Gospel Music Assn. (GMA), presented broadcasters the opportunity to participate in workshops designed for specific members of a radio station's staff, with discussions running concurrently for owners and managers, programmers, and sales representatives.

Some of the subjects highlights included "Cents & Non-Cents," "Good Business Practices," "Fine-Tuning Your Format," "The Gospel Radio Network — How It Works For You" and "Communicology: How To Talk To People So They Will Listen."

Session leaders for the affair included key note speaker Tim Timmons, Court Newton, Jr.; Larry Perry; Rev. Tom Stipe; Bob Augsburg; Jason Jennings; John F. Jueller, Jr.; Toni Patti; John Young; John Fullingim; and Gary McCartie.

## Castle Records Hosts First Musicfest At ORU

TULSA — The Inaugural Castle Musicfest and Talent Search will be held Sept. 10 at the Oral Roberts University Mabee Center. Sponsored by Castle Records of Tulsa, the Musicfest will be a label showcase featuring artists from Castle and House of Kings Records. In conjunction with that showcase, a songwriting and talent search will be held.

Only semi-professional and amateurs may enter the search. No full-time professionals will be accepted.

Prizes will include free studio time, scholarships to songwriters and vocal workshops and awards. The winning song will be performed at the Castle Musicfest and the winning artist will also be invited to perform. Entrants are encouraged to attend the showcase and each will receive a free ticket to the Musicfest upon request with their entry.

Entries must be submitted on cassette with attached lyric sheet and postmarked by midnight Aug. 28 to be eligible. Send entries plus five dollars per category fee to Eddie Everitt, Castle Music, P.O. Box 7574 Tulsa, Okla. 74105.

Following the radio seminar, more than 2,400 people are expected to stay in Estes Park for the Christian Artists' Music Seminar. At last count, seminar officials reported that registration for the event was over 1,000, with 300-400 "artists, publishers recording company executives and other related music industry people" anticipated.

Panels will be held Aug. 3-7 during the artists seminar, with two one-hour periods scheduled each morning and a choice of 20 sessions available during each period. Panels will cover topics dealing with the recording process, publishing, songwriting, arranging and vocal technique. Panels will also be set up for church-related music leaders dealing with choral technique, choreography, choir development and the usage of puppets and multimedia materials. Nineteen book publishers will be able to showcase their literature in afternoon reading sessions, and registrants will have an opportunity to talk with major gospel artists like David Meece, Amy Grant and Barry McGuire in afternoon rap sessions. In addition, national talent competitions for group and solo work and songwriting will spotlight developing artists and writers.

### Numerous Concerts

Six concerts featuring 47 artists will highlight the conference's evenings. The Aug. 2 kick-off concert will include Jeremiah People, Lanny Wolfe, Dion, James Vincent, Wayne Watson, Ragan Courtney, Karen Kelly, Ted Pampeyan and the Celebrant Singers.

Performers for the Aug. 3 show will be the Mighty Clouds of Joy, Dave Boyer, Jamie Owen-Collins, Don Francisco, Cheryl Pruitt-Blackwood, Danny Korem, Wendell Burton, and Brush Arbor. Slated for appearances Aug. 4 will be the Imperials, Sharalee, Tim Sheppard, Andrew Culverwell, Gordon Jensen, Larry Dalton, Pete Carlson and the Continental Orchestra.

On tap for Aug. 4 are Doug Oldham, Dino, Gary Chapman, Sandi Patti, Denny Correll, John Fischer and Festival of Praise. Scheduled for the Aug. 6 concert are Barry McGuire, Amy Grant, Larnelle Harris, David Meece, the Sharretts, Kurt Kaiser and the Continental Singers.

The final concert on Aug. 7 will see performances by the Hawaiians, Russell Taff, Scott Wesley Brown, Steve Camp, Truth, Kathie Sullivan, Bill Pearce and Debby Kartsonakis.

## TOP 20 ALBUMS

### Spiritual

	Weeks On Chart	7/25
<b>1 CLOUDBURST</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	1	26
<b>2 20TH ANNIVERSARY ALBUM</b> JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7089)	2	22
<b>3 THE LORD WILL MAKE A WAY</b> AL GREEN (Myrrh MSB 6661)	3	34
<b>4 THE HAWKINS FAMILY LIVE</b> WALTER HAWKINS (Light LS 5770)	4	32
<b>5 BE ENCOURAGED</b> FLORIDA MASS CHOIR (Savoy 7046)	7	10
<b>6 IS MY LIVING IN VAIN</b> CLARK SISTERS (New Birth 7056)	8	14
<b>7 TRUE VICTORY</b> MIN. KEITH PRINGLE (Savoy SGL 7053)	5	28
<b>8 MORE OF THE BEST</b> ANDRAE CROUCH (Light LS 5795)	10	6
<b>9 GOLDEN HITS</b> SLIM AND THE SUPREME ANGELS (Nashboro 7024)	9	10
<b>10 EVERYTHING'S ALRIGHT</b> DR. CHARLES HAYES (Savoy 14580)	6	28
<b>11 THE LORD IS MY LIGHT</b> NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	12	16
<b>12 REJOICE</b> SHIRLEY CAESAR (Myrrh MSB 6646)	11	54
<b>13 MIRACLES</b> JACKSON SOUTHERNAIRES (Malaco M-4370)	13	34
<b>14 GOD IS OUR CREATOR</b> ALBERTINA WALKER (Savoy SL 14583)	15	22
<b>15 RISE AGAIN</b> GOSPEL KEYNOTES (Nashboro 7227)	20	34
<b>16 SAID I WASN'T GONNA TELL NOBODY</b> DONALD VAILES (Savoy 7052)	—	2
<b>17 GREATEST HITS</b> TOMMY ELLISON (Nashboro 7238)	17	5
<b>18 GOD WILL SEE YOU THROUGH</b> WILLIAMS BROTHERS (New Birth 7048)	—	2
<b>19 ONE DAY AT A TIME</b> REV. THOMAS L. WALKER (Eternal Gold EGL-652)	14	40
<b>20 GOOD NEWS</b> TROY RAMEY (Nashboro 7239)	18	10

### Inspirational

	Weeks On Chart	7/25
<b>1 PRIORITY</b> IMPERIALS (Dayspring DST 4017)	1	24
<b>2 AMY GRANT IN CONCERT</b> (Myrrh MSB 6668)	5	8
<b>3 NEVER ALONE</b> AMY GRANT (Myrrh MSB 6645)	3	60
<b>4 FAVORITES, VOL. 1</b> EVIE TOURNAQUIST (Word WSD 6845)	4	30
<b>5 FORGIVEN</b> DON FRANCISCO (New Pax NP 33042)	2	140
<b>6 BEST OF B.J. THOMAS</b> B.J. THOMAS (Myrrh/Word MSB 6653)	6	40
<b>7 MUSIC MACHINE</b> CANDLE (Birdwing BDWG 2004)	9	178
<b>8 BULLFROGS AND BUTTERFLIES</b> CANDLE (Birdwing BWR 2010)	8	48
<b>9 THANK YOU FOR THE DOVE</b> MIKE ADKINS (Mike Adkins MA 1061)	7	50
<b>10 REJOICE</b> 2ND CHAPTER OF ACTS (Sparrow SPR 1050)	16	4
<b>11 MY FATHER'S EYES</b> AMY GRANT (Myrrh MSB 6625)	13	34
<b>12 PRAISE V</b> VARIOUS ARTISTS (Maranatha MM 0076)	14	4
<b>13 GOT TO TELL SOMEBODY</b> DON FRANCISCO (New Pax NP 33071)	11	90
<b>14 SOLDIERS OF THE LIGHT</b> ANDRUS BLACKWOOD & COMPANY (Greentree 3738)	—	2
<b>15 PRAISE IV</b> VARIOUS ARTISTS (Maranatha MM 0064)	12	60
<b>16 HYMNS TRIUMPHANT</b> LONDON PHILHARMONIC CHOIR (Birdwing BWR 2023)	—	2
<b>17 DALLAS HOLM LIVE</b> DALLAS HOLM & PRAISE (Greentree R 3441)	17	6
<b>18 FOR THE BRIDE</b> JOHN MICHAEL TALBOT (Sparrow BWR 2021)	18	8
<b>19 HORRENDOUS DISC</b> DANIEL AMOS (Solid Rock SRA 2011)	—	2
<b>20 HEED THE CALL</b> THE IMPERIALS (Dayspring DST 4011)	10	140

## ALBUM REVIEWS

**JUST SIT BACK** — Chris Christian — Home Sweet Home R2102 — Producer: Chris Christian — List: 7.98

Christian is no newcomer to the contemporary Christian music world. However this is his first release on HomeSweetHome, his own newly established label. Christian utilizes his multitude of talents as an artist, writer and producer on this album. Andrae Crouch and Larry Gatlin provide some heavy duty back-up — Gatlin on a self-penned tune, "Light At The End Of The Darkness," and Crouch on "Nobody."

**TOGETHER IN ETERNITY** — Jackie and Don — Listen Records L1280 — Producer: Don Cusic — List: 7.98

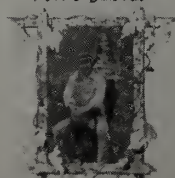
Crystalline vocals and a clear ringing acoustic sound are characteristic of this first release by Jackie and Don Cusic. As one of the original members of Dave and Sugar, Jackie garnered a reputation for her harmonic prowess, which is illustrated on several cuts. The songwriting talents of the husband and wife team become apparent, with all tunes written by the two. An overall country feel prevails, especially in the title cut, a strong tune destined for the country charts.

**TRUTH IS THE POWER** — The Mighty Clouds Of Joy — Myrrh MSB 6681 — Producer: Frank E. Wilson — List: 7.98

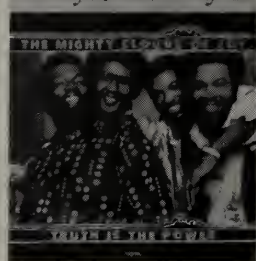
The dynamic Clouds have become a prominent force in the gospel world in recent years, consistently releasing product that is inspirational, as well as commercial. "Truth Is The Power" continues that tradition, as the Clouds wear several stylistic hats. From rocking, driving tunes like "There's Love In The World" to R&B-flavored tunes like "The Truth Will Set You Free," the Clouds maintain an energy that is unparalleled.



Don & Jackie



Together In Eternity

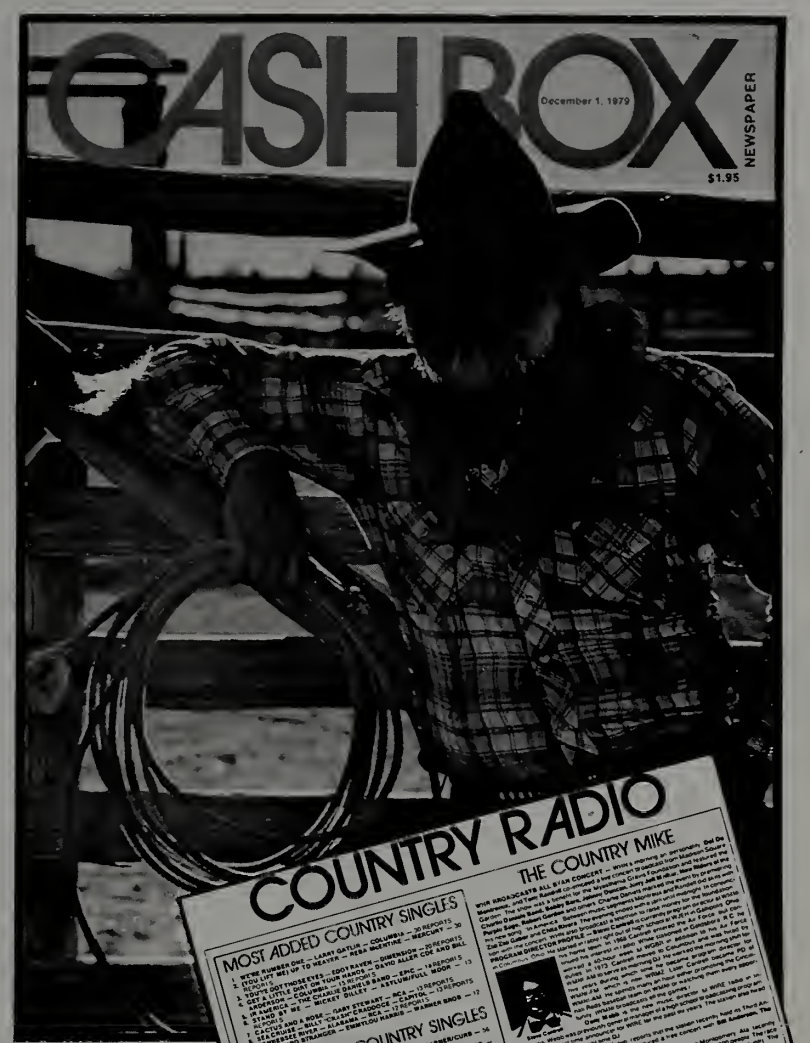


Truth Is The Power

# COUNTRY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	8/1		8/1
1 FANCY FREE OAK RIDGE BOYS (MCA-5209)	1 10	39 BLUE PEARL EARL THOMAS CONLEY (Sunbird ST-50105)	39 20
2 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	2 21	40 LIVE HOYT AXTON (Jeremiah JH-5002)	40 13
3 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	3 42	41 AS IS BOBBY BARE (Columbia FC-37157)	42 8
4 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	4 21	42 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 6E-309)	44 40
5 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	6 5	43 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AAL 1-3852)	24 36
6 JUICE JUICE NEWTON (Capitol S1-12136)	5 22	44 THE BARON JOHNNY CASH (Columbia FC-37179)	34 7
7 CARRYIN' ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	7 12	45 URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL-14027)	47 8
8 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	8 46	46 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	56 3
9 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	9 27	47 ENCORE CHARLY McCLAIN (Epic FE 37347)	— 1
10 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA ALL 1-3932)	10 17	48 ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA AHL 1-3905)	48 17
11 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	11 16	49 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	49 45
12 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6602)	14 5	50 WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l. JE-37107)	50 17
13 HORIZON EDDIE RABBITT (Elektra 6E276)	13 56	51 LOVE IS FAIR BARBARA MANDRELL (MCA-5136)	54 46
14 DRIFTER SYLVIA (RCA AHL 1-3986)	12 16	52 ONE TO ONE ED BRUCE (MCA-5188)	52 15
15 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	27 4	53 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	46 51
16 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	16 40	54 JOHN ANDERSON 2 JOHN ANDERSON (Warner Bros. BSK-3547)	43 16
17 MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	15 13	55 I HAVE A DREAM CRISTY LANE (Liberty LT-1083)	65 20
18 NOW OR NEVER JOHN SCHNEIDER (Scotti Bros. ARZ 37430)	26 7	56 BACK TO THE BARROOMS MERLE HAGGARD (MCA-5139)	57 40
19 GREATEST HITS RONNIE MILSAP (RCA AHL-3722)	19 41	57 THE MINSTREL MAN WILLIE NELSON (RCA AHL 1-4045)	55 3
20 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	20 27	58 MUNDO EARWOOD MUNDO EARWOOD (Excelsior XLP-88006)	51 17
21 MR. T CONWAY TWITTY (MCA-5204)	21 6	59 STARDUST WILLIE NELSON (Columbia JC 35305)	58 171
22 LEATHER AND LACE WAYLON AND JESSI (RCA AAL 1-3931)	22 23	60 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	61 11
23 WILD WEST DOTIE WEST (Liberty LT-1062)	18 23	61 HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	60 5
24 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	25 120	62 CONCRETE COWBOYS THE CONCRETE COWBOYS BAND (Excelsior XLP-88007)	59 16
25 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	17 15	63 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	63 49
26 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	36 13	64 ENCORE MICKEY GILLEY (Epic JE-36851)	64 39
27 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	35 21	65 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	66 64
28 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	41 2	66 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	69 109
29 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	28 58	67 DAKOTA STEPHANIE WINSLOW (Warner/Curb BSK-3529)	68 14
30 PLEASURE DAVE ROWLAND AND SUGAR (Elektra 5E-525)	30 9	68 I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN JOE STAMPLEY (Epic FE-37055)	70 14
31 I'M COUNTRYFIED MEL McDaniel (Capitol ST-12116)	31 23	69 REUNION JERRY JEFF WALKER (Southcoast/MCA-5199)	67 7
32 WITH LOVE JOHN CONLEE (MCA-5213)	33 3	70 HEY JOE/HEY MOE MOE BANDY AND JOE STAMPLEY (Columbia FC-37003)	53 21
33 DARLIN' TOM JONES (Mercury/PolyGram SRM-1-4010)	23 8	71 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	71 33
34 SHOULD I DO IT TANYA TUCKER (MCA-5228)	38 4	72 GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	62 59
35 EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	29 26	73 REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5138)	72 42
36 TAKE THIS JOB AND SHOVE IT ORIGINAL SOUNDTRACK (Epic SE-37177)	32 8	74 SOUTHERN RAIN MEL TILLIS (Elektra 6E-310)	74 56
37 RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216)	37 4	75 MY TURN DONNA HAZARD (Excelsior XLP-88008)	73 9



**CASH BOX** NEWSPAPER  
December 1, 1979  
\$1.95

**COUNTRY RADIO**  
THE COUNTRY MIKE

**MOST ADDED COUNTRY SINGLES**

**MOST ACTIVE COUNTRY SINGLES**

**Phoenix Purchases Jamboree Talent Line-Up Announced**

**WVOL In Nashville**

**PROGRAMMERS PICKS**

**COUNTRY RADIO AND CASH BOX:**

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

# CASH BOX TOP 100 COUNTRY

August 8, 1981

		Weeks On 8/1 Chart			Weeks On 8/1 Chart			Weeks On 8/1 Chart
1	I DON'T NEED YOU	3	35	(I'M GONNA) PUT YOU BACK ON THE RACK	38	67	LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)	47
2	DIXIE ON MY MIND	2	36	STEP BY STEP	41	68	MATHILDA	74
3	TOO MANY LOVERS	5	37	TAKIN' IT EASY	42	69	SWEET NATURAL LOVE	75
4	RAINBOW STEW	8	38	SHOULD I DO IT	39	70	ONE TOO MANY MEMORIES	76
5	UNWOUND	6	39	HURRICANE	43	71	SAD TIME OF THE NIGHT	78
6	I STILL BELIEVE IN WALTZES	7	40	I'VE BEEN A FOOL	40	72	WHAT IN THE WORLD'S COME OVER YOU	—
7	(THERE'S) NO GETTIN' OVER ME	9	41	LOVE AIN'T NEVER HURT NOBODY	44	73	LONESTAR COWBOY	79
8	PRISONER OF HOPE	1	42	RIGHT IN THE PALM OF YOUR HAND	46	74	THE GETTIN' OVER YOU	80
9	THEY COULD PUT ME IN JAIL	10	43	HONKY TONK HEARTS	45	75	WIND IS BOUND TO CHANGE	71
10	DREAM OF ME	11	44	IT DON'T HURT ME HALF AS BAD	49	76	MOBILE BAY	89
11	DON'T WAIT ON ME	12	45	(WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ	48	77	TRYING NOT TO LOVE YOU	—
12	MIRACLES	13	46	I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY)	50	78	TAKE ME AS I AM (OR LET ME GO)	—
13	WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS	14	47	I LOVE YOU A THOUSAND WAYS	57	79	WOMEN	84
14	A TEXAS STATE OF MIND	15	48	I'M INTO LOVIN' YOU	55	80	ON THE INSIDE	81
15	IT'S NOW OR NEVER	17	49	HONKY TONK QUEEN	60	81	ANTIOCH CHURCH HOUSE CHOIR	86
16	RICH MAN	16	50	SCRATCH MY BACK	52	82	YOU'RE THE REASON	87
17	YOU DON'T KNOW ME	18	51	JUST GOT BACK FROM NO MAN'S LAND	53	83	HOMEBODY	—
18	TIGHT FITTIN' JEANS	19	52	I'M GONNA SIT RIGHT DOWN AND RIGHT MYSELF A LETTER	62	84	SWEET HOME ALABAMA	88
19	OLDER WOMEN	20	53	YESTERDAY'S NEWS (JUST HIT HOME TODAY)	54	85	SHE BELONGS TO EVERY ONE BUT ME	—
20	MAYBE I SHOULD HAVE BEEN LISTENING	21	54	SECRETS	61	86	ENOUGH FOR YOU	—
21	SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)	22	55	HELLO WOMAN	67	87	BIG LIKE A RIVER	—
22	PARTY TIME	27	56	HOLD ON	64	88	LOVIN' THE NIGHT AWAY	90
23	I SHOULD'VE CALLED	24	57	THE PARTNER NOBODY CHOSE	63	89	LET ME FILL FOR YOU A FANTASY	91
24	QUEEN OF HEARTS	25	58	SHOT FULL OF LOVE	69	90	SHE TOOK THE PLACE OF YOU	94
25	WHISKEY CHASIN'	26	59	FOOL BY YOUR SIDE	4	91	HE'S THE FIRE	96
26	YOU'RE THE BEST	28	60	COULD YOU LOVE ME	23	92	IF YOU DON'T KNOW ME NOW	95
27	I JUST NEED YOU FOR TONIGHT	29	61	SOMETIMES I CRY WHEN I'M ALONE	82	93	CAJUN MELODIES	93
28	WE DON'T HAVE TO HOLD OUT	30	62	I RECALL A GYPSY WOMAN	83	94	MY BEGINNING WAS YOU	—
29	GOOD TIMES	31	63	IT'S REALLY LOVE THIS TIME	66	95	CATHY'S CLOWN	—
30	MIDNIGHT HAULER	33	64	LOVE NEVER HURT SO GOOD	68	96	CAN'T HELP FALLING IN LOVE WITH YOU	—
31	WHILE THE FEELING'S GOOD	32	65	SOMETIMES WHEN WE TOUCH	65	97	SHE STILL WISHES I WERE YOU	—
32	TODAY ALL OVER AGAIN	34	66	LONGING FOR THE HIGH	36	98	LIVIN' THE GOOD LIFE	—
33	SOMEBODY'S DARLIN', SOMEBODY'S WIFE	35				99	FEELS SO RIGHT	51
34	TEXAS COWBOY NIGHT	37				100	THE MATADOR	56

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

A Texas State Of Mind (Peso/Wallet — BMI)	14	— ASCAP	46	On The Inside (Welbeck — ASCAP)	80	Takin' It Easy (Algee — BMI)	37
Antioch Church House (D. Rodrick Holt — SESAC)	81	(I'm Gonna) Put You (Chappell/Sailmaker/Welbeck /Blue Quill — ASCAP)	35	One Too Many Memories (Sawgrass — BMI)	70	Texas Cowboy Night (Mel Tillis — BMI/Sabal — ASCAP)	34
Big Like A River (Prime Time/Goldsboro — ASCAP/Mastercraft/House Of Gold — BMI)	87	I'm Gonna Sit (Fred Ahler/Pencil Mark Co./Rytoc — ASCAP)	52	Older Women (Tree — BMI)	29	The Gettin' Over You (Jowag/Silver Ridge — ASCAP)	74
Cajun Melodies (Resaca (A Div. of Music Corp.) — BMI)	93	I'm Into Lovin' You (Oaks — BMI)	48	Party Time (Tree — BMI)	22	The Matador (Pi-Gem — BMI)	100
Can't Help Falling (Gladys — ASCAP)	96	It Don't Hurt Me Half As Bad (Combine Music — BMI)	44	Prisoner Of Hope (Elektra/Asylum — BMI)	8	The Partner Nobody Chose (World/Coolwell/Granito — ASCAP)	57
Cathy's Clown (Acutt-Rose — BMI)	95	It's Now Or Never (Gladys Music — ASCAP)	15	Queen Of Hearts (Drunk Monkey Music — ASCAP)	24	(There's) No Gettin' Over Me (Rick Hill — ASCAP)	7
Could You Love Me (Rose — BMI)	60	It's Really Love This Time (Blue Lake — BMI/Terrace — ASCAP)	63	Rainbow Stew (Shade Tree — BMI)	4	They Could Put Me In Jail (Hall-Clement — BMI)	9
Dixie On My Mind (Bocephus — BMI)	2	I've Been A Fool (Yatahey — BMI)	40	Rich Man (Song Biz — BMI)	16	Tight Fittin' Jeans (Prater — ASCAP)	18
Don't Wait On Me (American Cowboy Music — BMI)	4	Just Got Back From No Man's Land (Tree — BMI)	51	Right In The Palm (Hall-Clement c/o Welk — BMI)	42	Today All Over Again (King Coal/Coal Miners — ASCAP/BMI)	32
Dream Of Me (Sable/Sawgrass — BMI)	10	Let Me Fill (Chip 'N' Dale — ASCAP)	89	Sad Time Of The Night (White Cet — ASCAP)	71	Too Many Lovers (Cookhouse — BMI/Mother Tongue — ASCAP)	3
Enough For You (Resaca — BMI)	86	Love Ain't Never Hurt Nobody (House Of Gold — BMI)	66	Scratch My Back (Fame — BMI)	50	Trying Not To Love You (Shade Tree — BMI)	77
Feels So Right (Maypop — BMI)	99	Love Never Hurt So Good (Music City — ASCAP/Combine — BMI)	64	Secrets (Bobby Goldsboro — ASCAP)	54	Unwound (Pi-Gem/Pannin' Gold — BMI)	5
Fool By Your Side (Kelly & Lloyd — ASCAP)	59	Lovin' Her Was Easier (Combine — BMI)	67	She Belongs To Everyone But Me (Atlantic — BMI)	85	We Don't Have To Hold Out (Balmer — CAPAC)	28
Good Times (Tree — BMI)	29	Lovin' The Night (Sir Dale/Foxtail — ASCAP)	88	She Still Wishes I Were You (Garpax/Alanbo — BMI)	97	What In The World's Come Over You (Unert — BMI)	72
Hello Woman (Doug Kershaw — BMI)	55	Mathilda (Combine — BMI)	68	She Took (Jack & Bill c/o Welk — ASCAP)	90	(When You Fall In Love) Everything's A Waltz (Tree/Sugarplum — BMI)	45
He's The Fire (House Of Gold — BMI)	91	Maybe I Should Have (Screen Gems/EMI — BMI)	20	Shot Full Of Love (Hall-Clement c/o Welk — BMI)	58	While The Feeling's Good (ATV Music Corp./Hartline Music, Inc. — BMI)	31
Hold On (Nub-Pub Music — ASCAP)	56	Midnight Hauler (House Of Gold — BMI)	30	Should I Do It (Unichappell/Watch Hill — BMI)	38	Whiskey Chasin' (Sabal — ASCAP)	25
Homebody (Stallion — BMI)	83	Miracles (Dick James — BMI)	12	Somebody's Darling (Emeryllville — BMI)	33	Wild Side Of Life (Unart/Peer International — BMI)	13
Honky Tonk Hearts (Hall-Clement — BMI)	43	Mobile Bay (Tree — BMI/Cross Keys — ASCAP)	76	Sometimes I Cry (Button Willow/Chablis — BMI)	61	Wind Is Bound To Change (Larry Gatlin — BMI)	75
Honky Tonk Queen (Baray/Mullet — BMI)	49	My Beginning Was You (Hindsdale — BMI/Ternar — ASCAP/ATV/Mann & Weil — BMI)	65	Sometimes When We Touch (Welbeck — ASCAP/ATV/Mann & Weil — BMI)	65	Women (Willz — ASCAP/Concorde — SESAC)	79
Hurricane (Blackwood — BMI/Rich Bin — ASCAP)	39			Sweet Home Alabama (Dutchess/Leads/Husters — BMI)	84	Yesterday's News (Shade Tree — BMI)	53
I Don't Need You (Boothchute — BMI)	1			Sweet Natural Love (Jorrick — BMI)	69	You Don't Know Me (Rightsong — BMI)	17
I Just Need You For Tonight (Hall-Clement — BMI)	27			Take Me As I Am (Acutt-Rose — BMI)	78	You're The Reason (Vogue — BMI)	82
I Love You (Peer Int'l — BMI)	47						
I Recall A Gypsy Woman (Jack — BMI)	62						
I Should've Called (Milene — ASCAP)	23						
I Still Believe In Waltzes (Southern Nights — ASCAP)	6						
If You Don't Know (Hoodswamp — BMI)	92						
I'll Need Someone (Hall-Clement — BMI/Bibo c/o Welk							



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week

# COUNTRY

## THE COUNTRY COLUMN

**WELCOME HOME** — Warner Bros. publicist **Bonnie Rasmussen** and her husband **Ky** recently played host to about 50 industry representatives when they welcomed **Rosanne Cash** and **Rodney Crowell** to Nashville. The Crowell family, which includes baby **Caltiln** and another on the way (expected by early 1982), moved to Nashville from Los Angeles over the Fourth of July holiday. During the get together, everyone was treated to a listening of Crowell's upcoming Warner Bros. album, "Rodney Crowell," which is set for a late August release. Connoisseurs of excellent music should recall Crowell's last album release, "But What Will The Neighbors Think," as one of the highlights of 1980. The newest album rivals its predecessor in quality, originality and diversity. In other words, it sounds like one of the most notable producer/artist/songwriters of our time has a hit on his hands.

It looks to be a great year for the Cash/Crowell clan. Rosanne has already topped her first #1 single, with "Seven Year Ache," and her album of the same name is still resting comfortably in the Top Five of the **Cash Box** Country Album chart. And we hear her new album on CBS should be out by year's end. That's quite a few due dates — two albums and a baby, all within six months.

**FOOD FOR THOUGHT** — Just so we don't cause any problems... in the *Country Column* two weeks ago, we reported that ex-**Slowpoke** member **Jack Williams** was moving to Los Angeles to put together a new band. That's true. But the session player **Jack Williams** is *not* moving anywhere. He plans on staying right here and continuing the excellent work he has been doing in the studio for so many artists. Repeat, there are two Jack Williams within the Nashville music community. The ex-**Slowpoke** is moving to Los Angeles; the session musician is not... Our apologies to **Kris Kristofferson**, **Zella Lehr** and their respective record companies for the error in last week's Country Singles Reviews section. Kristofferson's new song is "Here Comes That Rainbow Again," as was printed. But Lehr did not do a cover of it, as the error would lead one to believe. Her new single is "Feedin' The Fire"... No confirmation from the label, but we hear **Earl Thomas Conley** has departed Sunbird Records and signed with RCA... **Scott Vaughn's** "Barn Dance" on It's Just Country Records seems to really be catching on with radio stations located in the western areas of the United States. It seems to be a special favorite in the truck driving crowd... Longhorn Records has released a single by **Kenny Roberts**, which is being met with a great deal of enthusiasm. It's titled "Get It Behind You Girl"... And speaking of releases, there's a group in Alberta, Canada that's causing quite a ruckus. The group is **Showdown**, and the ruckus is a single called "Welcome To The Rodeo," which is innocent enough in title, but wait til you play it. It makes frequent use of a certain four letter word — the BIG one, plus assorted lesser four letter-ers. We hear the song is a big hit in Canada. As strict as Canadian radio is, it is highly doubtful the unedited version is getting any airplay. The record's success comes by word of mouth, as the country club scene in Canada is something to speak of. Radio, if you're interested, there are two versions available — bleeped and unbleeped.

**SLOW ROASTING** — Noted music executive **Fred Foster** was the recipient of quite a few well-placed barbs when he took the hot seat July 26. Yes, it was roast Fred Foster night (also a celebration of his 50th birthday) for such guests as **Dolly Parton**, **Kris Kristofferson**, **Ray Stevens**, **Boots Randolph**, **Grandpa Jones**, **Billy Grammer**, **Joe Allison**, **June Carter Cash**, **Arthur "Guitar Boogie" Smith**, **Buddy Deane** and **Ronnie Hawkins**, each of whom had an "interesting" story to tell about the man who created Monument Records and Combine Music. **Ralph Emery** was on hand as the toastmaster, while **Harlan Howard** had the pleasure of introducing Foster, who had a nice little rebuttal for each of his roasters. **Willie Nelson**, **Grady Martin**, **Larry Gatlin** and **Johnny Cash** got in their digs via the marvels of modern electronics — namely video. We must say Martin and Nelson's deadpan humor in trying to think of something nice to say about Foster (to no avail) was quite humorous, as was Gatlin's impersonation of a television news anchorman in his "Eyeball News" update. The roast, which attracted approximately 500 people and lasted until midnight, gave many an opportunity to express their gratitude to a man who has helped so many in this business. From **Cash Box**, a happy birthday, and bon appetit to Fred Foster.

**JONES AND BILLY BOB?** — It looks like that riff between **George Jones** and manager **Paul Richey** (**Cash Box**, July 18) is permanent. Jones has signed a new management option contract with **Billy Bob Barnett**, owner of the Ft. Worth club, Billy Bob's Texas. Additionally, in an article in the *Tennessean*, Jones reported plans to move to Ft. Worth following a "farewell" concert date in Nashville July 29. The concert took place after the press conference announcing Jones' new association with Barnett.

**WAIT A MINUTE MR. POSTMAN** — The following is of major importance to those who go to work on Music Row. **John Woods**, the postman who's had the Music Row route for 35 years has retired, and several companies are getting together to throw him a big party (it's a surprise, so if you happen to see him, no mention of the party please). It's set for Aug. 12, at 1:15 p.m. at CBS, Studio A. Woods will be presented such items as a gold album, donated by Al's Customs Frames, a caricature by **Charles Hooper** and a cake, compliments of **Carolyn Campbell** of Carolyn's Creations and **Carolyn Sells** of Combine Music. **Chet Atkins** will be presenting a special gift to Woods. A special fund in Woods' name has also been established at First American National Bank, 1604 21st Ave. South in Nashville, and all money sent to this account will be presented to him. Everything for the party has been donated. If interested, contact **Susan Turner** at (615) 254-8825 or **Kay Smith** at (615) 244-7770.

**NEWMAN PACTS WITH DELTA** — **Jimmy C. Newman** has pacted with Delta Records of Jacogdoches, Texas, with a new album, "Jimmy C. Newman — Cajun Country" set for release in September. A member of the Grand Ole Opry since 1956, Newman is credited with introducing Louisiana Cajun music to the rest of the world.

Jimmy C. Newman



## For The Record

In the Country Singles Reviews of last week's issue, Zella Lehr's new single was incorrectly titled, as were the publishing and songwriting credits. The review should have read: Zella Lehr (Columbia 18-02431) "Feedin' The Fire" (2:49) (Algee Music Corp. — BMI) (B. Hobbs) (Producer: G. Sutton).

## Alabama Gets Gold LP

NASHVILLE — RCA recording group Alabama garnered its second gold album with the certification of the group's first recording, "My Home's In Alabama," as gold. The gold certification followed by one month similar honors for the group's current album, "Feels So Right."

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS



**BOBBY SMITH** (Liberty P-A1417)  
**Just Enough Love (For One Woman)** (3:20) (House of Gold Music, Inc./Cross Keys Pub. Co. Inc. — BMI/ASCAP) (D. Morrison, D. Kirby) (Producer: B. Montgomery)

The snappy backbeat, plunky guitar and Smith's up vocal work combine to make this single for Liberty a top choice for instant radio adds. Jukebox operators should also find this single an attractive addition to their singles slot.

### HITS OUT OF THE BOX

**CHARLEY PRIDE** (RCA PB-12294)  
**Never Been So Loved (In All My Life)** (3:14) (Al Gallico Music Corp. — BMI/Dusty Roads Music — BMI/Bibo Music Pub. c/o Welk Music Group — ASCAP) (N. Wilson, W. Holyfield) (Producers: N. Wilson, C. Pride)

**GAIL DAVIES** (Warner Bros. WBS 49790)  
**Grandma's Song** (3:59) (Vogue Music — BMI) (G. Davies) (Producer: G. Davies)

### FEATURE PICKS

**DEBORAH ALLEN** (Capitol P-A-5014)  
**You (Make Me Wonder Why)** (3:20) (Duchess Music Corp. (MCA)/Posey Pub. Co./Tree Pub. Co., Inc. — BMI) (D. Allen, R. VanHoy) (Producer: S. Gibson)

**SONNY CURTIS** (Elektra E-47176)  
**Marrled Women** (2:40) (Hall-Clement Pub. c/o Welk Music Group — BMI) (B. McDill) (Producers: Thompson, Osborn, Young)

**KIM VASSY** (Liberty P-A-1427)  
**Sneakin' Around** (2:51) (Hall-Clement Pub. c/o Welk Music Group — BMI) (B. McDill) (Producer: L. Rogers)

**ALLEN FRIZZELL** (Sound Factory S.F. 447)  
**She's Livin' it Up (And I'm Drinkin' 'em Down)** (2:34) (Chablis Music — BMI) (B. Moore, B. Taylor) (Producer: P. Baugh)

**COOTER DANIEL** (Connection NCR 3)  
**A Couple of Doubles** (2:24) (Nashville Connection Music — SESAC) (C. Daniel) (Producer: M. Shockley)

**CHARLIE LOUVIN** (First Generation FGS 007)  
**Ten Years, Three Kids, And Two Loves Too Late** (3:34) (Magic Castle, Inc./Blackwood Music, Inc. — BMI) (R. Murrah, J. McBride) (Producer: P. Drake)

**GAIL ZEILER** (EQUA S.P. 660)  
**She's Goin' Home Alone** (2:49) (Equa Music — ASCAP/Gee Zee Music — ASCAP) (G. Zeiler) (Producers: B. Saporiti, J. Shook)

**VIC WILLIS TRIO** (First Generation FGS 008)  
**I Couldn't Live Without Your Love** (2:36) (Window Music Pub. Co., Inc. — BMI) (R. Berestford) (Producer: P. Drake)

**LOU HOBBS** (KIK 911)  
**We're Building Our Love On A Rock** (2:48) (Magic Castle Music/Blackwood Music — BMI) (R. Muggah, J. McBride) (Producers: Foster & Rice Prods.)

**RIDERS IN THE SKY** (Rounder 4543)  
**Soon As The Roundup's Through** (3:32) (Buck Music — ASCAP) (W. Paul) (Producer: not listed)

**BOBBY MACKKEY** (Bobby Mackey 74601)  
**Beware of the Night** (2:11) (Sagegrass/Scimitar Music — BMI) (D. Rice) (Producer: not listed)

## ALBUM REVIEWS



**MASTER OF BLUEGRASS** — **Bill Monroe** — MCA MCA-5214 — Producer: **Walter Haynes** — List: 8.98

Bill Monroe is synonymous with bluegrass music in its purest, most appealing form. He is probably the man most responsible for bringing bluegrass out of the hills and to the masses and making it as popular as it is today. This is the quintessential Monroe album — totally instrumental, with just the lightest lacing of background vocals, and of the 10 tunes on the album, nine were penned by Monroe. He and his mandolin never sounded better.

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. **WHAT IN THE WORLD'S COME OVER YOU** — TOM JONES — MERCURY — 28 REPORTS
2. **TRYING NOT TO LOVE YOU** — JOHNNY RODRIGUEZ — EPIC — 23 REPORTS
3. **TAKE ME AS I AM (OR LET ME GO)** — BOBBY BARE — COLUMBIA — 23 REPORTS
4. **STEP BY STEP** — EDDIE RABBITT — ELEKTRA — 23 REPORTS
5. **HOMEBODY** — BILL ANDERSON — MCA — 18 REPORTS
6. **SOMETIMES I CRY WHEN I'M ALONE** — SAMMI SMITH — SOUND FACTORY — 18 REPORTS
7. **I RECALL A GYPSY WOMAN** — B.J. THOMAS — MCA — 17 REPORTS
8. **I LOVE YOU A THOUSAND WAYS** — JOHN ANDERSON — WARNER BROS. — 17 REPORTS
9. **ENOUGH FOR YOU** — BRENDA LEE — MCA — 16 REPORTS
10. **BIG LIKE A RIVER** — TENNESSEE EXPRESS — RCA — 16 REPORTS

## MOST ACTIVE COUNTRY SINGLES

1. **PARTY TIME** — T.G. SHEPPARD — WARNER/CURB — 77 REPORTS
2. **MIRACLES** — DON WILLIAMS — MCA — 73 REPORTS
3. **TIGHT FITTIN' JEANS** — CONWAY TWITTY — MCA — 71 REPORTS
4. **OLDER WOMEN** — RONNIE McDOWELL — EPIC — 66 REPORTS
5. **YOU DON'T KNOW ME** — MICKEY GILLEY — EPIC — 66 REPORTS
6. **(THERE'S) NO GETTIN' OVER ME** — RONNIE MILSAP — RCA — 64 REPORTS
7. **WE DON'T HAVE TO HOLD OUT** — ANNE MURRAY — CAPITOL — 63 REPORTS
8. **TAKIN' IT EASY** — LACY J. DALTON — COLUMBIA — 51 REPORTS
9. **(I'M GONNA) PUT YOU BACK ON THE RACK** — DOTTIE WEST — LIBERTY — 50 REPORTS
10. **MAYBE I SHOULD HAVE BEEN LISTENING** — GENE WATSON — MCA — 47 REPORTS

## Country Stations Lead The Pack In Latest Nashville Arb Ratings

(continued from page 22)

5.1. Following the survey period, 92Q changed its call letters to WMAK-FM to coincide with its sister station during simulcasts. WMAK-AM, also a pop outlet, increased to 1.9 from last year's 1.5 figure, while WKOS, a pop station that bowed its FM signal last summer, chipped in with a 1.4 score.

The adult contemporary (A/C) formats held down third place with a 13.3 count overall. WSM-FM showed impressive gains jumping from a tie for sixth in the market to a tie for second. Its share was up over 50%, posting a 9.4 score following a 6.0 mark in 1980. WSIX-AM was off slightly, scoring a 3.9 after a 4.2 showing last year.

WKDF made great strides, more than doubling its numbers while moving from tenth in the market to #1, replacing black-formatted WVOL. Due mainly to the loss of former AOR competitor WKQB, WKDF boosted its 5.2 figures to 11.9.

WKQB, meanwhile, changed ownership, call letters and format last fall. Sporting the call letters WJYN, the station resurfaced with a beautiful music format and accumulated a 2.0 score. WZYZ, the established outlet for beautiful music, was off slightly, falling to 8.2 from a 9.9.

WVOL fell from the #1 position to sixth in the market, dropping from a 10.6 share to 7.8. WLAC, formerly the top AM pop station, grabbed a 5.6 share with a news/talk format. WAMB, a big band outlet, pulled a 2.9, and WWGM, a religious format, gained a 1.1.

Overall, AM stations dropped from a 38.1 share of Nashville listenership to 32.9, while FM stations overall jumped to 55.6, up from 48.4 last year.

All Arbitron statistics are based on a survey dated March 19-June 10, and measure total persons 12+ average quarter hour listening, Monday-Sunday, 6 a.m. - midnight.



**KMPS GREET'S WILLIAMS** — During a performance at the Seattle (Wash.) Center Arena, MCA recording artist Don Williams was greeted backstage by Atti McKay, MD at KMPS/Seattle and Jim Williams, the station's afternoon DJ. KMPS promoted the show along with Rising Star Promotions. Pictured are (l-r): Terry Cline, Jim Halsey Co.; Freddy Zaehelr, MCA Seattle; Don Williams; McKay; Jim Williams; and promoter Michael Gaines.

## THE COUNTRY MIKE

**WHK CELEBRATES 60th BIRTHDAY** — Sunday, July 26, marked the 60th birthday of WHK/Cleveland, the first radio station in the state of Ohio and the fifth oldest broadcasting facility in the country. WHK founder **Warren Cox** began broadcasting from his home on July 26, 1921, and since then, WHK has made its home at a variety of downtown sites, including the Standard Building, the Hotel Winton, Higbee's and the WHK Building. The station is presently located at the Statler Office Tower on Euclid Ave. The birthday celebration began July 24 with a free afternoon concert in front of the downtown Terminal Tower featuring former **Boxcar Willie** touring band, **Buckeye Biscuit Band**, providing the entertainment. In addition, WHK air personalities, accompanied by Cleveland models wearing the station's traditional orange and brown T-shirts, distributed over 10,000 birthday cupcakes at various locations throughout the downtown area.



Rick Albin

**PERSONALITY PROFILE** — At the age of 15, Rick Albin began his broadcasting career doing weekends in his hometown, mixed format station, **KDKD/Clinton, Mo.** Participating in his high school's Decca program, Albin was able to attend school on a part-time basis, allowing him to take his first full-time afternoon shift in 1975. In August of 1975, Albin left **KDKD** for Springfield and Great Empire Broadcasting's **KTTS**, where he picked up the weekend shift. His responsibilities quickly increased, however, when he was appointed public relations director in 1976. By March of 1977, Albin had developed the **Ozarks All-Night Show**, a full-time, two-personality program. A little restless, in September 1977, Albin moved to Terre Haute, Ind. and country-formatted **WTHI**, to take over the mornings, 5-9 a.m. A year later, he wanted out. Albin took a position with a marketing firm and travelled the country for the next year and-a-half. However, realizing the tremendous growth in country music and the fact that radio was "in his blood," Albin contacted **Don Paul**, program director of **KTTS**, in 1980. He spent a few months filling in for vacationing jocks before the 7 p.m.-midnight spot opened up at Great Empire Broadcasting's **KYNN/Omaha**, a sister of **KTTS**. In May 1981, Albin returned to **KTTS** and a familiar 7 p.m.-midnight air shift, as well as a new job as public relations director. He remains in that capacity to date.

**STARFLEET, STROHS SPONSOR 'ROSANNE LIVE' DISC** — Rosanne Cash and her band, **The Cherry Bombs**, were recently recorded live in concert on Starfleet's 24-track stereo, by Starfleet's Mobile Unit B. The performance, originally broadcast live over **WSAI/Cincinnati**, will be released on disc to over 90 radio stations throughout the country. **Rosanne Cash Live in Cincinnati**, produced by Starfleet Blair and sponsored by Strohs Beer, will be heard this week in markets where Strohs is available.

**RESIGNATIONS** — **KFDI/Wichita's** music director, **Don Walton**, has resigned, effective Aug. 28. Walton, a 17-year veteran at the station, will pursue personal interests, including writing, publishing, and production management in the Wichita area. **Terry Slane**, another 17-year radio vet, has announced his resignation as program director of **WGTO/Cypress Garden, Fla.** Slane can be reached at (813) 293-9917. Music director **Buddy Alan** of **KNIX-AM/Phoenix** will leave his post to become operations manager for **KUZZ/Bakersfield**. Replacements have not yet been disclosed.

**WEDECK ANNOUNCES NEW 'COUNTRY REPORT' SUBSCRIBERS** — The Los Angeles-based Weedeck Radio Network has announced eight new additions to its list of subscribers to "Country Countdown," now totaling over 200 stations. The most recent subscribers to the weekly program include **WDAF/Kansas City**, **WHIM/Providence**, **WUTQ/Utica**, **WQIO/Canton**, **WQAM/Miami**, **KBLH/Lincoln**, **KRMD/Shreveport** and **WMBH/Joplin**. The information and interview programs are shipped each week to subscribing stations, free of charge, in Arbitron-rated markets. Interested stations should call Weedeck, collect at (213) 462-5922.

**STAR 97'S OTTO RELEASES SINGLE FOR MENTAL HEALTH ASSN.** — **Star 97/Houston's** morning man, **Dave Otto**, has written and recorded a local novelty song entitled "Traffic Don't Flow," which has become a very popular item in the local area. Due to listener response, Otto recorded the spoof on Houston's traffic problems at Sugarhill Studio in Houston, and the single is now available at local Sound Warehouse locations for \$1.97. All proceeds from "Traffic Don't Flow" ("Now I'da been home a long time ago, if the Houston Traffic wasn't so slow... too many cars, and not enough roads, stuck on the off ramp, nowhere to go...") will be donated to the Mental Health and Mental Retardation Authority of Harris County in Houston. Throughout the second week in August, **Dr. Demento** will be airing the song over **KMET/Los Angeles**.

country mike

## PROGRAMMERS PICKS

Rita Basnigt	WBXB/Edenton	Step By Step — Eddie Rabbitt — Elektra
Willis Williams	WLAS/Jacksonville	Enough For You — Brenda Lee — MCA
Chuck Logan	KRZY/Albuquerque	Right In The Palm Of Your Hand — Mel McDaniel — Capitol
Willey Carpenter	WWNC/Ashville	Enough For You — Brenda Lee — MCA
Bill Warren	KNOE/Monroe	Step By Step — Eddie Rabbitt — Elektra
Dan Williams	WCMS/Norfolk	Right In The Palm Of Your Hand — Mel McDaniel — Capitol
Troy Wayne	KFRM/Salina	Sometimes I Cry When I'm Alone — Sammi Smith — Sound Factory
Rusty Rogers	WAXX/Eau Claire	Homebody — Whispering Bill Anderson — MCA
Tim Rowe	WMNI/Columbus	You (Make Me Wonder Why) — Deborah Allen — Capitol
Gary West	WELA/East Liverpool	I Recall A Gypsy Woman — B.J. Thomas — MCA



# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	1	16	
<b>IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	2	9	
<b>DIMPLES</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	6	4	
<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	4	7	
<b>IN THE POCKET</b> COMMODORES (Motown M8-955M1)	5	5	
<b>KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	3	10	
<b>WITH YOU</b> STACY LATTISAW (Cotillion/Atlantic SD 16049)	12	5	
<b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	8	15	
<b>I'M IN LOVE</b> EVELYN KING (RCA AFL1-3962)	21	4	
<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	7	19	
<b>WINNERS</b> THE BROTHERS JOHNSON (A&M SP-3724)	13	4	
<b>NIGHT CLUBBING</b> GRACE JONES (Island/Warner Bros. ILPS 9624)	10	12	
<b>STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	11	13	
<b>A WOMAN NEEDS LOVE</b> RAY PARKER, JR. & RAYDIO (Arista AL 9543)	9	17	
<b>IN THE NIGHT</b> CHERYL LYNN (Columbia FC 37034)	18	5	
<b>BLACK &amp; WHITE</b> POINTER SISTERS (Plane/Elektra P-18)	17	6	
<b>THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	14	30	
<b>CAN'T WE FALL IN LOVE AGAIN</b> PHYLLIS HYMAN (Arista AL 9544)	25	4	
<b>WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	15	15	
<b>VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	19	22	
<b>CHILDREN OF TOMORROW</b> FRANKIE SMITH (WMOT FW 37391)	26	3	
<b>RADIANT</b> ATLANTIC STARR (A&M SP-4833)	16	23	
<b>SEND YOUR LOVE</b> AURRA (Salsoul/RCA SA 8538)	22	12	
<b>NIGHTS (FEEL LIKE GETTING DOWN)</b> BILLY OCEAN (Epic FE 37406)	28	5	
<b>SECRET COMBINATION</b> RANDY CRAWFORD (Warner Bros. BSK 3541)	23	11	
<b>MIRACLES</b> CHANGE (Atlantic SD 19301)	27	17	
<b>GAP BAND III</b> GAP BAND (Mercury/PolyGram SRM 1-4003)	24	33	
<b>MY MELODY</b> DENICE WILLIAMS (ARC/Columbia FC 37048)	20	19	
<b>JUST BE MY LADY</b> LARRY GRAHAM (Warner Bros. BSK 3554)	—	1	
<b>CARL CARLTON</b> (20th Century-Fox/RCA T-628)	38	3	
<b>BEING WITH YOU</b> SMOKEY ROBINSON (Tamla/Motown 18-375M1)	31	23	
<b>TASTY JAM</b> FATBACK (Spring/PolyGram SP-1-6731)	29	10	
<b>UNLIMITED TOUCH</b> (Prelude PRL 12184)	33	8	
<b>CLASS</b> THE REDDINGS (Bellvee In A Dream/CBS FZ 37175)	41	3	
<b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	30	39	
<b>THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 36790)	46	2	
<b>DEUCE</b> KURTIS BLOW (Mercury/PolyGram SRM-1-14020)	39	3	
<b>38 BLACK TIE</b> THE MANHATTANS (Columbia FC 37156)	—	1	
<b>39 CAMERON'S IN LOVE</b> RAFAEL CAMERON (Salsoul/RCA SA-8542)	53	4	
<b>40 BUSTIN' LOOSE</b> ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141)	40	6	
<b>41 ALICIA</b> ALICIA MEYERS (MCA-5181)	42	16	
<b>42 "RIT"</b> LEE RITENOUR (Elektra 6E-331)	35	11	
<b>43 IT'S WINNING TIME</b> KLIQUE (MCA-5198)	44	8	
<b>44 LOVE KEYS</b> EDDIE KENDRICKS (Atlanta SD 19294)	47	3	
<b>45 ENDLESS LOVE</b> ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	—	1	
<b>46 WALL TO WALL</b> RENE & ANGELA (Capitol ST-12161)	55	2	
<b>47 L.J. REYNOLDS</b> (Capitol ST-12127)	49	6	
<b>48 CLOSER</b> GINO SOCCIO (Atlantic SD 16042)	32	11	
<b>49 CALL IT WHAT YOU WANT</b> BILL SUMMERS and SUMMERS HEAT (MCA-5176)	43	21	
<b>50 TELL ME WHERE IT HURTS</b> WALTER JACKSON (Columbia FC 37132)	48	10	
<b>51 TOO HOT TO SLEEP</b> SYLVESTER (Fantasy F-9607)	37	9	
<b>52 WANTED DREAD AND ALIVE</b> PETER TOSH (Rolling Stones/EMI America SO-17055)	56	5	
<b>53 LET THE MUSIC PLAY</b> THE DAZZ BAND (Motown M8-957M1)	54	10	
<b>54 HOTI LIVE AND OTHERWISE</b> DIONNE WARWICK (Arista A2L 8605)	36	8	
<b>55 SWEET AND WONDERFUL</b> JEAN CARN (TSOP/CBS FZ 36775)	—	1	
<b>56 LOVE IS . . . ONE WAY</b> ONE WAY (MCA-5163)	34	24	
<b>57 THE STRIKERS</b> (Prelude PRL 14100)	62	2	
<b>58 THE BROOKLYN, BRONX &amp; QUEENS BAND</b> (Capitol ST-12155)	—	1	
<b>59 HOW 'BOUT US</b> CHAMPAIGN (Columbia JC 37008)	50	21	
<b>60 GRAND SLAM</b> ISLEY BROTHERS (T-Neck/CBS FZ 37080)	45	22	
<b>61 VOYEUR</b> DAVID SANBORN (Warner Bros. BSK 3546)	57	15	
<b>62 KEEP ON IT</b> STARPOINT (Chocolate City/PolyGram CCLP 2018)	59	17	
<b>63 LICENSE TO DREAM</b> KLEENER (Atlantic SD 19288)	63	26	
<b>64 FANTASTIC VOYAGE</b> LAKESIDE (Solar/RCA BXL 1-3720)	60	37	
<b>65 TURN UP THE MUSIC</b> MASS PRODUCTION (Cotillion/Atlantic SD 5226)	58	16	
<b>66 I GOT THE MELODY</b> ODYSSEY (RCA AFL1-3910)	51	7	
<b>67 THREE PIECE SUITE</b> RAMSEY LEWIS (Columbia FC 37153)	65	9	
<b>68 'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	66	20	
<b>69 GOING FOR THE GLOW</b> DONNA WASHINGTON (Capitol ST-12147)	52	11	
<b>70 PORTRAITS</b> SIDE EFFECT (Elektra 6E-335)	69	12	
<b>71 INTUITION</b> LINX (Chrysalis CHR 1332)	61	8	
<b>72 IMAGINATION</b> THE WHISPERS (Solar/RCA BZL 1-3578)	68	30	
<b>73 TWICE AS SWEET</b> A TASTE OF HONEY (Capitol ST-12089)	64	20	
<b>74 THE TWO OF US</b> YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	74	30	
<b>75 SUE ANN</b> (Warner Bros. BSK 3562)	67	3	



**JACKSONS RECEIVE ATLANTA GOLD MEDAL** — Epic recording group The Jacksons recently played a benefit for the Atlanta Children's Foundation at Atlanta's Omni that raised nearly \$100,000 for the foundation. Following the show the group was presented with the city's highest honor, the Gold Medal Award. Pictured are (l-r): Michael, Jackie, Tito, Randy and Marlon Jackson of The Jacksons; and Atlanta Mayor Maynard Jackson.

## THE RHYTHM SECTION

**VIDEO BOOM** — Why does a black record retailer want to open a full-line video hardware/software outlet? Especially in St. Louis, where the economy is like jello. If you ask **Kelth Hudson**, general manager of Ted's One Stop there, he'll tell you that the time is now. "If you got into (audio) cassettes and eight-tracks when they were first developed, you made some money," he said. "If you waited five years or so, you were another face in the crowd." Hudson said that the potential of video sales in his market is on the crest of explosion, but that factors like under-financing and the availability of the consumers' disposable dollar have hindered opening of a Hudson's video outlet. "The biggest problem is financing, having a line of credit to purchase stock. The next problem is getting financing for the consumer after sale. Not many people can come and sip \$900 on the counter and walk out with the equipment." Hudson said that none of the manufacturers have been willing to extend a credit line to the record retailer to commence merchandising video equipment. He said that a plausible route to getting the green light on video merch would be obtaining dealership status in St. Louis for one of the manufacturers. "We've got no track record in this area, so no one wants to do it with us until someone else does." Catch 22? Hudson said that discussions have been under way with most of the major manufacturers of video hardware, including Panasonic, Pioneer, Mitsubishi, etc. He said that a store site has been scouted and that the potential location would put them in the video catseat for a 40 mile radius. "I think if we could get one dealership rolling, then the others would fall in line," Hudson said.

**JAZZISTS** — Hoping to create an atmosphere like a festival, planners of the inaugural Santa Barbara Jazz Festival have scheduled a food and libation party at the Festival grounds for the event's opening. While entertainment kicks off at 12:30 p.m. on Aug. 15 with Santa Barbara-based group **Pelin**, the party will start at noon at the Santa Barbara Polo Club . . . MCA recording group **Spyro Gyra**, which is set to perform on NBC's *Tomorrow Show* starring **Tom Snyder**, is preparing for a 10-week national tour encompassing about 40 performances, including festival style dates like the Telluride Festival in Telluride, Colo. and the Rose Bowl in Pasadena. The group is also slated for a week's worth of shows in the Philippines. **Spyro Gyra** has released its fifth LP on MCA, "Freetime."  
**MULTI-TRACKING** — "Sneak Attack" by Atlantic artist **Buddy Miles** was recently released. The album, produced by the player/composer, is a double set package featuring a 30-man band. Three sides of the package are studio recorded, with a fourth being recorded live in California with a quintet featuring violinist **Don "Sugarcane" Harris** . . . Due for release the second week of September is Philadelphia International Records (PIR) artist **Teddy Pendergrass'** sixth solo LP, "It's Time For Love." Culled from the package is the single "I Can't Live Without Your Love," due at the beginning of August. **Pendergrass** produced two tracks on the album with PIR staff producer **Dexter Wansel**, with the balance of the album's material being produced by the PIR braintrust of **Kenny Gamble**, **Leon Huff** and **Cecil Womack** (brother of performer **Bobby Womack**).

**IN THE SPIRIT** — In conjunction with the Black Music Assn. (BMA) Family Faire concert at Pasadena's Rose Bowl Aug. 15, the American Society of Composers, Authors and Publishers (ASCAP) is hosting a party at Perkins Restaurant in Los Angeles.

**AIRWAVES** — Headfirst jazzist **Allen Vizzutti**, who has a self-titled debut album on the label, which is distributed by MCA, is set to do a half-hour TV special in Japan Aug. 19 on Channel 12 Tokyo.

**MORE TOP NOTCH BLUES** — **B.B. King**, **Clarence Carter**, **Koko Taylor** and **Her Blues Machine**, **Lonnie Brooks** and **Willie Clayton** performed at the recent National Academy of Blues' first Music Note Awards held at Chicago's Auditorium Theater. Founded earlier this year by WXOL staffer **Pervis Spann**, the Academy presented 25 awards in various categories. A highlight of the awards ceremonies was an appearance by septuagenarian blues pianist **Sunnyland Slim**.

**THOROUGHLY MODERN?** — Spring Records' sooty songstress **Millie Jackson** has apparently forsaken the gritty funk that has marked her career for some country funk of a different sort. Her current LP, "Just A Lil' Bit Of Country," doesn't totally jump the loveable raunch ship Millie has been sailing. Included on the LP is the **Kris Kristofferson** parody, "If Anybody Don't Like Millie Jackson, They Can Kiss Her . . ." Well, you know.

**DON'T STOP REGGAE** — Mango recording group **Bits & Pieces** has released a "dread" reggae version of the **Yarborough & Peoples** hit of early 1981, "Don't Stop The Music." The cut is #86 bullet on the **Cash Box B/C Top 100 Singles** chart.

**HOT CROSSOVER VINYL** — "Just Be My Lady" by Warner Bros. artist **Larry Graham** (#96 bullet); "Black Tie" by Columbia recording group **The Manhattans** (#132 bullet); "Sweet And Wonderful" by TSOP/CBS artist **Jean Carn** (#153 bullet); and **Millie Jackson's** Spring PolyGram LP, "Just A Lil' Bit Country" (#157 bullet) are the top Black Contemporary/pop crossover titles on this week's **Cash Box Top 200 Albums** chart . . . **Rick James'** Motown single "Super Freak (Part I)" (#80 bullet) and "Shake It Up Tonight" by Columbia artist **Cheryl Lynn** (#86 bullet) are the top B/C/pop crossovers on the **Cash Box Top 100 Singles** chart.

michael martinez

# CASH BOX TOP 100

August 8, 1981

	Weeks On	Chart
1	LOVE ON A TWO WAY STREET	2 10
2	DOUBLE DUTCH BUS	1 24
3	I'M IN LOVE	4 8
4	SQUARE BIZ	7 8
5	NIGHT (FEEL LIKE GETTING DOWN)	5 14
6	SHAKE IT UP TONIGHT	9 11
7	GIVE IT TO ME BABY	3 20
8	LADY (YOU BRING ME UP)	11 7
9	JUST BE MY LADY	18 7
10	FREAKY DANCIN'	6 14
11	THE REAL THING	14 8
12	SEND FOR ME	13 9
13	SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)	19 8
14	RUNNING AWAY	8 13
15	VERY SPECIAL	12 12
16	ENDLESS LOVE	21 5
17	HEARTBEAT	15 16
18	SLOW HAND	20 9
19	CAN'T WE FALL IN LOVE AGAIN	23 6
20	THIS IS FOR THE LOVER IN YOU	24 8
21	PULL UP TO THE BUMPER	10 18
22	RAZZAMATAZZ	17 11
23	ARE YOU SINGLE	22 15
24	I LOVE YOU MORE	29 8
25	TWO HEARTS	16 16
26	JUST ONE MOMENT AWAY	30 6
27	PUSH	27 13
28	SEARCHING TO FIND THE ONE	26 12
29	LOVE'S DANCE	28 13
30	I'LL DO ANYTHING FOR YOU	35 7
31	YOU STOPPED LOVING ME	33 8
32	YOU ARE FOREVER	32 8
33	ANYBODY WANNA DANCE	38 9

	Weeks On	Chart
34	WE CAN WORK IT OUT	45 5
35	FUNTOWN U.S.A.	40 7
36	YOU'RE THE ONLY ONE	36 9
37	WE'RE IN THIS LOVE TOGETHER	48 4
38	DO IT NOW (PART 1)	43 5
39	HERE I AM	44 6
40	HOLD TIGHT	46 5
41	ON THE BEAT	50 6
42	(OH I) NEED YOUR LOVIN'	42 7
43	THAT OLD SONG	49 4
44	SWEET BABY	25 18
45	TAKE IT ANY WAY YOU WANT IT	31 14
46	NOTHING BUT LOVE	47 9
47	TELL ME WHERE IT HURTS	39 15
48	HE'S JUST A RUNAWAY	54 3
49	YEARNING FOR YOUR LOVE	34 20
50	TURN IT OUT	56 4
51	TURN OUT THE NIGHTLIGHT	58 5
52	SWEAT (TIL YOU GET WET)	65 4
53	FUNKY BEBOP	63 5
54	SUPER FREAK (PART 1)	78 2
55	WALK RIGHT NOW	55 8
56	IT'S YOU	64 4
57	I'VE BEEN WATCHING YOU	59 6
58	A LITTLE BIT OF JAZZ	72 2
59	STAY THE NIGHT	68 4
60	LET ME LET YOU ROCK ME	60 6
61	FREEWAY	84 2
62	HUMPIN'	62 5
63	YOU WERE RIGHT GIRL	71 3
64	CLASSY LADY	74 3
65	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	37 23
66	NEVER TOO MUCH	1
67	LOVE LIGHT	67 6

	Weeks On	Chart
68	THIRD DEGREE	70 4
69	HOLD ON TO A FRIEND	69 7
70	IS IT YOU	51 16
71	WIKKA WRAP	88 2
72	SHINE YOUR LIGHT	81 5
73	MAGIC MAN	83 2
74	LOVE HAS COME AROUND	— 1
75	BODY MUSIC	75 18
76	GET ON UP DO IT AGAIN	76 3
77	SUMMER FUN	85 2
78	KNOCK! KNOCK!	86 2
79	NOTHING BETWEEN US BUT LOVE	80 3
80	MIGHTY FINE	— 1
81	KEEP ME ON FIRE	90 3
82	THE BEST WAY TO BREAK A HABIT	82 4
83	HERE IS MY LOVE	53 12
84	SILLY	— 1
85	DO YOU LOVE ME?	— 1
86	DON'T STOP THE MUSIC	— 1
87	GONNA FIND HER	— 1
88	(HEY WHO'S GOTTA) FUNKY SONG	41 10
89	AIN'T NO BABY LIKE MY BABY	66 8
90	GENERAL HOSPI-TALE	— 1
91	CUTIE PIE	89 6
92	SWEET AND WONDERFUL	— 1
93	HAPPY FAMILY	93 2
94	LET'S DANCE (MAKE YOUR BODY MOVE)	— 1
95	I'M ON FIRE	87 3
96	DANCING ON THE FLOOR (HOOKED ON LOVE)	92 4
97	GOING BACK TO MY ROOTS	57 9
98	I WANT YOU CLOSER	61 7
99	I ONCE HAD YOUR LOVE	73 7
100	TOGETHER WE CAN SHINE	52 9

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

A Little Bit (Lynton Muir/Tycho — license pending)	58	Happy Family (Paddle — BMI)	93	Love Has Come (Blackbyrd — BMI)	74	Summer Fun (Bilsund/Pure Delite — BMI)	77
A Woman Needs (Raydiola — ASCAP)	65	Heartbeat (Kenix/Sugar Biscuit — ASCAP)	17	Love Light (Tiger/Damle — ASCAP)	67	Super Freak (Jobete & Stone City — ASCAP)	54
Ain't No (Groovesville/Tight Squeeze — BMI)	89	Here I Am (Spectrum VII/Silver Sounds — ASCAP)	39	Love On A Two Way Street (Gambel — BMI)	1	Sweat (WB/Good High — ASCAP)	52
Anybody Wanna (Ebonye Webb/Cessess — BMI)	33	Here Is My (Borzi/Beekeeper — ASCAP)	83	Love's Dance (Bee-Germaine — BMI)	23	Sweet And Wonderful (Stone Love — license pending)	92
Are You Single (Lucky Three/Red Aura — BMI)	23	He's Just A Runaway (Walden/Gratitude — ASCAP/Irving — BMI)	48	Magic Man (Almo — ASCAP/Irving — BMI)	73	Sweet Baby (Mycenae — ASCAP)	44
Body Music (Trumar — BMI/Memorex — CRA)	75	(Hey Who's Gotta) (Lis-Ti/Pavillon — BMI)	88	Mighty Fine (Marv Stuart/Jabo — BMI)	80	Take It Any Way (Clita — BMI)	45
Can't We Fall (ATV/Ivers — BMI)	19	Hold On To A Friend (Shoi Shoi/Eliane — ASCAP)	69	Never Too Much (Uncle Ronnie's — ASCAP)	66	Tell Me Where (Angelshell/Six Continents — BMI)	47
Classy Lady (Phivin Int'l/Faulkner — ASCAP/BMI)	94	Hold Tight (Little Macho — ASCAP)	40	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP)	5	That Old Song (Raydiola — ASCAP)	43
Cutie Pie (Johusa — ASCAP)	61	Humpin' (Total Experience — BMI)	62	Nothing Between Us (Red Robin — BMI/Raydiola — ASCAP)	79	The Best Way To Break A Habit (Dark Cloud — BMI)	82
Dancing On (Cat-Ibo (Admin. by Island) — BMI)	96	I Love You More (A La Mode/Arista — ASCAP)	24	Nothing But Love (Publishing Pending)	46	The Real Thing (State Of The Arts/Brojay — ASCAP)	11
Do It Now (Part I) (Avant Garde/Kozmic Kop — ASCAP/Interior/Sigidi — BMI)	38	I Once Had Your Love (Bovina — ASCAP)	99	(Oh I) Need Your Lovin' (Stone Diamond/Forever Platinum — BMI)	42	Third Degree (Total "X" — ASCAP)	68
Do You Love Me? (Roadsongs (PRS) Admin. by Rondor (London)/Admin. In the U.S. & Canada by Almo — ASCAP)	85	I Want You Closer (Harrindur/Licyndiana/Ensign — BMI)	98	On The Beat (Little Macho — ASCAP)	41	This Is For The Lover (Spectrum VII/Silver Sounds — ASCAP)	20
Don't Stop (Total X — ASCAP)	86	I'll Do Anything For You (Big Seven/Bert Reid — BMI/Beckett/Miller — ASCAP)	30	Pull Up (Ackee/Grace Jones — ASCAP)	21	Together We Can Shine (Solid/RSM — license pending)	100
Double Dutch (WIMOT/Frashion/Supermarket — BMI)	2	I'm In Love (Duchess — MCA)	3	Push (Perk's/Duchess — BMI)	27	Turn It Out (Yougoulei — ASCAP)	50
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	16	I'm On Fire (Geffen/Kaye/House Of Ruff/Sorave — ASCAP)	95	Razzamatazz (Roadsongs/Almo — ASCAP)	22	Turn Out The Night Light (Brass Heart — BMI/Werdna Kloflow — ASCAP)	51
Freaky Dancin' (Better Days — BMI/Better Nights — ASCAP)	10	Is It You (Rit Of Habeas — ASCAP)	70	Running Away (Amazement — BMI)	14	Two Hearts (Frozen Butterfly — BMI)	25
Freeway (Bull Pen/Wah Watson — BMI)	61	It's You (Modern American/Mike/Rob — ASCAP)	56	Searching (Trumar — BMI/Unlimited Touch — ASCAP)	28	Very Special (At Home/Jeffix — ASCAP)	15
Funky Bebop (Soul Chak/Emergency — BMI)	53	I've Been Watching You (Hip-Trip/Mid-Star — BMI)	57	Send For Me (Irving/Mercy Kersey — BMI)	12	Walk Right Now (Mijac/Siggy/Ranjack — BMI)	55
Funtown U.S.A. (One To One — ASCAP)	35	Just Be My Lady (Nineteen Eighty Five — BMI)	9	Shake It Up Tonight (April — ASCAP)	6	We Can Work 'T Out (Macien — BMI)	34
General Hospi-Tale (Solid Smash — ASCAP)	90	Just One Moment Away (Content — BMI)	26	She's A Bad Mama Jama (Jim/Edd — BMI)	13	We're In This (Blackwood/Magic Castle — BMI)	37
Get On Up Do It Again (J.C. Music/Larry Spier — ASCAP)	76	Keep Me On Fire (Perren/Vibes — ASCAP/Bull Pen — BMI)	81	Shine Your Light (Dahill — BMI)	72	Wikka Wrap (Screen Gems/EMI — license pending)	71
Give It To Me (Jobete & Stone City — ASCAP)	7	Knock! Knock! (Jazzy Autumn & Three Go — ASCAP)	78	Silly (Rosebud — license pending)	84	Yearning For Your Love (Total Experience — BMI)	49
Going Back To My Roots (Dozier/Blackwood — BMI)	97	Lady You Bring Me Up (Jobete/Commodores Entertainment — ASCAP)	8	Slow Hand (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI)	18	You Are Forever (Bertram — ASCAP)	32
Gonna Find Her (Marvin Gardens — ASCAP)	87	Let Me Let You (Monkey Business — ASCAP)	60	Square Biz (Jobete — ASCAP)	4	You Stopped Loving Me (Duchess — BMI)	31
		Let's Dance (Funky P.O./At Home — ASCAP)	94	Stay The Night (Blackwood/Screen Gems — EMI — BMI)	59	You're The Only One (Dextois/Band of Angels — BMI)	36

# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- LOVE HAS COME AROUND — DONALD BRYD AND 125th STREET, N.Y.C. — ELEKTRA**  
WDAS-FM, KDKO, WBMX, WWRL, WWDM, WLLE, WDIA, WVEE, WTLC, WNHC, KPRS, WDAO.
- FREEWAY — PEACHES & HERB — POLYDOR/POLYGRAM**  
WCIN, OK100, WPAL, WWIN, WBMX, WEDR, WWDM, WAOK, WILD, WATV, WVKO.
- SUPER FREAK (PART I) — RICK JAMES — GORDY/MOTOWN**  
WGCI, KOKA, KMJM, OK100, WENZ, WEDR, WLLE, WNHC, KSOL, KPRS.
- DO YOU LOVE ME? — PATTI AUSTIN — QWEST/WARNER BROS.**  
WSOK, WDAS-FM, WPAL, WWIN, WEDR, WDIA, WVEE, WNHC, WAOK.
- A LITTLE BIT OF JAZZ — THE NICK STRAKER BAND — PRELUDE**  
WGCI, WCIN, WSOK, WDAS-FM, OK100, WLLE, WVEE, WILD.
- NEVER TOO MUCH — LUTHER VANDROSS — EPIC**  
WRBD, WCIN, WSOK, WPAL, WEDR, WOKB, WGIV, WVKO.
- MIGHTY FINE — TTF — GOLD COAST**  
KDKO, WBMX, WWDM, WAOK, WILD, WGIV, WJLB.
- DON'T STOP THE MUSIC — BITS & PIECES — MANGO**  
WRBD, WUFO, WPAL, WWIN, WENZ, WATV, KPRS.

## MOST ADDED ALBUMS

- JUST BE MY LADY — LARRY GRAHAM — WARNER BROS.**  
WWIN, WPAL, WENZ, WLLE, WDIA, WTLC, WNHC, WGIV.
- BLACK TIE — THE MANHATTANS — COLUMBIA**  
WPAL, WEDR, WNHC, WOKB, WRBD, WDAO.
- SWEET AND WONDERFUL — JEAN CARN — TSOP/CBS**  
WGCI, WRBD, WPAL, WBMX, WWRL, WOKB.

## UP AND COMING

- JAMMIN BIG GUITAR — VAUGHAN MASON — BRUNSWICK**
- USE ME — GRACE JONES — ISLAND**
- IF THAT'LL MAKE YOU HAPPY — GLADYS KNIGHT & THE PIPS — COLUMBIA**
- YOU OUGHT TO BE WITH ME — CARL WEATHERS — MIRAGE/ATLANTIC**
- HEARTBREAKER — RAHMLEE/RISE OF THE PHENIX — HEADFIRST**

## BLACK RADIO HIGHLIGHTS

**WVEE — ATLANTA — SCOTTY ANDREWS, PD**  
HOTS: C. Carlton, S. Lattisaw, E. King, F. Smith, C. Lynn, Shalamar, Atlantic Starr, T. Gardner, Aurra, D. Ross/L. Richie, L. Graham, Cameo, B. Ocean, Pointer Sisters, Brick, Commodores, G. Jones, Manhattan Transfer. ADDS: Patty Austin, Nick Straker Band, G. Jones, Dazz Band. LP ADDS: Pointer Sisters, Lee Oskar.

**WAOK — ATLANTA — CARL CONNOR, PD**  
HOTS: Atlantic Starr, Yarbrough & Peoples, Bros. Johnson, Maze, R. Flack, D. Warwick, E. King, Commodores, L. Graham, Vin Zee, E. Webb, Rene & Angela, Manhattans, J. Carn, P. Hyman/M. Henderson, Change, Sister Sledge, R. McDonald. ADDS: T. Davis, P. Austin, B. Summers, H. Hancock, Evasions, R. Crawford, H. Alpert, Gangsters, G. Knight, Peaches & Herb, T.T.F., Ecstasy, Passion & Pain.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD**  
HOTS: B.B.&Q. Band, T. Marie, Suzy Q., L. Vandross, N. Straker, Sparque, West Street Mob, E. King, Unlimited Touch, Denroy Morgan. ADDS: Revelation, A. Bell, Bits & Pieces, P. Austin, Samantha Sang, Brother To Brother, A. McClain, Johnny & Michael, Peaches & Herb, J. Carn. LP ADDS: L. Graham, Strikers, Shadow, Brother To Brother.

**WATV — BIRMINGHAM — BILL GLOVER, MD**  
HOTS: F. Smith, R. James, Cameo, S. Lattisaw, E. King, Maze, B. Ocean, C. Lynn, T. Gardner, Carlton, Klique, Yarbrough & Peoples, Graingers, Fantasy, Zingara, C. Connor, Sue Ann, J.G. Watson, Pointer Sisters, Manhattans. ADDS: Afternoon Delights, Al Jarreau, DeBarges, RJ's Latest Arrival, P. Hyman/M. Henderson, Bits & Pieces, Peaches & Herb, P. LaBelle. LP ADDS: F. Smith, Strikers, Bros. Johnson.

**WILD — BOSTON — STEVE CRUMBLY, PD — #1 — E. KING**  
JUMPS: 5 To 2 — D. Morgan, 10 To 4 — T. Marie, 11 To 7 — S. Lattisaw, 13 To 9 — Commodores, 15 To 10 — R. Cameron, 17 To 11 — L. Graham, 18 To 12 — Shalamar, 20 To 15 — Graingers, 20 To 15 — Evasions, 21 To 16 — Rene & Angela, 22 To 17 — Richard Fields, 25 To 18 — P. Hyman/M. Henderson, 23 To 20 — Bros. Johnson, 24 To 21 — P. Tosh, 30 To 22 — B.B.&Q. Band, 36 To 23 — L.J. Reynolds, 29 To 24 — D. Ross/L. Richie, 32 To 27 — R. James, 31 To 28 — Change, 33 To 29 — Dynasty, 35 To 30 — Gap Band, 37 To 31 — Ebonee Webb, 36 To 32 — Manhattans, HB To 34 — V. Mason, HB To 35 — Brick, HB To 36 — R. Crawford, HB To 37 — N. Cole, HB To 38 — Treacherous, HB To 40 — 3rd World. ADDS: D. Williams, Peaches & Herb, Pointer Sisters, B. Broom, Nick Straker Band, T.T.F., Afterbach. LP ADDS: B.B.&Q. Band, Rene & Angela.

**WUFO — BUFFALO — DAVID MICHAELS, MD**  
HOTS: Bros. Johnson, Commodores, Atlantic Starr, Q. Jones, D. Morgan, B.B.&Q. Band, D. Ross/L. Richie, Yutaka, Evasion, Pointer Sisters, L. Graham, S. Mills, S. Lattisaw, Dynasty, F. Joli, P. Hyman/M. Henderson. ADDS: V. Mason, Bits & Pieces, A. McClain & Destiny, Stylistics. LP ADDS: B.B.&Q. Band, R. Ayers, B. Preston & Syreeta.

**WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — S. LATTISAW**  
HOTS: E. King, D. Morgan, Grandmaster Flash/Sugar Hill Gang, Commodores, L. Graham, Atlantic Starr, Maze, Rene & Angela, Bros. Johnson, T. Marie, Dynasty, Gap Band, Ross/Richie, Dayton, C. Carlton, Cameo, Midnite Star, Count Coolout, C. Khan. ADDS: L. Vandross, Glory, Emotion, O'Connor, Peaches & Herb, G. Jones, E. Mercury, High Inergy, J. Bristol, Shamwei, D. Williams, A. Meyers, Bits & Pieces, Patti Austin, Tommy Tate, Marva King. LP ADDS: Lee Oskar, J. Carn, B.B.&Q. Band, Rene & Angela, Klymaxx, L. Graham, Manhattans.

**WGIV — CHARLOTTE — JOANN GRAHAM, PD**  
HOTS: E. King, C. Carlton, D. Laws, L. Graham, D. Morgan, C. Khan, D. Ross/L. Richie, Bros. Johnson, Commodores, S. Lattisaw, Yutaka, Cameron, Rene & Angela, Reddings, E. Webb. ADDS: Pointer Sisters, L. Bryant, L. Vandross, A. Bell, J. Lawson, Brick, T.T.F. LP ADDS: P. Hyman/M. Henderson, Sue Ann, L. Graham, Pure Energy, S. Feva.

**WGCI — CHICAGO — STEVE HARRIS, MD**  
HOTS: E. King, Teena Marie, D. Laws, Aurra, R. James, C. Carlton, Unlimited Touch, S. Lattisaw, Rene & Angela, D. Morgan. ADDS: B.B.&Q. Band, Nick Straker Band, H. Alpert, R. James, R. Crawford, Afternoon Delights. LP ADDS: J. Carn, Heath Bros., Roy Ayers, Love Unlimited, K. Blow, Miles Davis.

**WBMX — CHICAGO — PAM WELLES, MD**  
HOTS: Commodores, Unlimited Touch, S. Lattisaw, D. Laws, Aurra, E. King, T. Marie, D. Morgan, Rene & Angela, Pointer Sisters, Dynasty, C. Lynn, Strikers, Bros. Johnson, C. Carlton, R. Flack, E. Kendrick, R. Winters & Fall, L. Graham, Linx, R. Crawford. ADDS: T.T.F., Ebonee Webb, G. Chandler, N. Pointer, Afterbach, Vin Zee, Peaches & Herb, P. Tosh, 4 Tops, D. Byrd. LP ADDS: J. Carn, Z.Z.Hill, Odyssey, R. Ayers.

**WCIN — CINCINNATI — MIKE ROBERTS, MD**  
HOTS: C. Carlton, T. Gardner, T. Marie, C. Lynn, L. Graham, S. Lattisaw, E. King, Dayton, P. Hyman/M. Henderson, Pointer Sisters, Commodores, Aurra, M. Walden. ADDS: L. Vandross, N. Straker Band, Tierra, B. Broom, Peaches/Herb, Sister Sledge. LP ADDS: Bros. Johnson.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — D. LAWS**  
HOTS: S. Lattisaw, B. Ocean, Rene & Angela, Atlantic Starr, E. King, Shalamar, Commodores, Linx, P. Hyman/Henderson, L.V. Johnson, R. Fields, L. Graham, Bernard Wright. ADDS: The Time, J.G. Watson, G. Jones, Wrecking Crew. LP ADDS: R. Crawford.

**WJLB — DETROIT — TOM COLLINS, PD — #1 — ATLANTIC STARR**  
JUMPS: 12 To 2 — C. Lynn, 13 To 3 — Shalamar, 14 To 4 — E. King, 15 To 9 — Q. Jones, 16 To 12 — Rene & Angela, 17 To 13 — D. Williams, 22 To 14 — L. Graham, 24 To 15 — T. Marie, 19 To 17 — Pointer Sisters, 21 To 18 — Bros. Johnson, 25 To 20 — G. Soccio, 27 To 21 — Yutaka, 28 To 22 — Commodores, 31 To 23 — Aurra, 32 To 24 — B.B.&Q. Band, 33 To 25 — P. Hyman/M. Henderson, 30 To 27 — P. Tosh, 35 To 28 — D. Morgan, 37 To 29 — D. Ross/L. Richie, 38 To 30 — E. Kendrick, 40 To 34 — Tavares, 39 To 35 — Ebonee Webb, LP To 36 — Change, LP To 37 — Al Jarreau, LP To 38 — Ball & Jarne, LP To 39 — L. Jackson, LP To 40 — Manhattans. ADDS: T.T.F., Evasions, S.O.S. Band, N. Cole, C. Carlton, Manhattan Transfer, Afternoon Delights. LP ADDS: B. Preston & Syreeta, Kraftwerk, Marion McClain.

**WCPR-FM — DETROIT — GEORGE WHITE, PD — #1 — D. LAWS**  
HOTS: Cameo, P. Simon, Kraftwerk, Aurra, Maze, B. Ocean, Klique, ADC Band, Sylvester, T.F.O., C. Lynn, Unlimited Touch, Q. Jones, Atlantic Starr, Pointer Sisters, B. Wright, Commodores, Bros. Johnson, S. Lattisaw, E. King, R. Cameron, Rene & Angela. ADDS: Change.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — S. LATTISAW**  
JUMPS: 13 To 9 — Vin Zee, 21 To 10 — C. Khan, 23 To 12 — Hyman/Henderson, 17 To 11 — C. Lynn, HB To 28 — Ebonee Webb, HB To 27 — D. Ross/L. Richie. ADDS: Dynasty, L. Vandross, Bill Summers, Scandal, K. Diamond, C. Weather, Revelation, Afternoon Delights, B.B.&Q. Band, Bits & Pieces, LP ADDS: R. Flack, Rene & Angela, B.B.&Q. Band, J. Carn, Manhattans, F. Smith.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — F. SMITH**  
HOTS: G. Jones, R. James, S. Lattisaw, S. Mills, Clarke/Duke, Maze, Commodores, Cameo, D. Laws, Slave, Brick, D. Ross/L. Richie, Cameron, Snalamar, L. Graham, C. Carlton, Raydio, T. Marie. ADDS: Klique, H. Alpert. LP ADDS: Tom Scott, R. James.

**KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — ATLANTIC STARR**  
HOTS: T. Marie, Commodores, D. King, Ross/Richie, C. Carlton, Pointer Sisters, L. Graham, S.O.S. Band, R. James. ADDS: P. LaBelle, Sue Ann, D. Williams, Dynasty, Tavares, D. Morgan, 4 Tops.

**KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — E. KING**  
HOTS: Teena Marie, D. Laws, T. Gardner, Aurra, Atlantic Starr, C. Carlton, F. Smith, One Way, Maze, Strikers, R. James, D. Ross/L. Richie, Rene & Angela, Cameo, G. Jones, C. Lynn, Klique, Pointer Sisters, S. Lattisaw. ADDS: Commodores, D. Morgan, Dynasty, H. Hancock, P. La Belle. LP ADDS: Santana, Preston/Syreeta, J. McGriff.

**WDIA — MEMPHIS — MARK CHRISTIAN, PD**  
HOTS: C. Carlton, R. James, E. King, L. Graham, T. Marie, Atlantic Starr, D. Williams, Shalamar, P. Hyman/M. Henderson, Commodores, D. Ross/L. Richie, Manhattans, Zingara, Al Jarreau, Odyssey, Tavares, Raydio, L.J. Reynolds, P. Cruise, G. Knight, H. Alpert, Nick Straker Band, N. Cole. ADDS: R. Cameron, D. Byrd, Dynasty, H. Hancock, P. Austin. LP ADDS: L. Graham, Rene & Angela.

**WEDR — MIAMI — GEORGE JONES, MD — #1 — MAZE**  
JUMPS: 15 To 7 — Dayton, 9 To 6 — E. Kendrick, 16 To 10 — B.B.&Q. Band, 18 To 11 — E. King, 21 To 13 — Silver Platinum, 20 To 14 — Barbara Roy, 23 To 15 — R. Flack, 28 To 16 — C. Carlton, 26 To 17 — Vin Zee, 24 To 18 — Klique, Ex To 30 — Manhattans, Ex To 29 — Peoples Choice, Ex To 28 — Afterbach, Ex To 27 — N. Pointer, Ex To 25 — T. Marie, Ex To 24 — Evasion, Ex To 23 — Tierra, 17 To 12 — Bros. Johnson. ADDS: Keith Diamond Band, R. James, Peaches & Herb, J.G. Watson, Raydio, C. Weathers, P. Austin, Loverde, Rene & Angela, L. Vandross, Tavares. LP ADDS: Woods Empire, P. Hyman, Manhattans, B. Preston & Syreeta.

**WLUM — MILWAUKEE — BILLY YOUNG, PD**  
HOTS: Commodores, Phyllis Hyman, Maze, Miles Davis, C. Lynn, R. James, Cameo, Raydio, T. Marie, Richard Fields. ADDS: S.O.S. Band, D. Ross/L. Richie, Dynasty, Al Jarreau, Omni, K. Carnes, D. Williams, James Taylor, R. James, Raydio, J. McGriff. LP ADDS: Bros. Johnson, Reddings, R. Cameron, B. Broom, P. Tosh, G. Chandler, E. Kendrick, Lee Oskar, H. Alpert, D. Valentin, Pablo Cruise.

**WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — MAZE**  
JUMPS: 10 To 6 — S. Lattisaw, 11 To 8 — Manhattans, 23 To 19 — P. Hyman/M. Henderson, 27 To 21 — P. Tosh, 28 To 22 — J. Carn, 29 To 23 — Al Jarreau, HB To 30 — Miles Davis, HB To 29 — D. Ross/L. Richie, HB To 28 — Woods Empire, HB To 27 — Atlantic Starr, HB To 26 — T. Marie. ADDS: Pure Energy, Tavares, L.J. Reynolds, Brandy Wells, Joyce Lawson, A. McClain, N. Pointer, Vin Zee, B. Broom, Revelation, Clay Hunt, Yutaka. LP ADDS: B. Broom, Lee Oskar.

**WXLO — NEW YORK — BARRY MAYO, ASST. PD**  
HOTS: R. James, D. Morgan, E. King, S. Mills, S. Lattisaw, Raydio, F. Smith, Unlimited Touch, Q. Jones, G. Jones. ADDS: Graingers, Hot Cuisine.

**WWRL — NEW YORK — WANDA RAMOS, PD**  
HOTS: E. King, R. Crawford, Manhattans, Shalamar, D. Ross/L. Richie, Raydio, Al Jarreau, Commodores, Pointer Sisters, P. LaBelle, Rene & Angela, L. Graham, P. Hyman/M. Henderson, Isley Bros., N. Straker, F. Joli, Heath Bros., E. Kendrick, Vin Zee, Logg. ADDS: S. Clarke/G. Duke, N. Pointer, Emotions, D. Byrd, B. Broom, L. Jackson, J. Carn. LP ADDS: Roy Ayers, W. Lewis, J. Carn.

**WOKB — ORLANDO — BRETT LEWIS, MD — #1 — ATLANTIC STARR**  
HOTS: L. Graham, C. Carlton, Cameo, S. Lattisaw, Maze, T. Marie, E. King, C. Lynn, Commodores, Bros. Johnson, D. Morgan, Ross/Richie, Brick, Pointer Sisters, R. James. ADDS: J. Bristol, L. Vandross, The Time, Tavares, West Street Mob, Jerry Carr, Joe Graham, Tierra, Afternoon Delite, Clay Hunt. LP ADDS: Brother To Brother, Manhattans, J. Carn, Rene & Angela.

**WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — E. KING**  
HOTS: Maze, S. Lattisaw, Cameo, T. Marie, L. Graham, Commodores, C. Lynn, D. Ross/L. Richie, One Way, Unlimited Touch, Bros. Johnson, Jackson, Q. Jones, D. Morgan, B.B.&Q. Band, Sylvester, Atlantic Starr, Hyman/Henderson. ADDS: Graingers, Patti Austin, Nick Straker, A. Bell, Michelle Williams, D. Byrd, J. Mathis, Dazz Band, R. Mason. LP ADDS: B.B.&Q. Band.

**WLLE — RALEIGH — CAESAR GOODING, MD — #1 — E. KING**  
HOTS: C. Lynn, B.B.&Q. Band, Aurra, S. Lattisaw, Cameo, Commodores, S.O.S. Band, Pointer Sisters, Manhattans. ADDS: Nick Straker, G. Knight, Voggue, Hot Cuisine, R. James, D. Byrd, Logg, 4 Tops. LP ADDS: L. Graham.

**WENZ — RICHMOND — PAUL CHILDS, PD**  
JUMPS: 6 To 3 — S. Lattisaw, 10 To 5 — Aurra, 14 To 7 — E. King, 16 To 11 — C. Lynn, 17 To 12 — Bros. Johnson, 24 To 16 — L. Graham, 21 To 17 — T. Marie, 25 To 20 — Commodores, HB To 21 — Ross/Richie, 26 To 22 — Q. Jones, 29 To 23 — Pointer Sisters, 27 To 24 — Unlimited Touch, 30 To 25 — Atlantic Starr, HB To 27 — Al Jarreau, HB To 28 — Shalamar, HB To 29 — Cameron, HB To 30 — B. Wright. ADDS: H. Alpert, R. James, Bits & Pieces, Bill Summers, West Street Mob, Evasions, Noel Pointer, W. Walden, Yarbrough & Peoples. LP ADDS: Bros. Johnson, L. Graham, R. Cameron, Strikers, F. Smith.

**KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — R. JAMES**  
JUMPS: 10 To 7 — T. Marie, 13 To 9 — Pointer Sisters, 19 To 16 — Bros. Johnson, 21 To 18 — P. Hyman/M. Henderson, 23 To 19 — C. Carlton, 26 To 20 — Raydio, 25 To 22 — Dynasty, 28 To 23 — Ross/Richie, 29 To 25 — C. Khan, 35 To 27 — Midnight Star, 33 To 28 — Ebonee Webb, 34 To 29 — Dazz Band, 37 To 30 — B.B.&Q. Band, 41 To 31 — S.O.S. Band, 38 To 32 — R. Flack, 39 To 33 — Manhattans, 40 To 34 — Sue Ann, 42 To 35 — L. Jackson, 43 To 36 — Sugar Hill Gang, 44 To 37 — Vin Zee, 45 To 38 — Gap Band. ADDS: Sister Sledge, Brick, Afterbach, Tierra, Temptations, Evasions, R. James.

**OK100 — WASHINGTON — DWIGHT LANGLEY, MD**  
HOTS: C. Lynn, Reddings, Commodores, S. Lattisaw, Bros. Johnson, Denroy Morgan, C. Carlton, T. Marie, Brick, E. King, R. Flack, S.O.S. Band, C. Khan, F. Smith. ADDS: Nick Straker Band, B.B.&Q. Band, Vin Zee, Peaches & Herb, Raydio, R. James.

# MERCHANDISING

## Record Bar Convention Sets Chain's Sights For Fiscal '82

(continued from page 6)

the chain with a stronger image, as well as helping to streamline the company. But Record Bar executives made it clear that they will still allow store managers a great amount of autonomy.

"We have basic store designs, the same records and the same prices in our outlets," said Bergman. "But the managers have the freedom to gear the stores towards their specific market. We tailor our inventories to the regions as much as we can."

Accessories, long a mainstay for the record retailer, are figuring even larger in Record Bar's future.

"It's very discouraging to see our top 30 list represent progressively less units," said King. "Our sales in dollars are going up because of the prices, but those prices are also forcing unit sales down. There's a negative incentive from record companies. It's no mystery to me why blank tapes are selling so well. Don't talk to me about home taping when Maxell is giving me an incentive to sell their product; our margin on records is not that good. Our profit is in accessories and boutiques."

"From a market standpoint, I have to view our stores as outlets," added Bergman. "Record manufacturers have disregarded dealers' profit potential. The boutique lines give us beautiful plus profit items, and it's a fast item."

Yet even though the chain has been carrying boutique items, Record Bar purchaser Ed Berson makes it clear that the chain is in the record business. "We're proud of how we've merchandised our boutique sections," he said. "But we're not going to make Record Bar look like a drug store."

"Our people are first and foremost music people," echoed King, and that attitude set the tone for the convention's program.

President Bergman's welcoming address, while encouraging everyone to have a good time, made note of the recent death of Harry Chapin. Initially scheduled to perform at the convention, Chapin's death was "a terrible tragedy," said Bergman, who vowed that Record Bar would seek to set up an industry-wide campaign against hunger as a memorial to the singer-songwriter.

### Keynote Address

Keynote speaker Bob Sherwood, executive vice president and general manager of PolyGram Records, addressed his remarks to what he perceived as the "shared problems of manufacturers and retailers." Noting that manufacturers have spent the last two years cleaning house and

are now "moving tentatively at best," he called on the retailers to help launch a combined effort for the future. Among the issues Sherwood hopes to see retailers taking an active role in are breaking down the barriers of AOR radio, aiding artist development, alleviating the problem of home taping and the expansion of new consumer markets for video and other technologies.

Joe Cohen, executive vice president of NARM made a Gift of Music slide presentation and thanked the chain for its "ambitious and enthusiastic support" of the campaign. Cohen particularly praised Bergman for his support while president of NARM last year, and also singled out Michael Vassan, director of Record Bar's advertising firm AD-Venture. Vassan won both the radio and print awards given for Gift of Music campaigns at the last NARM convention.

Open suites gave store managers a chance to touch base with personnel from the home office as well as manufacturers' representatives. Exhibits on television advertising, store construction and in-store promotion allowed a sharing of information and ideas.

### Awards Presentations

Presentations by manufacturers were made to winners of display competitions, and by Record Bar in recognition of contributions to the chain.

Bill Biggs, branch manager, WEA Atlanta, presented awards to store managers for display contests in support of The Who, Marshall Tucker and a special October Record Bar promotion entitled "Our Candidates Can Be Bought Cheap." A gold record was also presented to the chain for its support of AC/DC.

PolyGram Records awarded 10 autographed Moody Blues albums to finalists in a display contest for the group, and the first place store manager received a cash award of \$800.

Maxell also awarded cash prizes to store managers and district supervisors for a recent in-store drive. Fifteen managers each received \$250, with two managers receiving \$500, and a grand prize of \$1,000 going to the first place manager.

Mirus Music and Capitol/Liberty/EMI each presented plaques to the chain in recognition of support for their acts. Mirus's award was for helping to break Carol Hensel, while the Capitol plaques were in recognition of sales on albums by Neil Diamond, Carole King, Ann Murray and Kenny Rogers.

An awards dinner on the final evening of the convention gave Record Bar a chance to salute some of its outstanding personnel. Trilby Alford of store #86 in Atlanta was named Manager of the Year; Terry Randolph of store #69 in Bristol, Va. was named Merchandiser of the Year; and Tommy Neblett of store #4 in Raleigh, N.C. was named New Manager of the Year. Paul Fussell of the chain's superstore outlet, Tracks, in Norfolk, Va. accepted the Store of the Year Award. Sharing recognition as label representatives of the year were Bruce Bench of CBS, and Greg Steffen of A&M. The Bertha Bergman Award, presented annually to the company's outstanding businesswoman was given to Meg Mansfield, of the marketing operations department. A special plaque in recognition of 10 years with Record Bar was given to Norman Hunter, the chain's album buyer.

Entertainment was provided by the Marshall Tucker Band, Donnie Iris, The Brice Street Band, Four Out of Five Doctors, Carol Hensel, Delbert McClinton, James Galway and the Danny Joe Brown Band.

## SINGLE BREAKOUT OF THE WEEK

THE BEACH BOYS MEDLEY • CAPITOL P-A5030

Breaking out of: Bee Gee — Albany, Great American Music — Minneapolis, Record Theatre — Cleveland, Oz — Atlanta, Lieberman — Kansas City, King Karol — New York, Radio Doctors — Milwaukee, Tower — Sacramento, Alta — Phoenix, Sam Goody — New York, Record Theatre — Cincinnati

## SINGLES BREAKOUTS

WHO'S CRYING NOW • JOURNEY • COLUMBIA 18-02241

Breaking out of: Lieberman — Portland, Charts — Phoenix, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Peaches — Columbus, Spec's — South Florida, Record Theatre — Cleveland, Alta-Phoenix, Camelot — National, P.B. One Stop — St. Louis, Disc Records — Dallas

STOP DRAGGIN' MY HEART AROUND • STEVIE NICKS WITH TOM PETTY AND THE HEARTBREAKERS • MODERN/ATLANTIC MR 7336

Breaking out of: Lieberman — Kansas City, Pickwick — Midwest, Lieberman — Portland, Waxie Maxie — Washington, National Record Mart — Pittsburgh, Alta — Phoenix, King Karol — New York, Tower — San Diego, Tower — W. Covina, Tower — Campbell

HOLD ON TIGHT • ELO • JET/CBS ZS5 02408

Breaking out of: Lieberman — Portland, Turtles — Atlanta, Alta — Phoenix, Warehouse — Los Angeles, Tower — Sacramento, Bee Gee — Albany, National Record Mart — Pittsburgh, Charts — Phoenix

DON'T GIVE IT UP • ROBBIE PATTON • LIBERTY P-A 1420

Breaking out of: Waxie Maxie — Washington, Pickwick — Midwest, Radio Doctors — Milwaukee, Record Theatre — Cleveland, Peaches — Columbus, Lieberman — Portland, Alta — Phoenix

STEP BY STEP • EDDIE RABBITT • ELEKTRA E-47174

Breaking out of: Record Theatre — Cleveland, Pickwick — Midwest, Waxie Maxie — Washington, Turtles — Atlanta, Tape City — New Orleans, Record Theatre — Cincinnati, Oz — Atlanta

## FASTEST MOVING MIDLINES

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

Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033

Beatles • Rock 'N' Roll Vol. 1 • Capitol SN/16020

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

David Bowie • The Rise And Fall Of Ziggy Stardust And The Spiders From Mars • RCA AYL1-3843

Doors • The Doors • Elektra EKS 74007

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

Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137

Billy Joel • Piano Man • Columbia PC 32544

(S) Carole King • Tapestry • Columbia PE 34946

John Lennon • Mind Games • Capitol SN/16068

(S) Lene Lovich • New Toy • Stiff/Epic 5E37452

Don McClean • American Pie • United Artists LN 10037

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

(S) Pretenders • Extended Play • Sire MINI 3563

(S) Psychedelic Furs • Talk Talk Talk • Columbia NFC 37339

Secret Policeman's Ball • The Music • Various Artists • Island IL9630

Who • Live At Leeds • MCA 3023

COMPILED FROM: Musicland — National • Peaches — Oklahoma City • Alta — Phoenix • Licorice Pizza — Los Angeles • Cutler's — New Haven • Sounds Unlimited — Chicago • P.B. One Stop — St. Louis • Peaches — Dallas • Cavages — Buffalo • Record Theatre — Cincinnati

## TOP SELLING ACCESSORIES \*

Allsop III Cassette Head Cleaner 70300

Amaray Videocassette Box VHS/BETA

(S) Discwasher DW Record Care Kit

(S) Discwasher D-4 Fluid Re-Fill

Discwasher SC-2 Stylus Care Kit

Dynasound Cassette Carousel 33000

Le-Bo 4 in 1 Maintenance Cassette TA 99

Le-Bo Cassette Carrying Case TA 256

(S) Maxell UDXL II C-90

Maxell UDXL I C-90

Maxell UDXL II C-60

Maxell UD C-90

Maxell LN C-90

(S) Memorex MRX2 C-90 3 Pack

Savoy Cassette Carrying Case AC-30

(S) TDK SA C-90

TDK SAX C-90

TDK Video Cassette VHS T-120

COMPILED FROM: Musicland Group — National • Alta — Phoenix • Peaches — Oklahoma City • Licorice Pizza — Los Angeles • Sounds Unlimited — Chicago • Cutler's — New Haven • P.B. One Stop — St. Louis • Peaches — Dallas • Cavages — Buffalo • Record Theatre — Cincinnati

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales



**MERCHANDISING EXCELLENCE** — Pickwick International Rack service division product manager Scott King Oberg (c) recently received an award for creatively merchandising Scotch brand recording tape from John F. Maye (l), 3M Home Entertainment Products national sales manager, and account exec Jack Miller.

# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK

JOE JACKSON'S JUMPIN' JIVE

**JUMPIN' JIVE • JOE JACKSON • A&M SP-4871**

**Breaking out of:** Disc-O-Mat — New York, Sam Goody — New York, Cutler's — New Haven, Harvard Coop — Boston, City One Stop — Los Angeles, Licorice Pizza — Los Angeles, Everybody's — Northwest, Tower — San Francisco/Campbell/Seattle, Charts — Phoenix, Big Apple — Denver, Mile High — Denver, Flipside — Chicago, Streetside — St. Louis, Turtles — Atlanta.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Poster.



**GO-GO-GO** — I.R.S. recording group The Go-Gos, which just released its debut LP, "Beauty And The Beat," recently visited several Southern California retailers, including the Westwood Wherehouse. Pictured there are (l-r): John Holmes and Lelah Adler of the Wherehouse; Charlotte Caffey, Kathy Valentine, Gina Schock, Belinda Carlisle and Jane Wiedlin of the group; and Brian Tucker, Westwood Wherehouse manager.

## ALBUM BREAKOUTS

**JUST BE MY LADY • LARRY GRAHAM • WARNER BROS. BSK 3554**

**Breaking out of:** Sound Unlimited — National, Western Merchandisers — Southwest, Turtles — Atlanta, Cactus — Houston, Tape City — New Orleans, Wilcox — Oklahoma City, Spec's — South Florida, Soul Shack — Washington, Waxie Maxie — Washington, Webbs — Philadelphia, Record & Tape Collector — Baltimore, Radio Doctors — Milwaukee, PB One Stop — St. Louis, All Record Service — Oakland, Tower — Seattle, Mile High — Denver.

**MERCHANDISING AIDS:** 1x1 Flats, 4x4 Poster, Streamers.



**HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM DP-90004**

**Breaking out of:** Sound Unlimited — National, Western Merchandisers — Southwest, Everybody's — Northwest, Lieberman — Portland, Tower — Los Angeles/Sacramento/Campbell, Mile High — Denver, Big Apple — Denver, Charts — Phoenix, Turtles — Atlanta, Tape City — New Orleans, Radio Doctors — Milwaukee, Flipside — Chicago, Strawberries — Boston, Record & Tape Collector — Baltimore, Waxie Maxie — Washington.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Poster, 3 Foot Banner, 1 Foot Die Cut, Postcards, Pocket Calendars.



**PARTY MIX • THE B-52's • WARNER BROS. MINI 3596**

**Breaking out of:** Sound Unlimited — National, Radio Doctors — Milwaukee, Flipside — Chicago, Streetside — St. Louis, Tower — Los Angeles/San Francisco/Seattle, Lieberman — Portland, Mile High — Denver, Charts — Phoenix, Independent — Denver, Harvard Coop — Boston, Cutler's — New Haven, Turtles — Atlanta, Wilcox — Oklahoma City.

**MERCHANDISING AIDS:** 1x1 Flats.



**BEAUTY AND THE BEAT • THE GO-GO'S • I.R.S./A&M SP 70021**

**Breaking out of:** Licorice Pizza — Los Angeles, City One Stop — Los Angeles, Wherehouse — Los Angeles, Tower — Los Angeles/San Francisco/San Diego/Sacramento, Everybody's — Northwest, Big Apple — Denver, Harvard Coop — Boston, Strawberries — Boston, Cutler's — New Haven, Disc-O-Mat — New York.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Poster, Browser Box, Five Go-Go's Buttons.

**PLEASANT DREAMS • RAMONES • SIRE SRK 3571**

**Breaking out of:** Sound Unlimited — National, Harvard Coop — Boston, Cutler's — New Haven, Everybody's — Northwest, Tower — Los Angeles/Sacramento/Seattle, Mile High — Denver, Radio Doctors — Milwaukee, Flipside — Chicago, Great American Music — Minneapolis, Disc — Texas, Wilcox — Oklahoma City.

**MERCHANDISING AIDS:** 1x1 Flats, Streamer.



**BLACK TIE • THE MANHATTANS • COLUMBIA FC 37156**

**Breaking out of:** Sound Unlimited — National, Turtles — Atlanta, Boatners — New Orleans, Port O' Call — Nashville, Radio Doctors — Milwaukee, Waxie Maxie — Washington, Webbs — Philadelphia, All Record Service — Oakland, Tower — Seattle, Independent — Denver, Mile High — Denver.

**MERCHANDISING AIDS:** Album Flats, Die Cut Logo, Oversized Poster.

**HIGH 'N' DRY • DEF LEPPARD • MERCURY/POLYGRAM SRM-1-4021**

**Breaking out of:** Sound Unlimited — National, Harmony House — Detroit, Radio Doctors — Milwaukee, Streetside — St. Louis, Wherehouse — Los Angeles, Tower — Campbell, Charts — Phoenix, Lieberman — Portland, Mile High — Denver, Record & Tape Collector — Baltimore, Waxie Maxie — Washington.

**MERCHANDISING AIDS:** Poster, Trim Fronts.



## WHAT'S IN-STORE

**CHRISTOPHER CROSS MERCHANDISING** — With an eye on the success Suffolk Marketing and Capitol/EMI America/Liberty have had with direct merchandising for **Slim Whilman** and **Kenny Rogers**, respectively, Warner Bros. is sticking its toe in the water of direct television marketing with **Christopher Cross**. Although retailers have had a good run with the Cross LP, **Adam Summers** of Warner Bros. told us the goal of the marketing experiment will be to extend that success into areas not covered by normal distribution networks, while gaining information for future direct merchandising campaigns. Summers feels that the TV campaign can only help rather than hinder, retailers. "The retail action on Cross hasn't peaked at all," said Summers. "We're taking that success and trying to see what else we can do with it." Summers sees the residual sales as a double edge sword: the TV campaign keeps Cross in front of the public, enabling a spill-over for retailers, and gives Warner Bros. a shot at what it expects to be an additional 10% sales through direct order customers. Additionally, the fact that Cross is a relatively new artist means that Warner Bros. will be testing the parameters of direct merchandising. "Even though it was such a big record, Cross doesn't really conform to the cardinal rule of direct merchandising," said Summers. "That is, he isn't really a household name like **Frank Sinatra**. But the feeling was that it's a steady item, and four songs on it have really penetrated enough markets for us to overcome the obstacle." Although it's still early in the campaign, Summers has already observed some surprising results. "Historically, the biggest markets get the best response with TV merchandising," he said. "But the response in New York and Los Angeles hasn't really been what we expected. On the other hand, we've been overwhelmed by the response in Washington, D.C., a city with a traditionally strong black market." The company will be carefully analyzing all those little "bumps" in the coming months. . . . Merchandising aids for **Funkadelic**, **Little Feat**, **Al Jarreau** and **The Pretenders** will be made available soon. In addition, a national display contest for **Kraftwerk** is upcoming, with Atari providing a video game tie-in. The program will include Atari giveaways in 12 markets.

**THE INDIES ARE ROLLIN'** — The re-surge in oldies continues to blossom. **Chris Michaels** of the Cherry Hill, N.J. **Harmony Hut** tells us he's been fielding requests for **Frankie Avalon**, **Duane Eddy** and other gone-but-not-forgotten teen idols. But the real action has been with Motown. "I've been moving 20-25 copies per week of 'The Motown Story' out of this store alone," said Michaels. But it seems those catalog items are just the tip of the iceberg. Harmony Hut's parent company, Schawartz Bros., is having "a fantastic summer," according to the distributor's buyer, **Steve Schwartz**. Schwartz credits indie label hits by **Rick James**, **Teena Marie** and **Air Supply** with keeping business on the upswing. "We're looking forward to having our best winter ever," said Schwartz.

**NARM CHRISTMAS** — The National Assn. of Recording Merchandisers (NARM) will again sponsor "Gift of Music" parties this Christmas. Last year, parties in Chicago, Los Angeles, Portland, Seattle and Washington D.C. enabled more than 700 children in homes for the emotionally disturbed, abused and underprivileged to have an afternoon of holiday fun. If you are interested in having a party in your community, contact **Stan Silverman** at (609) 795-5555 with the names, addresses, telephone numbers and individuals to contact at the institutions in your area.

**WAXIE MAXIE EXPANDS PRODUCT LINE** — **Marcy Penner**, advertising director for the Washington, D.C.-based **Waxie Maxie** chain, is selling imaginary air guitars through the mail. The ever-popular mainstay of in-store contests can now be yours for a scant \$7.88. Please specify left handed or right handed, add five percent sales tax, and allow six weeks for delivery. This offer does not include imaginary double stack Marshalls.

**RECORD BAR NEWS** — **Record Bar's** Atlanta stores are sponsoring a "Get the Stroke" promotion in support of Capitol recording artist **Billy Squire's** "The Stroke." The grand prize, a six-man raft, includes oars and life preservers. . . . "Take This Job and Shove It" was the tasteful and appropriate title of a promotion sponsored by the Antioch, Tenn. store in support of the same named movie soundtrack. The store and co-sponsor radio station WJRB awarded dinner for two, tickets to the movie's premiere, and one day off from work as the grand prize. The soundtrack was on sale during the promotion. . . . The question at the Boone, N.C. store is "Tu-be or not Tu-be?" Any customer bringing any type of tube to the store will get one dollar off the price of the latest **Tubes** album. The person bringing the most unique tube to the store will receive a trip for two to Atlanta to see the group in concert. . . . Two separate promotions focused on **Rick Springfield's** "Working Class Dog" album: clerks in the Charlotte, N.C. stores dressed in operating room shirts, a tribute to Springfield's role as a doctor on the TV soap **General Hospital**. Meanwhile, the Chapel Hill, N.C. store sponsored an "It's A Dog's Life" promotion with a local pet shop. Contestants registering their pet's name vied for a \$25 gift certificate from the pet shop. . . . Recent **Record Bar** in-stores have included appearances by **the Producers**, **Ziggurat**, **Brenda Lee**, **Razzy Balley** and **Starpont**.

**THANKS, GUYS** — A few weeks back, we ran a photo of A&M recording artists **Squeeze's** in-store at **J&R Music World** in New York. The only problem was that the picture was taken at the Roosevelt Field **Record World** store. Other than that, all the credits on the photo were correct.

fred goodman

# INTERNATIONAL

## INTERNATIONAL PROFILE

### Maria Creuza & Diana Pequeno: Two Brazilian Singing Stars From Bahia

by Richard Imamura

LOS ANGELES — The state of Bahia, in the northeast region of Brazil, has long been known for its distinctive music. Removed from the bustling centers of Rio de Janeiro and Sao Paulo, the state has produced a number of distinctive artists over the years.

Most notable perhaps to American audiences has been jazzist/composer Hermeto Pascoal, but other proponents of the Bahia style in recent years have also included Raimundo Fagner, Belchior, Ze Ramo and Amelinha. Two more who have come to national attention in Brazil are RCA recording artists Maria Creuza and Diana Pequeno.

Both hailing from Salvador, the capital of Bahia, Creuza and Pequeno, nevertheless, began their respective careers in widely disparate ways. Creuza, long a favorite in Portuguese-speaking Brazil and throughout Spanish-speaking Latin America, began to sing professionally early in life; while Pequeno went through a few years of college studies before embarking on her musical career.

"Ever since I was a child, I was always singing — at family parties, at school, things like that," Creuza says. "Then, when I was in my teens, I was invited to sing on a local television show, and that was it."

She ended up stealing the show, and her career was launched. In 1967, Creuza went to Sao Paulo to participate in a song festival, and by 1969, she was popular enough to win the Best Singer Award at the TV University Festival of Brazilian Popular Music in Sao Paulo.

Creuza's romantic pop approach continued to attract a growing audience, offering a softer, more localized sound than the cosmopolitan styles of Rio and Sao Paulo. "Even when rock 'n' roll took over the hit



Maria Creuza



Diana Pequeno

parade, I still sang in the romantic style I always liked," she explains.

Creuza's perseverance paid off, as the following years have seen her stature as a singing star increase steadily throughout Brazil and Latin America. Starting with an LP recorded in Argentina while on tour with singer/composer Vincius de Moraes and Toquinho ("Eu Disse Adeus"), Creuza has recorded several albums in Spanish and her native Portuguese. Her product is now an eagerly awaited event for many.

Her recording successes have also been mirrored on the international concert scene. In addition to her always-in-demand performances throughout South America, she twice took high positions at the annual World Popular Song Festival sponsored by the Yamaha Music Foundation of Japan — coming in second in the Grand Prix category in 1974 and 1979 and winning a Best Performer Award as well in 1974.

For Pequeno, the road to a recording career was more roundabout than Creuza's. An amateur singer in her youth, Pequeno chose in 1976 to attend college in preparation for a career as an engineer. She attended a local university for two years, first studying engineering, then switching over to sociology.

(continued on page 33)

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — Microfon and RCA hosted a party at the Plaza Hotel to report their recent agreement regarding pressing and distribution of the Microfon product by RCA. **Adolfo Pino**, vice president of RCA International in charge of Latin America, Japan, the Far East, Australia and New Zealand, was present at the event, which marks a new point in the current trend of consolidation and cost reductions between companies as a way to survive in a slumping market.

There has been a setback in the fight against piracy: a court dismissed a suit filed by EMI against an individual who offered to copy records on cassettes for a fee, providing that the customer brought both. The judgement was that "since both the records and the cassette are owned by the customer, there is no damage to third parties." The decision does not, however, consider that the records may not have been bought by the customer.

CBS is releasing an album recorded by Italian chanteuse **Iva Zanicchi** in Spanish, featuring some of her greatest hits. The LP will be promoted in person by the artist, who will tour Latin America next month. On the local scene, there is an album by rock group **Manal**, which had a comeback last year after being one of the top underground names 10 years ago.

PolyGram hit the jackpot with an unusual album: opera singer **Placido Domingo** recording evergreen tangos with a local orchestra. The idea was accepted when Domingo came to Buenos Aires for dates at the Colon Theatre, and the LP was shotgun recorded with some of the best local musicians. The LP has been selling at a pace of 4,000 a day, an astonishing figure on these times.

Interdisc is releasing the second volume of the **Julio Sosa** top hits, with recordings licensed by CBS. Sosa, a well known tango singer, died in an auto crash 15 years ago and became a sort of idol, like **Carlos Gardel** in 1935. The company, headed by **Ciro Aprille**, is also launching an album with top pop hits tagged "Cash Box Top 100."

EMI is getting fine results with the first LP recorded for the label by folk group **Los Fronterizos**. A strong video and radio promo campaign has been developed.

miguel smirnoff

### Canada

TORONTO — Folksinger **Arlo Guthrie**, hospitalized in Vancouver twice after he suffered abdominal pains during the intermission of a concert earlier in July, was treated for pancreatitis and released July 26. CBS Canada has signed **Telemann**, a local act that has distinguished itself on the club scene. **The Deserters**, whose debut Capitol LP is garnering good

response, is being managed by **Alan Frye**.

Although his band was together for only one week, **Walter Zwoil** gave an impressive performance at the El Mocambo, July 29. Zwoil, who endured the club scene in a seminal hard rock outfit called **Brutus** in the early '70s, fared reasonably well on EM America as a solo act during the label's infancy. But now, signed to A&M in Canada, the bald rocker's voice is stronger than ever. A fiercely disciplined man, Zwoil could probably make a living out of kick boxing or pro wrestling if his musical career falters. Classical guitarist **Llona Boyd** was the guest of Prime Minister Trudeau at a dinner gathering during the international summit in Ottawa and Montebello, Quebec. She played for the seven world leaders.

One of the best retail tie-ins in recent memory is the one currently going on with Stan The Record Man and a local chocolate bar manufacturer. One dollar off coupons have been inserted inside the packaging of the chocolate bars. In addition, the coupons will be used for drawings for other prizes. The **Psychedelic Furs**, whose two shows at the El Mocambo were sold out weeks in advance, say they want to return to the studio soon to record a third album. It's doubtful **Steve Lillywhite** will work with them again, but the band wants to try its hand at self-producing anyway.

The **Tom Petty/Spilt Enz** twinbill that recently played here was an unusual pairing, to say the least. While reviewers favored the Enz in Ottawa, the New Zealand group didn't get a chance to take an encore the next night in Toronto. "We're happy to be playing to these types of large crowds," said **Nell Flinn** of the group, "even if they aren't always our own. We would have liked to tour on our own, but it just didn't work out."

WEA's **Geoff Hughes**, gaining good support for "Happy Birthday Kid" from his self-titled debut disc here, is set to tour by the end of August. This has been one of those seasons for concert promoters. **CFB** had soft sales for Tom Petty, **The Tubes** and **Ozzy Osbourne** at Maple Leaf Gardens and hasn't been able to move many **A&M** **Supply** seats. Many of the CNE shows, including those featuring **REO Speedwagon**, **April Wine**, **The Charlie Daniels Band**, **Pat Anka** and **The Beach Boys**, are faring poorer than expected at the gate.

Apart from a few rapport faux pas with the crowd, it's astonishing to see the improvement in the performing skills of **Toronto**, whose second A&M/Solid Gold album is still having trouble with AM radio because of a lack of a single. Singer **Rollie Woods** may have the best voice of any female rock singer in the country. We note with regret the death of **Roger Doucet**, best known for his renditions of national anthems at the country's biggest sports matches. Doucet died of cancer in Montreal at age 62 earlier this month. **kirk lapointe**

## VIDCOM Sets Oct. 9-13 Date For Convention

PARIS — Preparations are well under way for VIDCOM '81, the international video convention scheduled for Oct. 9-13 at the Palais Des Festivals in Cannes, France. Organizers expect more than 7,000 participants from 80 countries to attend this year.

VIDCOM '81 will be "a very special meeting place and a unique occasion to make contacts, exchange ideas and do business with professionals around the world," according to a spokesman for the organizers.

VIDCOM '81 is sponsored by the MIDEM Organization, which also presents the annual international recording industry convention.

## INTERNATIONAL BESTSELLERS

### Argentina

#### Top 10 45s

- 1 Tu Me Prometiste Volver — Eddy Grant — Interdisc
- 2 Todo Fuera Del Amor — Air Supply — Microfon
- 3 Super Snooper — The Oceans — CBS/AMI
- 4 Hoy He Empezado A Quererte — Dyango — EMI
- 5 Conga Conga Conga — Gretchen — American Recording
- 6 Tu Para Mi — Franco Simone — Microfon
- 7 Sientes Mi Amor — Eddy Grant — Interdisc
- 8 Hombre Del Espacio — Sheila & B. Devotion — Microfon
- 9 De Nina A Mujer — Julio Iglesias — CBS
- 10 Quiero Dormir Cansado — Emmanuel — RCA

#### TOP TEN LPs

- 1 Tango — Placido Domingo — DGG
- 2 Contra El Inventor Invisible — Los Parchis — Tonodisc
- 3 Esencia Romantica — Los Panchos/Maria Martha Serra Lima — CBS
- 4 Musica Muy Exclusiva — various artists — K-tel
- 5 Star Show Special — various artists — Interdisc
- 6 Exitos Del Invierno — various artists — Microfon
- 7 Stars On Long Play — various artists — Mercury
- 8 De Nina A Mujer — Julio Iglesias — CBS
- 9 Pensar En Nada — Leon Gieco — Music Hall
- 10 Winners III — various artists — EMI

— Prensario

### Australia

#### TOP TEN 45s

- 1 Stars On 45 — Mercury
- 2 Bette Davis Eyes — Kim Carnes — EMI-America
- 3 Gotta Pull Myself Together — The Nolans — Epic
- 4 Dev-o Live — EP — Warner Bros.
- 5 Bad Habits — Billy Field — WEA
- 6 Kids In America — Kim Wilde — Rak
- 7 This Ole House — Shakin' Stevens — Epic
- 8 Turn Me Loose — Loverboy — CBS
- 9 Who Can It Be Now? — Men At Work — CBS
- 10 If You Leave Me Can I Come Too? — Mental As Anything — Regular

#### TOP TEN LPs

- 1 Stars On Long Play — Mercury
- 2 Bad Habits — Billy Field — WEA
- 3 Mistaken Identity — Kim Carnes — EMI-America
- 4 The Fox — Elton John — Rocket
- 5 Bad For Good — Jim Steinman — Epic
- 6 Corroboree — Split Enz — Mushroom
- 7 Long Distance Voyager — The Moody Blues — Decca
- 8 Chemistry — Mondo Rock — Avenue
- 9 Vienna — Ultravox — Chrysalis
- 10 Loverboy — CBS

— Kent Music Report

### Italy

#### TOP TEN 45s

- 1 Chi Fermera La Musica — Pooh — CGD
- 2 Canta Appress'A'Nule — Edoardo Bennato — Ricordi
- 3 Enola Gay — Orchestral Manoeuvres in the Dark — Dindisc
- 4 Semplice — Gianni Togni — CGD/Paradiso
- 5 Donatella — Rettore — Ariston
- 6 Amoureux Solitaires — Lio — CGD/Ariola
- 7 L'Artigliano — Adriano Celentano — CGD/Clan
- 8 La Strada Brucla — Alan Sorrenti — CBO
- 9 Only Crying — Keith Marshall — CGD/VIP
- 10 In The Air Tonight — Phil Collins — Atlantic

#### TOP TEN LPs

- 1 Strada Facendo — Claudio Baglioni — CBS
- 2 Icaro — Renato Zero — Zerolandia/RCA
- 3 Making Movies — Dire Straits — Vertigo
- 4 Notte Rosa — Umberto Tozzi — CGD
- 5 Le Mie Strade — Gianni Togni — CGD/Paradiso
- 6 Lucio Dalla — RCA
- 7 1978-1981 — Pooh — CGD
- 8 Deus — Adriano Celentano — CGD/Clan
- 9 Rondo Veneziano — Baby
- 10 Estasi Clamorosa — Rettore — Ariston

— Musica E Dischi

# INTERNATIONAL

## INTERNATIONAL DATELINE

### Italy

MILAN — The Town Council of Sanremo has named **Gianni Ravera** as organizer of the Sanremo Song Festival for the next two years. The offer made by the Rizzoli publishing group to organize the song contest was refused.

Pirate tapes and duplication machines representing a total value of \$130,000 were seized by the police in three different Italian cities (Naples, Bologna and Bergamo). The crackdown followed the implementation of the new law against piracy in Italy.

Contrary to a previous announcement, the **Krisma** Italian rock group signed with **Unit-Cetra**, after having left **PolyGram**. The group did not sign with **CGD**. The group is recording a new album that will be out on the market in September.

During a concert organized in Milan on July 6 by **Vittorio Salvetti** — with artists like **Renato Zero**, **Franco Battiato**, **Mia Martini** and others — the excesses of the crowd caused the death of a girl and injuries to many other people. Following the accidents, many concerts that were to be held in Milan in July were cancelled.

**Ariston Records** recently started a promotion campaign called "A Taste in Every Record," designed to use the shop windows of the record dealers. The leases involved in the operation are the new albums by **Luciano Rossi**, **J.J. Cale**, **Boyz** and an anthology by **Marilyn Monroe**.

mario de luigi

### United Kingdom

LONDON — In its continuing fight against counterfeit albums, the British Phonographic Industry (BPI) recently won the longest and fiercest courtroom battle it has yet been engaged in. In an action brought on behalf of all members of the BPI, **Motown** and **EMI** successfully sued **Warren Goldberg** and gained an affidavit from him that he had surrendered all counterfeit stock from his companies, **Simons Records Ltd.**, **Simons Sales Stores Ltd.** and **Warrens Records Ltd.**, which constitute the largest of the U.K.'s largest record importers. The BPI had seized 3,500 albums by artists such as **Stevie Wonder**, **Diana Ross** and the **Commodores**. In court, they (BPI) alleged that these were counterfeit, giving evidence discrepancies within the network of the sleeves and markings on the pressings. The defendants claimed throughout the case that the records were legitimate pressings made for **Motown's** Portuguese licensee, **Imavox**. The manufacturers, **Radio Triunfo**, produced for the court documents that showed the records had been ordered by **Imavox**, but the BPI held these to be forgeries. At the opening of the second day in the high court, Judge Justice Falconer was moved to com-

ment that someone was "telling a pack of lies," and that some of the affidavits produced for the defense were "not worth the paper they were printed on." After the case, BPI Director General **John Deacon** commented, "We have uncovered a huge Portuguese-based counterfeiting ring. We believe that vast quantities of counterfeit records have been brought into this country by the defendants alone. In future, all record dealers will have to be extremely careful if offered Portuguese product, because it is our intention to pursue retailers who sell Portuguese counterfeits as vigorously as we have fought this action."

Elsewhere, the BPI has agreed in negotiations with the Musicians Union for new rates of session fees and recording practises. The new rates show an average increase of nine percent and are effective from July 1. All aspects of studio work are affected, including musical directors, arrangers and copyists. Union rate for a three-hour session solo musician is now 42 pounds, 50 pence (\$77.35).

**United Artists Music** has appointed **Leslie Lowe** as professional manager of its London operations. Announcing the appointment, general manager **Brian C. Yell** commented, "The appointment of Leslie Lowe underlines our special commitment to maintaining a total music publishing profile in the U.K. and world markets." Lowe is the author of the well known **Directory of Popular Music** and was recently a key executive with **Bourne Music Ltd.** At UA, he will be involved in the acquisition of new music, as well as the exploitation of standards from the various U.A. catalogs.

The music division of **Chappell** has opened an in-house creative workshop for writers and composers that features an eight-track studio designed to be operated by the artists concerned as they record demo tapes. Designed by **Turnkey Two**, the studio is fitted into a small space in **Chappell's** offices and is also capable of producing normal commercial eight-track finished masters. **Chappell** also recently signed **Harry South**, who is an award winning composer of soundtrack music, as well as being a prolific jazz performer. He has in the past appeared with **Count Basie**, **Buddy Rich** and **Sarah Vaughan**, among others.

Leaving his post as general manager, **Chrysalis Music Publishing**, **Chris Stone** has joined **RCA** as manager, A&R, licensed labels. In addition, **RCA** signed a licensing deal with Australian label **Deluxe Records**, which is run by **Mike Browning**, ex-manager of **AC/DC**. The deal covers the U.K., Italy, France, Spain and Portugal.

**Rondor Music**, which publishes **Supertramp**, **Dire Straits**, **Bob Marley** and many standards in its catalog, has signed a long-term, exclusive deal with **Music Sales**.

paul bridge



**VISITORS FROM ITALY** — **CGD-MM** of Italy and **Montage Records** recently signed a pact for distribution of recording group **Visitors'** self-titled LP in the U.S., U.K. and Canada. **CGD-MM** released the LP in Italy in May. Pictured at the signing are (l-r): **Franco Crepax**, managing director, **CGD-MM**; **Maurizio Cannici**, international A&R manager, **CGD-MM**; **Montage recording artist Flower**; **David Chackler**, president, **Montage Records U.S.A.**; and **Adelpho Forni**, international licensing and promotion department manager, **CGD-MM**.

## CBS Artists Win Eight Edison Awards

NEW YORK — CBS recording artists captured six pop awards and eight awards overall in Holland's Edison Awards competition. The winners included **Bruce Springsteen** as best singer/songwriter for "The River"; the **Clash** as best pop (international) for "Sandinista"; **Lacy J. Dalton** in the country category for "Hard Times"; **Bob James** in the MOR/instrumental category **Creuza**, **Pequeno Spur** **Interest In Bahia's Music**

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Finally feeling the lure of a career in music, **Pequeno** left the university and recorded her first LP in 1979. This was followed by another, "Eterno como areia," in 1980 and "Sinal de amor" earlier this year.

Already selling strongly throughout Brazil, "Sinal de amor" reflects **Pequeno's** philosophy of staying away from trendy or fad styles. Balancing her repertoire with material by composers from the interior of Brazil, popular covers, plus songs with regional and Latin American influences, **Pequeno** has begun to forge a widely varied audience.

Singing primarily in Portuguese and Spanish, **Pequeno's** eclectic approach to her ballad-oriented material was also illustrated by her use of Catalan on one of the songs on her first LP. For **Pequeno**, spontaneity and sensitivity take precedence over style or language.

"The three factors I consider most important in songs are high quality poetry for the lyrics, a sensitive melody and a true performance," she says. "That's why I admire such people as **Violetta Parra** (of Chile), **Mercedes Sosa** (of Argentina), **Bob Dylan** and **Joan Baez**."

for "All Around The Town"; **Ann Burton** in the popular (non Dutch) category for "New York State Of Mind"; and **Sandy Coast** for single of the year for "Eyes Of Jenny." **Burton** and **Coast** are local artists recording for **CBS Netherlands**.

In the classical category **Murray Perahia** won for "Mozart Piano Concertos No. 8 and No. 22" (with the **English Chamber Orchestra**) and **Roland Brautigam** won a special award given to young Dutch artists for "Schuman's Piano Sonata No. 2 and Ravel's Tombeau de Couperin".

This year's 32 Edison Awards were selected from nearly 500 entries (271 in popular categories and 211 in classical categories). A jury of five prominent members drawn from the Dutch musical community made the final choices. The bronze statues are to be presented to the winners in formal ceremonies in October.



**NEW DEAL** — **Hurst/Avatar**, a U.K. label that will present a minimum of six new acts annually, was formed recently. Putting the finishing touches on the deal are (l-r): **Mike Everett**, director, creative and business affairs; **Mike Hurst**, producer/artist; and **Jon Brewer**, chairman, **Avatar Records** and **Screenworks**.

## INTERNATIONAL BESTSELLERS

### Japan

#### TOP TEN 45s

- 1 Nagai Yoru — Chiharu Matsuyama — News
- 2 Kimi Ni Kettel — Toshihiko Tawara — Canyon
- 3 Blue Jeans Memory — Masahiko Kondo — RVC
- 4 Kattobi Rock 'n Roll — Yokohama Ginbee — King
- 5 Sumire Iro No Namida — Hiromi Iwazaki — Victor
- 6 Hurricane — Chaneis — Epic/Sony
- 7 I Love You — Of Course — Toshiba/EMI
- 8 Smile For Me — Nahoko Kawai — Nippon Columbia
- 9 Sexy Girl — Hideki Saljo — RVC
- 10 Al No Corrida — Quincy Jones — Alfa

#### TOP TEN LPs

- 1 Utsuroi — Masashi Sada — Free Flight
- 2 Reflections — Akira Terao — Toshiba/EMI
- 3 Sun Glow — Yasuko Agawa — Victor
- 4 A Long Vacation — Eitchi Otaki — CBS/Sony
- 5 Arabesque's Greatest Hits — Victor
- 6 Muhon — Alice IX — Polystar
- 7 Jidal O Koete — Chiharu Matsuyama — News
- 8 Orange Express — Sadao Watanabe — CBS/Sony
- 9 Al No Corrida — Quincy Jones — Alfa
- 10 Buchigirl/Saado — Yokohama Ginbae — King

### New Zealand

#### TOP TEN 45s

- 1 Stars On 45 — PolyGram
- 2 How 'Bout Us — Champaign — CBS
- 3 Bette Davis Eyes — Kim Carnes — EMI
- 4 This Ole House — Shakin' Stevens — CBS
- 5 (Morning Train) Nine To Five — Sheena Easton — EMI
- 6 On The Inside — Lynne Hamilton — RCA
- 7 Love Will Tear Us Apart — Joy Division — RTC
- 8 Hey — Julio Iglesias — CBS
- 9 Being With You — Smokey Robinson — EMI
- 10 Slowhand — Pointer Sisters — WEA

#### TOP TEN LPs

- 1 Hard Promises — Tom Petty & the Heartbreakers — PolyGram
- 2 Unknown Pleasures — Joy Division — RTC
- 3 Faith — The Cure — CBS
- 4 Face Dances — The Who — PolyGram
- 5 Icehouse — Flowers — Festival
- 6 Making Movies — Dire Straits — PolyGram
- 7 Another Ticket — Eric Clapton — PolyGram
- 8 Vienna — Ultravox — Festival
- 9 Arc Of A Diver — Steve Sinwood — Festival
- 10 Suckling In The Seventies — The Rolling Stones — EMI

—Record Publications Ltd.

### United Kingdom

#### TOP TEN 45s

- 1 Happy Birthday — Stevie Wonder — Motown
- 2 Ghost Town — The Specials — 2 Tone
- 3 Chant No. 1 — Spandau Ballet — Reformation
- 4 Stars On 45, Vol. 2 — Star Sound — CBS
- 5 Lay All Your Love On Me — ABBA — Epic
- 6 Can Can — Bad Manners — Magnet
- 7 Dancing On The Floor — Third World — CBS
- 8 Doby Talk — Imagination — R&B
- 9 Hooked On Classics — Royal Philharmonic Orchestra — RCA
- 10 Sat In Your Lap — Kate Bush — EMI

#### TOP TEN LP's

- 1 Secret Combination — Randy Crawford — Warner Bors.
- 2 Kim Wilde — RAK
- 3 Stars On Long Play — Star Sound — CBS
- 4 No Sleep 'Til Hammersmith — Motorhead — Bronze
- 5 Present Arms — UB40 — DEP International
- 6 Love Songs — Cliff Richard — EMI
- 7 Jumpin' Jive — Joe Jackson — A&M
- 8 Duran Duran — AMI
- 9 Disco Nites, Disco Daze — various artists — Ronco
- 10 Kings Of The Wild Frontier — CBS

—Melody Maker

# COIN MACHINE

## ASSOCIATION FIRST

### AMOA Announces Four Exhibition Halls For '81 Expo

CHICAGO — With the addition of the North Hall at the Conrad Hilton Hotel, the 1981 AMOA Exposition (Oct. 29-31) will be housed in four halls, a first for the association. Previous shows occupied three halls, the East and West Room on the lower level of the hotel and the Continental Room on the main lobby level; however, as evidenced by the overcrowded conditions at last year's convention and the waiting list of prospective exhibitors, it became apparent that more space was needed.

The North Hall will provide at least 37 extra booths, according to Leo Droste, AMOA's executive vice president — and the space is already filled. Additionally, Droste said that AMOA currently has over 20 companies waiting for booth space.

The necessity for expanding the facilities came as the result of many first-time exhibitors being accommodated this year and the requests for more space by existing exhibitors. Droste noted that a number of requests for space were registered as early as November of last year.

As of now, there will be a total of 370 booths at Expo '81 (as against 359 in 1980). AMOA expects "another sell-out" convention.

As previously announced, the show will be held a day earlier this year, running from Thursday, Oct. 29 through Saturday, Oct. 31 (rather than the traditional Friday through Sunday format). Exhibit hours are: 12 noon to 6 p.m. on Thursday; 10 a.m. to 6 p.m. on Friday and 10 a.m. to 4 p.m. on Saturday.

Ara Parseghian, Notre Dame's popular former head coach, will keynote the seminar program and a lineup of industry seminars will be conducted throughout the

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### Michigan Association Adopts Specific Resolution Against 'Gray Area' Games

CHICAGO — A priority issue at the recently held Music Operators of Michigan (MOM) board of directors meeting was the subject of so-called "gray area" games, which are being utilized as gambling machines in various parts of the country, according to the association.

MOM defined these machines as having "a poker or other card game format" that does not require skill on the part of the player and can be readily used for gambling purposes.

Other state organizations, including the Ohio, Illinois and Minnesota groups, have taken a stand against this type of equipment, viewing it as a threat to the industry and something that could tarnish the image many operators and industry organizations have worked hard to improve.

MOM pointed out that local ordinances to ban gray area games have been proposed in several states, the unfortunate outcome being that there were no specifications to distinguish between these machines and the legitimate coin-operated amusement games. Many operators, therefore, were reportedly subjected to unusual harassment.

Realizing that the problem could spread to Michigan, MOM board members felt a resolution would be important to help area operators and local officials define the difference between gray area gambling machines and the normal amusement devices and to show local and state officials where operators stand on the matter.

The resolution reads, in part, as follows: "... Be it resolved by the Music



(Pictured (l-r): Dave Goldner, Pat Russell, Don Edwards)

### Advance Expands Nat'l Sales Staff

CHICAGO — Chet McMurdie, president of Advance Automatic Sales Co., announced the appointments of Don Edwards, Pat Russell and Dave Goldner to the Advance sales staff. Noting that the San Francisco-based distributorship has grown steadily over the past 45 years, McMurdie commented, "This brings the sales staff to 10. I have tried to hire the most experienced and knowledgeable people, who can work closely with our customers."

Edwards has been in the industry for 22 years; his area of specialization is music and pool equipment. "Music is still the backbone of the business, offering a steady income over a long time," stated Edwards, noting also that the new enthusiasm in pool tournaments and leagues has brought more interest in the pool table market and opportunity for increased pricing with new models.

Russell comes to Advance from Vendo in Kansas City where she spent three years in field sales. Commenting on her move to the west coast she said, "I see a positive trend in the vending business in

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Operators of Michigan Board of Directors that gambling machines shall be defined to include those machines or devices whose primary purpose is the direct or indirect award of chance-determined prizes but shall exclude those authorized by law, and strongly condemns the use of coin operated devices for gambling purposes and urges its members and other amusement games proponents to resist such usage. . . . Be it further resolved that MOM hereby urges the appropriate public authorities to take such steps as may be necessary to prevent the usage of certain coin operated devices for gambling purposes."

### L.A. City Council Approves Strict Arcade Ordinance

LOS ANGELES — The Los Angeles City Council on July 28 unanimously approved an ordinance that will impose tougher controls on the licensing of amusement game arcades and other businesses such as massage parlors, sexual encounter establishments and dance halls. At the same meeting, the council also passed a motion ordering the Department of City Planning to report to the city council in 120 days with a more defined and carefully drafted ordinance that will embody the City Council's prime concerns, but also permit consideration for non-conflicting measures for the

(continued on page 36)

### Exidy Premieres Its New Venture

SUNNYVALE — Exidy, Inc. recently released "Venture", a new video game which, as the name implies, offers a challenging new experience for video players.

Venture's game play begins in a hallway of a multi-leveled dungeon. The player, appearing on the screen as Winky, must choose one of four chambers to enter, in order to avoid confrontation with the Hailmonsters. Each room contains a treasure (such as a pot of gold, a diamond, a damsel in distress, Winkette, herself guarded by three or more threatening creatures such as goblins, serpents or spiders). To obtain the treasure, the player must out-manuever or shoot these creatures, with points awarded for hitting creatures and obtaining treasures. The less time it takes the player to collect a level's treasures, the more bonus points are awarded; and the player must collect all the treasures from a level before descending to the next one.

Venture features a new Micro-synthesizer Audio System with original soundtrack and special sound effects to add to the excitement of play. The same also comes with a left or right handed fire button, an 8-position joystick, international graphics and multi-lingual instructions (English, Spanish, French or German). Selectable options include Top Today's High Score, coins per play, international!

(continued on page 35)



Phillip Burnstein

### Burnstein Named Director Of Stern Engineering Dept.

CHICAGO — Philip J. Burnstein has been appointed director of engineering at Stern Electronics, Inc. He formerly served as mechanical engineering manager for Stern Electronics of Aurora, Ill.

In his new position, Burnstein will direct engineering for Stern's video and pinball game division. He brings to the company 22 years of engineering, manufacturing, sales and marketing experience.

Burnstein received his bachelors degree in mechanical engineering from the University of Illinois and his masters degree from Illinois Institute of Technology. He is a registered professional engineer and resides in suburban Skokie with his wife and two children.

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)
2. COOL LOVE PABLO CRUISE (A&M 2349)
3. URGENT FOREIGNER (Atlantic 3831)
4. WHO'S CRYING NOW JOURNEY (Columbia 18-02241)
5. DON'T GIVE IT UP ROBBIE PATTON (Liberty P-A 1420)
6. REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)
7. FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529)
8. STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336)
9. HOLD ON TIGHT ELO (Jet/CBS ZS5 02408)
10. STEP BY STEP EDDIE RABBITT (Elektra E-47174)

### TOP NEW COUNTRY SINGLES

1. MIRACLES DON WILLIAMS (MCA-51134)
2. PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761)
3. TIGHT FITTIN' JEANS CONWAY TWITTY (MCA-51137)
4. YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)
5. STEP BY STEP EDDIE RABBITT (Elektra E-47174)
6. MIDNIGHT HAULER RAZZY BAILEY (RCA PB-12268)
7. TEXAS COWBOY NIGHT MEL TILLIS & NANCY SINATRA (Elektra E 47157)
8. TAKIN' IT EASY LACY J. DALTON (Columbia 18-02188)
9. I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) JANIE FRICKE (Columbia 18-02197)
10. I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)

### TOP NEW B/C SINGLES

1. I'M IN LOVE EVELYN KING (RCA PB-12243)
2. THE REAL THING THE BROTHERS JOHNSON (A&M 2343)
3. LADY (YOU BRING ME UP) COMMODORES (Motown M 1514F)
4. SQUARE BIZ TEENA MARIE (Gordy/Motown T 54327F)
5. YOU ARE FOREVER SMOKEY ROBINSON (Tania/Motown T 54327F)
6. JUST BE MY LADY LARRY GRAHAM (Warner Bros. WBS 49744)
7. I LOVE YOU MORE RENE & ANGELA (Capitol P-5010)
8. JUST ONE MOMENT AWAY MANHATTANS (Columbia 18-02191)
9. DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)
10. HOLD TIGHT CHANGE (Atlantic 3832)

### TOP NEW A/C SINGLES

1. QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)
2. HEARTS MARTY BALIN (EMI America 8084)
3. FEELS SO RIGHT ALABAMA (RCA PB-12236)
4. ENDLESS LOVE DIANA ROSS AND LIONEL RICHIE (Motown M 1519F)
5. SOME CHANGES ARE FOR GOOD DIONNE WARWICK (Arista AS 0602)



# COIN MACHINE

## Sega/Gremlin Introduces First Two Models In 'Convert-A-Game' Series

SAN DIEGO — Sega/Gremlin is now shipping "Space Fury" and "Space Odyssey," the first two games in its new Convert-A-Game line.

Space Fury is the world's first video game utilizing a color vector system called Color Beam, according to the factory.

A Color Beam game with realistic speech synthesis and fast paced multi-phase action, the one or two player model demands attention even during the advertising mode when it asks: "Is there any warrior mightier than I?" Players accepting the dare are further challenged by an eerie, one-eyed alien creature which appears and says: "So ... a creature for my amusement. Prepare for battle."

Right and left rotation, thrust and fire buttons are provided for the defense of the player ship. The player has an unlimited supply of ammunition and the thrust button allows the player ship to dodge threatening enemy craft.

In each round, enemy ships are formed when four crafts join forces and attack as one. Only complete ships launch scarlet fireballs. If a single craft is destroyed before it links with other craft, the partial ship will attempt to track down the player ship and destroy it.

When the player has successfully eliminated enemy fleets before reinforcements arrive, the player may choose a docking sequence for increased firepower. The player who fights through two rounds hears the alien creature address enemy ships: "Warships: destroy this annoyance at once."

As the player continues to antagonize the alien creature by destroying more and more enemy ships, the creature orders further attacks and subsequent rounds get progressively more difficult.

Once the alien creature has defeated the player, it rates that player's performance: "Our battle is complete, warrior. You were an amusing opponent," or "You were an adequate (easy, stimulating, or outstanding) opponent," challenging players to better their rating with another play. Operators may select from several levels of game difficulty and number of ships available to player.

### 'Space Odyssey'

In Space Odyssey, players venture on a galactic voyage marked by many changes of fortune. The one- or two-player Multi-Phase game features 256 different colors, a moving foreground and background, horizontal and vertical play sequences.

Space Odyssey players man a joystick that controls altitude, direction and speed of the player ship. Players also control laser fire and bomb release buttons in a hair raising battle against seven deadly aggressors.

The first set of floating UFO bases move right to left. Low flying tankers and fighters appear at the bottom of the screen simultaneously. Occasionally, a UFO fighter will fly out of formation and attack the player ship, ready to attack.

The Mother Ship releases the third set of UFOs while the low flying tankers and fighters appear again. The Mother Ship, armed to fire at a player's ship, resists multiple laser shots before being destroyed.

Multi-colored diamond-shaped UFOs with vulnerable midsections appear as the fourth challenging army. Players add bonus points by shooting out the center of the UFOs and maneuvering their ship through the mid-section without scraping the sides of the remaining target.

When these rounds are complete, the player ship moves on to three vertical sequences. In the first, the player battles a mile looking down on the city from a very high altitude.



'Space Fury'



'Space Odyssey'

The next two vertical sequences put the player ship in deep space. In the first sequence, during battle the player must avoid large scary "black holes" in space. If the player ship flies too close to the center of the "black Hole," the ship loses control temporarily and the player is unable to fire at passing UFOs.

In the final vertical sequence the player ship is assaulted by hurling asteroids. The player ship is helpless, without firepower, and must dodge these flaming targets. If a player succeeds through this phase the game continues to a higher level of difficulty.

At the end of each round, the total the player ship has flown is converted to bonus points. The faster a player can complete each round, the more points he earns. A high score earns the player a bonus ship.

Space Odyssey and Space Fury can continue to offer profits because the video game are convertible to a new game with Convert-a-Pak, which Sega/Gremlin will make available with future new game introductions.

## Exidy Bows New 'Venture' Video Game

(continued from page 34)

coin types, language selection, number of turns per player and the amount of bonus.

### Mystery Appeal

In commenting on the new game, Lila Zinter, Exidy's director of marketing, said, "We are experiencing exhilarating and overwhelming response to Venture, both by the players at our field test locations and by the many distributors who've come to see Venture. The special appeal is the continuous mystery that calls out to the players from behind every door. The player is intrigued to find what creature waits for him in the next room — what the next level looks like — how long he has in a chamber before the lethal Hallmonster crashes through and how many treasures he can collect. Venture has all the variety, innovation and excitement, without becoming complex, to make it the next video craze," according to Zinter.

In conclusion, Zinter added, "The point of departure Venture takes from other video games is a direct reflection of the innovation in engineering and research at Exidy. Venture is the first of many new, exciting and 'hit' games that will revolutionize the games industry."

### Distrib Previews

The new model was individually previewed by a select group of several key distributors from around the world, during the weeks of July 6 and July 13 at the Exidy facilities, located at 390 Java Drive in Sunnyvale, Calif.

H.R. (Pete) Kauffman, Exidy's chairman, and Zinter, along with other key personnel were readily available to demonstrate the game, the various operator options and special features of Venture for distributors who attended the preview showing.



'Venture'

"The enthusiasm and excitement clearly spells a spectacular hit for Exidy," said Zinter. "Many distributors noted that the dungeons theme was an exciting, innovative turn for video games. And the sales we experienced in those two weeks reflected their enthusiasm. The Venture Premier was just the kick off for a busy season ahead for Exidy," she added. "We'd like to thank all those distributors who attended."

## Stern Introduces 'Copy Proof' System

CHICAGO — Stern Electronics, Inc. has introduced what it claims is a new "copy proof" information storage system on its latest video game "Super Cobra," developed by Konami Industry of Japan.

The new memory unit, housed in a box at the base of the game's cabinet, plugs into the video/MPU boards and prevents the copy or "knock off" of the game's logic system by unscrupulous manufacturers. Stern hopes that the utilization of the system will serve as a major deterrent against the infringement of copyright products.

"Copy proof" systems will be placed on many new Stern video games, according to company officials.

Further information may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway, Chicago, Ill. 60614.

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# COIN MACHINE

## Farmer Joins Bally Advance Automatic Sales Team Grows

CHICAGO — Robert E. Mullane, chairman of the board of Bally Manufacturing Corp. announced the recent appointment of Charles Farmer, Jr., as president of the firm's Domestic Distribution Division.

In this newly created post at Bally, Farmer will assume an executive role in the coordination of the company's three domestic, wholly-owned distributors of coin-operated amusement games and equipment (Advance Automatic Sales, Bally Northeast Distg., and Empire Distributing, Inc.).

A well-known figure in the coin machine industry, Farmer was president of Central Ohio Sales & Marketing, Inc., a distributor of coin-operated amusement equipment in Ohio, West Virginia and Northern Kentucky, since 1979. Prior to that he was vice president in charge of sales for Shaffer Distributing Co., a prominent distributor of amusement and vending equipment in Columbus, Ohio. He was with the Shaffer organization from 1962 to 1979.

Farmer graduated from Ohio State University with a degree in Business Administration. He has been married to the former Jeanne Ann Shaffer for nearly 25 years. They have three children.

(continued from page 34)

this area. The overall economy seems strong here. Also, the improved products that are available with electronic accounting and overall higher reliability are well accepted in this market."

Goldner will be specializing in amusement game sales at Advance. His association with the coin machine industry stems from his work as official photographer for Atari's annual distributor meetings over the past five years. "I learned a lot about the business from the Atari meetings and decided it would be a good industry to stay with," he said.

Advance Automatic serves all of Northern California, Hawaii and Nevada from its San Francisco base. "It is a large area and it is important for our sales team to meet with our customers as often as possible," McMurdie stated. In accordance with the company's philosophy he added, "We want to better understand the business needs of the operators to offer the best possible service. I expect our sales staff to help reach this objective."

## AMOA Sets Four Exhibit Halls For Expo

(continued from page 34)

three-day program. Other special events will include a Ladies' Luncheon and Program (Thursday, 12:30 p.m.), the AMOA membership meeting (Friday, 11:30 a.m.) and a banquet and stage show (Saturday, 7 p.m. to midnight).

The registration fee (covering all three days) is \$35 per person and pre-registration is being handled by the AMOA office until Friday, Oct. 2. In applying,

registrants should include such information as company name, address and business category as well as individual's names and include the registration fee with the application. All badges will be distributed at the Expo registration desk in the Hilton.

Further information may be obtained by contacting the AMOA office at 35 E. Wacker Drive, Suite 1940, Chicago, Ill. 60601. The phone number is (312) 726-2810.

## CHICAGO CHATTER

**Cash Box** learned of the recent death of **Woodrow (Woody) Smith**, president of Lery Smith, noted cabinet manufacturer and subsidiary of Bally. Smith, who had been terminally ill for some time, died at his home in Tucson, Ariz. He was 66 years old. The body was returned to the Chicago area for funeral services July 22 in suburban Hinsdale. Survivors include his wife, **Mildred**; sons **Dennis** and **Robert**; and a daughter, **Mary J. Lovstrom**. Our condolences to the family.

THE SUMMER VACATION shutdown period is just about over at many of the local factories. D. Gottlieb & Co. resumed production July 20 after observing its annual vacation closing; the Williams factory went back on July 27; Stern on Aug. 3 and the Bally plant will be back from vacation on Aug. 10.

NEW STAFFER AT the local AMOA headquarters office is **Sonya Baran**, who will serve as AMOA's editor, with responsibility for the association's various publications and communications efforts out of the Chicago office. . . . On the legislative front, executive vice president **Leo Droste** advised that AMOA has completed the voluminous task of correlating, indexing and paging all of the pertinent material required for the scheduled hearing on the jukebox royalty rate increase and submitted it to the 7th Circuit Court in Chicago. Under the current fee schedule, operators are paying \$8 per jukebox per year, which will be increased to \$25 in '82, \$50 in '84, with an "inflationary adjustment" in '87, as prescribed by the CRT. AMOA is appealing the increases and must now await word, from the court, on a hearing date.

AMONG NEW RESIDENTS in this area is **Chuck Farmer**, of Ohio, who recently joined the Bally organization as president of Domestic Distribution Division.

ON THE NOT SO PLEASANT SIDE, Chicago operators will have to add 5 cents to the cost of vended cigarettes, effective Aug 1, in line with Mayor Byrne's program for securing funds to help the city's financially ailing transportation system. The current rate on cigarettes in vending machines is 90 to 95 cents, so the increase will mean a dollar a pack in some instances.

WINDY CITY OPS REACT! **Alderman Patrick Huels** of the Bridgeport area in Chicago recently proposed a law restricting play on various coin-operated amusement games such as pinballs and videos, to adults only — meaning anyone under 18 would be prohibited from playing. As reported on the ABC-TV evening news, the alderman claims that certain game rooms were "nests for street gangs" and a "blight on the community." While Chicago operators were not overly concerned about this apparent sporadic incident, they did respond immediately by contacting various city aldermen to voice opposition to the measure. City operator **Ken Thom** (Western Automatic Music) told **Cash Box** that at this point he is optimistic that the restrictive proposal will be dismissed, stating, however, that "we are watching it, and we won't just sit back and hope it will go away." He strongly suggests that operators take the responsibility for keeping arcades, game rooms and other locations respectable and well maintained as a deterrent to adverse criticism.

## EASTERN FLASHES

Summer business this year has been quite good for some area distribs, with a little slack-off reported right after the Fourth of July. For the most part, however, there have been few complaints; a number of distribs report that business was better this year than last year at this time, and some commented that the economy is causing a few headaches and forcing operators to be even more selective in buying equipment.

CLEVELAND COIN-COLUMBUS ranked this past June as the biggest sales month in its history, according to branch manager **Stanley Knoll**. "And why not," said he, pointing up at all of the "great new games" on the market. Stan told us that he doesn't ever recall seeing such an extensive array of new video games tartered for release right in the middle of summer. Can you imagine what fall will bring? At any rate, current hits at Cleveland Coin include Midway's "Wizard of Wor," Stern's "Super Cobra" and Atari's "Centipede," to name a few. Tagging it a "super game," Stan noted that Centipede is creating all sorts of excitement. "It's easy to play mechanically, and yet not easy to beat," he explained, adding that the game is attracting a lot of fans and a very significant female following. The distrib is testing Atari's upcoming "Red Baron" — with excellent results.

TONY YULA OF Mondial-Springfield notes that Gottlieb has certainly landed a one-two punch in the pinball market; initially with the highly successful "Mars . . ." and now with the upcoming "Volcano." Latter piece, according to Tony, is a "hit pin" in the true sense of the term, and on test it's "doing as well as some of the top video games." Speaking of videos, Atari's "Centipede" has taken off just beautifully at Mondial; Gremlin's "Space Odyssey" with the convert-a-game feature, is enjoying excellent op response and the upcoming "Space Fury" from Gremlin just arrived and is attracting a lot of attention in the showroom. Tony is anxiously awaiting the release of Exidy's new "Venture."

## Los Angeles City Council Approves Tough Ordinance For Game Arcades

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game arcade industry.

The new ordinance, co-authored by L.A. City Councilman Zev Yaroslavsky and Hal Benson (**Cash Box**, Aug. 1), requires arcade applicants to receive a conditional use permit from the Planning Department. Under the law, a public hearing will be held for each application to consider the increased crime, traffic congestion, noise, litter and other problems which the business might generate.

### Exclusion Amendment

The motion allows 120 days for the Planning Department, homeowners and representatives of the games community to draft a proposed amendment to the ordinance that would make the law non-applicable to, for example, regional shopping malls, theme parks, airports and similar

places of business.

"We now have 120 days to make sure that the new ordinance is not too cumbersome or overpowering as to be harmful to our industry," said Ira Bettelman, industry representative at the council meeting and executive vice president at C.A. Robinson & Co. distributors here.

But speaking for his own company, Bettelman did not consider the approved motion a victory. He maintained that for the most part, the City Council's concession was valueless.

"The motion does not apply to the places where we've sold our last 20 shipments of games — neighborhood arcades," said Bettelman. "It will exempt the areas we're doing no business in, such as shopping centers and parking lots, and stick the areas that we're doing all our business in. It's useless to us."

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## HUMOR

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COAST TO COAST ACTION — Ever since the Tomorrow: Coast To Coast show began its foray into the field of popular music, a wide variety of acts have appeared for interviews with host Tom Snyder and a couple of numbers. Among the many acts that have made ap-

pearances on the show over the past few months are (l-r): Epic recording artist Ted Nugent; Atlantic recording group Sister Sledge; Epic recording group Adam & The Ants; and Wendy O. Williams of Stiff America recording group The Plasmatics.

## Tom Snyder

(continued from page 12)

comets came on and played. It was fun to see '50s rock and interesting to see grey-haired guys playing it, because when I first heard *Rock Around The Clock*, I was very young."

Producer John Huddy notes, "The unlearning of the whole format is that we're going to be stale and do the same old thing. The key is we're never going to turn our backs on excellence no matter what musical field it's in." The show's producers are all music lovers, notes Huddy, adding, "I spent several years as columnist and music critic with the *Miami Herald*; Don [Snyder] comes out of a news background, he's a big music fan; and Roger Ales [Snyder] managed singers, so he's been on the other side and understands the profes-

## KROQ Brings Unique Programming To L.A. Radio Scene

(continued from page 15)

not more so. For the first time in recent memory, KROQ is establishing an identity with polished, enthusiastic and experienced DJs. Starting off the day in morning drive are Larry Woodside and Mike Evans, an informative, yet zany, duo that keeps things moving at a hustling pace. Woodside has been with KROQ off and on for five years and Evans came to KROQ after stints at KABC/Los Angeles and KNAC/Long Beach.

Following them is Denise Westwood, former music director at KNAC, on the 9 a.m. to noon shift. Next, from noon to 3 p.m. is Raymond Bannister, who was with KPRI/San Diego. He is followed by afternoon drive personality Freddy Snakeskin

from 3-to-7 p.m. He was formerly with the old 10Q in Los Angeles before it went Spanish, KWST and KRIZ/Phoenix. Jed the Fish, who takes over from 7-10 p.m., was formerly at KEZY/Anaheim. The latest personality to join the KROQ air staff is Dusty

Street, familiar to L.A. late night listeners by having worked at KLOS and, most recently, at KWST before it changed formats. She is on between 10 p.m. and 2 a.m. and is followed by April Whitney, who handles the all night shift.

## CMA Examines Piracy Problem At Meeting

(continued from page 22)

In other news, the membership committee reported CMA membership has reached 5,750 members. The Public Relations committee revealed a proposal developed by the PR subcommittee regarding a change in editorial policies and format for *CMA Closeup*. The changes were approved by the board. The board also approved the subcommittee's unanimous nominee for the first recipient of

CMA's new Journalist Award, which will be presented during October activities.

Finally, dates for 1982 CMA board meetings were announced: Mexico City, Feb. 2-4; New York, April; and Wheeling, W. Va. July 14-16. Sites recommended for 1983 board meetings were: (February), Houston; (April), Los Angeles and (July) Montreal.

# CASH BOX TOP 100 ALBUMS

August 8, 1981

		Weeks On 8/1 Chart			Weeks On 8/1 Chart			Weeks On 8/1 Chart	
1	<b>PRECIOUS TIME</b> PAT BENATAR (Chrysalis CHR 1346)	8.98	9	3	35	<b>ENDLESS LOVE</b> ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	8.98	81	3
2	<b>HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 36844)	—	2	35	36	<b>FIRE OF UNKNOWN ORIGIN</b> BLUE OYSTER CULT (Columbia FC 37389)	—	42	5
3	<b>SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	8.98	3	5	37	<b>THE COMPLETION BACKWARD PRINCIPLE</b> TUBES (Capitol SOO-12151)	8.98	37	11
4	<b>HARD PROMISES</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	4	12	38	<b>WINNERS</b> THE BROTHERS JOHNSON (A&M SP-3724)	8.98	44	4
5	<b>LONG DISTANCE VOYAGER</b> THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	1	10	39	<b>ROCKIHNROLL</b> GREG KIHN BAND (Beserkley/Elektra BZ-10069)	8.98	39	19
6	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	8.98	6	16	40	<b>MODERN TIMES</b> JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448)	8.98	45	17
7	<b>4</b> FOREIGNER (Atlantic SD 16999)	8.98	10	3	41	<b>URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL 1-4027)	8.98	41	11
8	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AL 9551)	8.98	8	9	42	<b>BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	8.98	30	50
9	<b>MISTAKEN IDENTITY</b> KIM CARNES (EMI America SO-17052)	8.98	5	15	43	<b>ARC OF A DIVER</b> STEVE WINWOOD (Island ILPS 9576)	8.98	40	30
10	<b>ESCAPE</b> JOURNEY (Columbia TC 37408)	—	—	1	44	<b>KNIGHTS OF THE SOUND TABLE</b> CAMEO (Chocolate City/PolyGram CCLP 2019)	8.98	31	10
11	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	8.98	7	28	45	<b>JUICE</b> JUICE NEWTON (Capitol ST-12136)	8.98	52	23
12	<b>FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	8.98	12	10	46	<b>BALIN</b> MARTY BALIN (EMI America SOO-17054)	8.98	46	11
13	<b>DON'T SAY NO</b> BILLY SQUIER (Capitol ST 12146)	8.98	15	14	47	<b>CRIMES OF PASSION</b> PAT BENATAR (Chrysalis CHE 1275)	8.98	48	51
14	<b>MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-4013)	8.98	11	24	48	<b>MARAUDER</b> BLACKFOOT (Atco SD 32107)	8.98	55	4
15	<b>IN THE POCKET</b> COMMODORES (Motown M8-955M1)	8.98	17	5	49	<b>LOVERBOY</b> (Columbia JC 36762)	—	47	29
16	<b>DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	8.98	13	17	50	<b>THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 38790)	—	50	3
17	<b>WORKING CLASS DOG</b> RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	18	20	51	<b>I'M IN LOVE</b> EVELYN KING (RCA AFL 1-3692)	8.98	66	4
18	<b>FACE VALUE</b> PHIL COLLINS (Atlantic SD 16029)	8.98	14	22	52	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	8.98	35	19
19	<b>STARS ON LONG PLAY</b> (Radio Records/Atlantic RR 16044)	8.98	16	13	53	<b>THE TURN OF A FRIENDLY CARD</b> THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	61	39
20	<b>BLACK &amp; WHITE</b> POINTER SISTERS (Planet/Elektra P-18)	8.98	26	6	54	<b>DIMPLES</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	8.98	71	5
21	<b>IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	8.98	23	9	55	<b>NIGHTCLUBBING</b> GRACE JONES (Island ILPS 9624)	8.98	36	12
22	<b>ZEBOP!</b> SANTANA (Columbia FC 37158)	—	19	17	56	<b>EAST SIDE STORY</b> SQUEEZE (A&M SP 4854)	8.98	62	11
23	<b>GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	8.98	22	43	57	<b>WITH YOU</b> STACY LATTISAW (Cotillion/Atlantic SD 16049)	8.98	67	4
24	<b>CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	8.98	25	80	58	<b>SOMEWHERE IN ENGLAND</b> GEORGE HARRISON (Dark Horse DHK 3492)	8.98	38	8
25	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	—	21	17	59	<b>WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	8.98	49	39
26	<b>FAIR WARNING</b> VAN HALEN (Warner Bros. HS 3540)	8.98	20	11	60	<b>SOME DAYS ARE DIAMONDS</b> JOHN DENVER (RCA AFL 1-4055)	8.98	64	6
27	<b>PIRATES</b> RICKIE LEE JONES (Warner Bros. BSK 3432)	8.98	—	1	61	<b>MY MELODY</b> DENIECE WILLIAMS (ARC/Columbia FC 37048)	—	50	19
28	<b>MECCA FOR MODERNS</b> THE MANHATTAN TRANSFER (Atlantic SD 16036)	8.98	28	9	62	<b>RADIANT</b> ATLANTIC STARR (A&M SP-4833)	8.98	53	23
29	<b>VOICES</b> DARYL HALL & JOHN OATES (RCA AQL 1-3646)	8.98	24	52	63	<b>NOW OR NEVER</b> JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	—	69	7
30	<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	32	7	64	<b>AS FALLS WICHITA, SO FALLS WICHITA FALLS</b> PAT METHENY & LYLE MAYS (ECM-1-1190)	8.98	65	8
31	<b>FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	8.98	34	22	65	<b>EL LOCO</b> ZZ TOP (Warner Bros. BSK 3593)	8.98	—	1
32	<b>WILD-EYED SOUTHERN BOYS</b> .38 SPECIAL (A&M SP-4835)	8.98	27	26	66	<b>DANCERSIZE</b> CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	43	25
33	<b>THE CLARKE/DUKE PROJECT</b> STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	—	33	15	67	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	9.98	51	34
34	<b>THERE GOES THE NEIGHBORHOOD</b> JOE WALSH (Asylum 5E-523)	8.98	29	12	68	<b>RAIDERS OF THE LOST ARK</b> ORIGINAL SOUNDTRACK (Columbia JS 37373)	—	74	7
					69	<b>SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC 36965)	—	70	21
					70	<b>MADE IN AMERICA</b> CARPENTERS (A&M SP-3723)	8.98	76	5
					71	<b>THE FOX</b> ELTON JOHN (Geffen GHS 2002)	8.98	59	10
					72	<b>DOUBLE FANTASY</b> JOHN LENNON and YOKO ONO (Geffen GHS 2001)	8.98	72	36
					73	<b>KILLERS</b> IRON MAIDEN (Harvest/Capitol ST 12141)	8.98	75	10
					74	<b>VERY SPECIAL</b> DEBRA LAWS (Elektra 6E-300)	8.98	58	20
					75	<b>CHILDREN OF TOMORROW</b> FRANKIE SMITH (WMOT/CBS FW 37391)	—	87	3
					76	<b>THE GREAT MUPPET CAPER</b> ORIGINAL SOUNDTRACK (Atlantic SD 16047)	8.98	78	5
					77	<b>REFLECTOR</b> PABLO CRUISE (A&M SP-3726)	8.98	92	3
					78	<b>COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	8.98	80	10
					79	<b>I'VE GOT THE ROCK 'N' ROLLS AGAIN</b> THE JOE PERRY PROJECT (Columbia FC 37364)	—	83	5
					80	<b>A WOMAN NEEDS LOVE</b> RAY PARKER, JR. & RAYDIO (Arista AL 9543)	8.98	54	17
					81	<b>STEPHANIE</b> STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	68	13
					82	<b>JUMPIN' JIVE</b> JOE JACKSON (A&M SP-4871)	8.98	125	2
					83	<b>WHAT CHA' GONNA DO FOR ME</b> CHAKA KHAN (Warner Bros. HS 3526)	8.98	57	15
					84	<b>TALK TALK TALK</b> THE PSYCHEDELIC FURS (Columbia NFC 37339)	—	89	7
					85	<b>"RIT"</b> LEE RITENOUR (Elektra 6E-331)	8.98	73	14
					86	<b>BLUE AND GRAY</b> POCO (MCA-5227)	8.98	97	4
					87	<b>BEING WITH YOU</b> SMOKEY ROBINSON (Tamla/Motown T8375M1)	8.98	—	23
					88	<b>THE VISITOR</b> MICK FLEETWOOD (RCA AFL 1-4080)	8.98	101	4
					89	<b>SHEENA EASTON</b> (EMI America ST-17049)	8.98	56	23
					90	<b>GUILTY</b> BARBRA STREISAND (Columbia FC 36750)	—	84	44
					91	<b>IN THE NIGHT</b> CHERYL LYNN (Columbia FC 37034)	—	100	5
					92	<b>EXPOSED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK</b> VARIOUS ARTISTS (CBS X2 37124)	—	79	9
					93	<b>YEARS AGO</b> THE STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	8.98	95	6
					94	<b>CAN'T WE FALL IN LOVE AGAIN</b> PHYLLIS HYMAN (Arista AL 9544)	8.98	110	4
					95	<b>SECRET COMBINATION</b> RANDY CRAWFORD (Warner Bros. BSK 3493)	8.98	63	17
					96	<b>JUST BE MY LADY</b> LARRY GRAHAM (Warner Bros. BSK 3554)	8.98	—	1
					97	<b>THREE FOR LOVE</b> SHALAMAR (Solar/RCA BZL 1-3577)	8.98	94	30
					98	<b>MESSINA</b> JIM MESSINA (Warner Bros. BSK 3559)	8.98	102	7
					99	<b>DEDICATION</b> GARY U.S. Bonds (EMI America SO-17051)	8.98	77	15
					100	<b>SUPERMAN II</b> ORIGINAL SOUNDTRACK (Warner Bros. HS 3505)	8.98	104	6

# Cash box top albums/101 to 200

August 8, 1981

Table of 101-200 top albums by artist, including titles like 'Girls to Chat & Boys to Bounce', 'Black Tie', 'Mickey Mouse Disco', and 'Stardust'. Columns include Rank, Weeks On Chart, and Album Info.

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Alphabetized list of top 200 albums by artist, such as ABBA (135), AC/DC (16,42,162), Aerosol Dancing (8,98), and ZZ Top (65).

*Acuff-Rose  
and  
Dallas Frazier  
thank  
The Oak Ridge Boys  
and  
Ron Chancey  
for  
the world-wide hit  
"Elvira"*

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*Congratulations  
on your gold single  
and  
platinum album.*