

CASHBOX

May 9, 1981

NEWSPAPER

\$2.50



Taste Of Honey

DAVE EDMUNDS
"TWANGIN..."
featuring the single,
"ALMOST SATURDAY NIGHT"

72000

DAVE EDMUNDS

twangin...

SS16034 Produced by Dave Edmunds

On Swan Song Records and Tapes



Distributed by ATCO

CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL Flexibility Pays Off

One of the most encouraging findings of the Winter Arbitron book released last week was the climb of KNX-FM to the top of the musical heap in Los Angeles. Outside of talk, news or beautiful music stations, KNX-FM took over the top spot convincingly with its soft rock format.

The best part of the news, however, was the fact that KNX-FM made it to the top with perhaps the most flexible and open playlist in the city. While playing its share of the hits, the station has also demonstrated little hesitation in giving new artists a chance. In fact, KNX-FM enjoys a very good reputation among local promotion staffs as a station willing to go with a record on musical merit alone.

Apparently, KNX-FM's reputation has spread to radio listeners throughout the city. While so many of the stations in Los Angeles (including the so-called "hip" AORs) religiously stick to fossilized playlists, KNX-FM's openness has struck a responsive chord

among the city's listeners.

The message seems clear: the public is tired of hearing the same songs incessantly or listening to self-important disc jockeys pontificating on how "cool" they and their stations are. AM radio reached its peak in Los Angeles in the '60s with such giants as KHJ, KFWB and KRLA dominating the scene; then FM climbed to the top during the '70s behind the efforts of such creative stations as KPPC. However, for the past few years, both have grown stagnant, unwilling to sacrifice riches for the musical integrity that made radio so exciting.

Cash Box is pleased to see that the flexibility of KNX-FM has paid off. One of the few stations in the market that seems to realize the interdependence of radio and the music industry, KNX-FM deserves its high ratings for keeping the public in mind when shaping its playlist.

NEWS HIGHLIGHTS

- Audio hardware companies to introduce CX decoders at upcoming CES (page 7).
- WEA goes to \$8.98 list for LPs, increases wholesale prices (page 7).
- J.B. Carmicle promoted to vice president at Cash Box (page 7).
- Elton John's "Nobody Wins" and "Let Her Dance" by Phil Seymour (new and developing artist) are the top Cash Box Singles Picks (page 17).
- "Stephanie" by Stephanie Mills and "Intuition" by Linx (new and developing artist) are the top Cash Box Album Picks (page 19).

TOP POP DEBUTS

SINGLES	77	NOBODY WINS — Elton John — Geffen
ALBUMS	120	RIT — Lee Ritenour — Elektra

POP SINGLE

MORNING TRAIN (NINE TO FIVE)
Sheena Easton
EMI America

B/C SINGLE

BEING WITH YOU
Smokey Robinson
Tamla/Motown

COUNTRY SINGLE

I LOVED 'EM EVERY ONE
T.G. Sheppard
Warner/Curb

JAZZ

WINELIGHT
Grover Washington, Jr.
Elektra

NUMBER ONES



T.G. Sheppard

POP ALBUM

HI INFIDELITY
REO Speedwagon
Epic

B/C ALBUM

BEING WITH YOU
Smokey Robinson
Tamla/Motown

COUNTRY ALBUM

SOMEWHERE OVER THE RAINBOW
Willie Nelson
Columbia

CLASSICAL

ISAAC STERN
60th ANNIVERSARY CELEBRATION
CBS Mastersound

CASH BOX TOP 100 SINGLES

May 9, 1981

	Weeks On 5/2 Chart		Weeks On 5/2 Chart		Weeks On 5/2 Chart
1 MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)	1 13	33 HOLD ON LOOSELY .38 SPECIAL (A&M 02316)	36 10	66 YOU MAKE MY DREAMS DARYL HALL & JOHN OATES (RCA PB-12217)	85 2
2 ANGEL OF THE MORNING JUICE NEWTON (Capitol 4976)	3 12	34 SINCE I DON'T HAVE YOU DON McLEAN (Millennium YB-11804)	40 5	67 I CAN TAKE CARE OF MYSELF BILLY & THE BEATERS (Alfa ALF-7002)	74 3
3 BEING WITH YOU SMOKEY ROBINSON (Tama/Motown T54321)	5 12	35 WOMAN JOHN LENNON (Geffen GEF 49644)	17 17	68 THE TIDE IS HIGH BLONDIE (Chrysalis CHS 2465)	54 28
4 JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)	4 14	36 FIND YOUR WAY BACK JEFFERSON STARSHIP (GrunT/RCA FB-1-2211)	41 6	69 I'VE BEEN WAITING FOR YOU ALL MY LIFE PAUL ANKA (RCA PB-12225)	76 3
5 BETTE DAVIS EYES KIM CARNES (EMI-America 8077)	9 7	37 KEEP ON LOVING YOU REO SPEEDWAGON (Epic 19-50983)	15 24	70 SEVEN YEAR ACHE ROSANNE CASH (Columbia 11-11426)	79 5
6 TAKE IT ON THE RUN REO SPEEDWAGON (Epic 19-01054)	7 8	38 AI NO CORRIDA QUINCY JONES (A&M 2309)	48 5	71 I LOVE A RAINY NIGHT EDDIE RABBITT (Elektra E-46656)	63 27
7 KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)	2 16	39 JESSIE'S GIRL RICK SPRINGFIELD (RCA JH12201)	45 7	72 YOU LIKE ME DON'T YOU JERMAINE JACKSON (Motown M 1503F)	80 3
8 HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)	8 9	40 IT'S A LOVE THING THE WHISPERS (Soler/RCA YB-12154)	31 12	73 TREAT ME RIGHT PAT BENATAR (Chrysalis CHS 2487)	61 17
9 RAPTURE BLONDIE (Chrysalis CHS 2485)	6 15	41 I LOVED 'EM EVERY ONE T.G. SHEPPARD (Warner/Curb WBS-49690)	47 7	74 ONE DAY IN YOUR LIFE MICHAEL JACKSON (Motown M1512)	75 4
10 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-41309)	10 17	42 BLESSED ARE THE BELIEVERS ANNE MURRAY (Capitol 4987)	46 7	75 MAKE THAT MOVE SHALAMAR (Soler/RCA YB-12192)	82 3
11 WATCHING THE WHEELS JOHN LENNON (Geffen GEF 49695)	13 7	43 WINNING SANTANA (Columbia 11-01050)	49 5	76 CAN YOU FEEL IT THE JACKSONS (Epic 19-01032)	78 3
12 LIVING INSIDE MYSELF GINO VANNELLI (Arista AS 0588)	22 8	44 TURN ME LOOSE LOVEBOY (Columbia 11-11421)	35 14	77 NOBODY WINS ELTON JOHN (Geffen GEF 49722)	— 1
13 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	24 10	45 TIME OUT OF MIND STEELY DAN (MCA-51082)	29 9	78 LONELY TOGETHER BARRY MANILOW (Arista AS 0596)	53 9
14 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)	20 13	46 WASN'T THAT A PARTY THE ROVERS (Cleveland Int'l./Epic 19-51007)	43 12	79 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	87 2
15 AIN'T EVEN DONE WITH THE NIGHT JOHN COUGAR (Riva/PolyGram R-207)	16 15	47 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DE 807)	44 28	80 WALKING ON THIN ICE YOKO ONO (Geffen GEF 49683)	58 11
16 TOO MUCH TIME ON MY HANDS STYX (A&M 2323)	21 8	48 THE WAITING TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-51100)	59 2	81 CRYING DON McLEAN (Millennium YB 11799)	55 16
17 YOU BETTER YOU BET THE WHO (Werner Bros. WBS 49693)	18 8	49 THE BEST OF TIMES STYX (A&M 2300)	37 16	82 YOU'RE SO EASY TO LOVE TOMMY JAMES (Millennium YB-11802)	90 2
18 I LOVE YOU CL!MAX BLUES BAND (Warner Bros. WBS 49669)	19 13	50 9 TO 5 DOLLY PARTON (RCA PB-12133)	42 23	83 MODERN GIRL SHEENA EASTON (EMI-America 8080)	— 1
19 DON'T STAND SO CLOSE TO ME THE POLICE (A&M 2301)	12 14	51 BUT YOU KNOW I LOVE YOU DOLLY PARTON (RCA JB-12200)	56 6	84 HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER') NEIL DIAMOND (Capitol 4960)	60 15
20 SWEETHEART FRANKE & THE KNOCKOUTS (Millennium JH-11801)	23 10	52 MISTER SANDMAN EMMYLOU HARRIS (Warner Bros. WBS 49684)	50 10	85 THAT DIDN'T HURT TOO BAD DR. HOOK (Caseablanca/PolyGram NB 2325)	81 6
21 WHILE YOU SEE A CHANCE STEVE WINWOOD (Island IS 49656)	11 14	53 STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)	68 4	86 MERCY, MERCY, MERCY PHOEBE SNOW (Mirage/Atlantic WTG 3818)	— 1
22 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)	28 10	54 GIVE A LITTLE BIT MORE CLIFF RICHARD (EMI-America 6076)	67 3	87 PRECIOUS TO ME PHIL SEYMOUR (Boardwalk WS8-5703)	72 17
23 STARS ON 45—MEDLEY STARS ON 45 (Radio Records/Atlantic RR 3810)	32 5	55 THE PARTY'S OVER (HOPELESSLY IN LOVE) JOURNEY (Columbia 11-60505)	51 11	88 THE WINNER TAKES IT ALL ABBA (Atlantic 3776)	73 25
24 I MISSED AGAIN PHIL COLLINS (Atlantic 3790)	27 9	56 I DON'T NEED YOU RUPERT HOLMES (MCA-51092)	57 6	89 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	— 1
25 THIS LITTLE GIRL GARY U.S. BONDS (EMI-America 8079)	38 3	57 FOOL IN LOVE WITH YOU JIM PHOTOGLO (20th Century/RCA TC-2487)	65 5	90 TWO HEARTS STEPHANIE MILLS (20th Century/RCA TC-2492)	— 1
26 AMERICA NEIL DIAMOND (Capitol P-4994)	39 3	58 JUST SO LONELY GET WET (Boardwalk WS8 02018)	64 3	91 SHADDAP YOU FACE JOE DOLCE (MCA-51053)	94 3
27 WHAT ARE WE DOIN' IN LOVE DOTTIE WEST (Liberty 1404)	33 7	59 IS IT YOU LEE RITENOUR (Elektra E-47124)	71 4	92 SEDUCED LEON REDBONE (Emerald City/Atlantic EC 7326)	92 3
28 LOVE YOU LIKE I NEVER LOVED YOU BEFORE JOHN O'BANION (Elektra E-47125)	30 8	60 WHAT KIND OF FOOL BARBRA STREISAND & BARRY GIBB (Columbia 11-11430)	52 15	93 LATELY STEVIE WONDER (Tama/Motown T54323F1)	88 3
29 I CAN'T STAND IT ERIC CLAPTON AND HIS BAND (RSO RS 1050)	14 11	61 SOMEBODY SEND MY BABY HOME LENNY LE BLANC (Capitol 4979)	62 7	94 PLAYING WITH LIGHTNING SHOT IN THE DARK (RSO RS 1061)	91 5
30 SAY YOU'LL BE MINE CHRISTOPHER CROSS (Werner Bros. WBS 49705)	34 7	62 TIME THE ALAN PARSONS PROJECT (Arista AS 0598)	70 4	95 LET ME STAY WITH YOU TONIGHT POINT BLANK (MCA-51083)	97 4
31 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	25 15	63 HURRY UP AND WAIT THE ISLEY BROTHERS (T-Neck/CBS ZS6 02033)	69 4	96 FADE AWAY BRUCE SPRINGSTEEN (Columbia 11-11431)	84 14
32 JUST BETWEEN YOU AND ME APRIL WINE (Capitol 4975)	26 14	64 SUPER TROUPER ABBA (Atlantic 3806)	66 8	97 WHO DO YOU THINK YOU'RE FOOLIN' DONNA SUMMER (Geffen GEF 49664)	86 12
		65 SAY WHAT JESSE WINCHESTER (Bearsville BSS 49711)	77 4	98 HEARTS ON FIRE RANDY MEISNER (Epic 19-50964)	83 16
				99 ME (WITHOUT YOU) ANDY GIBB (RSO-1056)	93 9
				100 AH! LEAH! DONNIE IRIS (Carousel/MCA-51025)	89 22

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Woman Needs (Raydola — ASCAP) 22	Hurry Up (Bovina — ASCAP) 63	Mister Sandman (Edwin H. Morris/MPL Comm. — ASCAP) 52	That Didn't Hurt (I've Got The Music — ASCAP) 85
Ah! Leah! (BEMA — ASCAP) 100	I Can Take Care (WB/Vera Cruz — ASCAP) 67	Modern Girl (Unichappell — BMI) 83	The Best Of Times (Styngian songs — ASCAP) 49
Ai No Corrida (Heathwave/HG — ASCAP/Lozy Lizard — BMI) 38	I Can't Stand It (Stigwood/Unichappell — BMI) 29	Morning Train (Unichappell — BMI) 1	The Party's Over (Weed High Nightmere — BMI) 55
Ain't Even Done (H.G., Inc. — ASCAP) 15	I Don't Need You (WB/The Holmes Line — ASCAP) 56	9 To 5 (Velvet Apple/Fox Fanfare — BMI) 50	The Tide Is High (Gemrod, Inc. — BMI) 68
America (Stonebridge — ASCAP) 26	I Love A Rainy (Deedave/Brlarpatch — BMI) 71	Nobody Wins (Intersong — ASCAP) 77	The Waiting (Gone Gator — ASCAP) 48
Angel Of The Morning (Blackwood — BMI) 2	I Love You (C.B.E. — ASCAP) 18	One Day In Your (Jobete — ASCAP) 74	The Winner (Artwork — ASCAP) 88
Being With You (Bertam — ASCAP) 3	I Loved 'Em (Tree — BMI) 41	Playing With (Lukerative — BMI) 94	This Little Girl (Bruce Springsteen — ASCAP) 25
Bette Davis Eyes (Plain & Simple/Donna Weiss — ASCAP/BMI) 5	I Missed Again (Effectsound Ltd./Pun — ASCAP) 24	Precious (Hearmore/On The Boardwalk — BMI) 87	Time (Woolfsongs Ltd./Cereers (Adm. By Irving — BMI) 62
Blessed Are (Chappell/Unichappell — ASCAP/BMI) 42	Is It You (Rit Of Habeas — ASCAP) 59	Rapture (Rare Blue/Monster Island — ASCAP) 9	Time Out Of Mind (Zeon/Freesjunktet — ASCAP) 45
But You Know (Tro-Devon — BMI) 51	It's A Love (Spectrum VII/Mykinda — ASCAP) 40	Say What (Fourth Floor/Hot Kitchen — ASCAP) 65	Too Much Time (Styngian (Adm. By Almo) — ASCAP) 16
Can You Feel It (Mijac/Siggy — BMI) 76	I've Been Waiting (Al Gallico — BMI) 73	Say You'll Be Mine (Pop n' Roll — ASCAP) 30	Treat Me (Blackwood/White Dog — BMI) 69
Celebration (Delightful/Fresh Start — BMI) 47	Jessie's Girl (Portal/Muscleman — BMI) 39	Seduced (Warner/Tamerlane/Precedent — BMI) 92	Turn Me Loose (Blackwood/Dean Of Music — BMI) 44
Crying (Acuff-Rose — BMI) 81	Just Between (Northern Goody/Two-Tunes Ltd. — ASCAP — CAPAC) 32	Seven Year Ache (Hotwire/Atlantic Corp. — BMI) 70	Two Hearts (Frozen Butterfly — BMI) 90
Don't Stand (Virgin Adm. by Cheppell — ASCAP) 19	Just So Lonely (Marvin Gardens/Beechbill, Inc. — ASCAP) 58	Shaddap You Face (Remix — BMI) 91	Walking On (Lenono — BMI) 80
Don't Stop (Total X — ASCAP) 31	Just The Two (Antisia/Blaunig — ASCAP) 4	Since I Don't Have You (Bonnyview/Southern — ASCAP) 34	Wasn't That A Party (United Artists — ASCAP) 46
Elvira (Acuff-Rose — BMI) 89	Keep On Loving (Fate — ASCAP) 37	Somebody Send (Muscle Shoals — BMI) 61	Watching The Wheels (Lenono — BMI) 11
Fade Away (Springsteen — ASCAP) 96	Kiss On My List (Hot-Che/Six Continents/Fust Buzza — BMI) 7	Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC) 10	What Are We Doin' (Chappell/Sallmecker — ASCAP) 27
Find Your Way Back (Lunatunes — BMI) 36	Lately (Jobete/Black Bull — ASCAP) 93	Stars On (Various Publishers — BMI/ASCAP) 23	What Kind (Stigwood Adm. by Unichappell — BMI) 60
Fool In Love (Nearytunes — ASCAP/Fanfare/Nearytunes — BMI) 57	Let Me Stay (Hamsteln — BMI) 95	Still Right Here (Kentucky Wonder — BMI) 53	While You See (Island/Irving/Blue Sky/Rider — BMI) 21
Give A Little Bit (Paper Ltd. — PRS) 54	Living Inside (Black Keys — BMI) 12	SukiYaki (Beechwood — BMI) 13	Who Do You (First Night — SUIZA) 97
Hearts On Fire (Nebraska/United Artists/Glasco — ASCAP) 88	Lonely Together (Konny Nolan — ASCAP) 78	Super Trouper (Countless Songs — BMI) 64	Winning (Island — BMI) 43
Hello Again (Stonebridge — ASCAP) 94	Love You Like I (Sixty-Ninth Street — BMI) 28	Sweet Baby (Mycenae — ASCAP) 79	Woman (Lenono — BMI) 35
Her Town Too (Country Road/Leadsheetland — BMI/Ice Age — ASCAP) 8	Make That Move (Spectrum VII/Mykinda — ASCAP) 75	Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP) 20	You Better You Bet (Tower Tunes — BMI) 17
Hold On Loosely (Rocknocker/W.B./Easy Action — ASCAP) 33	Me (Stigwood Adm. by Unichappell — BMI) 99	Take It On The Run (Buddy — BMI) 6	You Like Me (Jobete — ASCAP) 72
How 'Bout Us (Dana Walden — license pending) 14	Mercy (Cotillon/Vonglo — BMI) 86		You Make My Dreams (Hot-Che/Six Continents — BMI) 66
			You're So Easy (Big Teeth/Tommy James — BMI) 82



Exceptionally heavy radio activity this week

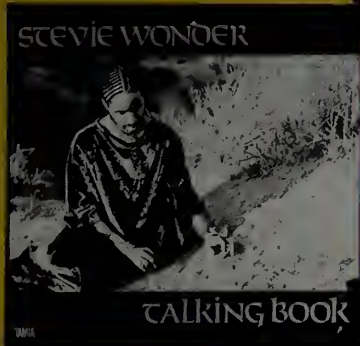


Exceptionally heavy sales activity this week

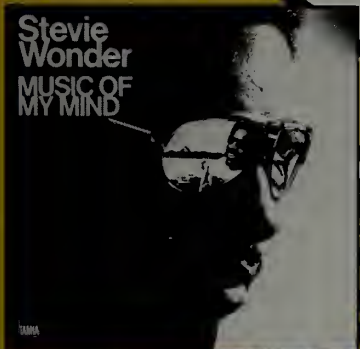
STEVIE WONDER'S

COUNTDOWN TO JULY!

...A JOURNEY THROUGH THE MILESTONES OF HIS CAREER
...THE MILESTONES OF MODERN MUSIC



Featuring
"Superstition"
"You Are The Sunshine"



Featuring
"Superwoman"
"Keep On Running"



Featuring
"Higher Ground"
"Living For The City"

Stevie Wonder



Hotter Than July

Featuring

"MASTER BLASTER"

"AIN'T GONNA STAND FOR IT"

"LATELY"

GET INTO THE BODY OF
STEVIE WONDER

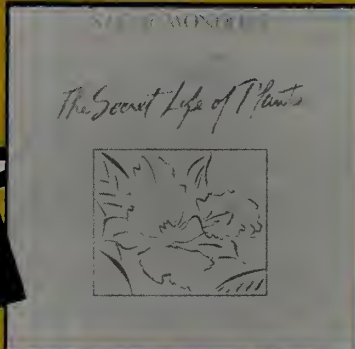
...HE CREATES MORE THAN RECORDS
...HE CREATES EVENTS!

ASK YOUR MOTOWN REPRESENTATIVE ABOUT DISPLAY MATERIALS, MARKETING PROGRAMS,
AND RADIO/RETAIL CONTESTS AVAILABLE FROM MOTOWN DURING MAY AND JUNE.

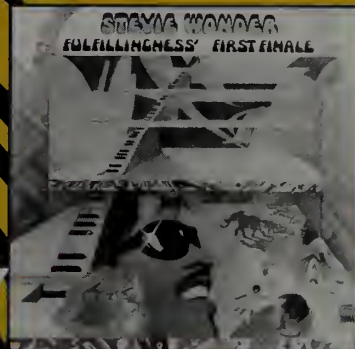
IF IT'S MOTOWN - BELIEVE IT!



Featuring
"Isn't She Lovely"
"Sir Duke" "I Wish"



Featuring
"Send One Your Love"



Featuring
"Boogie On Reggae Woman"
"You Haven't Done Nothing"



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CASH BOX NEWS



ON THE ROAD LATE AT NIGHT — During a recent promotional tour to support her debut release on Boardwalk Records, "Sometimes Late At Night," singer/songwriter Carole Bayer Sager and co-writer/co-producer Burt Bacharach stopped in at New York's Sam Goody's store where they did two shows to promote the LP. Pictured are (l-r): Neil Bogart, Boardwalk president, Bacharach; and Sager.

WEA Goes To \$8.98 LP List, Raises All Wholesale Prices

by Richard Imamura

LOS ANGELES — The move to an \$8.98 suggested list for single-disc LPs, one-to-two dollar hikes in the suggested list of 69 multi-disc LPs on the Warner Bros., Elektra/Asylum and Atlantic labels and an increase in wholesale prices for all configurations were announced last week

Cash Box Names Carmicle As VP

LOS ANGELES — **Cash Box** president and publisher George Albert announced this week that, effective immediately, J.B. Carmicle has been promoted to the position of vice president and general manager, East Coast.

In his new position, Carmicle will supervise the publication's New York office and direct all East Coast marketing operations. He will report directly to Mel Albert, executive vice president and general manager.

Carmicle joined the **Cash Box** West Coast staff in December 1975 as radio editor. Subsequently he was named West Coast advertising representative and, in July 1977, moved to New York as general manager, East Coast. Prior to joining **Cash Box**, he worked in radio for 11 years in Cincinnati and Kansas City.

Commenting on Carmicle's promotion, George Albert said, "For the past five and a half years, J.B. Carmicle has shown that he has the talent, dedication and drive necessary to succeed in this challenging business. Since relocating to New York, he has proven to be an outstanding administrator and gained the respect of all who have had contact with him. I am sure J.B. will continue to excel in this new position."



J.B. Carmicle

by the WEA Corp. In addition, it was announced that all ECM jazz product currently at an \$8.98 suggested list would go to \$9.98.

The price hikes, effective May 25, will apply to all WEA-distributed labels, including Atco, Bearsville, Beserkley, Cotillion, Gefen, Island, Nonesuch, Qwest, Radio, RFC and Sire, in addition to Warner Bros., Elektra/Asylum and Atlantic. The move was instigated by "cost increases in all major areas of business," according to a letter sent to WEA accounts last week.

The move to a standard \$8.98 suggested list for single-disc LPs and the corresponding tapes followed the general trend established this year in the industry. Starting with MCA in January and followed in subsequent weeks by Chrysalis, CBS,

(continued on page 38)

Labels Step Up Cross-Merchandising Of LPs

by Dave Schulps

NEW YORK — With radio becoming increasingly fragmented, the record industry is frequently turning to cross-merchandising tie-ins with other products as a means of increasing the sales base of established acts.

A **Cash Box** survey of major label merchandisers has found an enormous amount of creative energy being expended in this still-experimental field, with recent major national tie-ins expanding from the traditional music-related items such as instruments and stereo equipment to include fast food chains (CBS/Burger King); soft drink companies (a WEA/Coca Cola tie-in with Chaka Khan is in the works); clothing outlets (WEA and Paramount Pictures campaigning for the *Urban Cowboy* soundtrack with cowboy boot and clothing stores, while E/P/A is currently working with Candies shoes and the stores in which they retail); and auto-related companies (Elektra's tie-in with Plymouth for Eddie Rabbitt's "I Love A Rainy Night," Chrysalis' tie-in for Blondie's "Autoamerican" with Alpine Car Stereos, and WEA's tie-in with Malibu Grand Prix auto racing tracks last year and this year).

CBS Ad Campaign

The trend toward cross-merchandising was underscored recently by a double page spread purchased by CBS Records in the Feb. 28 issue of *Advertising Age* urging potential promotion partners to contact the label. The ad, conceived by Michael Martinovich, vice president, merchandising, CBS Records, stated that CBS "superstars can add the exciting dimension of entertainment to your marketing strategy. Build

Audio Hardware Firms To Unveil CX Decoders At CES

by Michael Glynn

LOS ANGELES — At least three audio hardware companies will be displaying and demonstrating decoder units utilizing CBS' CX noise reduction technology at the forthcoming Summer Consumer Electronics Show (CES) in Chicago May 31-June 3. Initial CX encoded LP offerings have been scheduled for release later this month by CBS Records.

According to CBS Technology Center director of sound reproduction technology Lou Abbagnaro, Audionics of Oregon, Phase Linear and MXR of Rochester will be among the manufacturers to exhibit the first production model adaptors based on the CX system since it was first announced by CBS in the fall of last year (**Cash Box**, Oct. 18, 1980). Both Audionics and Phase Linear are primarily high end audio component manufacturers, while MXR Innovations, Inc. markets pro and consumer audio gear.

"This is just the beginning," stated CBS' Abbagnaro. "There will be many more manufacturers introducing their own CX integrated units at the Winter CES when a full-scale roll-out is under way."

CBS is currently licensing the CX noise reduction technology to audio hardware manufacturers under the condition that the companies pay a 15 cent royalty on each decoder unit, which must also carry the "CX" logo or designation, according to Abbagnaro. However, there is no cost involved in the licensing of the encoding process to other recording software manufacturers, only the requirement that encoded discs must also carry the "CX" designation and follow CBS specifications for recording requirements.

"The requirements are basically similar in nature to the reference levels used in the Dolby 'A' noise reduction process," noted

Abbagnaro. "They are certainly no more difficult to meet... and (CX) is similar to such processes as dbx in that it performs the same function, but the major difference is in the compatibility aspect."

As CBS previously announced, the CX system offers up to 80-85 decibel expansion in dynamic range on average recording discs, which Abbagnaro pointed out is "comparable to the best master tapes

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Polaroid To Bow Anti-Counterfeit ID System In May

by Jennifer Bohler

LOS ANGELES — The Polaroid Corp. has developed an identification device it says will help fight the million dollar a year counterfeiting problem faced by manufacturers of consumer goods, including records and tapes.

According to a spokesperson for the Polaroid Corp., the anti-counterfeiting device is an outgrowth of the ongoing research Polaroid devoted to this area for the past 10-20 years. The product will be presented at an Anti-Counterfeiting Coalition meeting (representatives of manufacturers of a variety of consumer products) May 14 in San Francisco.

The device is a "unique authentication material" that is affixed to the consumer product, for example, on an album jacket. The material can be detected by the naked eye in regular room light, as well as by a mechanical reader, therefore assuring retailers, consumers and, in the case of returns, manufacturers that the product is authentic.

Though no record companies have as

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retail traffic by cross-merchandising your product with the latest albums by today's major recording stars." Additionally, the ad outlined the "infinite demographic appeal of records, their compatibility with any product line, and the company's ability to offer marketing power" and "the expertise and resources for local, regional or national cross-merchandising promotions." Offering figures of 90 million record buyers, of which 80% are in the "prime 35-and-under

group," the ad spoke highly of the trend, which is gearing up on a national level.

Martinovich called the ad and CBS' increased interest in cross-merchandising "a response to the reality of the business in the '80s. With the increasing fragmentation of radio it can no longer be viewed as the only way to advertise records. We're not going to lay down and hope radio gets better, as we've got to start exploring other means of

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BAKING A GOLD RECORD — Island Records recently held a luncheon in New York to celebrate the gold certification of Steve Winwood's "Arc of a Diver." Winwood, presently in England working on a new album, addressed those present over the speaker phone "live." Pictured are (l-r): Ron Goldstein, vice president, Island; Jerry Wexler, senior vice president, A&R, Warner Bros. Records; Stuart Cohen, N.Y. promotion, Warner Bros.; Mike Holzman, N.Y. branch manager, WEA; Paul DeGennaro, N.Y. sales manager, WEA; Murry Gitlin, senior vice president/treasurer, Warner Bros.; Valerie Goodman, N.Y. promotion, Warner Bros.; Barry Eisenberg, marketing coordinator, WEA; and Warren Pudjak, special projects coordinator, WEA.

Justice Dept. To Consider Release Of Antitrust Data

by Michael Martinez

LOS ANGELES — U.S. Justice Dept. antitrust chief William Baxter last week indicated that his office would attempt to cooperate with a Senate subcommittee seeking information from a closed record industry antitrust probe.

However, Baxter also indicated in a letter to the Senate Antitrust, Monopoly and Business Rights subcommittee that the antitrust division would withhold investigation material protected by federal Grand Jury secrecy rules. The investigation, conducted by a federal Grand Jury in Los Angeles, was closed in 1979, despite findings calling for criminal prosecutions.

Duke Short, subcommittee chief investigator, told **Cash Box** that Baxter had agreed to give the committee some of the material following a review process that might take three weeks.

"I don't know exactly what material we'll get, but we're going to sit down and determine what we can have," Short said.

He explained that Baxter's letter had again cited Grand Jury Rule 6E, which

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CBS Will Create Distribution Web for Gospel label

NEW YORK — CBS Records has announced the establishment of a Nashville-based gospel label, which will be distributed through its own sales organization independently of the CBS distribution system. The label will handle both black and white gospel. Buddy Huey has been named vice president and general manager of the as yet unnamed label, and he will report directly to Bruce Lundvall, president, CBS Records Division.

Huey comes to CBS from Word Records, a division of Word, Inc. in Waco, Texas, where he has been vice president, A&R, for the past six years. He will have overall responsibility for establishing and directing the new label, signing artists and building a label staff, including distribution.

In announcing the creation of the label, Dick Asher, deputy president and chief operating officer, CBS/Records Group, stated, "Although we have recorded gospel music at CBS in the past, this is the first time we have embarked on a total involvement in this burgeoning area of music. Under the direction of Buddy Huey, we know that we have an excellent opportunity to make important contributions to gospel music."

Bill Fox, vice president, finance, CBS/Records Group, working for Asher, explained that, "the label will be setting up its own separate sales organization to handle the gospel catalog, although that does

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WALSH TANKS RADIO — The Elektra/Asylum Los Angeles promo squad recently donned military garb and rented a tank to deliver the new Joe Walsh album, "There Goes The Neighborhood," to local AOR stations. The squad stressed the forthcoming single, "A Life of Illusion," which will be released this week. Pictured above preparing to embark on the mission are (l-r): Vic Faraci, executive vice president and director of marketing, E/A; Joe Smith, chairman, E/A; the promo squad of Scott Burns, West Coast regional promotion manager; Lou Galliani, national promotion director; and Marty Schwartz, national album promotion director; and Burt Stein, vice president of promotion, E/A.

Dick Clark, Mutual Pact For Radio Program Using Cash Box Charts

LOS ANGELES — Radio and TV personality Dick Clark has signed an agreement with the Mutual Broadcasting System to host a three-hour program called *The Dick Clark National Music Survey*. Based exclusively on **Cash Box** charts and information, the program will highlight a Top 30 survey, as well as features like current events and trends in the music industry, interviews with past and present stars and a flashback segment. Listeners of the

program will also have the opportunity to ask Clark questions in recorded messages that he will answer during the show.

The Dick Clark National Music Survey, produced at his Los Angeles studios by Frank Furino, is set to debut on May 30, and will be available on discs. Clark said he hoped to have the show satellite distributed by Fall.

"I'm deliriously happy about this project," Clark said. "It's been awhile since I've had a radio show."

Prior to his current, long-running stint as host of ABC-TV's *American Bandstand*, Clark had but three radio jobs, which by today's standard turnover process is unusual. Clark said he started at WRUN/Utica, then moved to WLOF/Syracuse, and finally WFIL/Philadelphia, before taking over as host of *Bandstand*.

Clark said doing the program with Mutual stemmed from his interest in satellite programming. "With satellite usage expanding so rapidly, from a program supplier standpoint, I couldn't be more excited," Clark said. "I am concerned, though, that many people may have their jobs in jeopardy when satellite broadcasting becomes the norm, especially in a small market, where a station may just put up a receiving dish and hire fewer people."

In addition to the *National Music Survey*, Clark will also produce and host three music specials for Mutual. The first, scheduled for May 30, will feature a 20th anniversary tribute to the Beach Boys. The second special, to feature "a major music star," is slated for July 4, and the third, scheduled for Labor Day (Sept. 7), will be a retrospective salute to the music and stars of the '60s.

Major Changes In L.A., N.Y., Chicago Winter Arb Results

by Mark Albert

LOS ANGELES — The latest advance Arbitron ratings for the 10-week Winter Quarterly Measurement sweep from Jan. 8-March 18 revealed a number of startling and unusual results in the Los Angeles, New York and Chicago markets. Highlighting these changes were the successful rise of automation in Los Angeles, the effects of DJ Steve Dahl's station switch in Chicago, the less than favorable results of country stations that were enjoyed in the Fall and the yo-yo movements of New York's leading stations.

All talk KABC/Los Angeles was again the overall market leader in its market, holding steady at 6.9. Beautiful music KBIG was second with a 6.5, up dramatically from 5.1 in the Fall 1980 book. Urban rocker WKTU/New York, which had leaped more than two points into the lead in the Fall with an 8.3, dropped nearly two points this time

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Overnight sensations when they became the first group in history to have a debut single, "Boogie Oogie Oogie" and album, "A Taste Of Honey," certified platinum and earn a Grammy for "Best New Artist Of The Year" in the same year, Capitol recording group, A Taste Of Honey has gone on to prove that it is no mere one hit wonder.

The duo's most recent single, a remake of the early '60s hit "Sukiyaki," has already crested the **Cash Box** B/C singles chart and currently stands at #13 bullet on the Pop Singles chart. The LP, "Twice As Sweet," is even more proof that Janice Marie Johnson and Hazel Payne are no lightweight act.

For starters, the disc was produced by jazzman extraordinaire George Duke. And with last year's departure of keyboardist Perry Kibble and drummer Donald Johnson, the girls have stepped in and taken responsibility for a diverse new direction. Upbeat songs like "She's A Dancer," "Rescue Me" and the showstopping "Sukiyaki" prove that the two are talented, insightful and adept entertainers.

The nucleus for A Taste Of Honey was formed through the friendship established by Kibble and Janice Johnson in 1971. The two performed in a group called Soundstage #1. After a period as a twosome, Kibble and Johnson took on various recruits and by the summer of '72, A Taste Of Honey was a reality as a six-piece band.

Several years as a USO touring band ensued, and the band journeyed throughout Europe and the Orient. But in 1976, when they returned to California, Carlita Dorhan jumped ship, thus opening the slot for another female guitarist.

Hazel Payne auditioned and won a berth in the band prior to its first booking at the Etc. Club in Los Angeles. The group quickly became the niter's house band.

News of the hot act reached Capitol vice president Larkin Arnold, and soon afterwards, the female-fronted act signed with the label.

Since that spring in 1978 and the subsequent "Boogie Oogie Oogie" sensation, the group has gone on to tour the U.S. with such acts as the Isley Brothers, LTD and The Commodores. They have also been winning participants at the Tokyo Music Festival and have seen their second LP, "Another Taste," climb to the top of the charts in Japan.



SPRING CONVENTION — Capitol/EMIA/Liberty Records Group recently held its annual convention in Palm Springs for district and promotion managers. The meetings were set for formulation of strategies for the current year and to present awards to those who have distinguished themselves through their field service. Pictured are (l-r): Walter Lee, vice president of sales, Capitol; Dennis White, vice president of marketing, Capitol/EMIA/Liberty; Dennis



DeStefano, Boston district manager of the Year; Don Zimmerman, president of Capitol/EMIA/Liberty Records Group; Ken Benson, national AOR promotion manager, EMIA/Liberty; Tim Schoberg, Northeast regional AOR promotion manager, who was honored as promotion man of the year; and Jim Mazza, president of EMIA/Liberty. The annual event is considered as much a social as business meeting.

CASH BOX

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The writing is on the wall!

"Rosanne Cash stands out from every other cowgirl singing the blues."

Paul Wilner
Los Angeles Herald
Examiner

"makes most of The music classified as country-rock sound self-conscious by comparison."

- Robert Palmer
New York Times

"Rosanne has one of those 'wet' voices" - Bobby Carr
"Tough and sexy, soft outcry, with a clean steel edge." - Jennifer Bolch / Dallas Times Herald

Seven Year Ache stands as the sassiest, spunkiest album of it's kind so far this year."
- Eric Siegel
Baltimore Sun

ROSANNE CASH



S
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C
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"... she's got the right stuff."
- Wayne Robbins / Newsday

"... she cuts the corners of verses with dark, gutsy tones and smoky curlicues."
- Joel Selvin
San Francisco Chronicle

ROSANNE CASH / SEVEN YEAR ACHE
Produced by **RODNEY CROWELL** JC 36965
ON COLUMBIA RECORD & TAPES.

"Makes your ears feel really good and it sticks in your mind like honey to bread."
John Lennox III / Aquarian

NEW FACES TO WATCH



Fantasy

"We're projecting a lot of different concepts," says Tami Hunt, one of the four singer-dancers that make up Pavillion recording group Fantasy. "Our act is theatrical, and we're using the name Fantasy as a jumping off point for what we're doing on record and on stage. We intend to change constantly, to always retain the element of surprise."

She points to her purple hair, "This week I'm punk, next week, something different." Hunt got together with Ken Robeson, Carolyn Edwards and Rufus Jackson as the result of an idea conceived by Tony Valor, the group's producer and songwriter, and Peter Mallon, its manager, to form what Mallon called "an entertainment unit that would combine the images of Broadway, Hollywood and the best existing night clubs into an act that covers all of the contemporary sounds."

With that in mind, Valor and Mallon contacted Robeson, who'd previously choreographed the disco group the Bombers. After that, a chain reaction brought the rest of the group's members into the fold.

Robeson knew Jackson from the Alvin Ailey American Dance Center, where they'd both studied. Jackson had worked with Edwards in the musical *Timbuktu*. Edwards knew Hunt, whose credits included the road company of *The Wiz*, *Hair* and background vocals with people like Elton John, Sam & Dave and Cerrone.

With the personnel set, Fantasy worked at melding Valor's songs and Robeson's choreography and between-song comedy routines into a stage extravaganza. The group's first single, "You're Too Late," went into the Top 30 on the *Cash Box* B/C chart and was recently followed by Fantasy's self-titled debut LP, which climbed into the pop charts the first week of its release.

The record reflects the group's and Valor's wide-ranging talents and flair for style, shifting effortlessly from R&B to disco to pop to reggae to rock to rap. "Each number represents a production unto itself," says Robeson, "and we're adding new numbers to the show every couple of weeks."

At the moment, Fantasy is in the process of incorporating the band that played on the album into the live act. Previously, the group used backing tracks to supply the music for the shows. "Having a band on stage will give us added flexibility," states Hunt. "We'll be able to move from one number to another at our own pace."

As the act develops, Robeson says he would like to incorporate new staging concepts regularly. At the moment, the group is working on costume changes between songs for the first time. "It's all happening so fast," Hunt offers, "that it's getting hard to keep up with it."

"I've got so many ideas I'd love to try out," adds Robeson. "I'd love to do a country & western thing, and I'm very excited about working in video. That should be great."

The members of Fantasy say they love to work all types of venues, from discos to night clubs to — Robeson's eyes light up — Las Vegas. "People can't help but watch us," he concludes. "They may be there to dance, but when they look at the outfits we wear and see all the activity on stage, they've just got to give us their attention."



Hazel O'Connor

It's a rare occasion when a virtual unknown is offered a starring role in a film, plus the opportunity to write and perform the soundtrack album, but that's exactly what happened to A&M recording artist Hazel O'Connor in April of 1979. Lead singer of an unknown London new wave band at the time, O'Connor was spotted by a talent scout at a local gig and offered the opportunity to audition. She won the part . . . as the lead singer of an unknown London new wave band.

Although the film, *Breaking Glass*, was belatedly released in only a few selected markets in the U.S. by Paramount (which felt the film was "too English"), it did become a hit in the U.K. and Europe. O'Connor was named Best Actress of 1980 by the Variety Club and was nominated as Best New British Actress by the *London Evening Standard* for her role as Kate, the lead singer of the band *Breaking Glass*; and the soundtrack LP went gold in the U.K., with the single, "Eighth Day," reaching the Top Five.

O'Connor has followed this with a second LP, "Sons And Lovers," which has so far caused a bit of a stir in the Northeast (where *Breaking Glass* received its best American reception), with the first single, "D-Days," beginning to move here after a stint in the Top 10 in the U.K.

"I don't get so scared about the future now," said O'Connor during a recent tour of the U.S. "We had some money problems earlier — I was the lowest paid performer in the film *Breaking Glass* and I had to use the money from the film to pay the band. But now, I'm rather pleased with the way everything has been working out."

A native of Coventry, O'Connor left England soon after a stint at art school to "slip over to Amsterdam, get an attic studio and find the true meaning of art."

Over the next few years, O'Connor travelled through much of the world, working as an artist, dancer, model, English teacher and actress. Moving from Amsterdam to Paris to Marrakesh to Tokyo to Beirut to West Africa and back to London via the Sahara desert in late '74, O'Connor finally decided she wanted to be a singer and hit the road again, this time travelling through Germany and France, as well as the English club circuit.

"My brother Neil was the lead guitarist in the band, and it was a very lively scene at the time," O'Connor said. "As a matter of fact, I also met Lene Lovich (whose style reveals similar influences to those shaping O'Connor's music) then. You might say we come from the same school of singing."

O'Connor was signed by Albion Records, a small British independent, in June 1978 and she soon began building the creative momentum that led to the *Breaking Glass* project.

"I enjoy doing films," O'Connor noted. "While I wouldn't want to give up singing altogether, it's not something I want to do all of the time either. I would ideally like to be able to work six months out of the year making movies and spend the other six making music."

"We're currently in the process of setting up another film with Sting (of The Police) and myself," she continued. "By the end of the year, I should be doing another film. It may sound presumptuous, but that's the way I feel."

MANAGER PROFILE

John Baruck Reaches The Top After 11 Years Guiding REO

by Dan Nooger

NEW YORK — For Epic recording group REO Speedwagon, superstar status didn't come overnight. As a matter of fact, more than 11 years of hard touring and 11 LP projects were needed before the band achieved its first #1 on the *Cash Box* Top 200 Albums chart and the LP's second single, "Take It On The Run," already in the Top 10, the hard work has certainly paid off.

"I told the band years ago that I wasn't a magician who could snap his fingers or make a few phone calls and suddenly make them big stars," says manager John Baruck, who has been with the band since it started out in Champaign, Ill. "We had the drive to stick it out through 11 years and 11 albums, knew we had something good and wouldn't rest 'til we got what we wanted."

"We started out together, and every day we learned about the record and concert business and spent a lot of time digesting and discussing it," he explains. "As a result, when success came our way the band didn't freak out with the fear, guilt, and paranoia that I've seen overtake some acts that hit it big quickly."

With a career in the industry going back to the late-'60s (including a founding partnership in Irv Azoff's Front Line Management), Baruck has a wealth of experience that enabled him to shepherd REO Speedwagon from a club band to the top of the charts. At the helm of his own John Baruck Management Co., run with partner Alex Kochan, Baruck also manages Bill Chaplain, Sue Saad & The Next and



John Baruck

Tom Kelly, but doesn't plan to increase his stable, noting "I'm personally involved with everyone I manage and there aren't enough hours in the day."

Starts As Drummer

Baruck got started in the music industry in his hometown of Champaign, Ill. as a drummer in a college fraternity combo. One of his bandsmen joined a group called the One Eyed Jacks and invited Baruck to be their road manager. The group's agent

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Mandrell, Jones Emerge As Top Winners At 16th ACM 'Hat' Awards

by Jennifer Bohler

LOS ANGELES — Barbara Mandrell walked away with the Entertainer of the Year award, and George Jones capped off a highly successful year with three awards at the 16th annual Academy of Country Music Awards, aired live April 30 from the Shrine Auditorium here.

Hosted by Tammy Wynette, Larry Gatlin and Don Meredith, the two-hour broadcast of the "Hat" awards, which featured performances by many of country's top entertainers, as well as appearances by some of Hollywood's top stars, saw awards presen-

ted in 11 categories, as well as three special category awards, including the Jim Reeves Memorial Award, presented to manager Ken Kragen; the Pioneer Award, presented to Ernest Tubb; and the Special Achievement Award, presented to George Burns.

Top winner George Jones received awards in three categories including Top Male Vocalist, Song of the Year for "He Stopped Loving Her Today," written by Bobby Braddock and Curly Putman, and Single Record of the Year for the same song, which was produced by Billy Sherrill.

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ALVIN, THEODORE AND SIMON GO URBAN — That lovable trio known as *The Chipmunks* has signed a long-term exclusive recording contract with RCA Records. The first album slated from the threesome, which was created in 1958 by Ross Bagdasarian (a.k.a. David Seville), will be "Urban Chipmunk," due for release this month. Pictured at the signing are (l-r): Ed DeJoy, Dain & DeJoy Music chairman; Marty Olinick, RCA division vice president, business affairs, west coast; Jack Craigo, RCA Records U.S.A. and Canada division vice president; Ross Bagdasarian, Jr.; Bud Dain, Dain & DeJoy Music president; and Janice Karman, Bagdasarian's wife. Shown in front are (l-r): Alvin, Simon and Theodore, *The Chipmunks*.

NO FOOLIN'

Jim Photoglo

went top 30 on the national charts during 1980 with his first single "**We Were Meant To Be Lovers.**"

His new album and single on 20th Century-Fox Records are called "**Fool In Love With You**"...a beautifully recorded LP and a perfect follow-up.

Elaborate plans are in the making for this young and talented artist with full support at all levels. When you have an exciting performer such as Jim Photoglo, you just don't fool around.

The new single and album:

"Fool In Love With You"

TC-2487 (single) T-621 (album)
Produced by Brian Francis Neary

F O O L · I N · L O V E · W I T H · Y O U

MCA Founder Dr. Jules C. Stein Dead At 85

LOS ANGELES — Dr. Jules C. Stein, founder and director of Music Corp. of America (MCA), Inc., died April 29 of a heart attack. He was 85. Memorial services were held May 2 at the Jules Stein Eye Institute at UCLA. Private funeral services were held for family only.

A 1915 graduate of the University of Chicago, the South Bend, Ind. native earned his M.D. degree from Rush Medical College in 1921. After taking postgraduate courses in ophthalmology at the University of Vienna, Stein opened a private practice in Chicago in 1923.

Just a year later, though, Stein, a former musician, formed MCA, promoting, organizing and booking big bands in and around the Chicago area. During the 1930s, MCA represented more than half of the major big bands in the U.S., moving into Hollywood by the end of the decade to sign major motion picture talent.

During the 1940s, MCA grew to become perhaps the largest talent agency in Hollywood and, following World War II, branched out into television production and motion pictures with Universal Pictures. Stein moved from the presidency of MCA to chairman of the board in 1946 and continued as a director of the corporation until his death.

Among MCA, Inc.'s other interests is its recording wing, MCA Records. The corporation was forced to divest itself of its talent agency in 1962 under a court order from the Justice Dept. Stein officially retired from active duties as chairman in 1973 and was succeeded by Lew Wasserman.

A noted philanthropist, Stein owned 16% of MCA's common stock at the time of his death. He is survived by his wife of 52 years, Soris, and two daughters, Jean Vanden Heuvel and Susan Shiva.

Empire Agency Marks First Anniversary

ATLANTA — After one year in the music business, the Empire Agency here, headed by former Paragon Agency president Alex Hodges, has established itself as one of the South's strongest talent agencies, with a roster including the Charlie Daniels Band, the Allman Brothers Band, the Atlanta Rhythm Section, the Henry Paul Band, McGuffey Lane and the Ozark Mountain Daredevils.

Located in the Atlanta suburb of Marietta, the Empire Agency opened April 1980 after Hodges resigned as president of the Macon-based Paragon Agency. The Empire staff includes, in addition to Hodges, Carole Kinzel, who joined the agency as both an associate and agent; Rick Alter, who concentrates on the club and college circuit; Cathy Fain, Hodges' former assistant at Paragon, and presently bookkeeper at Empire; and Pam Cross, who serves as the Agency's administrative assistant.

The agency's initial project was to plan tours for its roster of acts with new album releases, which included the Charlie Daniels Band, the Allman Brothers, the Atlanta Rhythm Section and the Henry Paul Band. An initial goal of the new agency was to augment its roster of established artists with a new band, which it did when it picked up McGuffey Lane, an Ohio-based country-rock group whose drawing power in the Midwest enabled them to headline medium-sized halls.

Hodges noted that it is "very important that the planning and assessment with each group goes hand in hand with tailored personal direction." With that in mind, he considers the current touring market in a state of flux that will require agents and promoters to work closer together.



Dick Asher, Buddy Huey

CBS Will Create Distribution Web For Gospel Label

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not rule out some dealing with one stops and rack jobbers. In addition, anything with high volume or crossover potential will be handled by CBS Records' branch distribution as well.

However, in all other ways, Fox said the new label would be totally independent of the CBS branches, although, "if the label wanted expertise or help in marketing, they could certainly be given it."

Asked to speculate on the kind of sales figures CBS expects the label to achieve, Fox replied, "We don't know yet what the aggregate would be, but we know what gospel records sell and we expect to have our share of the market."

Fox cited "the special nature of the product and its radically different distribution patterns" as the reason for CBS setting up the independent distribution arm. He said he did not know yet, however, what the cost of setting up the label would be.

CBS Records currently holds an extensive catalog of gospel recordings, which will be reviewed for potential re-release on the new label. Fox said that back catalog "may well be released as a budget line," but that the entire catalog would probably have to be assessed before any decision could be made on how it would be handled.

No date has been set for the label's debut, but a number of signings will be announced in the near future.

RFC/Quality Releases First Two Singles

NEW YORK — RFC/Quality Records has shipped its first product — "Set Me Free," a single by Karen Silver, who previously charted in the U.S. with "Hold On I'm Coming," and "First Time Love Affair," a single by Belgian vocalist Jimmy Ross.

RFC/Quality has firmed up a network of independent distributors, which includes Progress Record Distributing (Cleveland, Chicago and Michigan); Schwartz Bros. (Maryland and Washington, D.C.); Pacific Records (Oakland, San Francisco, Portland and Seattle); Pickwick International Distributors (Texas, Atlanta, Florida, Los Angeles and Minneapolis); Associated Distributors, Inc. (Phoenix); Sunshine Records (New York); MJS Entertainment (Miami); All South Distributing (New Orleans); Aquarius Distributing (New England); and Universal Distributors, Inc. (Philadelphia).

Also, the RFC Group of Companies' promotion division has been retained by Elektra Records to promote Side Effects' single, "Make You Mine," in dance clubs and at urban contemporary radio stations.

E.G. Group Moves

NEW YORK — The E.G. Group of companies has moved its offices. The record, management and music companies are now located at 161 W. 54th St., New York, N.Y. 10019. The telephone number is (212) 246-8400.



Thomas

Casson

Williams

Baddeaux

Thomas Named At CRI — CBS Records International has announced the appointment of Richard Thomas to director, A&R, CBS Records International. He has worked in the Paris office of CBS Records International. Most recently, he served as director, CBS Label Marketing, Europe, before relocating to New York.

Casson Appointed At CBS — Gary Casson has been appointed to director, business affairs, CBS Records. He has most recently held the position of manager, business affairs for CBS UK and prior to that he served in New York as director, business affairs for CBS Records International.

RCA Promotes Williams — RCA Records has promoted Hilda Williams to manager, black music, A&R administration. She joined RCA Corporation in November 1973, as executive secretary to the director of Employment Planning & Practices, Industrial Relations and in 1979, she became black music marketing coordinator.

Baddeaux, Bennett To WB — Warner Bros. Records has announced the appointment of Marylou Baddeaux to national promotion coordinator/trade liaison for the department and Carolyn Bennett to departmental administrator. Baddeaux has been with the Warner Bros. black music dept. for over four years. Her most recent position prior to her promotion was national promotion coordinator. Bennett will be responsible for various departmental operations in her new post. She has been with Warner Bros. for three years.

Hill Named At MCA — Elmer Hill has been named national field promotion manager of black product for MCA Records. Prior to MCA, he has worked in various capacities in music for more than 20 years, including national promotion director of black product for 20th Century Records.

Welsberger Named — Michael Welsberger has been appointed director, consumer panel research for CBS Records. Prior to joining CBS Records market research, he was a senior financial analyst for CBS Records.

Changes At PolyGram — PolyGram Records has named Fred DiSipio, Jr. as Northeast regional promotion manager, based in Philadelphia, and Jack Ashton as Midwest regional promotion manager, based in Detroit. The rest of the regional staff, in addition to DiSipio and Ashton includes: Rish Wood, southeast/southwest regional promotion manager, based in Atlanta; David Kragosk, Midwest regional promotion manager, based in Chicago; and Larry Tollin, west coast regional promotion manager, based in Los Angeles. As part of the realignment of the department, Vince Pellegrino has been named director, national promotion.

Lewis Appointed At CBS — George Lewis has been appointed to branch manager, Houston, CBS Records. He joined CBS Records in 1977 as resident sales representative, Nashville, Memphis Branch. In 1979 he was appointed sales manager, Dallas Branch.

Changes At WEA — WEA Boston Branch has announced the following appointments: Karen Durkot joins the Boston Marketteam as a field merchandiser replacing Rich Hegerich, who has been promoted to a sales position. Durkot joined WEA in 1980 as an order clerk. Hegerich, who joined WEA in 1975 as a warehouse order picker, will report directly to Boston sales manager Fran Aliberte.

Madison Promoted At CBS — John Madison has been appointed to branch manager, Chicago, CBS Records. His most recent position with CBS Records was branch manager, Houston. Prior to that he was sales manager, Dallas branch, sales representative, Cleveland, and singles record coordinator, Terre Haute.

Arista Names Three — Arista Records has announced the appointment of three regional promotion directors. Jeff Backer has been named director, east coast regional promotion, covering New York, New Jersey, Pennsylvania, Maryland and Washington, D.C. He joined Arista in September, 1978, and has held local promotion positions in Denver, San Francisco and, most recently, New York. Gregg Feldman has been appointed director, northwest regional promotion, with responsibility for northern California, Washington, Oregon, Montana and Idaho. Feldman, who has been with Arista since January, 1980, previously held the position of local promotion representative for Seattle. Peter Schwartz is Arista's new director, west coast regional promotion. His territory includes Southern California, Arizona, Colorado and Nevada. He has been the label's local promotion representative in Los Angeles since June, 1980.

Owens Named — Triumph has named Joe Owens as its director of communications and marketing. He comes to Triumph after serving as general manager of Mushroom Records in Los Angeles. He had previously been director of artist development for CBS Records Canada.

VCA Appoints Blumenthal — Video Corporation of America has announced the appointment of Howard Blumenthal to director of new program development. He comes to VCA from QM Productions/The Kleiman Company where he was executive in charge of production and director of special projects.

Changes At PPL — PPL Records has announced the promotions of the following people: Denise Gauthier is promoted to vice president sales for PPL Records from national sales director after 1½ years with the company. Michael Cruz has been named executive V.P./A&R, Credence Records label. He was promoted from the position of V.P. creative services PPL Records after serving 1½ years stint with the company. He also assumes the role of recording artist for Credence Records. Emiko Ray has been named production assistant to the president of PPL Records. She was promoted from the position of administrative assistant.

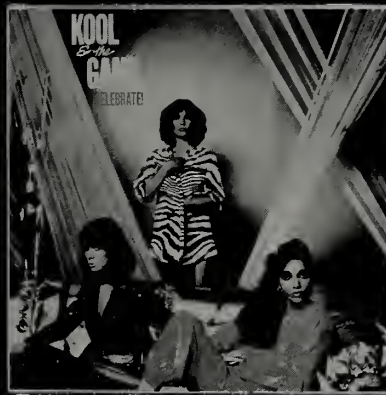
Changes At Halsey — Dick Howard has been named executive vice president of the Jim Halsey Co. and vice chairman of the board of directors. Sherman Halsey, production director of the Halsey Co., was also named to the board.

Loy Promoted — Scene Three has announced the promotion of John Loy to film production supervisor. He joined the firm's film division in 1979 and has served as film editor and cinematographer.

Jerome Named — The appointment of Steve Jerome to chief engineer for Sweet Mountain Recording has been announced. He was formerly the chief engineer for H&L Studio.



Kool & the Gang's "Jones vs. Jones."
DE 813
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DSR 9518

Kool & the Gang "Celebrate!"

De-Lite
RECORDS

Produced by: Eumir Deodato in association with Kool & the Gang.
Management: Quintet Associates, Ltd.

Manufactured and Marketed by TM
PolyGram Records

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Thanks to NARM for voting Kool & the Gang's "Ladies' Night" the best-selling R&B album by a group.

Unusual Changes Highlight Arbs In Los Angeles, New York And Chicago

(continued from page 9)

to a 6.5 and a tie for first place in that market with WOR, which climbed from 6.2 in the Fall. Meanwhile, WKTU's main competition, black-formatted WBLS, #1 in the market until displaced in the Fall book, was narrowly edged out, pulling a 6.4, down from 7.1. In Chicago, adult contemporary giant WGN moved back into double figures with a 10.5, up from 9.7. Nearest competitor to WGN was beautiful music WLOO, which remained steady at 6.9.

In Los Angeles, Top 40/oldies-formatted KRLA, which enjoyed the #1 status among music stations in the Fall, dropped sharply to 2.9, down from 4.1. Moving into the top position among music stations was automated soft rocking AOR KNX-FM with a 4.3, up from 2.8 in the Fall. Besides KRLA, only four tenths of a point (3.0-3.3) separated the remaining five Top 40 outlets in L.A. in the Fall book. However, with the Winter results in, another automated station, KRTH, established itself as the Top 40 leader with an 3.9, up from 3.2; with KHTZ close behind at 3.6, up from 3.0. KFI moved up a tenth to 3.1; while KHS-FM fell to 2.7, down from 3.3; and KIQQ dipped to 2.7, down from 3.1. Another Top 40 making its presence felt in the L.A. metro area was the powerful 100,000 watt station XTRA from Mexico, which showed up with a 2.0, up from 1.0.

In addition to KRLA's slippage, where nearly half of its listenership is Spanish and black, all of the black and Spanish formatted stations in Los Angeles, except one, also declined. Only jazz radio KKKO

The Jacksons Set Performance For Atlanta Children

LOS ANGELES — Epic recording group The Jacksons will perform a benefit concert for the Atlanta Children's Foundation July 22. All proceeds from the Atlanta concert will be donated to the foundation, which supplements and enhances programs to serve the low income youth of the city and has been the recipient of other contributions from the public and private sector since the series of murders of black children began some 20 months ago.

During the April 30 press conference announcing the event, Atlanta's Mayor Maynard Jackson said, "On behalf of the citizens of Atlanta, we appreciate the concern of these outstanding artists. Although our primary goal is solving these tragic crimes, carefully planned programs that will protect our low income youth from the vulnerability of street life also are important. The Atlanta Children's Foundation has been set up to fund these programs, and The Jacksons' contribution will help us achieve our goal."

LeBaron Taylor, CBS vice president and general manager of divisional affairs, will coordinate the event. "We are very pleased that The Jacksons have scheduled this special performance for such a worthy cause. This action is indicative of the generosity exhibited often by many of our artists," he said.

The benefit concert will highlight the group's nationwide, 32-city tour beginning in mid-July.

New Family Addition

LOS ANGELES — Judy Albert Penso, daughter of **Cash Box** president and publisher George Albert, gave birth to a baby boy named Brian Scott Penso on Thursday, April 23. The little champ weighed in at six pounds, seven ounces. Mother and baby are doing fine, as is father Henry Penso.

showed an increase, pulling a 1.4, up from 1.2.

Effects Of Switch

In Chicago, black-formatted WGCI, which shot into the top five in the Fall with a 6.0, dropped to a 4.9 in the Winter book and out of the top five. In other areas, AOR kingpin WLUP, without DJ Steve Dahl, dropped to 3.4, down from 3.6; while competitor WMET climbed to 4.0, up from 3.5. With the aid of simulcasting certain dayparts with sister Top 40 giant WLS-AM, plus the addition of Dahl to its air staff, WLS-FM vaulted to a 3.5, up more than two full points from 1.2 in the Fall. WLS-AM fell to 5.3, down from 5.7.

Country radio appears to have enjoyed a healthier period in the Fall than in the Winter book, based on quarter hour figures. In Chicago, for example, where all of the country stations rose in the Fall, only NBC's WMAQ gained, with a 5.1, up from 4.9. WJEZ dropped to 2.5 from 3.3, and WJJD remained even at 1.1.

In New York, country mainstay WHN dipped to 2.2, down from 2.6; while WKHK moved up slightly to 0.8 from 0.6. Los Angeles country giant KLAC maintained its lead in this area despite another drop, falling to 3.2 from 3.7. Competition increased for KLAC, as KZLA-FM jumped to 2.5, up from 1.6; and newcomer KHJ, in its first full book with a country format, pulled a 2.0, up from 1.3.

In New York, Top 40 WNBC was up a tenth to 4.8, while WABC was down a tenth to 3.5. WPIX rose to 2.2 from 1.8. WBLI/Long Island made its mark on the N.Y. metro book with a 1.0, up from 0.8. WEFM/Chicago, which had been the only Top 40 alternative to WLS through the Fall book, experienced an ironic twist of fate. The station had earned a 2.7 in the Fall, up from 1.8 in the Summer, and then changed formats, adopting the Schuylke-2 adult contemporary format. With this format in the Winter 1981 book, WEFM has fallen to 1.1.

Finally, in the AOR battle, New York's WPLJ increased its lead to 4.1, up from 3.7 in the Fall, and WNEW-FM improved to 3.0, up from 2.8. Besides Chicago's WMET and WLUP previously mentioned, WXRT fell slightly to 1.3, down from 1.7.

In Los Angeles, following KNX-FM, Metromedia's KMET reversed a downward trend, moving to 3.9, up from 3.6; as did ABC's KLOS, which improved to 2.9, up from 2.7. Slipping a bit, however, to 1.6 each, were KWST and KROQ, down from 1.7 and 1.8 respectively.

These figures are based on average quarter hour shares, 12+ for the metro area, Monday through Sunday, 6 a.m. to midnight.

Justice Dept. To Consider Release Of Antitrust Data

(continued from page 8)

protects Grand Jury proceedings and all documents resulting from such proceedings from review by all but Justice Dept. attorneys.

"But this time there is a willingness on their part to sit down and differentiate what is Grand Jury and what isn't," Short said.

More precisely, according to Mark Sheehan, antitrust division spokesman, Baxter's office is willing to work out a way "to meet the committee's needs... It is possible for us to give up redacted files and material which is not covered by Rule 6E, but the 6E material is not reachable except by court order," Sheehan explained.

He added that even in a court order, the parties seeking the privileged data must demonstrate "a particular need" before the

(continued on page 44)

THIS MUSIC OF BUSINESS — Long-time PolyGram staffer **Ekke Schnabel**, senior vice president of legal and business affairs, has left the company. Schnabel reportedly will move to RCA to fill the business affairs VP position vacated by **Mel Ilberman**... Speaking of RCA, it's contract time for **Jimmy Ienner's** RCA-distributed Millennium Records, whose boutique roster is enjoying great chart success. Ienner is listening to other labels who appreciate that success and will ask RCA for, among other things, greater marketing autonomy... On the heels of its recent staff cut, look for Philadelphia International to apply similar consolidating measures to its artist roster.

HERE NOW THE SHMOOZ — Warner Bros. has again pushed back the release of the **George Harrison** album, "Somewhere In England." This time, however, it's so the label



FAMILY AFFAIR — Sly Stone recently appeared at the Ritz, if momentarily, as part of the P-Funk revue. Stone is pictured backstage with Ritz creative director Jerry Brand.

Cash Box photo by Alton Brand

can lead with a single, "All Those Years Ago," a tribute to **John Lennon**, featuring contributions by **Paul McCartney** and **Ringo Starr**. The LP will also contain two **Hoagy Carmichael** tunes... Despite the reports of factionalism, all four members of **Talking Heads** are recording together under the production aegis of **David Byrne**. Byrne and **Brian Eno** recently finished a remix of "Houses In Motion," for a single release... There's hope for us all: **Bruce Springsteen** is reported to have received the greatest crowd response of his career at a concert in Hamburg, Germany... **Rick Chertoff** has taken over production responsibilities for **Rachel Sweet**... The EP trend rolls along. Boardwalk will release a **Joan Jett** EP, which will include live recordings at... Long Island's **Maibu**, while EMI has signed **Our Daughter's Wedding** to an EP deal... Keyboard funkmaster **Bernie Worrell** has nixed an offer to join British group **Magazine**... Accord Records has signed **Savoy Brown**.

CHRIS STEIN'S NEW YORK — Whatever you may think about **Blondie's** forays into reggae and rap music with "Rapture" and "The Tide Is High," there's no denying that group mastermind **Chris Stein** has his finger on the pulse of New York music, also in evidence via his and **Deborah Harry's** current collaboration with Bronx-rooted **Bernard Edwards** and **Nile Rodgers** of **Chic**. The current project, according to Stein, "will be more hard-edged than most of what both **Blondie** and **Chic** have done." It has proven to be so fruitful ("we've pushed each other to do things we ordinarily would not have") that Stein promises a second album collaboration with the duo. This project builds on a strong foundation of empathy by Stein for New York street-rooted music. Among his many recent projects have been demo production for the Lower East Side-based **Snooky Tate** ("the Rasta image is his latest phase. He's gone through a hippy phase"); discussions with **Fab Five Freddy**, the DJ who introduced Stein and Harry to Bronx rapping conventions ("I'm ready to produce him whenever he decides to get it together. Right now he's mostly into graffiti art, some of which has made it to Sotheby's"); and has produced an album's worth of material by violinist **Walter Steding** for **Andy Warhol's** Earhole productions. Stein has even raised the possibility with **Chrysalis** of a custom label devoted to New York talent. Another area of Stein's interest has been the scoring of a number of films. He and Harry have helped write some of the music to the **John Waters** (Pink Flamingoes)-produced film, **Polyester**, including a song for romantic lead **Tab Hunter**; he's finalized negotiations with Red Star's president **Marty Thau** to assemble the existing soundtrack music to the cult-film **Erasorhead** into an album, which will include songs by **Fats Waller**; and he's scoring an animated cartoon called **Drats** for which he's utilized original music by **Lou Reed**, **Iggy Pop** and **Martin Rev** — the keyboard half of **Suicide**. Stein's local interest also extends to video. He and Harry have guested "about 50 times" on a cable talk show, "**Gianni O'Brien's TV Party**" ("he's the underground **Johnny Carson**"), and on the heels of the show's first color broadcast, he'll attempt to get it syndicated. But for all his commitment to the local scene, Stein is not entirely optimistic. "A new band on the club circuit is no better off financially today than when we were starting out in the early '70s. And it's even worse with the record companies, who wouldn't pay you at all if they didn't have to."

INDIE BEGINNINGS — The **Bush Tetras** are finishing up an EP for UK/Fetish produced by **Ken Thomas**... The **Raybeats** have finished a 13-song LP for UK/Beggars' Banquet produced by **Martin Rushent**... No-wave prototype **Lydia Lunch** was in town to film a movie under the aegis of **Scott and Beth B**. She's formed a new group called **Lockjaw** and is set to sign a book publishing deal with Grove Press.

SNIFFS 'N' SNORTS — RCA denies that it has signed **Diana Ross** to a multi-million dollar contract despite a report to that effect on the RCA-owned NBC-TV show **Today**... **Tina Turner** plays the Ritz May 7. She's label shopping... Add the name **Stanley Clarke** to those who've contributed to the **Paul McCartney** Montserrat sessions... Sugar Hill Records holds a rappers convention at the 369th Armory in Harlem on May 9, featuring the **Sugar Hill Gang**, **Grand Master Flash**, **The Funky Four**, **Spoonle Gee**, **Sequence**; and rappers from outside the label's fold like **Bam Baataa** and his **Zulu Nation**, **June Bug** and the crew, **D.J. Starsky**, **D.J. Hollywood**, **Grand Wizard Theodore** with the **Fantastic Romantic Five**; and one of our favorites, **Wayne** and **Charlie the Rappl'n' Dummy**... **John Davis**, the Belfast-based filmmaker who brought you **Shell Shock Rock** is in town with another film connected to the Irish new wave scene. **Self-Conscious Over You** is primarily footage from a concert by local Irish favorites **The Outcasts**, at a benefit farewell show for indie new wave label **Vibrations**. The film will be shown on consecutive Mondays at Club 57. Interested parties can contact Davis c/o Gret Miller at (212) 966-9823... The blues-soul veteran, **Little Milton**, brings his entire band to Tramps on May 15.



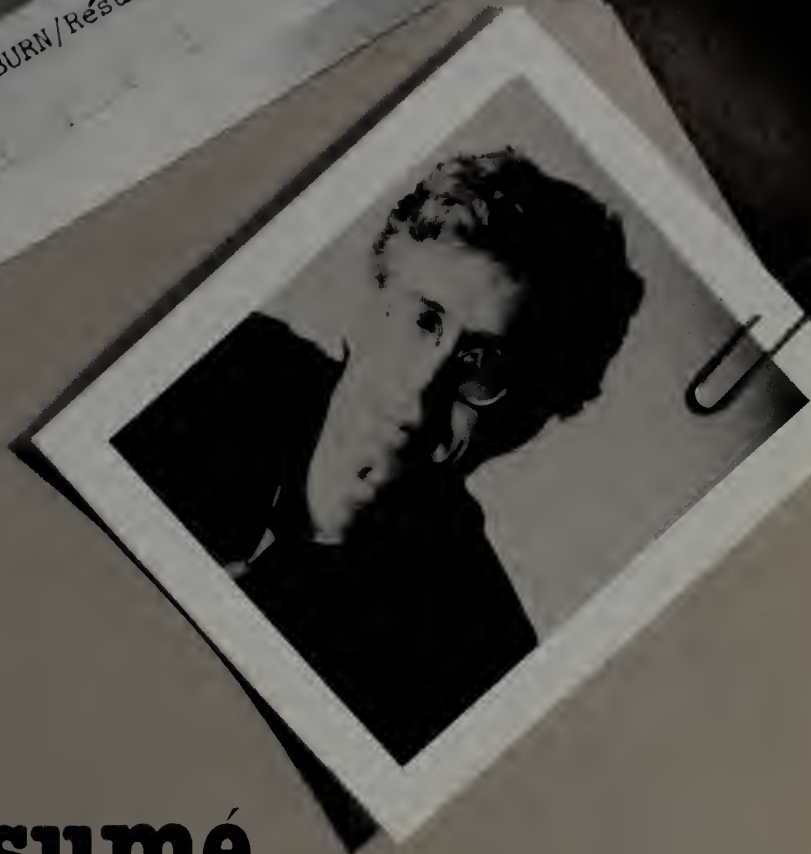
IMPULSE REACTION — Busta Jones and friends recently performed at the Peppermint Lounge. Jones is pictured with Talking Heads' David Byrne.

Cash Box photo by Bob Rock

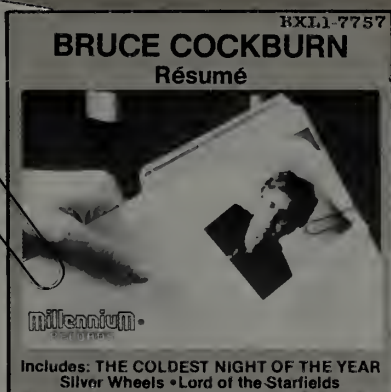
aaron fuchs

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1981 "Résumé," a compilation of classic Cockburn cuts (1976-81) together on one record for the first time, plus a brand new hot smash, "The Coldest Night Of The Year."

References: Anyone with ears



UP, UP AND AWAY — Jefferson Airplane co-founder Marty Bain recently pacted with EMI America/Liberty Records and is scheduled to release his self-titled debut LP in May. Pictured at the signing are (l-r): Dick Williams, vice president, promotion, EMI/Liberty; Jack Satter, national sales director, EMI/Liberty; Bob Simger, national sales director, EMI/Liberty; Joe Buchwald, Balin's manager; Bain; Jim Mazza, president of EMI/Liberty; Gary Gersh, director of talent acquisition, A&R, EMI/Liberty; Don Grierson, vice president, A&R, EMI/Liberty; and Clay Baxter, director of artist development, EMI/Liberty.

Workshops Set For '81 NAIRD

NEW YORK — A schedule and agenda for this year's National Assn. of Independent Record Distributors (NAIRD) convention has been set. Among the subjects to be covered in workshops at the May 28-31 Philadelphia meet are financing, radio promotion, artist development, sales, and cooperative marketing, advertising, and distribution.

A meeting of the Board of Governors, registration, and a cocktail party sponsored by convention hosts Richman Brothers will mark the start of the convention on May 28.

On May 29, the first full day of the convention will begin with a keynote speech delivered by Moe Asch, president of Folkways Records. A workshop designed for people attending the convention for the first time will be conducted by Steve Schul-

man, president of National Label Distributing Company. A concurrent workshop on how all aspects of financial procedures and problems affects the industry will feature a panel of Gene Friedman, vice president of customer financial relations, CBS; George Hocutt, president, California Record Distributors; Sid Rogoff, PolyGram; and Jerry Richman, Richman Brothers.

A graphics workshop will be co-conducted by Bob Shavelson, ERH Prod.; Bob Miller, president, Lee-Myles Assoc.; and Bill Nowlin, Rounder Records. The final workshop on May 29, dealing cooperatively with marketing, advertising, distribution and selling, will be moderated by Norman Cooper, president, Norman Cooper Distribution Co.

Workshops continue on May 30 with a morning seminar on radio and promotion with Kal Rudman, editor and publisher, *Friday Morning Quarterback*; promoter Tom Kennedy; and manufacturer and promoter Buzz Curtls. An artist development workshop will feature a panel of Marian Leighton, Rounder Records; Mindy Giles, Alligator Records; and Joe Boyd, Hannibal Records. The convention's final workshop, on sales, will be moderated by Howard Rosenthal of Richman Brothers. Panelists are Bob Marin, Rhino Records; David Nives, New York sales manager, Rounder Records; Frank Pelicone, Sound Odyssey; and Chet Rhodes, Record Depot.

A trade show will be open each day of the convention, and an Indies Awards Banquet on May 30 will present awards for packaging, reissues, rock, jazz, blues, instrumental, folk, and the most innovative record.

First American Sets May Release List

LOS ANGELES — First American Records recently announced its May release schedule would include product by Bill Haley & The Comets, Ian Whitcomb and Bobby Wayne.

Along with the Bill Haley & The Comets "Greatest Hits" package and albums by Whitcomb and Wayne, will be product from Salazar, Pepper Porter, Marc Hannibal, "History of Northwest Rock Vol. III," Patsy Cline's "Greatest Hits, Vol. II" and "Banjo Great." The label plans an extensive marketing and promotion campaign behind the release packages.

K II Relocates

LOS ANGELES — K II Management, Inc. recently relocated to expanded quarters at 618 1/2 N. Doheny Drive, Los Angeles, Calif. 90069. The new phone is (213) 276-6704.

WEA To Launch Major Campaign On Black Product

LOS ANGELES — WEA and Warner Bros. Records are preparing to launch a national marketing campaign for selected Warner's black product. Titled "The Soul Of Summer" and running May 11-June 12, the campaign will feature six Warner Bros. titles and will be supported by heavy advertising in 10 major markets and an assortment of merchandising aids.

The titles featured in the promotion include Chaka Khan's "What Cha' Gonna Do For Me," Sadane's "One Way Love Affair," "Voyeur" by David Sanborn, "Nightclubbing" by Grace Jones, Randy Crawford's "Secret Combination" and "Golden Touch" by Rose Royce. To heighten the artists' regional appeal, the WEA/Warner Bros. marketing teams will have the option of concentrating on three or more of the titles from the six in their particular markets.

Nineteen cash awards will be given to those who prepare the best marketing plan around the campaign. Merchandisers, sales and promotion representatives are eligible for the cash prizes which will range from a first prize of \$400 to \$50 for the fourth through 19th place winners.

The displays will be judged for use of display material, product placement in and around the displays, position of displays in the store, key product positioning in racks and end-caps, and creativity.

The display material will consist of a large "sunburst" merchandising piece with 1x1s, 2x2s (or 2x3s) and headline streamers featuring the artists.

Selected markets will employ radio station/retail account tie-in promotions as part of the campaign.

THE PETER PAN PRINCIPLE — You don't need a weather man to know that creativity is blowing strong in the land Down Under. Peter Weir films and AC/DC albums seem to be everywhere these days. And April 28, fortuitously in L.A. were treated to the first rock musical from Oz to make it stateside. *Boys Own MacBeth*, a play that gives an extra "n" to the word zany, has begun a month long run at Los Angeles' Westwood Playhouse before it moves on to San Francisco and New York, and it's easy to see why it has been a smash hit in Australia for the past 2 1/2 years. Co-written, composed and starring Australian comedy guru **Grahame Bond**, the musical is sort of what could happen if the *Rocky Horror Picture Show* and *Monty Python's Flying Circus* met up on the cricket fields of Melbourne. The play revolves around one Terry Shakespeare (Bond), a 42-year-old school boy who consistently fails exams and stays on at Dunisnane School for 36 years in a unique tax dodge scheme. Joined by his half-witted sons, who he begat after knocking up the school's snack shop lady, Shakespeare attempts to stage the classic Shakespearean drama *Macbeth* for the annual school play. With a cast of seven fine comedy actors, who alternate as the band during the course of the story, the show features a swish vice principal (**Graham Matters**), a rather "soft" looking school boy (**Elizabeth Wilder**) and a Professor Irwin Corey-like principal (**Kim Gyngell**). Filled with homosexual innuendo, curlesque routines, Foster's Lager induced ribaldry and biting Australian satire, the show is what **John Cleese** might term "silly." But its message of staying forever-young and the well-performed score make it a "silly" of the most appealing kind. Songs like "No Friends," a ballad performed by Wilder, and "We Are The Boys," a fast paced rocker performed by the cast also prove to be engaging pop fare. All in all *Boys Own MacBeth* is rollicking good fun for aficionados of contemporary musical and rock 'n' rollers alike. The play's American producer will also produce a soundtrack album for the 18-song production.



MUSTA GOTTA — MCA recording artist Joe Ely (l) recently appeared at the *Palomino* in Los Angeles in support of his "Musta Notta Gotta Lotta" LP. Ely is pictured here with lead guitarist Jesse Taylor.

WESTWORDS — AC/DC will begin its 1981 North American Tour Sept. 30 in Canada ... Despite heavy rumors, a spokesman for Frontline Management reports that **Steely Dan** will not tour ... Kragen & Company, which was mulling the idea of a **Kenny Rogers** concert at the Rose Bowl in July has shelved the whole idea ... The old Coral Reefer himself, **Jimmy Buffett** will be guest of **Johnny Carson's** on May 6 and perform two numbers with the *Tonight Show* Band. After that, he'll continue his media blitz by playing on ABC's *Fridays* May 7 ... The first single from German music machine **Kraftwerk's** new LP is entitled "Pocket Calculator," and naturally, the yellow vinyl record in the clear plastic sleeve will feature the song sung in English on the "A" side and

Japanese on the other. Warner Bros. will preview the record at United Western Studios May 6 and will bring in several Atari video games for atmosphere.

TEXAS ROCK 'N' EGGROLL — If you thought that L.A.'s Cathay De Grande was a strange place to catch the West Coast fashion plates dancing to the strains of the New Romantic music, you shoulda checked out Texas rocker **Joe Ely** April 27. The impromptu gig, sandwiched between his regular Southern California dates, was set up by fellow Texas native and L.A. *Weekly* music critic **Bill Bentley** backstage at the Roxy after a recent *X* show. Bentley approached Lubbock's Ely, a friend from his Austin days, about doing a more intimate show for Bentley's Penguin Prod., and Ely agreed. "It was kinda hard getting the word out about the gig, and we thought that the 6 p.m. starting time might be a little early," said Bentley. However, judging from the packed house in the Cathay's small subterranean barroom, the loyal fans, which included the likes of actor **Martin Sheen**, **Nick Lowe** and **John Hiatt**, heard it through the grapevine. In fact, blues/rock granddaddy **Roy Brown** showed up to jam with Ely after a short intermission on his seminal rock classic "Good Rockin' Tonight," which Ely covered on the MCA/South-Coast LP, "Musta Notta Gotta Lotta" ... **Elvis Costello**, who was in town last week to tape an HBO special with country legend **George Jones**, came down with a case of the mumps, we hear, and the audience at the Country Club at the taping was forewarned (although he was past the contamination stage at that point) ... EMI America feted **Gary U.S. Bonds** with an informal barbecue at the label's L.A. headquarters April 29, and the affable Bonds, who cut the seminal rocker "Quarter To Three," returned the favor with a surprise of his own. While the crowd of staffers munched on barbecued chicken, ribs and corn bread, a four-man marching band strode up to EMI's back patio with a singing telegram that included a brief rendition of Bonds' super hot single, "This Little Girl," and a banner-sized thank you note to the company for all of its help. On that subject, Bonds informed us that there is one man he will be eternally indebted to and that is the Boss himself, **Bruce Springsteen**. "There are three men I know of personally in this business who I have admired for their honesty and straightforward approach with me," Bonds told us. "One of them was **Sam Cooke**, who was never phony, and another was **B.B. King**, who still is one of the sweetest guys you'd ever want to meet. And the third is Bruce." Those are kind words for the man who pulled Bonds out of the semi-obscure of the Northeast lounge circuit and re-launched his career with a stunning LP.

IN CLUBLAND — We're pleased to hear that punk rock has risen from the dead in Orange County. Cuckoo's Nest owner **Jerry Roach** was five hours away from selling the Costa Mesa club to a cowboy bar owner April 28 when he got news from California Supreme Court that he had been granted a stay order. The club was back in action May 1 with the **Adolescents** headlining. The **Circle Jerks** are due in the weekend after.

FAIR WARNING — Home branch WEA executives received threatening notice last Tuesday morning that if they did not know the proper name of the new **Van Halen LP**, "Fair Warning," they would be barred from their normal parking spots. The Van Halen task force also left its mark in the office of WEA Corp. president **Henry Droz**. His posh headquarters was filled with posters, streamers, etc. and a note on his desk read "If you don't sell 3 million copies of the Van Halen LP, you will find a horse's head in your bed." The album will be out May 15.

QUOTE OF THE WEEK — In a classic bit of Nugentese, heavy metal fury **Ted Nugent** described his condition after finishing seventh in the grueling Barstow off road race as: "I have a wango tango headache of gonzo proportions. I have six acres of desert in my system. I could start a small farm in my mouth." Nuff said.

marc cetner

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

PHIL SEYMOUR (Boardwalk WS8 02056)
Let Her Dance (3:02) (Golden Unlimited Music — BMI) (B. Fuller) (Producer: R. Polodor)

Seymour's fresh, youthful pop/rock surfaces with the slightest taste of a Texas twang, particularly in the guitars and fiesta-flavored handclaps, on this cover of the Bobby ("I Fought The Law") Fuller tune. The follow-up to his Top 30 "Precious To Me" should broaden the newcomer's base to many of the AORs where the former single was felt to be too light. Crackerjack.



SILVERADO (Pavillion ZS6 02077)
Ready To Love (3:15) (Rightsong Music Inc. — BMI) (C. Shillo, B. Goodwin) (Producer: D. Oriolo)

With the name Silverado, some might think this new group to be a country rock outfit. Nothing could be farther from the truth. A pure, ungimmicky pop unit, Silverado has created a strikingly simple, yet hard-hitting hook here that shines with a hot production job and mix. Echoed layers of guitars wash over an insistent rhythm and bright pop vocals.



THE PRODUCERS (Portrait 12-02092)
What She Does To Me (The Diana Song) (3:31) (Huge Music — BMI) (The Producers) (Producer: T. Werman)

Sweet, melodic rhythm guitars roll easily over urgent pop/rock vocals on this first single from Atlanta's Producers. With Prince Charles' wedding in the offing, this cut could be viewed as a timely tribute, however inadvertent, to Lady Di, and the pop romanticism will not be lost on the young female audience.



ALI THOMSON (A&M 2331)
Safe And Warm (3:19) (Rondor Music (London) Ltd., adm. by Almo Music Corp. — ASCAP) (A. Thomson) (Producers: A. Thomson, J. Kelly)

Stylish and sophisticated instrumental arrangements leap out of this pert pop song, the second single from Thomson's "Deception Is An Art" LP. Invigorating bass and piano work, coupled with a hot sax closing, make this an utterly classy affair for any pop station. Highly recommended.

GARLAND JEFFREYS (Epic 19-02073)
Modern Lovers (3:59) (Garland Jeffreys Music, Inc. — ASCAP) (G. Jeffreys) (Producers: G. Jeffreys, B. Clearmountain)

The strains of a Farfisa organ swell and bubble in the background as Jeffreys tackles this modern love song, the follow-up to "96 Tears," with all the vocal bite and passion of an Elvis Costello. With each new single, Jeffreys shows another card in his already considerably broad-ranged hand. This one's an ace for AOR and pop.



FAST FONTAINE (EMI America 8075)
Is Your Heater Hot? (3:33) (See Johnny Run Songs, admin. by The Bug Music Group/Fon-tones — BMI) (F. Brown, J. Herron) (Producer: P.A. Rothchild)

Fontaine and his self-named band exude the same sort of playfulness as the early J. Geils Band on its debut single, with the Fast One taking on the Peter Wolf-styled rap while his quintet cooks up some earthy rock/R&B.



HAWKS (Columbia 11-02086)
It's All Right, It's O.K. (3:45) (Junior Wild Music — ASCAP) (D. Hearn) (Producer: T. Werman)

Those original Iowa musicians are back with a rockier encore to "Right Away," the band's single debut, and the results should please AOR as well as pop. Using The Kinks' early rocker "Till The End Of The Day" as a musical springboard, the song takes off with a pounding rhythm, wrenching guitar chording and razor-edged vocals.



ELLEN FOLEY (Epic/Cleveland Int'l 19-02064)
Torchlight (3:00) (Ninaden Ltd., adm. by WB Music Corp. — ASCAP) (Strummer, Jones) (Producer: M. Jones)

Producer/co-writer Mick Jones of The Clash carries on the unique instrumental dabblings with tropical rhythm, begun on the "Sandinista" set, on girlfriend Foley's "Spirit of St. Louis" LP. The effect on this love song is at once intriguing and haunting, conjuring up a nocturnal rendezvous as the singers cast their spell.

FEATURE PICKS

HITS OUT OF THE BOX

ROXY MUSIC (Atco 7329)
Jealous Guy (3:40) (Maclen Music, Inc.) (J. Lennon) (Producers: B. Ferry, R. Davies)

Previously a top-selling import, this remake of one of Lennon's lesser known efforts is perfect fodder for Roxy leader Ferry. The singer plays it straighter than usual, perhaps in subdued tribute, and saxophonist Andy Mackay and guitarist Phil Manzanera stretch out on brief solos on this electric updating.

MAZE featuring FRANKIE BEVERLY (Capitol 5000)
Running Away (3:58) (Amazement Music — BMI) (F. Beverly) (Producer: F. Beverly)

One of two new songs from gold-selling Maze's forthcoming "Live" LP, this studio-treated trip focuses on a quicksilver combo of bass, drums and keyboards behind Beverly's fervent vocals.

THE MARSHALL TUCKER BAND (Warner Bros. WBS 49724)
This Time I Believe (3:12) (Marshall Tucker Publishing Co. — BMI) (T. Caldwell) (Producer: T. Dowd)

The glowing sax intro sets the upbeat tone of Tucker's latest from the "Dedication" LP, and the positive love lyrics underscore the feeling.

BILLY OCEAN (Epic 19-02053)
Night (Feel Like Getting Down) (3:48) (Blackwood Music, Inc. — BMI/Nigel Martinez Music/Interworld Music Ltd. c/o World Song Pub. Inc. — ASCAP) (B. Ocean, N. Martinez) (Producer: N. Martinez)

Ocean puts his best funk forward on this dynamic R&B/dancer, a party number in the truest sense.

THE IMPRESSIONS (20th Century-Fox/Chi-Sound TC-2491)
For Your Precious Love (5:08) (Sunflower Music, Inc. — ASCAP) (Butler, Brooks) (Producers: C. Davis, E. Record)

The Windy City's Impressions, the classic R&B vocal unit that once included Curtis Mayfield, regroups and covers its first hit from 1958. Like co-producer/Chi-Sound chief Carl Davis' recent project with the Chi-Lites, the vocal integrity remains intact.

MAX WERNER (Radio RR 3821)
Rain In May (3:37) (Dayglow Music, Inc. — ASCAP) (C. Pilgram, C. Meldon) (Producer: C. Pilgram)

This former member of Holland's Kayak creates a bit of hypnotic progressive pop, with a heavy accent on electronic rhythms. Similar in some respects to Peter Gabriel's most recent work, although Werner tends to stress melody a bit more heavily.

PATRICE RUSHEN (Elektra E-47143)
Don't Blame Me (5:17) (Baby Fingers Music/Angelyric Music/Clarence R. Bell Music — ASCAP) (P. Rushen, A. Rushen, Ehiglator, C.R. Bell) (Producers: C. Mims, Jr., P. Rushen)

Sultry rhythm guitar, maracas and drum cracks create a sensual edge on this number from the "Posh" LP, while Rushen purrs her way around muted electric keyboards. A smooth and sexy R&B ride, this is a class act for B/C and dance lists.

DAVID SANBORN (Warner Bros. WBS 49728)
All I Need Is You (3:38) (Sunset Burgundy, Inc. — ASCAP) (M. Miller) (Producers: M. Colina, R. Bardani)

Saxman Sanborn's alto soars above this lush 'n' lilting instrumental number from the "Voyeur" LP. The keyboards virtually sparkle over the thick texture of the tune, which also sports a nice fluid rhythm. Broad-based airplay potential.

OAK RIDGE BOYS (MCA MCA-51084)
Elvira (2:36) (Acuff-Rose Pub., Inc. — BMI) (D. Frazier) (Producer: R. Chancey)

The Oaks haven't gone mainstream by any means, despite the fact that this tune has garnered enough pop play to cross to the Top 100 this week. A boozy bartune.

CAMEO (Chocolate City CC 3225)
Freaky Dancin' (4:16) (Better Days Music — BMI/Better Nights Music — ASCAP) (L. Blackmon, T. Jenkins) (Producer: L. Blackmon)

The latest from Larry Blackmon and the Cameo crew ranks with the best of the band's gold party numbers, with a tried and true groove, sharp percussives and snazzy horns and electronics. On the one for B/C.

ELTON JOHN (Geffen GEF 49722)
Nobody Wins (3:46) (Intersong Music — ASCAP) (J.P. Dreau, G. Osborne) (Producers: E. John, C. Franks)

STEVE WINWOOD (Island IS 49726)
Arc Of A Diver (4:11) (Island Music/The Hudson Bay Music Co. — BMI (U.S.A.)/Island Music — BMI/Chappell Music Canada Ltd. — CAPAC (Canada)) (S. Winwood, V. Stanshall) (Producer: S. Winwood)

KOOL & THE GANG (De-Lite DE 813)
Jones vs. Jones (3:48) (Delightful Music Ltd./Fresh Start Music — BMI/Double F Music — ASCAP) (G. Brown, Kool & The Gang) (Producer: E. Deodato, in association with Kool & The Gang)

THE WHISPERS (Solar YB-12232)
I Can Make It Better (3:52) (Spectrum VII/Mykinda Music/Circle L Publishing — ASCAP) (W. Shelby, S. Shockley, D. Meyers) (Producers: D. Griffey, The Whispers)

Cross-Merchandising Tie-Ins Seen By Majors As Sales Aid

(continued from page 7)
exposure."

"Long ago we decided that since we were a marketing company we should start looking to take maximum advantage of what we have going for us," added Skid Weiss, national director of communications for Warner/Elektra/Atlantic Corp., whose cross-merchandising with the Marantz stereo company was voted the "most effective promotion of 1979" by record retailers. "As the business began to contract three years ago you began to see more cash purchasing and barter, which means more advertising trade-offs," he continued. "In addition, we've realized that we must develop more expertise and not be totally dependent on radio."

This need to find new, alternative means of exposure has led to what Steven Shmerler, director of product development for Chrysalis Records, called "the trend toward the total involvement promotion. At one time we were satisfied with just involving radio, and where we could get more involvement we might bring in a record store. Now we look for the maximum possible involvement from as many sources as possible; our merchandising and sales forces, radio, retail, print and the other manufacturer. The trend, too," he said, "is toward sophistication in directing these promotions at target audiences."

Randy Edwards, director of merchandising and national advertising for Elektra Records said that expanding an artist's visibility through cross-merchandising also gives the distributor a reason to put more product into retail outlets. "Even if the exposure makes a subliminal impact on the consumer, it makes a direct impact on the retailer who knows that Eddie Rabbitt is appearing on a Miller commercial and that we're running a contest with Plymouth at the same time."

Historical Involvement

To a certain extent, the music business has always been involved in cross-merchandising. In the early days of recorded music tie-ins were natural because records were not sold in separate stores, but in appliance outlets that sold phonographs as well. The infancy of the rock 'n' roll era and the growth of record retail outlets saw such cross-merchandising promotions as a special double-EP culled from Elvis Presley's first album being offered as a premium with the purchase of an RCA victrola (and a triple-EP with the deluxe model). During the mid-1960s, the cereal box-type giveaway

became prominent, with such groups as Gary Lewis and the Playboys recording "Do The Flake" for Kellogg's. In the '70s pre-teens were offered flexi-discs of artists like Bobby Sherman and the Partridge Family with their breakfast food.

But as the industry grew more dependent on radio as its primary advertising medium during the late '60s, most tie-ins with other products were limited to local radio promo giveaways, with little or no retail involvement. In the anti-business climate of the '60s, many artists decided identification with non-music products damaged their image with fans. At the same time, "the industry was in a growth period and could afford not to depend on anyone else's product for help," according to Martinovich.

As branch distribution systems grew up during the '70s and independents had to compete harder on behalf of their accounts, cross-merchandising became attractive once again. "Field people have been cross-merchandising for years," stated Martinovich, "but by 1977 CBS had embarked on the first nationally coordinated CBS campaign I can remember with Dr. Pepper in the Cincinnati and St. Louis markets."

Three Strategies

Three types of cross-merchandising devices are currently being used by record companies: coupons, contests and samplers. These are used both in conjunction with one another and separately. Most companies surveyed preferred coupon giveaways, which are cost-effective and easy to measure. "Plus," said Chrysalis' Shmerler, "it assures that the consumer will go into the record store. When we run a contest these days we try to stay away from the typical 'Tenth Caller Wins...' promotion," Shmerler added. "We want to be sure that there is total involvement."

A recent cross-merchandising tie-in took that theory a step further. Once the consumer entered the store a questionnaire about the artist had to be filled out in order to enter the contest. One of the questions, "Who produced the record?" made it necessary for the entrant to actually pick up the record in order to have a chance at winning.

Although contests offer much the same benefits as coupons, Chrysalis' Shmerler cited two problems that go along with contests. First, with more companies involved in cross-marketing, radio stations are getting more selective in their participation in contests. "We approached one station

with a Robin Trower/Fender Guitar contest idea and were told that they'd just done a Moon Martin/Fender giveaway with Capitol." In addition, Shmerler said, a guitar giveaway may only reach a very narrow segment of the listening audience — the guitar player — thereby diminishing its cost effectiveness.

The third method is the tie-in for which a special sampler record is created. Of those surveyed, only the CBS Group felt that the sampler was cost-effective enough to be worthwhile. Bill Freston, vice president, merchandising, for E/P/A, whose Candies shoes tie-in featured a four artist song-sampler (for which Candies paid a small charge per record) as well as discount coupons on those artists' LPs, said he felt the promotion would be very effective at reaching its target audience — women from the age of 12-32. Freston cited reports of increased traffic at Candies outlets and good coupon returns at neighboring record stores, even though, he said, there has been no research "wrap up" done on the project as yet.

Still, of the labels surveyed only CBS was found to be currently using the sampler giveaway as a cross-merchandising device. Others maintained that the cost of pressing up large quantities of samplers (E/P/A's Freston estimated that 200,000 were supplied for the Candies tie-in), even with artists waiving royalties, was prohibitive and felt that coupon-only promotions were generally effective enough without adding free merchandise to the tie-in.

According to Elektra's Edwards, "If you're going to give merchandise away, why should people buy it?" Chrysalis' Steve Shmerler said that although the company had discussed samplers, the long lead-time required by many non-music industry manufacturers to set up cross-merchandising promotions made planning such a venture extremely difficult, given the short life of a chart LP as compared with their products.

Timing Problem

In fact, working tie-ins with "non-perishable product" businesses, which are used to planning tie-ins a year or more in advance, has been one of the major problems for record companies in approaching tie-ins. For that reason, CBS' Martinovich is currently looking at the company's "Nice Price" list of \$5.98-list catalog items for cross-merchandising with companies not prepared to speed up their planning to meet the pace of the record business.

Perhaps the best indication of the industry's growing awareness of the need for cross-merchandising has been the rapid growth of Chu Bops, a product specifically designed to mate the record business and other products. The potential of Chu Bops, the record-shaped bubble gum packaged in miniature versions of popular album sleeves, is just beginning to be explored, according to Frank Horowitz, director of promotion and sales for Chu Bops.

"At the moment our thrust to the retailer is to use Chu Bops more effectively to promote record sales," Horowitz explained. "How much does it cost a retailer to give one away with the purchase of the album of the same title? Or for a concert promoter to offer one to the first 100 people in a ticket line? There's a lot more that can be done in the way of cross-merchandising."

Since Chu Bops are available in such places as five and dime stores, liquor stores, greeting card shops and toy stores in addition to record stores," Horowitz contended that their presence turns each of these outlets into advertising media for the record business. "In addition, we've currently got 19 different concepts under review by Burger King's Action Standard Approval Board," he stated.

Dick Sherman, senior vice president of marketing and distribution for Motown Records, a company that is not currently engaged in other national cross-merchandising, confirmed that his company is working with Chu Bops on a special Motown box, which would have unique graphics and be targeted to black markets, where Chu Bops have not sold well up to this point. Horowitz said that should the Motown-box concept be realized, co-op advertising would be undertaken by the two companies to launch the tie-in.

The future of cross-merchandising seems to be bright for those companies that are geared for it. Already CBS is working on expanding its promotions into previously unbroken ground. A current proposal sees a regional tie-in with an airline, where discount coupons for LPs would be included inside ticket pouches.

Meanwhile, successful past promotions are beginning to be repeated, as WEA is doing with its Malibu Grand Prix tie-in. Other companies who have had limited national cross-merchandising activity are now eyeing increased involvement in the field. PolyGram, for instance, recently brought Circus Magazine into a national cross-merchandising project and attempted another major national campaign with a camera manufacturer. According to Len Epan, head of publicity at PolyGram, the company is looking into further cross-merchandising tie-ins at the moment. And CBS' Martinovich stated that his ad in *Advertising Age* had achieved its desired response and that new projects were already in the planning stages as a result.

AGAC, Task Force Set Song Contest

NEW YORK — The New York Music Task Force and the American Guild of Authors and Composers (AGAC) are accepting entries for the third annual New York Songwriters Contest beginning May 4.

The contest is open free of charge to residents of New York, New Jersey and Connecticut, and is limited to the first 1,000 entries. The grand prize is an AGAC song contract with Chappell Music, plus a cash award of \$250. The second prize is \$150, and third prize, \$100. Ten finalists will have the opportunity to perform before a panel of music industry people on Sept. 22. Preliminary screening of all submitted cassettes will also be done by panels of music industry professionals.

Chairing this year's contest are Jonathan Holtzman, AGAC projects director and the contest's creator, and Brad Simon of the New York Music Task Force.

Entry blanks will be available starting May 4 at the offices of AGAC located at 40 W. 57th Street, New York, and at Uncle LuLu's, 16 W. 56th St. Deadline is June 15.

Further contest information is available from (212) 757-8833.

RCA To Rush-release Eurovision Winner

LOS ANGELES — RCA Records will rush-release the single "Making Your Mind Up" by Bucks Fizz. The song, as performed by Bucks Fizz, won first place at this year's Eurovision Song Contest in Dublin, April 4.

Polaroid ID System

(continued from page 7)

yet committed to using the product, the spokesperson noted that Polaroid's research team had conferred with record manufacturers during the course of developing the product to insure the device was something the industry could use.

Noting the number of anti-counterfeiting methods currently in use, the spokesperson said that the corporation felt its newly developed product would prove to be the best available.



SPINOZZA TO NP — Journeyman guitarist David Spinozza recently signed an exclusive worldwide recording pact with NP Prod., KK, Tokyo. The agreement calls for three albums. Pictured are (l-r): Tabo Watanabe, Spinozza's co-producer; Japanese artist Goro; Spinozza; Ed Newmark, president of Ed Newmark Assoc., Inc.; and Muneaki Nishikawa, president of NP Prod., KK, Japan.

STEPHANIE — Stephanie Mills — 20th Century-Fox T-700 — Producers: James Mtume and Reggie Lucas — List: 8.98 — Bar Coded

Energy plus is what Stephanie Mills and her alluring R&B voice are all about. The opening track on "Stephanie" is a dervishly paced R&B number that will have programmers across the country flipping out. She's the new version of Lady Soul, a spirited, saucy vocal lass bursting with power and emotion. Most of the material on the LP moves to a spirited dance beat, punctuated by string and horn arrangements but ballads are ever present. Hot singers Luther Vandross and Ulland McCullough add to the vocal fireworks, but Mills' multi-octave voice is the true star here.



TARANTELLA — Chuck Mangione — A&M SP-6513 — Producer: Chuck Mangione — List: 13.98

Jazz fusion's favorite paisan cut this spirited two-record live set in December of 1980 as a tribute/benefit for Italy's earthquake victims. Recorded at the Americana Hotel Ballroom in Rochester, N.Y., it features stellar performances (solo and combo) by jazz greats Dizzy Gillespie, Chick Corea and Gap Mangione. A combination "greatest hits"/"let it all hang out" jam, the album was culled from an eight hour marathon concert that was performed in an atmosphere reminiscent of an Italian wedding. Mangione classics like "Bellavia" are performed dramatically with an all-star big band.



THERE GOES THE NEIGHBORHOOD — Joe Walsh — Asylum 5E-523 — Producer: Joe Walsh — List: 8.98

The wild and rowdy court jester and lead guitarist for the Eagles seems to get mellower and more melodic with each successive solo outing. There's not a lot of James Gang flash guitar, because Walsh is heading in more of a "Happy Ways"/"Indian Summer" vein on "There Goes The Neighborhood." Most of the songs reflect that "Life's Been Good" attitude that many have come to expect from him. He's matured as a songwriter, and that wonderful high nasal vocal is proving to be one of the most distinctive voices in rock today. There's some fine jamming as well on this album, and "A Life Of Illusion," "Bones" and "You Never Know" pace the record.

THERE GOES THE NEIGHBORHOOD
JOE WALSH

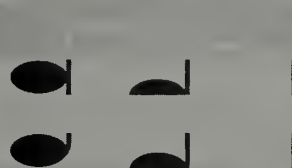


WAIATA — Split Enz — A&M SP-4848 — Producer: David Tickle — List: 8.98 — Bar Coded

The folks Down Under thought this superb New Zealand sextet's "True Colours" album was the finest thing to come from that land since the Kiwi bird, buying enough copies to make it one of the biggest sellers in Australian music history. And, feat of feats, the band has topped that avant pop wonder with "Waiata," a startling blend of Ultravoxian prog rock, '60s Brit Invasion pop and '80s technology. Led by the Brothers Finn (Tim and Neil) and the studio wizardry of producer David Tickle, the Enz has served up an elegant, eclectic pop gem. The sparkling "History Never Repeats," quirky "One Step Ahead" and classy "Albert Of India" pace this pop/AOR stunner.

SPLITENZ

WAIATA



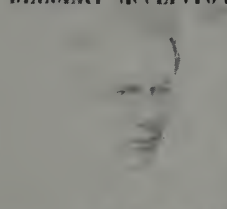
FEATURE PICKS

NEW AND DEVELOPING ARTISTS

THE BEST OF DELBERT McCLINTON — MCA MCA-5197 — Producer: Chip Young — List: 8.98

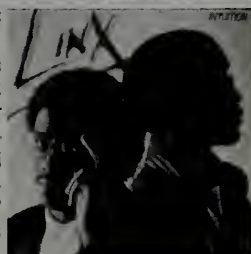
This compilation album was culled from McClinton's brilliant but unrecognized ABC LPs circa 1975-77, "Victim Of Life's Circumstances," "Genuine Cowhide" and "Love Rustler." It's the perfect time to see such a package because it will acquaint people who are only familiar with the Capitol LP and the "Givin' It Up For Your Love" single with an artist who was ahead of his time. He is truly one of the patriarchs of the raucous Texas roadhouse and Southern rock sounds, and songs such as "Victim Of Life's Circumstances" and "Love Rustler" are ample proof of that.

DELBERT McCLINTON



INTUITION — Linx — Chrysalis CHR 1332 — Producers: Various — List: 8.98 — Bar Coded

Unlike most modern day young, gifted and black bands from the U.K., this fivesome has opted for a contemporary R&B/funk sound instead of ska or reggae. Led by high voiced lead singer David Grant and bassist Sketch, the band puts forth a shimmering, percussive brand of scintillating Caribbean soul that should heighten Chrysalis' place in the B/C marketplace tremendously. Top notch producer Ollie Brown was along for Linx' maiden voyage and helped them shine their progressive R&B sound into a shiney Top 40-oriented gem.



STILL FEELS GOOD — Tom Johnston — Warner Bros. BSK 3527 — Producer: Michael Omartian — List: 7.98 — Bar Coded

Old Doobies never die, they go on to solo careers. The voice of "Listen To The Music" and "Long Train Runnin'" is back with his second effort for Warner Bros. and its a vast improvement over last year's work. The album opens with a "China Grove" styled rocker called "Madman" and takes off nicely from there. His rhythm and bluesy vocals work well on both acoustic numbers like "Baby, Take Me In" and ballsy four/four tracks such as "One Way Ticket." Michael Omartian's raw production also helps make this LP a winner.



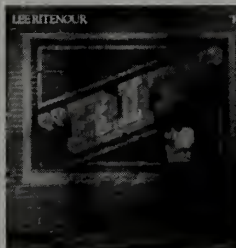
PLAY ME OUT — Helen Reddy — MCA MCA-5202 — Producer: Joel Diamond — List: 8.98

A new label, MCA, and producer, Manilow studio chief Joel Diamond, have given Reddy a new lease on life. She delivers a wonderfully diverse LP that is produced to accent that come hither voice that has always been her stock in trade. Beginning with the upbeat "Optimism Blues," the album moves into sexy A/C ballads, light R&B and even a taste of country. Every top flight L.A. studio musician in the book was used for this full-bodied, horn-filled comeback LP.



"RIT" — Lee Ritenour — Elektra 6E-331 — Producers: Harvey Mason, David Foster and Lee Ritenour — List: 8.98 — Bar Coded

You can't judge a book by its cover, nor an artist by his past. Lee Ritenour gives new meaning to those old adages as the heretofore monikered studio musician/fusion artist throws off the labels in one fell swoop on "Rit." The album is chocked full of engaging R&B pop and exuberant vocals on side one, and both Top 40 and B/C stations should wake up to Captain Fingers' interesting new direction.



LOVE LIGHT — Yutaka — Alfa AAA-10004 — Producer: Dave Grusin & Larry Rosen — List: 8.98 — Bar Coded

Recorded in 1978, this superb fusion album has been one of the most in demand Japanese imports for the past three years, garnering scads of airplay on the country's leading jazz stations. Yutaka Yokokura teamed up with producer Dave Grusin for the effort and it is a masterpiece of fusion, combining traditional Japanese elements and instruments with American jazz and R&B stylings. While most of the LP is dedicated to flowing instrumentals, fine vocal workouts by Yokokura and Patti Austin also stand out.



SWEET THUNDER — Bill Medley — Liberty LT-1097 — Producer: Michael Lloyd — List: 8.98

As half of the legendary Righteous Brothers, Medley carved himself a niche in pop music history. And time hasn't weathered his bone chilling, deep tenor. His dramatic voice has always been tailor made for ballads, and ballads galore are what he sings on his new album, "Sweet Thunder" as nine of the ten songs are of the slow and thoughtful variety. Kenny Rogers fans should find this quietly powerful album to their liking. For Pop and A/C lists.



KNIGHTS — Bandera — MCA MCA-5190 — Producers: Leon Tsillis and Pat Higdon — List: 8.98

The moniker "western wave" has been applied to the music of this six-member band from Nashville, and for good reason. Their music rides high in the saddle of pure, good time rock 'n' roll, with lots of southern/western heritage thrown in for good measure. Their true power rests in the searing guitar work that permeates their material, which was all penned in-house, as well as the strong vocals provided by four group members.



DARLIN' — Tom Jones — Mercury SRM-1-4010 — Producers: Steve Popovich and Bill Justis — List: 8.98

The open shirted Lothario of song returns with more of his noted Vegas styled fare on "Darlin'." The wild Welshman's powerful vocals should still give the upper demo crowd the shivering fits, as songs like "Darlin'" are as effective as "De'ilah" and "It's Not Unusual." Producers Steve Popovich and Bill Justis given Jones a more country/pop adult sound than usual, and top sessioners help this middle aged heartthrob through a set that has more vigor than he's shown in years.



FUNLAND — Bram Tchalkovsky — Arista AR 4292 — Producer: Nick Garvey — List: 7.98

The carrot-topped former Motor made two mighty attempts and struck out both times with his Polydor album, but this time around, under the tutelage of Motor main man Mick Garvey, Tchalkovsky has found the magic. Garvey has replaced that ringing guitar attack of yesteryear with a more down to earth sound and improved the vocal harmonies as well. This is an energy-packed effort, with such songs as "Model Girl" and "Why Does My Mother Phone Me" standing out as classics.



TALENT

Prince

FLIPPERS, L.A. — The attraction of Prince as a pop artist must have become stronger in Hollywood recently as the Minnesota-bred funkier cum rocker brandished a varied music attack woven from the mesh of an emerging funk/new rock fusion.

Prince's seasoned tongue-in-cheek risqué ambience has been evident since his first Warner Bros. LP, "For You," and even more thinly veiled was his carnal music energy on his self-titled second endeavor. But the music on each album was largely R&B. Progressive, but R&B.

His third album let the cat out of the bag. "Dirty Mind," which contained songs with titles like "Head" and the title track, and other songs that dealt with incest, the menage a trois syndrome and assorted other sexual fantasies, aptly drew juice from another time-tested boogie music — rock.

The 21-year-old musician, who normally performs, produces and arranges all of the music on his LPs, was backed by a solid five-member outfit from his hometown. The band re-created much of the energy generated by the quirky rockiness of the current LP and applied the same attack and energy to material from previous LPs.

What could not be culled from the Flippers performance was the fine line Prince's music treads between the traditional and the outrageous. In his staging of the show, Prince indulged *le outre*, his penchant for creative absurdity, while dressing in garb composed of Indian fringed buckskin top, black dancer leggings and bikini briefs. It was on this front that Prince most clearly fleshed out his effusive sexual/rock behavior. The effort to transfer the visual persona to the music did supply a level of spontaneous energy to the performance, but failed to deliver a compatible image and sound.

Still, Prince's band supported the whole affair with unabashed energy and made the music rip and snort in the right places. Longtime compadres Andre Cymone (bass) and Bobby Z (drums) carried the groove, while band mates Dr. Fink (keyboards), Des Dickerson (guitar) and Lisa Coleman (vocals/keyboards) embellished the quirky energy.

If this young man can continue to define his wide sweeping music perspective, he could indeed beckon the raves befitting a rock music monarch.

michael martinez

Adam And The Ants

ROXY, L.A. — It was with great pomp and circumstance that Adam (nee Stewart Goddard) and his merry band of neo-Romantic "Ants" invaded the Roxy to entertain the "antpeople" of Los Angeles. Expectations ran high for the series of shows here, due to the fact that swashbuckling Adam had been

tagged the unofficial standardbearer of the U.K.'s latest musical trend, and, to the young dandy's credit, he lived up to his reputation for glam rock theatrically unmatched since the days of Bowie's Ziggy Stardust.

Naturally, the hordes of Hollywood's hip people came to be amused and entertained; such old line pop and rock luminaries as Elton John and Rod Stewart were in attendance. However, nothing could compete with, or upstage, the real show of the evening as Adam and the boys, including his two drummer rhythm unit, ran through its repertoire of tribal pop, most of which was culled from the current "Kings of the Wild Frontier" LP.

Following a taped intro, the pirates 'n' indians began the evening appropriately with the first of many "anthems," "Human Beings." As the throngs of folks who couldn't purchase tickets for the show milled outside, the SRO crowd inside pressed tightly against the stage as Adam went through his various leaps and war cries and guitarist Marco Pirroni's industrial strength riffing cut through the resounding rhythms.

Adam proved himself to be a showman and entertainer in every sense of the word. He pounced, pouted and pranced his way through every number with all the self-confidence that the best English rock showmen before him have exuded. His sheer force of energy on stage literally propelled the performance. Whether he seductively peeled his shirt off for the little girls or bumped and ground, he captured attention.

This may not be everyone's cup of tea... but then again, neither was Bowie in the early going. Adam has shown real progression from his earlier U.K. singles to such material as "Kings of the Wild Frontier," "Dog Eat Dog" and "Antmusic," all of which he played out with rough and ready support from new bassist Gary Tibbs.

michael glynn

Leon Everette

COUNTRY ROADS, Atlanta — Country Roads, as the name implies, is a country music club, a giant slice of urban cowboy heaven located just outside of Atlanta, the queen of the Southern cities.

But there are no flying fists or beer bottles in this crowd — what you might expect had your only exposure to these honky tonks been last year's crop of movies dealing with the honky tonk side of life. This audience is calm, in fact, civil. Probably because Leon Everette knows how to control an audience and work it to its maximum response. Backed by an eight member unit known as the High Energy Express, Everette began the first of his two hour-long shows with that standard country number, "Good Hearted Woman."

In the brief space of one hour, Everette not only covered the numerous chart songs he has had in his five year recording career, including "Still Loving You," "Giving Up Easy," "Over" and "If I Keep On Going Crazy," he managed to squeeze in some songs like "One In A Million," as well as Billy "Crash" Craddock's "Rub It In."

jennifer bohrer

John Baruck Reaches The Top After 11 Years Guiding REO

(continued from page 10)

was Irv Azoff who had an agency called Blytham Limited.

"It was a very active rock 'n' roll community around the agency," he says. "People like Michael McDonald and Dan Fogelberg were around, and some of the people in REO came from a band called Feather Train that Gary Richrath started in."

"I was already working at Blytham when REO first became a band, and we took them on," he adds. "They were the first band with the agency to get a record deal. Azoff moved to California around the time they signed to Epic in 1971. He kept them working, and I ran the operation from Champaign, took care of the money and arrangements that enabled them to go out and work. In the early days, they played between 150 and 175 dates a year. I moved to Los Angeles in 1972, and we were partners in Front Line Management. When the Eagles hit real big, Azoff didn't have time for REO, so I went out with them, and we took it from there."

The early going was made easier by the support of Epic, however. The label shared the belief that REO Speedwagon was a group that could eventually blossom into something big. It remained for Baruck and the band to prove worthy of the support.

Divide And Conquer

"We were fortunate that in the early days the record company was giving us money to go on the road and keep the thing alive, so we were able to build our base," Baruck explains. "It was a strategy of divide and conquer — go into a market and win it over. We've played every nook and cranny and small town in the country numerous times, playing for the kids who would eventually buy the records. So when they heard REO on the radio, they'd already seen them or had friends who had."

"For a long time, the band was a better performing act than a recording act," notes Baruck. "The outside producers we used tried to make the band sound like somebody else." The change came with the group's first self-production on the "REO Live" album, which became its first gold album and is now up to 1,500,000 copies sold. Producers Gary Richrath and Kevin Cronin then realized that the next step was to write songs geared towards radio play, which they did with "You Can Tune A Piano But You Can't Tuna Fish." It included "Roll With The Changes," the group's biggest single until "Keep On Loving You" from the current "HI Infidelity" LP, which has already sold about 1,800,000 units.

"That album was most like 'HI Infidelity,' with melodic songs, slick lyrics and good

production," Baruck says, "but it got caught in the time when one of our strongest supporters was leaving the label, and the whole company was changing around while my record was out in the streets. We'd played 110 dates that year, really set up the country and, coming right after the "Live" album, we thought it should have been the big one."

Hit Single Needed

By 1980 REO was already established as a top line act in 90% of the country. However, the band realized it needed a hit single to move to the next level of success. "We sat down and looked at what we had, saw who was making it and with what kind of music," Baruck says. "Power ballads were starting to happen on radio, so the band wrote a couple," says Baruck, adding that REO's next album will have another song with a "Keep On Loving You" flavor.

Baruck is approaching the video market cautiously. A live video of a complete REO show will be produced this month for use on the Warner Amex music video channel and possibly Home Box Office, but there are no plans for a video-disc or cassette. "Getting out and playing live is the way to go," Baruck explains. "Video might be a tool for bands that don't like to work, but REO likes to work, and the kids want to see the band. I don't want to be the first act out with a videodisc when nobody has videodisc players."

Now that REO has attained star status, Baruck sees his manager's role as "keeping them there and expanding their base." Sales and airplay are starting to come through in Europe, where the band last appeared two years ago, and a short Japanese tour, the band's first, is planned for late September. Another important aspect is "putting the band into a financial situation where the members can be secure for the rest of their lives." Although the band has been making a steady \$1.5 million or more from touring for the last few years, it is already planning to invest in Beverly Hills office buildings and industrial parks as record royalties from "HI Infidelity" come in. "The band's been living well for the last four or five years," says Baruck, "so they don't have to take this money and prove to themselves that they're rich."

Ultimately Baruck feels that REO's success can have a general salutary effect on the rock scene. "Their success represents the America work ethic. Bands that are out there today are going to say, 'It happened for REO, they kept touring, making records and refining their sound.' I think this will lead to more high quality rock being out there."



BARITONE THUNDER — Liberty Records artist Bill Medley recently got into a tete-a-tete at a Hollywood eatery with members of the **Cash Box** staff over his current LP, "Sweet Thunder." Pictured with Medley as he ad libs at the piano are (l-r): Harriet Steinberg, Krage & Company; Judi Fields, Medley's manager; Shelly Green, national director of field operations, EMIA/Liberty Records; David Budge, manager of publicity, EMIA/Liberty; Mike Glynn, **Cash Box**; Alan Sutton, **Cash Box** vice president and editor in chief; and Len Chodosh, **Cash Box**.

ON STAGE

AIR PLAY

WHAT GOES ON HERE? "I'm not sure that the record companies aren't counterfeiting themselves. I've seen the biggest and smallest ones do it; it's tax free dollars, and greed is monopolized by no one." That eye-opening quote is only one of many that will enlighten, startle and stagger the mind in a 52-hour radio special entitled *Echoes: Inside The Music Process*. Due to its subject matter, *Echoes* is obviously different than most marathon radio specials. Co-producer **Michael Lee**, who, along with his brother Robert, has spent 18 months working on the first 26 hours of the show, explains that *Echoes* "treads a fine line between documentary and entertainment." In an effort to present an informative account of the record business from song writing to marketing the finished product, extensive interviews were conducted with writers, engineers, producers, managers, label execs, publishers and the artists themselves. Lee said that about 70% of the special would contain music. *Echoes* will also be one of those rare occasions that many of the represented industry people have a chance to "talk" to the public about their business, which is often considered controversial. "A lot of these people were quite candid," Lee explains, "but they knew upfront who would be listening, and their response was quite revealing and surprising in many cases." He was also quick to point out that *Echoes* was in no way a hype of the music biz or an expose. "Through the words of industry leaders, listeners can get a much greater understanding and appreciation of what really goes on behind the scenes." As far as the artists included, Lee says "We have interviews with everybody from members of **Pink Floyd** to **Bob Seger** to **George Harrison**. It would be easier to say who isn't on it." Some of the topics covered include copyright infringement, studio and production techniques and costs of making albums, quality control, signing artists (and in some cases the "blackballing" of artists), counterfeiting, homotaping and concert festival seating, which came under fire after the tragedy that took place at a Who concert in Cincinnati.



SAVING L.A. SPORTS — KROQ/Los Angeles is staging benefit concerts to help raise funds in support of the L.A. school sports programs. A \$5,000 check from KROQ was presented to Roberta Weintraub, president of the L.A. Board of Education (l) and Robert Booker, controller (r). Presenting the check are (l-r): KROQ GM Pat Walsh and PD Rick Carroll.

The first 26 hours have been completed and the final 26 will be ready in the fall, according to Lee. *Echoes* is being marketed by N.K.R. Prod., which has targeted the Memorial Day weekend for airing of the first part. In addition, each hour is self contained, allowing programmers to break it up if they like. The show can be aired twice and is available on a cash basis. As Lee writes on the back of the demo LP jacket, "The music process is a mirror of every motion, idea and ethic to be found in this world." For additional information, contact **Ken Rose** or **Ron Nickell**, president of N.K.R. at (213) 652-0980.

FOR YOUR INFORMATION — Columbia Records has a pair of discs that should interest programmers. One 12-inch features an 11-minute interview with **Elvis Costello** and **Tom Snyder** from a recent *Tomorrow Coast to Coast* program. It's backed with Costello's latest single, "Watch Your Step." The second "disc" features **Kenny Loggins** on a special live sampler for radio only. Loggins and producer **Bruce Botnick** have put together four songs here from the "Alive" LP with different versions. Notes on the back of the album cover explain that these cuts, shorter than the ones that were on "Alive," were "Too good to lose forever in a studio vault." The cuts are "Love Has Come Of Age," "Junkaroo Holiday (Fallin'-Flyin')," "This Is It" and "Here, There And Everywhere." . . . Stop the drop! The **Loverboy** single, "Turn Me Loose," which has been widely embraced by AOR radio and with characteristic timidity on Top 40, has been remixed for a slightly softer sound on the guitars. Columbia is hoping to reverse a downward trend on the record with this softer approach and asks that programmers please listen to the new version . . . National radio syndicator Drake-Chenault has become a world syndicator with its 52-hour *History of Rock and Roll* show. The firm's president, **Jim Kefford**, says that he expects that the Silver Anniversary special, already cleared in nine markets in Canada and Mexico, will "break in Australia and New Zealand shortly."

ACROSS THE DIAL — For the eighth straight year, **Scott Muni**, **WNEW-FM**/New York PD and air personality is chairman of the United Cerebral Palsy Bike-a-thon. The 35-mile course through Central Park will be run on May 17 beginning at 9 a.m. Muni will be presiding as the official starter of the race, proceeds from which will benefit the foundation. The event is being sponsored by Reliance Group, Inc. . . . **Cash Box** extends speedy get well wishes to **Jon Anthony**, MD at **WWKX**/Nashville, who is out of action for a month with hepatitis. Anthony will be recovering at home, and he says that in order to stay on top of things, he welcomes calls there at (615) 822-6000. Apparently a rash of hepatitis is currently plaguing Nashville. Talk about your basic Mr. Lucky award, Anthony contracted the disease from a dirty needle at his doctor's office when he went in for a penicillin shot. . . . **Marc Nathan**, local L.A. promo man, has left RCA Records. Nathan is ready for action and can be reached at (213) 464-1993. . . . **WMMS**/Cleveland morning personalities **Jeff and Flash** have purchased the former Starz Niteclub, which they opened May 1 under the new name of Monopolies. Monopolies will feature live rock 'n' roll acts six nights a week, Tuesday-Sunday.

PRESELY PROMO SCORES AT KRTH — KRTH/Los Angeles recently ran an **Elvis Presley** write-in contest that was met with unprecedented listener response, according to DJ **Brian "Mr. Rock 'N' Roll" Belrne**. Belrne explained that it has been 25 years since Elvis exploded onto the music scene in 1956, and since he was still King as far as KRTH listeners are concerned, he played 25 Presley songs from that year, one an hour during his afternoon shows. The idea was for a listener to write down the titles of all 25 songs and mail the list to the station. The prize for correctly naming all 25 tunes was the deluxe eight-record set, "Elvis Aron Presley," which was released as a special 25th anniversary limited edition. "Normally, write-ins were never that successful for us," Belrne said. "Usually, we get about 100 entries, but for this one, the entire staff here waded through over 10,000." In all, 45 Elvis packages were given away. While this promotion didn't make any friends at the local post office, it was a fantastic tool to lock listeners into the station for a full week.

mark albert

Broadcasters Unhappy With Current FCC/EEO Policies

LOS ANGELES — Results of a nationwide survey of broadcasters taken by the National Radio Broadcasters Assn. (NRBA) concerning Equal Employment Opportunity (EEO) rules and the Federal Communications Commission (FCC)'s authority in this area revealed that broadcasters in general acknowledged a need for EEO policy, but disagreed with existing methods. These findings were sent along with the survey to members of the 97th Congress by NRBA executive vice president **Abe Voron**.

In a cover letter accompanying the survey results, Voron said that while the broadcasting industry has been a "conspicuous leader in implementing affirmative action programs" to accelerate minority employment, the Federal Communications Commission (FCC) rules are "onerous, inequitable, unproductive and constitute an un-American quota system."

He further urged that "Congress take the necessary steps to bring broadcasters under the purview of the Equal Employment Opportunity Commission (EEOC), the agency which has been established for EEO purposes and the agency which is regulating all other industries. It is illogical and inequitable to have the regulatory agency, the FCC, which has life and death licensing power over a business, also establish EEO quotas and chilling guidelines."

In summary, broadcasters generally held the opinion that the FCC uses license renewals as a hammer over broadcasters to adhere to the EEO policies. Stressing that EEO should come under jurisdiction of the EEOC, one broadcaster was quoted in

Panel Of Experts Study Reduced Spacing Issue

LOS ANGELES — A team of nine engineers from the United States are currently meeting with engineers from seven other nations in Geneva to study data pertaining to the controversial proposal to reduce AM spacing from 10 to nine kHz. The Panel of Experts (POE) are scheduled to spend up to eight weeks comparing 10 and nine kHz spacing before making any recommendations for a specific plan that could be brought to the Region 2 (Western Hemisphere) Spectrum meetings in Rio De Janeiro this November.

Although Canada officially opposes the adoption of nine kHz and U.S. support continues to decline, members of POE will be reviewing three separate plans to determine which would provide the most stations for each country with the least amount of interference. (There are 27 Region 2 countries.) One of the plans, which Canada had originally supported, would move stations from their existing frequencies a maximum of nine kHz; a second plan calls for comparative studies on 10 kHz; and the third plan is the original U.S. backed proposal to move stations a maximum of four kHz from existing frequencies.

Guess Forms Indie Radio Promo Company

NEW YORK — George Guess has formed **George Guess Ltd.**, an independent national radio promotion company, which will also handle distribution and marketing. Initial clients are **Charles Mann** and **Candi Staton**. Guess was previously vice president of promotion for **Voyage** and **Boltax Records**, and recently handled exclusive national radio promotion for **Melba Moore** and **Hush Productions**.

The firm's address is 2250 Bryn Mawr Avenue, Philadelphia, Pa. Phone is (215) 477-7122.

the survey analysis as saying, "Any problem with EEO at broadcast stations should be handled by civil action, as with any other business, and not by license renewal pressure." Another broadcaster said, "Why are we under stricter guidelines than any other business? This is just another example of broadcasting's inability to obtain equal treatment."

Thirty percent of the broadcasters replied to the survey. Asked what they thought of present FCC policies and requirements pertaining to EEO, 88% said they were unfair; 94% said they were impractical; 62% found the present policies not helpful to minorities and women; 80% thought the policies were an intolerable burden; 12% thought the policies were a necessary burden; six percent thought the policies were a tolerable but unnecessary burden; two percent felt that the policies were an abuse of the FCC's power.

'Unreasonable Requirements'

Concerning the FCC's EEO percentage requirements, 89% of the responding broadcasters felt they are unreasonable. Complying with percentage guidelines was considered difficult by 63% of those who responded, while 17% felt it was impossible.

According to the survey results, broadcasters' thoughts on EEO policies differed primarily between small markets and large markets. In the survey analysis, it was suggested that "broadcasters from stations with the ability to draw on the diverse population of a sizeable city for employees are more likely to think the present EEO policies are helpful to minorities and women than broadcasters from more rural, small market stations. . . those from large markets are more likely to think the present EEO policies are a necessary and worthwhile burden, while those from small markets are likely to think the burden is intolerable, hiring qualified minority members is impossible, and compliance with FCC guidelines impossible."

In the survey, broadcasters were asked to make suggestions that would improve the EEO program. One of the recommendations made was that the FCC vary the EEO requirements according to the "station's market size, economic situation and format." Another suggestion was that the educational systems should be improved.

Southern Broadcasting Moves, Changes Name

LOS ANGELES — Southern Broadcasting Co., based in Winston-Salem, N.C., is moving its headquarters to Phoenix, Ariz. and will be changing its name to **Harte-Hanks Radio**. Harte-Hanks Radio will be a subsidiary of parent company **Harte-Hanks Communications**.

In addition to the move, the company has also realigned its management. **Dave Thomas**, general manager at **WEZI**/Memphis, was promoted to a regional vice president position. Thomas will oversee the operations at **KQYT**/Phoenix, **WRVQ**-FM/Richmond general manager **Phil Goldman** was named to a regional vice president post and will also be responsible for **KMJK**/Portland. **Pete Schulte**, regional vice president for the last three years, will become the general manager at **WLCY**/Tampa along with his other responsibilities.

Southern Broadcasting owns 11 radio stations, including **KOY**/Phoenix; **KQYT**/Phoenix; **KULF**/Houston; **KYND**-Pasadena, TX; **WEZI**/Memphis; **WRBQ**-Tampa; **WRVA**/Richmond; **WRVQ**-Richmond; **WSGN**/Birmingham; **KMJK**-Portland, and **WLCY**/Tampa.

LP Chart Position

5 AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC
ADDS: None. **HOTS:** KMGN, KLIV, KWST, KMET, KROQ, WBLM, KZEW, WIBZ, WKLS, WAAF, WLIR, KZEL, WSHE, KLOL, WBAB, WCCC, WBCN, WMMS, WGRQ, WYFE. **MEDIUMS:** WLWQ, WCOZ, KBPI, WKDF, WNEW. **PREFERRED TRACKS:** Title, Problem, Balls, Squealer. **SALES:** Good in all regions.

62 ADAM & THE ANTS • KINGS OF THE WILD FRONTIER • EPIC
ADDS: KOME. **HOTS:** WLIR, WBCN, WNEW, KNAC, KROQ, KWST. **MEDIUMS:** WBLM, WOUR, KSJO, KLOL, WBAB, WCCC. **PREFERRED TRACKS:** Dog, Antmusic, Invasion, Human, Title. **SALES:** Moderate to fair in all regions; strongest in East and West.

27 APRIL WINE • THE NATURE OF THE BEAST • CAPITOL
ADDS: None. **HOTS:** KZOK, WIBZ, WKLS, KOME, KSJO, KBPI, WMMS, WKDF, KNCN, KROQ, KMET, KSHE, KMGN. **MEDIUMS:** WBLM, KZEW, KEZY, WCOZ, WCCC, WABX. **PREFERRED TRACKS:** Just Between, Future, Gypsy. **SALES:** Good to moderate in all regions; weakest in East.

8 MOST ADDED

167 BILLY & THE BEATERS • ALFA
ADDS: WAAL, WBAB, WLIR, KOME, KEZY. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** I Can Take. **SALES:** Fair in East; weak in others.

69 GARY U.S. BONDS • DEDICATION • EMI AMERICA
ADDS: None. **HOTS:** WLWQ, WYFE, WOUR, KZEL, WSHE, WBAB, WCCC, WBCN, WMMS, WGRQ, WAAL, WNEW. **MEDIUMS:** KMGN, KLIV, KMEL, KMET, KNCN, WBLM, KEZY, KZOK, WIBZ, KOME, WAAF, WLIR, KBPI, KLOL. **PREFERRED TRACKS:** This Little Girl. **SALES:** Moderate in all regions; strongest in East.

49 KIM CARNES • MISTAKEN IDENTITY • EMI AMERICA
ADDS: None. **HOTS:** KZAM, KNX, KEZY, KZOK, WBCN, KINK. **MEDIUMS:** WBLM, WOUR, KSJO, WBAB, WCCC, WAAL, WNEW, KMGN. **PREFERRED TRACKS:** Eyes, Hit, Break. **SALES:** Good in all regions.

8 MOST ACTIVE

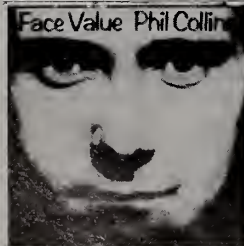
11 ERIC CLAPTON • ANOTHER TICKET • RSO
ADDS: None. **HOTS:** KMGN, KLIV, KINK, WABX, KMEL, KSHE, KMET, KNCN, WKDF, WAAL, WGRQ, WMMS, KZAM, WBLM, KNX, KZEW, KEZY, KZOK, WIBZ, KOME, WAAF, WYDD, KSJO, WBAB. **MEDIUMS:** KWST, KROQ, WNEW, WKLS, KZEL, WCOZ, KBPI, KLOL, WCCC, WBCN. **PREFERRED TRACKS:** I Can't, Rita. **SALES:** Good to moderate in all regions.

182 THE CLASH • SANDINISTA • EPIC
ADDS: None. **HOTS:** WLIR, KNAC, KROQ. **MEDIUMS:** WBCN, WNEW, KNCN. **PREFERRED TRACKS:** Police, Murdered, Magnificent. **SALES:** Fair in East and South; weak in others.

COLD CHISEL • EAST • ELEKTRA
ADDS: KMET, WKLS, KZOK, KZEW. **HOTS:** KINK. **MEDIUMS:** WOUR, WIBZ, WCOZ, KBPI, WCCC, WMMS. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

3 MOST ACTIVE

21 PHIL COLLINS • FACE VALUE • ATLANTIC
ADDS: None. **HOTS:** KLIV, WLWQ, KINK, WYFE, KNCN, WNEW, WAAL, WGRQ, WMMS, WBCN, WCCC, KZAM, WBLM, KNX, WOUR, KEZY, KZOK, WIBZ, KOME, WAAF, WYDD, WLIR, KZEL, WCOZ, KSJO, KBPI, KLOL, WBAB. **MEDIUMS:** KMGN, WABX, KWST, KSHE, KROQ, WKDF, WKLS, WSHE. **PREFERRED TRACKS:** In The Air, I Missed, I Must Be. **SALES:** Good in all regions.



#10 MOST ACTIVE

31 CONCERTS FOR THE PEOPLE OF KAMPUCHEA • VARIOUS ARTISTS • ATLANTIC
ADDS: None. **HOTS:** KMGN, KLIV, WLWQ, KMET, KROQ, WYFE, WNEW, WGRQ, WMMS, WBLM, WOUR, KEZY, WIBZ, KOME, WAAF, WLIR, WSHE, KSJO, WBAB, WCCC. **MEDIUMS:** WABX, KWST, KNAC, KNCN, WAAL, WBCN, KZEW, KZOK, WKLS, WCOZ, KBPI, KLOL. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

LP Chart Position

58 JOHN COUGAR • NOTHIN' MATTERS AND WHAT IF IT DID • RIVA/POLYGRAM
ADDS: None. **HOTS:** KZAM, KZOK, KOME, KSJO, WMMS, WKDF. **MEDIUMS:** KEZY, KMEL. **PREFERRED TRACKS:** Night. **SALES:** Moderate in all regions; strongest in Midwest.

TOM DICKIE & THE DESIRES • COMPETITION • MERCURY/POLYGRAM
ADDS: KROQ, WCOZ. **HOTS:** WBCN. **MEDIUMS:** WAAF, WBAB, WYFE. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.

5 MOST ADDED

LES DUDEK • GYPSY RIDE • COLUMBIA
ADDS: KSHE, KMET, KNCN, WNEW, WCCC, WBAB, KZEL, WLIR, KOME, WKLS, KEZY, WOUR, WBLM. **HOTS:** None. **MEDIUMS:** WLIR. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



2 MOST ADDED

DAVE EDMUNDS • TWANGIN ... • SWAN SONG/ATLANTIC



ADDS: KMGN, KWST, KMEL, KMET, KROQ, KNAC, WYFE, KNCN, WBLM, WOUR, KEZY, KZOK, WIBZ, KOME, WLIR, KZEL, WCOZ, KSJO, WBAB, WCCC, WBCN, WMMS, WAAL, WNEW. **HOTS:** WLIR, WBAB, WBCN, WNEW. **MEDIUMS:** KROQ, WYFE. **PREFERRED TRACKS:** Almost, Get Me Up. **SALES:** Just shipped.

88 FRANKE & THE KNOCKOUTS • MILLENNIUM/RCA
ADDS: None. **HOTS:** KEZY, KZOK, WIBZ, KBPI, WMMS, KSHE, KINK, KMGN. **MEDIUMS:** WBLM, WOUR, KOME, WSHE, WCOZ, WKDF, KNCN, WABX. **PREFERRED TRACKS:** Sweetheart. **SALES:** Moderate to fair in all regions; strongest in West.

139 ROBERT GORDON • ARE YOU GONNA BE THE ONE • RCA
ADDS: None. **HOTS:** WNEW. **MEDIUMS:** WOUR, WLIR, KSJO, WBAB, WBCN, KNAC. **PREFERRED TRACKS:** Open. **SALES:** Fair in East; weak in others.

46 GRATEFUL DEAD • RECKONING • ARISTA
ADDS: WMMS. **HOTS:** WLIR, WBAB, WCCC, WNEW. **MEDIUMS:** KZAM, WBLM, WOUR, KZOK, KOME, KZEL, KSJO, WBCN, WMMS, KNCN, KMET. **PREFERRED TRACKS:** Road, Ripple. **SALES:** Moderate to fair in all regions; strongest in West.

HAWKS • COLUMBIA
ADDS: None. **HOTS:** WIBZ, KMGN. **MEDIUMS:** WBLM, KZEW, WOUR, KEZY, KOME, WCOZ, KLOL, WCCC, WAAL. **PREFERRED TRACKS:** All Right, Need. **SALES:** Weak in all regions.

181 HUMBLE PIE • GO FOR THE THROAT • ATCO
ADDS: KMET, WAAL, WBCN. **HOTS:** KZEL. **MEDIUMS:** WOUR, WIBZ, WBAB, WCCC, WMMS, WGRQ, WYFE, KLIV. **PREFERRED TRACKS:** Shook Up, Tin, Teenage. **SALES:** Fair initial response in Midwest and South.

4 MOST ACTIVE

30 JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA



ADDS: None. **HOTS:** KLIV, WLWQ, KWST, KMEL, KSHE, KMET, KROQ, WYFE, KNCN, WAAL, WGRQ, WMMS, WBCN, WCCC, WBLM, KZEW, WOUR, KEZY, WIBZ, KOME, WAAF, KZEL, WSHE, WCOZ, KSJO, KBPI, KLOL, WBAB. **MEDIUMS:** WABX, WNEW, WKDF, KZOK, WKLS, WLIR. **PREFERRED TRACKS:** Way Back, Stranger, Title. **SALES:** Good in all regions.

LP Chart Position

60 GARLAND JEFFREYS • ESCAPE ARTIST • EPIC
ADDS: None. **HOTS:** KOME, WBAB, WBCN, WMMS, WGRQ, WNEW. **MEDIUMS:** WBLM, WOUR, WAAF, WLIR, KSJO, WCCC, KNAC, KROQ, KMGN. **PREFERRED TRACKS:** 96 Tears, R.O.C.K. **SALES:** Fair in all regions; strongest in East.

6 MOST ADDED

TOM JOHNSTON • STILL FEELS GOOD • WARNER BROS.
ADDS: KMET, WKDF, WCOZ, KZEL, KOME, WKLS, WIBZ, WBLM. **HOTS:** WLIR, KMEL, KINK. **MEDIUMS:** WKDF, KEZY, KZOK, WBAB, WCCC, KNCN, KLIV, KMGN. **PREFERRED TRACKS:** Wastin', Desperado, Ticket. **SALES:** Moderate initial response in West.

39 JOURNEY • CAPTURED • COLUMBIA
ADDS: None. **HOTS:** WBLM, WIBZ, KOME, KSJO, WBCN, KNCN, KMGN. **MEDIUMS:** WKLS, WCOZ, WMMS, KSHE, WABX. **PREFERRED TRACKS:** Party's. **SALES:** Fair in all regions; strongest in West and Midwest.

37 JUDAS PRIEST • POINT OF ENTRY • COLUMBIA
ADDS: WKDF. **HOTS:** WYFE, WIBZ, WAAF, WLIR, WCOZ, WMMS, KNCN. **MEDIUMS:** KLIV, WLWQ, KSHE, KMET, KROQ, WKDF, KZEW, KOME, KZEL, KSJO, KLOL, WBAB, WCCC, WBCN, WGRQ, WAAL. **PREFERRED TRACKS:** Heading Out, Solar, Circles. **SALES:** Moderate in all regions; strongest in Midwest.

94 GREG KIHN BAND • ROCKIHNROLL • BESERKLEY/ELEKTRA
ADDS: WABX. **HOTS:** KLIV, KROQ, KOME, WAAF, WLIR, KSJO, WCCC, WNEW. **MEDIUMS:** KMGN, WLWQ, KMEL, KMET, KNAC, WYFE, WBLM, KZEW, WIBZ, KZEL, WSHE, WCOZ, KBPI, WBAB, WBCN, WMMS, WGRQ. **PREFERRED TRACKS:** Hurting, Breakup. **SALES:** Moderate to fair in all regions; strongest in West.

104 KROKUS • HARDWARE • ARIOLA/ARISTA
ADDS: None. **HOTS:** WAAF, KLOL, WYFE, KMGN. **MEDIUMS:** KZEW, WIBZ, KOME, KZEL, WSHE, WCOZ, KSJO, WGRQ, KMET, WLWQ, KLIV. **PREFERRED TRACKS:** Easy Rocker, Burning. **SALES:** Fair in all regions; strongest in Midwest.

171 ROBIN LANE & THE CHARTBUSTERS • WARNER BROS.
ADDS: None. **HOTS:** WAAF, WBCN. **MEDIUMS:** WBLM, KZEW, KOME, KZEL, WCOZ, KSJO, WBAB, WCCC, WNEW, KNAC, KROQ, KLIV. **PREFERRED TRACKS:** Solid, Send Me. **SALES:** Fair in East and West; weak in others.

10 JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFEN
ADDS: None. **HOTS:** KZEW, KEZY, WIBZ, KOME, KSJO, WKDF, KINK. **MEDIUMS:** WKLS, WYDD, WBCN, WABX. **PREFERRED TRACKS:** Wheels, Woman. **SALES:** Good to moderate in all regions.

#10 MOST ADDED

169 DAVID LINDLEY • EL RAYO-X • ASYLUM
ADDS: KMGN, KWST, WBAB, KNX. **HOTS:** WLIR, KINK. **MEDIUMS:** KEZY, KLOL. **PREFERRED TRACKS:** Mercury. **SALES:** Moderate to fair breakouts in all regions.

20 LOVERBOY • COLUMBIA
ADDS: WYDD. **HOTS:** WBLM, KZEW, KOME, KSJO, WMMS, WGRQ, WYFE, KMET, KMGN. **MEDIUMS:** KZOK, WKDF, KNCN, KROQ, WABX. **PREFERRED TRACKS:** Turn Me, Kid. **SALES:** Moderate to fair in all regions.

155 WILLIE NILE • GOLDEN DOWN • ARISTA
ADDS: None. **HOTS:** WIBZ, WBAB, WMMS, WGRQ, WNEW. **MEDIUMS:** WBLM, WOUR, KOME, WAAF, WLIR, WCOZ, WCCC, WYFE, WABX, WLWQ, KMGN. **PREFERRED TRACKS:** Poor, Title. **SALES:** Moderate to fair in all regions; weakest in South.

63 OZZY OSBOURNE • BLIZZARD OF OZ • JET/CBS
ADDS: None. **HOTS:** WLWQ, KWST, WYFE, WAAF, WLIR, WCOZ, WCCC, WMMS, WGRQ. **MEDIUMS:** KMGN, KLIV, KSHE, WBLM, KZEW, WIBZ, KOME, WSHE, KSJO, KLOL, WBAB, WBCN, KNCN. **PREFERRED TRACKS:** Crazy, I Don't. **SALES:** Moderate to fair in all regions; strongest in Midwest.

176 POINT BLANK • AMERICAN EXCESS • MCA
ADDS: WNEW, WAAF. **HOTS:** WSHE, WCOZ, KLOL, KNCN. **MEDIUMS:** KMGN, WBLM, KOME, KZEL, KSJO, KBPI, WCCC, WBCN, WKDF, WYFE, KMET, WABX, WLWQ. **PREFERRED TRACKS:** Let Me, Getaway, Nicole. **SALES:** Fair in South and Midwest; weak in others.

LP Chart Position

14 THE POLICE • ZENYATTA MONDATTA • A&M
ADDS: None. HOTS: KZEW, KOME, WLIR, KSJO, KNAC, KROQ, KMET, KWST. MEDIUMS: KEZY, WYDD, WBCN, WMMS, WNEW. PREFERRED TRACKS: Don't Stand, De Do Do, Driven, Canary.
SALES: Good to moderate in all regions.

28 PRETENDERS • EXTENDED PLAY • SIRE
ADDS: WSHE. HOTS: KMG, KLIV, KWST, KMEL, KROQ, KNAC, WIBZ, KOME, WLIR, KZEL, KSJO, KLLO, WBAB, WBCN, WMMS, WGRQ, WNEW. MEDIUMS: WLVO, WABX, KNCN, WBLM, KZEW, WKLS, KBPI, WCCC. PREFERRED TRACKS: Message, Porcelain, Precious.
SALES: Good to moderate in all regions.

9 MOST ADDED

123 PURE PRAIRIE LEAGUE • SOMETHING IN THE NIGHT • CASABLANCA/POLYGRAM
ADDS: KMET, WAAL, WMMS, KOME. HOTS: KZAM, KNX, KINK. MEDIUMS: WBLM, KEZY, KZOK, WIBZ, WCOZ, KBPI, WKDF. PREFERRED TRACKS: Still Right.
SALES: Moderate to fair in all regions; strongest in Midwest.

5 MOST ACTIVE

1 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: None. HOTS: KMG, KLIV, WLVO, WABX, KWST, KMET, KNCN, WKDF, WGRQ, WBLM, KZEW, WOUR, KEZY, KZOK, WIBZ, WKLS, KOME, WYDD, WSHE, WCOZ, KSJO, KBPI, WBAB, WCCC, WBCN, WMMS. MEDIUMS: KMEL, KSHE, WNEW, WAAF. PREFERRED TRACKS: Let Him Go, Tough Guys, On The Run, Keep On.
SALES: Good in all regions.

77 RAINBOW • DIFFICULT TO CURE • POLYDOR/POLYGRAM
ADDS: None. HOTS: WAAF, WBAB, KLIV, KMG. MEDIUMS: WBLM, WOUR, KOME, WLIR, WCOZ, KSJO, WBCN, WMMS, WNEW, KNCN, KMET, KWST. PREFERRED TRACKS: I Surrender, Can't.
SALES: Fair in all regions; strongest in Midwest.

29 THE ROLLING STONES • SUCKING IN THE SEVENTIES • ROLLING STONES/ATLANTIC
ADDS: None. HOTS: KOME, WBAB, KMEL. MEDIUMS: WBLM, WNEW, KMET. PREFERRED TRACKS: Whip, Dance.
SALES: Moderate to fair in all regions.

6 MOST ACTIVE

6 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: None. HOTS: KMG, KLIV, WLVO, KWST, KSHE, KMET, WYFE, KNCN, WAAL, WGRQ, WBLM, KZEW, WOUR, WIBZ, WKLS, KOME, WAAF, WLIR, WSHE, WCOZ, KSJO, KLLO, WBAB, WCCC, WBCN, WMMS. MEDIUMS: WABX, KROQ, KZEL, KBPI. PREFERRED TRACKS: Limelight, Tom Sawyer, Signs.
SALES: Good to moderate in all regions.

7 MOST ACTIVE

23 SANTANA • ZEMOPI • COLUMBIA
ADDS: None. HOTS: KLIV, KINK, KMEL, KSHE, WYFE, KNCN, WNEW, WAAL, WGRQ, WMMS, WBCN, WCCC, KZAM, WBLM, KEZY, KZOK, WIBZ, KOME, WLIR, KZEL, WSHE, KSJO, KBPI, KLLO, WBAB. MEDIUMS: WLVO, WABX, KWST, KROQ, KZEW, WKLS, WAAF, WCOZ. PREFERRED TRACKS: Winning, Searchin'.
SALES: Good to moderate in all regions.

119 THE SHERBS • THE SKILL • ATCO
ADDS: None. HOTS: KZEW, WOUR, KSHE. MEDIUMS: KEZY, KSJO, KMG. PREFERRED TRACKS: The Skill.
SALES: Fair in all regions; weakest in South.

86 PHOEBE SNOW • ROCK AWAY • MIRAGE/ATLANTIC
ADDS: None. HOTS: KZOK. MEDIUMS: KZAM, WBLM, WOUR, WLIR, KSJO, WAAL, KNCN. PREFERRED TRACKS: Mercy, Cheap.
SALES: Weak in South; fair in others.

LP Chart Position

154 SOUTHSIDE JOHNNY & THE ASBURY JUKES • REACH UP AND TOUCH THE SKY • MERCURY/POLYGRAM
ADDS: KMG. HOTS: WBAB, WMMS, WNEW. MEDIUMS: WOUR, KZEL, KSJO, KLLO, WCCC, WGRQ, WAAL, KNCN, KMET. PREFERRED TRACKS: Open.
SALES: Moderate in Midwest and East; fair in others.

4 MOST ADDED

— SPLIT ENZ • MAIATA • A&M
ADDS: WBLM, KZEW, WOUR, WLIR, KZEL, KSJO, KBPI, KLLO, WBAB, WCCC, WBCN, WNEW, WYFE, KNCN, KROQ. HOTS: WLIR. MEDIUMS: KZEW, KLLO, WBAB. PREFERRED TRACKS: Open.
SALES: Just shipped.

129 RICK SPRINGFIELD • WORKING CLASS DOG • RCA
ADDS: KZOK. HOTS: WOUR, WAAF, WGRQ, WAAL, WYFE, KLIV. MEDIUMS: KOME, WCOZ, KSJO, KNCN, KMEL, WABX, WLVO, KMG. PREFERRED TRACKS: Jessie's, I've Done.
SALES: Fair in East and West; weak in others.

100 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA
ADDS: None. HOTS: WBLM, KZEW, WLIR, KMET, KWST. MEDIUMS: WKDF. PREFERRED TRACKS: Fade, Cadillac, Ties, Title.
SALES: Moderate to fair in all regions.

133 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: KMET, WKDF. HOTS: WYFE, WLIR, KZEL, WSHE, WBCN. MEDIUMS: KLIV, WLVO, KSHE, KROQ, WKDF, WGRQ, WBLM, KZEW, WOUR, WIBZ, WCOZ, KSJO, KBPI, KLLO, WBAB, WCCC, WMMS. PREFERRED TRACKS: Dark, Stroke.
SALES: Moderate breakouts in all regions; strongest in Midwest.

44 STEELY DAN • GAUCHO • MCA
ADDS: None. HOTS: KZAM, KNX, KZEW, KOME, KWST, KINK. MEDIUMS: KEZY, WYDD, WKDF, WNEW, KMEL, WABX. PREFERRED TRACKS: Time, Nineteen, Babylon.
SALES: Moderate to fair in all regions.

3 MOST ADDED

— JIM STEINMAN • BAD FOR GOOD • CLEVELAND INT'L/EPIC
ADDS: WLVO, KMEL, KSHE, WYFE, KNCN, WNEW, WBLM, WOUR, WKLS, KOME, WLIR, KZEL, WCOZ, KSJO, KLLO, WBAB, WCCC, WBCN, WMMS, WGRQ, WAAL. HOTS: WNEW, WLIR, WBAB. MEDIUMS: WLVO, WYFE, KLLO, WCCC. PREFERRED TRACKS: Title, Life And Death, Frying Pan.
SALES: Just shipped.

2 MOST ACTIVE

2 STYX • PARADISE THEATER • A&M
ADDS: None. HOTS: KMG, KLIV, WLVO, WABX, KWST, KSHE, KMET, WYFE, KNCN, WNEW, WAAL, WMMS, WBLM, KZEW, WOUR, KEZY, WIBZ, WKLS, KOME, WAAF, WYDD, WLIR, WSHE, WCOZ, KSJO, KBPI, KLLO, WBAB, WCCC, WBCN. MEDIUMS: KMEL, WKDF. PREFERRED TRACKS: Too Much, Best Of, Rockin', Snowblind.
SALES: Good in all regions.

9 JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA
ADDS: None. HOTS: KZAM, KEZY, KZOK, WIBZ, WBAB, WMMS, WKDF, KNCN, KINK. MEDIUMS: KZEW, WNEW, WABX. PREFERRED TRACKS: Her Town, Stand.
SALES: Good to moderate in all regions.

LP Chart Position

146 ROGER TAYLOR • FUN IN SPACE • ELEKTRA
ADDS: KLIV, KMET, KROQ. HOTS: WLIR. MEDIUMS: KSJO, WBAB, WBCN. PREFERRED TRACKS: Get Crazy, Future, Title.
SALES: Fair in South and Midwest; weak in others.

7 MOST ADDED

— BRAM TCHAIKOVSKY • FUNLAND • ARISTA
ADDS: KNCN, WMMS, WCCC, WBAB, KSJO, WLIR. HOTS: None. MEDIUMS: WBAB. PREFERRED TRACKS: Shall We Dance.
SALES: Just shipped.

26 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
ADDS: None. HOTS: KMG, WLVO, KSHE, KMET, WYFE, KNCN, WIBZ, WKLS, KOME, WAAF, WLIR, WSHE, WCOZ, KSJO, KBPI, WBAB, WCCC, WBCN, WGRQ. MEDIUMS: KLIV, WABX, KMEL, WKDF, KZEW, WOUR, WYDD, KZEL. PREFERRED TRACKS: Hold On, First Time, Title.
SALES: Good to moderate in all regions.

51 PAT TRAVERS • RADIO ACTIVE • POLYDOR/POLYGRAM
ADDS: None. HOTS: KOME, KSJO, KLIV, KMG. MEDIUMS: WBLM, KZEW, WAAF, WSHE, WCOZ, WBAB, WCCC, WMMS, WGRQ, KNCN, KROQ, KWST. PREFERRED TRACKS: Life, New Age.
SALES: Moderate to fair in all regions; strongest in West.

48 ROBIN TROWER • B.L.T. • CHRYSALIS
ADDS: None. HOTS: KMG, KNCN, KEZY, KOME, KSJO, WBAB, WGRQ. MEDIUMS: WLVO, KWST, KMET, KROQ, WBLM, KZEW, WKLS, WAAF, KZEL, WSHE, WCOZ, WCCC, WMMS, WAAL, WNEW. PREFERRED TRACKS: Money, Life.
SALES: Moderate to fair in all regions.

93 U2 • BOY • ISLAND
ADDS: None. HOTS: WLIR, KSJO, WBCN, KNCN, KROQ. MEDIUMS: WIBZ, KOME, WSHE, WBAB, WCCC, WMMS, WNEW, KNCN, KWST, KMG. PREFERRED TRACKS: I Will Follow, Out Of Control, Another Time.
SALES: Fair in all regions; strongest in East.

1 MOST ADDED

— JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM
ADDS: KLIV, WLVO, KINK, WABX, KWST, KMEL, KSHE, KMET, KROQ, WYFE, KNCN, WNEW, WKDF, WAAL, WGRQ, KMG, WMMS, WCCC, WBAB, WBLM, KZEW, WOUR, KEZY, KZOK, WIBZ, WKLS, WAAF, WYDD, WLIR, KZEL, WSHE, WCOZ, KSJO, KBPI, KLLO. HOTS: WLVO, KMEL, WYFE, WCCC, WBAB, KZEW, WLIR. MEDIUMS: WNEW, WKDF, KBPI, KLLO. PREFERRED TRACKS: Open.
SALES: Just shipped.

1 MOST ACTIVE

3 THE WHO • FACE DANCES • WARNER BROS.
ADDS: None. HOTS: KMG, KLIV, WLVO, KINK, WABX, KWST, KMEL, KSHE, KMET, KROQ, KNCN, WYFE, KNCN, WNEW, WAAL, WGRQ, WMMS, WBCN, WCCC, WBLM, KZEW, WOUR, KEZY, KZOK, WIBZ, WKLS, KOME, WAAF, WYDD, WLIR, KZEL, WSHE, WCOZ, KSJO, KBPI, KLLO, WBAB. MEDIUMS: WKDF. PREFERRED TRACKS: You Better, Tricky.
SALES: Good in all regions.

9 MOST ACTIVE

4 STEVE WINWOOD • ARC OF A DIVER • ISLAND
ADDS: None. HOTS: WLVO, KINK, WABX, KWST, KMEL, KNCN, WNEW, WKDF, WBLM, KNX, KZEW, KEZY, KZOK, WIBZ, WKLS, KOME, WYDD, WSHE, KSJO, KBPI, KLLO, WBAB, WMMS. MEDIUMS: KSHE, WAAL, WLIR, WBCN. PREFERRED TRACKS: Chance, Train, Arc.
SALES: Good in all regions.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
1	1	MORNING TRAIN (NINE TO FIVE) SHEENA EASTON	13
3	2	ANGEL OF THE MORNING JUICE NEWTON	12
5	3	BEING WITH YOU SMOKEY ROBINSON	12
4	4	JUST THE TWO OF US GROVER WASHINGTON, JR.	14
9	5	BETTY DAVIS EYES KIM CARNES	7
7	6	TAKE IT ON THE RUN REO SPEEDWAGON	8
2	7	KISS ON MY LIST DARYL HALL & JOHN OATES	16
8	8	HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER	9
6	9	RAPTURE BLONDIE	15
10	10	SOMEBODY'S KNOCKIN' TERRI GIBBS	17
13	11	WATCHING THE WHEELS JOHN LENNON	7
22	12	LIVING INSIDE MYSELF GINO VANNELLI	8
24	13	SUKIYAKI A TASTE OF HONEY	10
20	14	HOW 'BOUT US CHAMPAIGN	13
16	15	AIN'T EVEN DONE WITH THE NIGHT JOHN COUGAR	15
21	16	TOO MUCH TIME ON MY HANDS STYX	8
18	17	YOU BETTER YOU BET THE WHO	8
19	18	I LOVE YOU CLIMAX BLUES BAND	13
12	19	DON'T STAND SO CLOSE TO ME THE POLICE	14
23	20	SWEETHEART FRANKE & THE KNOCKOUTS	10
11	21	WHILE YOU SEE A CHANCE STEVE WINDWOOD	14
28	22	A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO	10
32	23	STARS ON 45/MEDLEY STARS ON 45	5
27	24	I MISSED AGAIN PHIL COLLINS	9
38	25	THIS LITTLE GIRL GARY U.S. BONDS	3
39	26	AMERICA NEIL DIAMOND	3
33	27	WHAT ARE WE DOIN' IN LOVE DOTTIE WEST	7
30	28	LOVE YOU LIKE I NEVER LOVED YOU BEFORE JOHN O'BANION	8
14	29	I CAN'T STAND IT ERIC CLAPTON AND HIS BAND	11
34	30	SAY YOU'LL BE MINE CHRISTOPHER CROSS	7

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
25	31	DON'T STOP THE MUSIC YARBROUGH & PEOPLES	15
26	32	JUST BETWEEN YOU AND ME APRIL WINE	14
36	33	HOLD ON LOOSELY 38 SPECIAL	10

ADDS: KTSA, 13K. **JUMPS:** WSKZ 27 To 24, WHHY Ex To 28, WANS 22 To 18, KFMD Ex To 25, WRVQ 10 To 7, JB105 22 To 16, WLS 19 To 15, WBBQ 9 To 7, 94Q 13 To 10, WNCI 16 To 11, KDWB 24 To 20, Z93 23 To 20, KBEQ 8 To 6, KJR Ex To 30, WPGC 22 To 18.

SALES: Moderate in the Midwest and South. Fair in the West and East.

HIT BOUND

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
40	34	SINCE I DON'T HAVE YOU DON McLEAN	5

ADDS: KTSA, WOKY, WSPT, CKLW, WXKS, KRQ, KMJK-FM, KOFM-28, KERN, WMC-FM. **JUMPS:** KOPA 30 To 26, KINT 30 To 27, WFIL Ex To 28, WHHY 29 To 25, JB105 27 To 23, WFI 30 To 26, WSEZ Ex To 29, KCPX 18 To 15, WHB 18 To 14, WKBO 19 To 16, WWKX 30 To 22, WGH Ex To 17, WBEN-FM 30 To 22, KENO Ex To 29, WVBF Ex To 27, WNBC 21 To 14, WZZP Ex To 20, KIMN Ex To 30, WISM 28 To 22, WQXI 26 To 22, WPGC Ex To 29, KC101 26 To 23, WGSV 22 To 18, WROR 23 To 20, WRJZ Ex To 30, KYXX 30 To 26, KHFI 29 To 25, Z93 30 To 27.

SALES: Fair in the East and Midwest.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
17	35	WOMAN JOHN LENNON	17

PRIME MOVER

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
41	36	FIND YOUR WAY BACK JEFFERSON STARSHIP	6

ADDS: CKLW, WRVQ, KEYN. **JUMPS:** WSKZ 25 To 22, WLS 29 To 25, Q102 32 To 28, BJ105 32 To 29, WHHY 26 To 23, KMJK-FM Ex To 25, WSEZ Ex To 33, WBBQ 27 To 23, WANS Ex To 30, KERN Ex To 28, WSPT 22 To 19, KFRC 25 To 20, WPRO-FM 23 To 19, WYYS 28 To 25, KFMD 29 To 26, WKXX 24 To 21, WTXI 30 To 25, KBEQ 19 To 14, Y103 33 To 29, KHFI 27 To 24, KINT 27 To 21.

SALES: Fair in all regions.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
15	37	KEEP ON LOVING YOU REO SPEEDWAGON	24

CASH SMASH

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
48	38	AI NO CORRIDA QUINCY JONES	5

ADDS: KOPA, KZZP-27, KFMD-29, Y103, KHFI, KEZR, WWKX, FM102, KFRC, WFI-28, 92Q. **Day-Part:** WOW. **Re-Add:** WZUU-28. **JUMPS:** WCAO Ex To 28, WBBQ Ex To 28, WSEZ 33 To 28, KENO Ex To 30, WBEN-FM 11 To 9, KIQQ 17 To 12, WVBF Ex To 29, WQXI Ex To 23, Y100 24 To 21, 94Q 26 To 23, WAYS 26 To 21, WAXY Ex To 25, WSGN 32 To 27, KNUS 29 To 24, WTXI 35 To 29, Z93 28 To 24, WRJZ Ex To 27, B97 13 To 9, WXKS 21 To 9, KJR 25 To 21, KRQ 26 To 23, KJRB Ex To 31.

SALES: Moderate in all regions.

HIT BOUND

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
45	39	JESSIE'S GIRL RICK SPRINGFIELD	7

ADDS: WSEZ, WDRQ-29, KFMD, WRJZ, KFI, KYXX, KBEQ-25, KJR. **Day-Part:** KJRB. **JUMPS:** WSKZ 26 To 23, WWKX Ex To 27, WHHY 25 To 21, WBBQ 23 To 20, WBEN-FM 32 To 12, KENO 21 To 18, Q105 15 To 12, KIQQ 26 To 22, WANS 30 To 26, 94Q 23 To 19, WPGC 19 To 15, WIKS Ex To 35, Y103 22 To 19, Z93 18 To 14, CKLW 30 To 21, B97 Ex To 28, KHFI 24 To 20, WFI 27 To 21, KINT 31 To 26, WKXX 21 To 17, JB105 25 To 18, KRBE 21 To 17.

SALES: Fair in the East, Midwest and South. Weak in the West.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
31	40	IT'S A LOVE THING THE WHISPERS	12
47	41	I LOVED 'EM EVERY ONE T.G. SHEPPARD	7

ADDS: 14Q-30, WSEZ, WVBF, WZZP, KJR. **JUMPS:** WOKY Ex To 21, KJRB Ex To 32, WISM 24 To 20, KOFM 30 To 26, KRAV 17 To 13, KEEL 34 To 29, WSGN 15 To 12, WFIL Ex To 30, KFMD Ex To 28, 92Q 18 To 14, KSLQ 22 To 18, WGH 18 To 13, WGSV 9 To 5, WTXI Ex To 34, KHFI Ex To 28, KXOK 23 To 19, KEZR 25 To 19, KCPX 9 To 7.

SALES: Fair in the Midwest and South. Weak in the West and East.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
46	42	BLESSED ARE THE BELIEVERS ANNE MURRAY	7

ADDS: KINT. **JUMPS:** WSEZ Ex To 30, WSPT 25 To 22, WAYS 27 To 24, Y103 38 To 34, WRJZ 30 To 26, JB105 35 To 30, KJRB Ex To 33, KOFM 20 To 12, 92Q Ex To 30, WHB 10 To 8, KJR 26 To 22, WZUU Ex To 29.

SALES: Moderate in the East and Midwest. Weak in the West and South.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
49	43	WINNING SANTANA	5

ADDS: WAYS, WRQX, KTI, WBBQ, KMJK-FM, KIMN, KRTH, WAXY. **JUMPS:** WCAO Ex To 29, KIQQ Ex To 33, WSKZ 29 To 26, WKXX 25 To 19, KOPA Ex To 25, KJR 27 To 24, KZZP 23 To 19, WHHY 28 To 24, WBEN-FM 35 To 25, WSPT Ex To 28, WISM 26 To 21, Y103 39 To 32, KHFI Ex To 27, KRBE 23 To 20, KRQ Ex To 30.

SALES: Fair in all regions.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
35	44	TURN ME LOOSE LOVERBOY	14

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
29	45	TIME OUT OF MIND STEELY DAN	9

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
43	46	WASN'T THAT A PARTY THE ROVERS	12

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
44	47	CELEBRATION KOOL & THE GANG	28

HIT BOUND

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
59	48	THE WAITING TOM PETTY AND THE HEARTBREAKERS	2

ADDS: KZZP-28, WHHY, WSEZ, WBEN-FM-37, WRQX, WRVQ, WLS, KRQ, WNCI-30, Z102-31, WYYS. **JUMPS:** WTRY Ex To 30, WSPT Ex To 30, WPGC Ex To 30, WTXI Ex To 26, Y103 Ex To 40, KHFI Ex To 29, KEZR Ex To 26, WWKX Ex To 29, WFI Ex To 30, WKXX Ex To 28, KBEQ 25 To 21.

SALES: Breakouts in the West, East and Midwest.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
37	49	THE BEST OF TIMES STYX	16

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
42	50	9 TO 5 DOLLY PARTON	23

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
56	51	BUT YOU KNOW I LOVE YOU DOLLY PARTON	6

ADDS: WTXI, WROR-25, 92Q, WKXX, KEYN. **JUMPS:** WQXI Ex To 27.

SALES: Weak in all regions.

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
50	52	MISTER SANDMAN EMMYLOU HARRIS	10

HIT BOUND

LAST WEEK	THIS WEEK	ARTIST	WEEKS ON CHART
68	53	STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE	4

ADDS: WZZP, KINT-31, JB105-33, KCPX, KEEL, 94Q, WNCI, WFI, WFI, WHB-20, WGH. **JUMPS:** WSKZ 28 To 25, 96KX 29 To 25, WHHY Ex To 30, WSPT 28 To 24, WISM Ex To 30, Y103 32 To 26, KXOK 24 To 20, KDWB 20 To 17, KYXX Ex To 29.

SALES: Fair in the South.

1 CASH BOX

THE ONLY CHARTS YOU CAN COUNT ON!

RADIO CHART

TOP 100 SINGLES

May 9, 1981

LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES	LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES	LAST WEEK	THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES
7	54	3	CLIFF RICHARD	GIVE A LITTLE BIT MORE	74	67	3	BILLY & THE BEATERS	I CAN TAKE CARE OF MYSELF	60	84	15	NEIL DIAMOND	HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')
			ADDS: WKBW, WBBQ, KIQQ, KERN, KFI, KDWB-23, WFLI. JUMPS: KOPA 28 To 24, KZZP 29 To 24, WSPT 23 To 18, WSGN Ex To 31, Y103 25 To 22, KHFI Ex To 30, JB105 Ex To 25, KCPX Ex To 30, WGCL Ex To 23, KEEL Ex To 32. SALES: Fair in the Midwest. Breakouts in the West.					ADDS: WGCL, KJR. JUMPS: WSPT 24 To 21, JB105 Ex To 35, KCPX Ex To 37, WKXX Ex To 29. SALES: Fair in the Midwest						
51	55	11	JOURNEY	THE PARTY'S OVER (HOPELESSLY IN LOVE)	54	68	26	BLONDIE	THE TIDE IS HIGH	81	85	6	DR. HOOK	THAT DIDN'T HURT TOO BAD
57	56	6	RUPERT HOLMES	I DON'T NEED YOU	76	69	3	PAUL ANKA	I'VE BEEN WAITING FOR YOU ALL MY LIFE	72	87	17	PHIL SEYMOUR	PRECIOUS TO ME
			ADDS: KOPX. JUMPS: WGSV 20 To 16, Y103 35 To 31, KJRB 30 To 26. SALES: Fair in the West. Weak in all other regions.					ADDS: WGSV, KYYX. SALES: Fair in the South and West.						
65	57	5	JIM PHOTOGLO	FOOL IN LOVE WITH YOU	79	70	5	ROSANNE CASH	SEVEN YEAR ACHE	73	88	25	ABBA	THE WINNER TAKES IT ALL
			ADDS: WAYS, WSGN, WRJZ, WGCL, KRTH. JUMPS: WSPT 26 To 23, WGSV 26 To 23, WTIX Ex To 33, Y103 34 To 27, KCPX 31 To 26, WBBQ 28 To 25, KEEL Ex To 35, WZUU 30 To 27.					ADDS: WSKZ, KINT, KEZR, WQXI, WGH. JUMPS: WHHY 27 To 19, WSGN 18 To 15, WJRZ 29 To 23, KXOK 25 To 21, KOFM 28 To 23, 94Q 20 To 15, 92Q 22 To 19. SALES: Good in the South.						
34	58	3	GET WET	JUST SO LONELY	63	71	27	EDDIE RABBITT	I LOVE A RAINY NIGHT	---	89	1	OAK RIDGE BOYS	ELVIRA
			ADDS: WHHY, 13K, KRLY, WGH. JUMPS: WTRY Ex To 29, WBEN-FM 39 To 30, WSGN 30 To 23, KCPX 30 To 25, WGCL Ex To 30, WFLI Ex To 29.					ADDS: B97, WFIL. JUMPS: CKLW 21 To 17, KIQQ 19 To 16, KRTH 28 To 22. SALES: Good in the West.						ADDS: KHFI, WGSV, KFMD, WAYS-30, WQXI. JUMPS: WHHY Ex To 29. SALES: Fair in the Midwest and South.

HIT BOUND

71	59	4	LEE RITENOUR	IS IT YOU
			ADDS: Z93, WFIL, WFLI, WBEN-FM-38, WANS, WISM, Y103, KHFI, JB105, WXKS, KCPX, KFRC, WROR-27, WIKS, KDWB-24. JUMPS: WSGN 25 To 21, WGSV 28 To 25, KEZR Ex To 29, WBBQ Ex To 29, 94Q 30 To 27, WKXX 30 To 26.	
52	60	15	BARBRA STREISAND & BARRY GIBB	WHAT KIND OF FOOL
32	61	7	LENNY LE BLANC	SOMEBODY SEND MY BABY HOME
			ADDS: WZUU. JUMPS: WZZR Ex To 26. SALES: Weak in all regions.	
70	62	4	ALAN PARSONS PROJECT	TIME
			ADDS: WZZR, WKBW, Z93. JUMPS: WCAO Ex To 30, WBEN-FM 40 To 33, WTIX Ex To 39, Y103 29 To 24, KRBE Ex To 24, KEEL Ex To 34, 94Q 25 To 22, KDWB 22 To 18, 92Q Ex To 27, WKXX 27 To 22.	
39	63	4	THE ISLEY BROTHERS	HURRY UP AND WAIT
			ADDS: WMC-FM. JUMPS: WXKS Ex To 21, KIQQ 35 To 27, KRTH Ex To 30. SALES: Fair in the West and East.	
6	64	6	ABBA	SUPER TROUPER
			ADDS: WTIX. JUMPS: WXKS 26 To 14, KIQQ 23 To 20, WBBF Ex To 24. SALES: Fair in the Midwest. Weak in all other regions.	
7	65	4	JESSE WINCHESTER	SAY WHAT
			ADDS: WHHY, Q105-29, WSPT, JB105, WGCL, WWKX, KEEL, 94Q, WROR-26, WFIL, WGH, WZUU-30, WMC-FM-25. JUMPS: WGSV 24 To 20, WBBQ Ex To 30, WKXX Ex To 30.	

HIT BOUND

5	66	2	DARYL HALL & JOHN OATES	YOU MAKE MY DREAMS
			ADDS: JB105-34, WBBQ, KRLY, KENO, KERN, KFI, KRTH, KYYX, Z93, WFLI, WKXX, WSKZ, KOPA, WTRY, WBEN-FM-39, WANS, WSPT, WISM, WPGC, WAYS, KRAV, WSGN, BJ105-40. JUMPS: Y103 Ex To 35, KRBE Ex To 30, KCPX Ex To 29, WWKX Ex To 30, 94Q 29 To 24, Z102 29 To 26. SALES: Just shipped.	

54	68	26	BLONDIE	THE TIDE IS HIGH
76	69	3	PAUL ANKA	I'VE BEEN WAITING FOR YOU ALL MY LIFE
			ADDS: WGSV, KYYX. SALES: Fair in the South and West.	
79	70	5	ROSANNE CASH	SEVEN YEAR ACHE
			ADDS: WSKZ, KINT, KEZR, WQXI, WGH. JUMPS: WHHY 27 To 19, WSGN 18 To 15, WJRZ 29 To 23, KXOK 25 To 21, KOFM 28 To 23, 94Q 20 To 15, 92Q 22 To 19. SALES: Good in the South.	
63	71	27	EDDIE RABBITT	I LOVE A RAINY NIGHT
80	72	3	JERMAINE JACKSON	YOU LIKE ME DON'T YOU
			ADDS: B97, WFIL. JUMPS: CKLW 21 To 17, KIQQ 19 To 16, KRTH 28 To 22. SALES: Good in the West.	
61	73	17	PAT BENATAR	TREAT ME RIGHT
75	74	4	MICHAEL JACKSON	ONE DAY IN YOUR LIFE
			JUMPS: WPRO-FM Ex To 23, WSGN 28 To 18, KIQQ 33 To 28, WAXY 26 To 20.	
82	75	3	SHALAMAR	MAKE THAT MOVE
			ADDS: Y100-33. JUMPS: KRLY Ex To 29, WAXY 29 To 21, KNJS 25 To 22. SALES: Fair in the West, East and South.	
78	76	3	THE JACKSONS	CAN YOU FEEL IT
			ADDS: KFI. JUMPS: JB105 16 To 12, WXKS 3 To 1, KIQQ Ex To 26.	

HIT BOUND

---	77	1	ELTON JOHN	NOBODY WINS
			ADDS: WSKZ, WOW-22, WTRY, WZZR, WBEN-FM-40, WANS, KRAV, WGSV, Y103, 92X, KHFI, KINT, KRBE, WWKX, KENO, KIQQ, 94Q-29, KFRC, WHBQ, WIKS, KYYX, WYYS. SALES: Just shipped.	
53	78	9	BARRY MANILOW	LONELY TOGETHER
87	79	2	STANLEY CLARKE/GEORGE DUKE	SWEET BABY
			ADDS: KC101-28, KRTH. JUMPS: WAYS Ex To 28, WSGN 31 To 28, WTIX Ex To 40, Y103 30 To 25, KEZR Ex To 30, KYYX Ex To 30.	
58	80	11	YOKO ONO	WALKING ON THIN ICE
55	81	16	DON McLEAN	CRYING
90	82	2	TOMMY JAMES	YOU'RE SO EASY TO LOVE
			ADDS: KCPX. JUMPS: WSGN Ex To 30, WGSV Ex To 30.	
---	83	1	SHEENA EASTON	MODERN GIRL
			ADDS: WSGN, WGSV, Y103, JB105-32, WXKS, BJ105, KCPX, KIQQ, KC101-29, B97, WGH, KJR.	

---	86	1	PHOEBE SNOW	MERCY, MERCY, MERCY
			ADDS: KINT, KEZR, KIQQ, KFI, WKXX. ON: 96KX, KHFI, KCPX, KFRC.	
72	87	17	PHIL SEYMOUR	PRECIOUS TO ME
73	88	25	ABBA	THE WINNER TAKES IT ALL
---	89	1	OAK RIDGE BOYS	ELVIRA
			ADDS: KHFI, WGSV, KFMD, WAYS-30, WQXI. JUMPS: WHHY Ex To 29. SALES: Fair in the Midwest and South.	
---	90	1	STEPHANIE MILLS	TWO HEARTS
			ADDS: WHBQ. SALES: Fair in all regions.	
94	91	3	JOE DOLCE	SHADDUP YOU FACE
			Day-Part: WOKY. JUMPS: Y100 Ex To 20, CKLW Ex To 20. SALES: Fair in the East and Midwest.	
92	92	3	LEON REDBONE	SEDUCED
88	93	3	STEVIE WONDER	LATELY
91	94	5	SHOT IN THE DARK	PLAYING WITH LIGHTNING
97	95	4	POINT BLANK	LET ME STAY WITH YOU TONIGHT
			ADDS: WWKX. JUMPS: KRBE 16 To 13. SALES: Fair in the South.	
84	96	14	BRUCE SPRINGSTEEN	FADE AWAY
86	97	12	DONNA SUMMER	WHO DO YOU THINK YOU'RE FOOLIN'
83	98	16	RANDY MEISNER	HEARTS ON FIRE
93	99	9	ANDY GIBB	ME (WITHOUT YOU)
89	100	22	DONNIE IRIS	AHI LEAH!

LOOKING AHEAD

THEME FROM "GREATEST AMERICAN HERO"	JOEY SCARBURY	ADDS: CKLW, KCPX, KEEL, KFRC
WHAT CHA' GONNA DO FOR ME	CHAKA KHAN	ADDS: KINT, KNUS-32. JUMPS: WXKS 24 To 20.
ALMOST SATURDAY NIGHT	DAVE EDMUNDS	ADDS: KFMD, JB105. ON: WKXX, KEZR
CASH SMASH	denotes significant sales activity.	
PRIME MOVER	denotes significant radio activity.	
HIT BOUND	denotes immediate radio acceptance.	

RCA • GET USED TO IT •



HALL & OATES

"KISS ON MY LIST" (PB 12142)

DOLLY PARTON

"BUT YOU KNOW I LOVE YOU" (PB 12200)

PAUL ANKA

"I'VE BEEN WAITING FOR YOU" (PB 12225)

RICK SPRINGFIELD

"JESSIE'S GIRL" (PB 12201)

FRANKE & THE KNOCKOUTS

"SWEETHEART" (YB 11801)

DON MC LEAN

"SINCE I DON'T HAVE YOU" (YB 11804)

BB CB BW

TOMMY JAMES

"YOU'RE SO EASY TO LOVE" (YB 11802)

BB CB BW

JIM PHOTOGLO

"FOOL IN LOVE WITH YOU" (TC 2487)

STEPHANIE MILLS

"TWO HEARTS" (TC 2492)

SHALAMAR

"MAKE THAT MOVE" (YB 12192)

JEFFERSON STARSHIP

"FIND YOUR WAY BACK" (FB 12211)

YOU CAN DEPEND ON RCA TO DELIVER

Registration Nears 14,000 For Annual Fan Fair In Nashville

NASHVILLE — With registration already nearing 14,000, Fan Fair will mark its 10th anniversary this year when it kicks off June 8 with the Celebrity Softball Tournament and culminates June 14 with the Grand Masters Fiddling Championship at Opryland.

Co-sponsored by the Country Music Assn. (CMA) and the Grand Ole Opry, Fan Fair takes place each June and traditionally begins with the softball tournament, this year scheduled for June 8-9 at Cedar Hills Park in Madison, Tenn. Beginning June 10, the festival changes location to the Municipal Auditorium here, where live shows, concerts and exhibits will pack the days and nights through June 13.

Registration, which is \$35 per person, is being handled by the Grand Ole Opry staff, while the CMA is coordinating exhibit areas and shows. A capacity 274 booths, sponsored by record companies, artists and others affiliated with the country music industry, will be on exhibit. Prior to the beginning of pre-registration for the annual event, the CMA mailed promotional discs containing spots by various artists lauding Fan Fair to more than 1,800 country radio stations in March.

The CMA recently released a tentative schedule of events for this year's Fan Fair celebration, and where possible, a list of artists appearing at the various label-sponsored concerts. All activities will take place at the Auditorium, unless otherwise noted.

Fan Fair will kick off June 8-9 with the celebrity Softball Tournament at Cedar Hill Park. Games begin at 8:00 a.m. each day and continue through 5:30 p.m. A square dance will follow the tournament's completion June 9, beginning at 7:00 p.m.

Opening Activities

The exhibit area will open at 10 a.m. every morning from June 10-June 13. From 10-11 a.m. June 10, Sunbird Records will sponsor a showcase featuring Earl Thomas Conley, Freddie Hart, Billy Larkin and Diana. From noon to 1 p.m., Dimension Records will host a concert featuring Ray Price and Peggy Forman. From 2-5 p.m., there will be a bluegrass concert.

On June 11, CBS will host a showcase from 10 a.m. to noon. MCA's showcase is scheduled for 3-5 p.m. Plantation/Sun Records is scheduled to showcase Patti Page, Orion, Dave Dudley, Rita Remington, Jim Owen, Baxter, Baxter and Baxter and Rodney Lay from 7-9 p.m. A Cajun show will begin at 10 p.m. and run through midnight. It will feature Jimmy C. Newman and Cajun Country, Frenchie Burke and Justin Wilson.

Festivities for June 12 will begin at 10 a.m. with an RCA-sponsored showcase, which will run til noon. From 3-5 p.m., Elektra/Asylum is scheduled for its showcase, and from 7-9 p.m., there will be a mixed label showcase, featuring Randy Barlow, Paid Records; Sammi Smith, Sound Factory; West and Frizzell, Viva; Tim Rex, Dee Jay; Vern Gosdin, Ovation; Keith Steagall, Capitol; Susie Allanson, Liberty; Gary Morris, Warner Bros.; Donna Hazard, Excelsior; Johnny Carver, Tanglewood and Reba McEntire, PolyGram. Following the mixed label showcase, there will be a Songwriters' showcase.

June 13 activities will include an International show, scheduled for 10 a.m. to noon. It will feature co-host Tammy Wynette and another as yet unnamed co-host, as well as the following acts representative of seven countries: Cedar Creek, Canada; Roland Steinel, Germany; Jodi Vaughn, New Zealand; John Brack, Switzerland; Karel Gott, Czechoslovakia; Tammy Cline, England; and New Deal,

Holland. The International show is written and produced for the CMA by Bob Tubert.

A Reunion show themed "First and Second Generations" will close activities June 13 and will feature many "Reunionaires" and their children, including Patsy Montana and her daughter Judy Rose; Doyle Wilburn and Margie Bowes and their daughter Sharon; Doc and Chickie Williams and daughter Karen; Stonewall Jackson and son Stonewall, Jr. ("Turp"); Onie Wheeler and daughter Karen; Webb Pierce and daughter Debbie; Grandpa and Ramona Jones and daughter Alisa and Kitty Wells and Johnny Wright and children Bobby and Sue. Tom Scott's Old Time Medicine Show is also scheduled to perform.

The Grand Masters Fiddling Championship at Opryland will close the week's festivities.

Music Publishing Firm Formed By Bennett

NASHVILLE — Los Angeles-based Cream-Hi Records and the Cream Music Publishing Group has acquired the major assets of Burgess Hale and Assoc. from William H. Hale, according to a recent announcement by Cream-Hi owner and president Al Bennett.

Under the new name Music Publishing Corp. (MPC), the company includes Singletree Music (BMI), Lariat (ASCAP), Doubletree (SESAC), a partnership in Sage and Sand Music (SESAC), administration of Hank Williams, Jr.'s Bocephus Music (BMI) and the Doubletree Production Co.

Bob Todd was named president of MPC, while Dave Burgess was appointed vice president and general manager of Southeastern operations. Burgess will also produce Liberty artists Bill Nash and Tom Grant, both of whom have production and publishing agreements with MPC. Additionally, Chuck Howard, Jr. was appointed MPC's professional manager. Bobby Weiss, vice president and director of international operations in Los Angeles, will pursue foreign publishing and record licensing agreements for MPC.

MPC, which is located at 815 18th Ave. South here, has also signed writers Kent Westberry and Eddie Burton.



LENDING A HELPING HAND — The Oak Ridge Boys have volunteered their services to do a benefit concert for the Tennessee Performing Arts Center, a Nashville entertainment facility. Prompted by the recently announced deficit incurred by the Center during its first six months of operation, the Oaks hope their move might set a precedent for other entertainers to follow. Pictured during a press conference following the announcement are (l-r): Duane Allen of the group; Thomas B. Baker, Jr., chairman of the board for the TPAC; and Bill Golden, Joe Bonsall and Richard Sterban of the group.



MAKIN' FRIENDS WITH THE RIGHT PEOPLE — RCA Nashville recently hosted a listening party for artist Razy Bailey to introduce representatives of the label, radio and local press to his new album, "Makin' Friends." In addition to local label representatives, several of RCA's New York brass attended the event. Pictured during the party at Alaman's Restaurant are (l-r): Jack Craig, division vice president, RCA Records, USA-Canada; Ed Scanlon, staff vice president, operations planning, RCA Corp.; Bailey; Jerry Bradley, division vice president, RCA Nashville; and Robert Summer, president, RCA Records.

Myrtle Beach Site Of Major Country Festival During The July 4 Weekend

NASHVILLE — The first Carolina Country Jamboree, billed as the world's largest country music festival, is scheduled for July 4-5 in Myrtle Beach, S.C. Coastal Country Jamboree, Inc., a company formed by South Carolina land developer Thomas Scott Quinn, will present the concert, while James Fitzgerald Enterprises, Inc. of Los Angeles has been secured to coordinate and supervise the event. Fitzgerald will serve as executive producer and director of the Jamboree.

More than 30 artists are scheduled to appear during the two day event. Opening the festivities on July 4 at 10 a.m. are Mac Davis, Emmylou Harris, Tompall and the Glaser Brothers, the Bellamy Brothers, Don King, Johnny Duncan, Asleep At The Wheel, Dave Rowland & Sugar, Con Hunley, Dottie West, Doug Kershaw, Ray Stevens, Bander, Memphis, North Star Band, The Ed Pollack Band, the Zassoff Boys, Southern Land and Cattle Co. and the Silver Nickel Band.

Sunday's Show

Sunday's performances will continue with Jerry Lee Lewis, Margo Smith, Rex Allen, Jr., Conway Twitty, Donna Fargo, Billy "Crash" Craddock, Johnny Rodriguez, Alabama, Stella Parton, the Happy Goodman Family, the Blue Ridge Quartet, Judy Crystal, the Russell Brothers, Southern Land and Cattle Co., the Zassoff Boys, the Ed Pollack Band and Rosanne Cash.

Artists will perform on a specially con-

structed area located on 500 acres of land. The spectator area will be ringed by flagpoles 40 feet high, while the stage, which is dome roofed and located atop a hill, will be surrounded by a 14 foot wide moat capable of shooting a giant water curtain into the air. The concert itself will boast state-of-the-art sound and lighting. Additionally, on July 4, there will be fireworks and aerial display.

Coming Of Age

"It has long been my desire to promote a family oriented festival of country music, which is coming of age not only in America but throughout the world," said developer Quinn, who prepared the concert site especially for this event. "The fact that the perfect site for this type of festival was able to be realized in the Myrtle Beach area makes this festival all the more of a natural event, because this area has been a supporter of country music since long before it became the phenomenon that it is today.

"As the Carolina Country Jamboree is above all a family event, security is one of our top priorities, and with the cooperation of local and state authorities, all efforts are being made to keep the festival the pleasant and safe family event that it is intended to be" he continued. "We are currently setting up our security force, which will make this festival the most well ordered and enjoyable event of its kind ever produced."

Tickets for the concert, which will be festival style seating, will be \$25 for either single day or \$45 for both days. Tickets will be sold on a mail order basis only and may be ordered by sending a stamped, self-addressed envelope to Coastal Country Jamboree, P.O. Box 1186, Myrtle Beach, S.C., 29577 or by calling 1-800-228-5000.

Jazz Showcase Set For Cancer Society

NASHVILLE — Bill Justis will host An Evening of Jazz at the Opryland Hotel's Stage Door Lounge May 4, with proceeds going to the American Cancer Society.

Set to begin at 8 p.m., the benefit will feature the Stan Lasser Group, the Nashville Jazz Machine and Bob Holmes and the Jazz Excursion. Wayne Oldham is scheduled to entertain between acts. Additionally, a jam session will follow the main acts, which will feature, in addition to members of the main acts, Beegie Adair, Louis Brown, Roger Bissell, Jerry Vinett, Norm Ray, Kark Garvin, and Tandy Rice.

Tickets are seven dollars each and can be purchased at the Hillsboro Village Branch of Commerce Union Bank, at the Cancer Society office at 1208 17th Ave., South and at the door, if seating is still available.

CASH BOX TOP 100 COUNTRY

May 9, 1981

	Weeks On 5/2 Chart		Weeks On 5/2 Chart		Weeks On 5/2 Chart
1 I LOVED 'EM EVERY ONE	2	T.G. SHEPPARD (Warner/Curb WBS-49690)	9	35 FIRE & SMOKE	43
2 FALLING AGAIN	3	DON WILLIAMS (MCA 51065)	12	36 IN THE GARDEN	39
3 HOOKED ON MUSIC	4	MAC DAVIS (Casablanca/PolyGram NB-2327)	12	37 I CAN'T HOLD MYSELF IN LINE	37
4 REST YOUR LOVE ON ME/I AM THE DREAMER	1	CONWAY TWITTY (MCA 51059)	12	38 HOLD ME LIKE YOU NEVER HAD ME	38
5 AM I LOSING YOU/HE'LL HAVE TO GO	7	RONNIE MILSAP (RCA PB-12194)	8	39 SURROUND ME WITH LOVE	47
6 SEVEN YEAR ACHE	9	ROSANNE CASH (Columbia 11-11426)	13	40 GETTING OVER YOU AGAIN	45
7 ROLL ON MISSISSIPPI	8	CHARLEY PRIDE (RCA PB-12173)	10	41 DO I HAVE TO DRAW A PICTURE	49
8 ELVIRA	16	THE OAK RIDGE BOYS (MCA 51084)	6	42 MY WOMAN LOVES THE DEVIL OUT OF ME	48
9 MISTER SANDMAN	10	EMMYLOU HARRIS (Warner Bros. WBS-49684)	10	43 I WAS COUNTRY WHEN COUNTRY WASN'T COOL	—
10 FRIENDS	11	RAZZY BAILEY (RCA PB-12199)	7	44 A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT)	5
11 HEY JOE (HEY MOE)	12	MOE BANDY & JOE STAMPLEY (Columbia 11-60508)	9	45 THE MATADOR	51
12 BUT YOU KNOW I LOVE YOU	13	DOLLY PARTON (RCA PB-12200)	5	46 YOU'RE CRAZY MAN	53
13 PRIDE	14	JANIE FRICKE (Columbia 11-60609)	9	47 YOUR WIFE IS CHEATIN' ON US AGAIN	54
14 LOUISIANA SATURDAY NIGHT	18	MEL McDANIEL (Capitol P-4953)	8	48 LOVE DIES HARD	67
15 I'M JUST AN OLD CHUNK OF COAL	23	JOHN ANDERSON (Warner Bros. WBS-49899)	7	49 DARLIN'	59
16 BETWEEN THIS TIME AND THE NEXT TIME	17	GENE WATSON (MCA 51039)	11	50 FRIDAY NIGHT FEELIN'	57
17 WHAT ARE WE DOIN' IN LOVE	25	DOTTIE WEST (Liberty 1404)	6	51 LEONARD	6
18 IF I KEEP ON GOING CRAZY	19	LEON EVERETTE (RCA PB-12177)	11	52 LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)	63
19 COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO)	21	TAMMY WYNETTE (Epic 19-51011)	9	53 ANYWHERE THERE'S A JUKEBOX	56
20 ANGEL OF THE MORNING	20	JUICE NEWTON (Capitol P-4976)	10	54 SPREAD MY WINGS	58
21 A MILLION OLD GOODBYES	24	MEL TILLIS (Elektra E-47116)	7	55 MAGIC EYES	55
22 I DON'T THINK LOVE OUGHT TO BE THAT WAY	22	REBA McENTIRE (Mercury/PolyGram 57046)	9	56 SOME LOVE SONGS NEVER DIE	65
23 BLESSED ARE THE BELIEVERS	27	ANNE MURRAY (Capitol P-4987)	6	57 HERE'S TO THE HORSES	66
24 CHEATIN'S A TWO WAY STREET	26	SAMMI SMITH (Sound Factory SF-427)	10	58 A LITTLE BIT OF HEAVEN	62
25 THE BARON	29	JOHNNY CASH (Columbia 11-60516)	8	59 LOVE KNOWS WE TRIED	68
26 IT'S A LOVELY, LOVELY WORLD	32	GAIL DAVIES (Warner Bros. WBS-49694)	6	60 LOVE TO LOVE YOU	73
27 HEART OF THE MATTER	30	THE KENDALLS (Ovation OV-1169)	8	61 LEARNING TO LIVE AGAIN	71
28 ALICE DOESN'T LOVE HERE ANYMORE	28	BOBBY GOLDSBORO (Curb/CBS Z56-70052)	10	62 FOOL BY YOUR SIDE	82
29 EVIL ANGEL	34	ED BRUCE (MCA 51076)	8	63 I'M ALMOST READY	64
30 WHISPER	35	LACY J. DALTON (Columbia 11-01036)	6	64 GOOD OL' GIRLS	74
31 LOVIN' ARMS	41	ELVIS PRESLEY (RCA PB-12205)	4	65 DOES SHE WISH SHE WAS SINGLE AGAIN	69
32 MONA LISA	44	WILLIE NELSON (Columbia 11-02000)	4	66 THE ALL NEW ME	75
33 I WANT YOU TONIGHT	49	JOHNNY RODRIGUEZ (Epic 19-01033)	6	67 FLO'S YELLOW ROSE	77
34 BY NOW	42	STEVE WARINER (RCA PB-12204)	5		
				68 RODE HARD AND PUT UP WET	78
				69 DON'T BOTHER TO KNOCK	—
				70 WHAT THE WORLD NEEDS NOW IS LOVE	83
				71 DON'T GET ABOVE YOUR RAISING	84
				72 I STILL MISS SOMEONE	81
				73 PICKIN' UP STRANGERS	15
				74 SLOW COUNTRY DANCIN'	88
				75 HIDEAWAY HEALING	31
				76 JUST LIKE ME	90
				77 YOU'RE THE REASON GOD MADE OKLAHOMA	33
				78 UNTIL THE BITTER END	80
				79 IF I SAY I LOVE YOU (CONSIDER ME DRUNK)	79
				80 NOBODY LOVES ANYBODY ANYMORE	85
				81 MUSIC IN THE MOUNTAINS	—
				82 BALLY-HOO DAYS	—
				83 NO ACES	36
				84 DREAM OF ME	—
				85 FOOTPRINTS IN THE SAND	—
				86 LOVE (CAN MAKE YOU HAPPY)	—
				87 RAMBLIN' MAN	87
				88 MY HEART CRIES FOR YOU	89
				89 WE'VE GOT TO START MEETING LIKE THIS	—
				90 LADY, STAY THE NIGHT	—
				91 LUCKY ME	91
				92 I SOLD ALL OF TOM T'S SONGS LAST NIGHT	92
				93 I'D RATHER BE THE STRANGER IN YOUR EYES	93
				94 FIRST COWBOY	—
				95 GO HOME AND GO TO PIECES	—
				96 LET'S FORGET THAT WE'RE MARRIED	60
				97 OLD FAMILIAR FEELING	61
				98 FIRE IN YOUR EYES	46
				99 OLD FLAME	50
				100 STORMS NEVER LAST	52

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Headache (Blue Lake/Chic Rains — BMI)	44	Fool By Your Side (Kelly & Lloyd — ASCAP)	62	I'm Just An Old Chunk Of Coal (ATV — BMI)	15	Old Flame (I've Got The Music — ASCAP)	99
A Little Bit Of Heaven (ATV — BMI)	58	Footprints In The Sand (BGO/Southfield — ASCAP)	85	In The Garden (American Cowboy — BMI)	36	Pickin' Up Strangers (Welbeck — ASCAP)	73
A Million Old Goodbyes (Buzz Cason/Angel Wing/Pixrus — ASCAP)	21	Friday Night Feelin' (Farce/Terrace — ASCAP)	50	It's A Lovely, Lovely World (Acuff/Rose — BMI)	26	Pride (Cedarwood — BMI)	13
Alice Doesn't Love Here (House Of Gold — BMI)	28	Friends (House Of Gold — BMI)	10	Just Like Me (Al Gallico/Algee — BMI)	87	Ramblin' Man (Tree — BMI)	8
Am I Losing You (Rondo — BMI)	5	Getting Over You (Millstone — ASCAP/Baray — BMI)	40	Lady, Stay The Night (Brack — BMI)	90	Rest Your Love (Stigwood/Unichappell — BMI)	4
Angel Of The Morning (Blackwood — BMI)	20	Go Home (Flying Dutchman/Scimitar — BMI)	95	Learning To Live (Hall-Clement — BMI)	61	Rode Hard And Put Up Wet (Enoree — BMI)	68
Anywhere There's A Jukebox (Goldsboro — ASCAP)	53	Good Ol' Girls (Cross Keys — ASCAP)	64	Leonard (Shade Tree — BMI)	51	Roll On Mississippi (Pi-Gem — BMI)	7
Bally-Hoo Days (Tree/Windchime — BMI)	82	Heart Of The Matter (Hawklime — BMI/Writers Night — ASCAP)	27	Let's Forget That We're Married (Cedarwood — BMI)	96	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	6
Between This Time (Blue Echo — ASCAP)	16	He'll Have To Go (Central Songs — BMI)	5	Louisiana Saturday Night (Hall-Clement — BMI)	14	Slow Country Dancin' (Baray — BMI)	74
Blessed Are The Believers (Chappell/Unichappell — ASCAP/BMI)	23	Here's To The Horses (Chappell & Co. — ASCAP/Rightsong — BMI)	57	Love (Dandelion/Rendezvous Tobac — BMI)	86	Some Love Songs (Southern Nights/Youngun Co. — ASCAP/BMI)	56
But You Know (Tro-Devon — BMI)	12	Hey Joe (Hey Moe) (Acuff-Rose — BMI)	11	Love Dies Hard (Frebar — BMI)	48	Spread My Wings (Donnie Do-Dad/Line Man — BMI)	54
By Now (Pi-Gem — BMI/Chess — ASCAP)	34	Hideaway Healing (Paukie/House Of Gold — BMI)	75	Love Knows We Tried (Duchess/Red Angus/Chappell — BMI/ASCAP)	59	Storms Never Last (Baron — BMI)	100
Cheatin's A Two Way (Crown Dancer — ASCAP)	24	Hold Me Like (I've Got The Music — ASCAP)	38	Love To Love You (Cristy Lane — ASCAP)	73	Surround Me With Love (Al Gallico — BMI/Bibo — ASCAP)	39
Cowboys Don't Shoot (Vogue/Baby Chick — BMI)	19	Hooked On Music (Songpainter — BMI)	3	Lovin' Arms (Almo/Chandos — ASCAP)	31	The All New Me (Hallnote — BMI)	66
Darlin' (September/Yellow Dog — ASCAP)	49	I Am The Dreamer (Raindance — BMI)	4	Lovin' Her Was Easier (Combine — BMI)	52	The Baron (First Lady/Sylvia's Mother's/Algee — BMI)	25
Do I Have To Draw (McGrath — ASCAP/Missing Finger — BMI)	41	I Can't Hold Myself In Line (Blue Book — BMI)	37	Lucky Me (Foxytail/Sir Dale — ASCAP)	91	The Matador (Pi-Gem — BMI)	45
Does She Wish (United Artists — ASCAP)	65	I Don't Think Love (Ray Stevens/Lucy's Boy — BMI)	22	Magic Eyes (Hinsdale — BMI/Ternar — ASCAP)	55	Until The Bitter End (Chappell & Co./Intersong/Unichappell — ASCAP/BMI)	78
Don't Bother To Knock (Pi-Gem — BMI)	69	I Loved 'Em Every One (Tree — BMI)	92	Mister Sandman (Edwin Morris & Co. — ASCAP)	9	We've Got To Start Meeting (Hall-Clement — BMI)	89
Don't Get Above Your Raising (Peer International — BMI)	71	I Sold All Of Tom T's (Troil — BMI)	92	Mona Lisa (Famous — ASCAP)	32	What Are We Doin' In Love (Chappell/Sailmaker — ASCAP)	17
Dream Of Me (Sable/Sawgrass — BMI)	84	I Still Miss Someone (Rightsong — BMI)	72	My Heart (Major Songs/Bibo/Drolet — ASCAP)	88	What The World Needs (Jac/Blue Seas — ASCAP)	70
Elvira (Acuff/Rose — BMI)	8	I Want You Tonight (Algee — BMI)	33	My Woman Loves (Baray — BMI)	42	Whisper (Algee — BMI)	30
Evil Angel (Fourth Floor/Hot Kitchen/Blendingwell — ASCAP)	29	I Was Country (Pi-Gem — BMI)	43	No Aces (On The House — BMI/Expertise — ASCAP)	83	Your Wife Is Cheatin' (Tree/Baray — BMI)	47
Falling Again (Hall/Clement — BMI)	2	I'd Rather Be (Daydreamer/Pavilion — BMI)	93	Nobody Loves Anybody (Combine/Resaca — BMI)	80	You're Crazy Man (Red Ribbon/Hartline/Blackwood — BMI)	46
Fire & Smoke (Blue Moon/April — ASCAP)	35	If I Keep On (Magic Castle/Blackwood — BMI)	18	Old Familiar Feeling (Gervasi — BMI)	97	You're The Reason God (Peso/Wallet — BMI/Senor/Cible — ASCAP)	77
Fire In Your Eyes (Gary Morris/WB Corp. — ASCAP)	98	If I Say I Love You (Acuff-Rose — BMI)	79				
First Cowboy (Boo-Famous — ASCAP)	94	I'm Almost Ready (Vince Gill/Kentucky Wonder — BMI)	63				
Flo's Yellow Rose (WB Corp. — ASCAP)	67						



= Exceptionally heavy radio activity this week

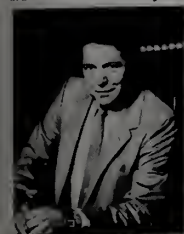


= Exceptionally heavy sales activity this week

COUNTRY

THE COUNTRY COLUMN

GILLEY MANIA STILL GOING STRONG — Mickey Gilley certainly enjoyed an incredibly successful year in 1980, and it looks like the success has yet to subside. He recently celebrated his fourth consecutive #1 record with "A Headache Tomorrow (Or A Heartache Tonight)," which was his 11th since the 1974 release "Roomful of Roses." Business ventures are also looking good, with his club packing them in and his Western Wear line surpassing the two million dollar mark in the eight months it has been on the market. As if that weren't enough, Gilley will be entering the publishing field with his own magazine, titled *Gilley's*. The magazine will hit the presses May 15, with some 50,000 copies expected from the first run. Emanating directly from his club, the one dollar an issue publication will begin as a bi-monthly magazine during the Summer and early Fall months, with hopes of developing into a monthly magazine with national distribution. Sections will cover dance, with insights provided by **Gator Conway**; western fashion; and new and established acts appearing at the club, as well as other club happenings. But there's more. With **Willie Nelson's** annual Fourth of July picnic taking a breather, Gilley will be initiating his first in Pasadena directly across from his club on Spenser Highway. Stay tuned for more details on the two-day event.



Mickey Gilley

THANKS FOR THE SUPPORT — Combine Music in Nashville recently hosted a surprise "Thank You" luncheon for ace promo man/legend in his own right **Tex Davis** (remember "Be-Bop-A-Lula?" Davis co-wrote it). Luncheon attendees included the entire staffs of Combine and Monument Records.

LOMAX TO VARIETY — **John Lomax III** has been appointed by *Variety* as its Nashville correspondent. A regular contributor to music publications for the past 13 years, Lomax also regularly files columns with *The Aquarian Weekly*, *Country Song Roundup* and *The Journal of Country Music*.

BAMMY FOR LACY — **Lacy J. Dalton** recently picked up a **Bammy** in the "Best Folk/Country/Bluegrass Album" category. The **Bammy** was awarded during the fourth annual **BAM** Magazine sponsored Bay Area Music Awards Show in San Francisco.

RABBIT TRACKS — After a four month work hiatus to write and record his seventh album for Elektra/Asylum, **Eddie Rabbitt** is ready to hit the concert trail, beginning with a three-day stint at Mill Run in Chicago May 2-4. Additionally, while he's wrapping up the vocal work for the album, he is rehearsing a new band and stage show for '81. Labelmate **Sami Jo Cole** will be making several concert appearances with Rabbitt in May.

ALABAMA INVADES OPRYLAND — RCA's **Alabama** is set to appear at Opryland in Nashville May 10. Meanwhile, the expansive hotel that is located adjacent to the park is getting ready to undergo a \$40 million expansion that will see 419 additional guest rooms, 225,000 square feet of meeting and exhibit space and two restaurants added. The project will begin this Fall and is expected to be completed by early 1984.

ONE FROM THE HEART — In addition to working on her own album with producer **Allen Reynolds**, **Crystal Gayle** will be lending her vocals to a soundtrack for an upcoming **Francis Ford Coppola** film *One From The Heart*. **Tom Walts** will be music writer for the project.

YET ANOTHER DUET — **Hank Williams, Jr.'s** upcoming album will feature, in addition to the duet with **George Jones** we mentioned last week, a duet with the legendary **Boxcar Willie**. It has the snappiest title of all: "Bad Case Of Ramblin' In My Shoes."

STAND BY YOUR MAN, AGAIN — May 13 is the new television air date for **Tammy Wynette's** autobiographical film, *Stand By Your Man*. Check local listings for time and station. Looks like **Wynette** will have to videotape the film. On that same night, she is scheduled to appear at Carnegie Hall along with **Roy Acuff** and **Merle Haggard** in the first Wild Turkey Jamboree.

NOTABLE SIGNINGS — Criterion Music Corp. recently announced the signing of Nashville-based songwriters **Hugh Moffatt** and **Pebe Sebert** to a writing and co-publishing agreement between their Boquillas Canyon Music and Atlantic Music Corp., a Criterion Music Associate.

Roy Orbison will make his debut appearance on *Saturday Night Live* with **Emmylou Harris** May 9. Afterwards, Orbison will kick off a two month tour of Canada, followed by a tour of the States, which will run through the Fall.

STUDIO TRACKS — At the Sound Emporium in Nashville, **Gene Watson** completed work on his second album for MCA with producer **Russ Reeder** and engineer **Jim Williamson**. . . **The Chipmunks** and producer **Larry Butler** recently teamed at the Emporium for "Urban Chipmunk." **Billy Sherrill** engineered the sessions. . . **Dottie West** was at the Emporium to record some country spots for NBC. **Gary Sherman** and the Sherman and Kahan Agency produced the sessions, with Sherrill engineering. . . **Margo Smilth** returned to the Emporium to overdub vocals for an upcoming duet with **Rex Allen, Jr.** **Charlie Tallent** engineered, with **Curt Allen** producing.

NEW ADDRESS — Effective May 1, Elektra/Asylum's new address in Nashville is 1710 Grand Avenue. The label requests correspondence continue to be sent to P.O. Box 120897, 37212.

CONGRATULATIONS — **Jimmy Hall** and **Karen Shelton** were married at Woodmont Baptist Church in Nashville April 25. The reception was held at the Bennett House (**Norbert Putnam's** studio) in Franklin, where Hall is in the midst of recording new material. Special guests included members of the bride and groom's family, **Carl Perkins**, **John Hardy**, **Tommy Wells**, **Debbie Banks**, **Doug Casmus** (Hall's manager) and **Jack Hall**, Hall's brother.

KUDO FOR WILLIAMS — **Don Williams**, who is extremely popular with British audiences, was again selected "Best International Male vocalist of the Year" via a public poll in the United Kingdom by the publication *Country Music Roundup*. The award was presented on Easter Sunday and was accepted on Williams' behalf by manager **Jim Halsey**.

EVERETTE JUNIOR IN JUNIOR MISS — **Leon Everette** isn't the only member of the Everette household riding high on success these days. His 12-year-old daughter, **Tammy Lynn Everette** was recently named first runner up in a state-wide South Carolina Junior Miss pageant, placing first in two out of three divisions. Oddly enough, it wasn't in the talent competition. Instead, she scored in two modelling competitions. Said the young Everette, "I think I inherited all the good looks and sophistication from my mother, but it doesn't seem like my father did anything."

Jennifer bohler

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



P.J. PARKS (KIK 906)

First Cowboy (3:15) (Boo-Famous Music Corp. — ASCAP) (Lobo)

This song, written and produced by Lobo, is done in a solid country fashion and should easily find its way onto radio playlists. This single adds to Parks' credentials as an up and coming country stylist.

HITS OUT OF THE BOX

ALABAMA (RCA PB-12236)

Feels So Right (3:19) (Maypop Music — BMI) (R. Owen)

FEATURE PICKS

DEAN DILLON (RCA PB-12234)

They'll Never Take Me Alive (2:20) (Pi-Gem Music — BMI) (D. Dillon, F. Dycus)

EDDY RAVEN (Elektra E-47136)

I Should've Called (3:09) (Milene Music — ASCAP) (E. Raven)

BILLY LARKIN (Sunbird SBPR-7562)

Longing For The High (2:48) (Cross Keys Publ. — ASCAP/Timber Publ. Co. — SESAC) (O.B. McClinton, S. McCovey)

SUSIE ALLANSON (Liberty 1408)

Run To Her (2:52) (Screen Gems/EMI Music — BMI) (G. Goffin/J. Keller)

THE SHOPPE (NSD NSD-90)

Dream Maker (3:09) (Welback Music — ASCAP) (B. Hill/J. Remington Wilde)

MICHAEL MURPHEY with KATY MOFFATT (Epic 19-02075)

Take It As It Comes (3:04) (ATV Music — BMI) (M. Murphy)

RANDY STARKEY (AMY 12849)

Mary Take Me Home To Carrollna (2:58) (Veeborg Music — BMI) (R. Starke,)

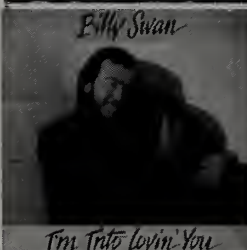
ROY CLARK (MCA 51111)

Love Takes Two (3:08) (House of Gold Music/Tree Music — BMI) (R. Lane, D. Morrison)

KIN VASSY (Liberty 1407)

Likn' Hlm And Lovln' You (2:38) (Southern Nights Music — ASCAP) (J. MacRae, B. Morrison)

ALBUM REVIEWS



Billy Swan
I'm Into Lovin' You

I'M INTO LOVIN' YOU — **Billy Swan** — Epic FE 37079 — Producer: **Larry Rogers** — List: 8.98 — Bar Coded

It's been quite a few years since "I Can Help" burned up the pop and country charts for Billy Swan; but it's finally repeat performance time for the singer/songwriter with his Epic debut single release, "Do I Have To Draw A Picture," a snappy tune that has crossover written all over it. The single is culled from an album of equal value, one that's full of potential hit singles. Listening to the album, you get the idea that Swan has invested a great deal of himself in every song, which means added dividends for the listener. An excellent album from a talented artist.



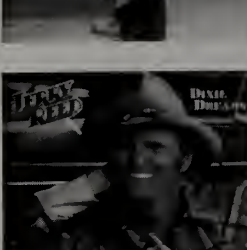
SURROUND ME WITH LOVE — **Charly McClain** — Epic FE 37108 — Producer: **Norro Wilson** — List: 8.98 — Bar Coded

Charly McClain is hot off a #1 single and blazing up the charts with her release of the title track from a new album. This album finds her teamed with producer Norro Wilson, who guides McClain through a good selection of bouncy, popish tunes, as well as some more traditional country numbers. McClain's little girl voice never sounded better than on the upbeat cuts.



MAKIN' FRIENDS — **Razy Bailey** — RCA AHL1-4026 — Producer: **Bob Montgomery** — List: 8.98 — Bar Coded

Bailey is in a rather unique situation right now. His current single, "Friends," is riding high in the charts, where it has been for seven weeks. Recently, the flip side of that single, "Anywhere There's A Jukebox," garnered enough radio reports to enter the country charts as well. So with two current singles moving up the charts, Bailey is sitting pretty with this new album release, one many predict will assure him of a comfortable spot as a top country contender. Something of a concept album, side one is devoted to five soft and easy ballads, while side two explores a little bit of honky tonk, rockin' country.



DIXIE DREAMS — **Jerry Reed** — RCA AHL1-4021 — Producers: **Norro Wilson, Jerry Reed and David Briggs** — List: 8.98 — Bar Coded

Reed has assembled some of the best musicians available for this album, which is an interesting concoction of those straight ahead, good time songs a la "The Testimony of Soddy Hoe" Reed is best known for, as well as a few surprises for those who might be acquainted with him solely through those "fun" single releases. When he puts aside his good ole' boy attitude, Reed has a very soulful voice — just listen to "Love Me Tonight," "Good Friends Make Good Lovers" or the jazzy instrumental, "Dreaming Fairytale." If country rap is still your bag, nobody does it better than Reed in the previously mentioned "Testimony."

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. I WAS COUNTRY WHEN COUNTRY WASN'T COOL — BARBARA MANDRELL — MCA — 60 REPORTS
2. DON'T BOTHER TO KNOCK — JIM ED BROWN & HELEN CORNELIUS — RCA — 33 REPORTS
3. FOOL BY YOUR SIDE — DAVE ROWLAND & SUGAR — ELEKTRA — 26 REPORTS
4. MUSIC IN THE MOUNTAINS — ERNIE ROWELL — GRASS — 21 REPORTS
5. BALLY-HOO DAYS — EDDY ARNOLD — RCA — 19 REPORTS
6. LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN) — TOMPALL and the GLASER BROTHERS — ELEKTRA — 18 REPORTS
7. DREAM OF ME — VERN GOSDIN — OVATION — 17 REPORTS
8. LOVE (CAN MAKE YOU HAPPY) — JAMES MARVELL — CAVALIER — 15 REPORTS
9. THE MATADOR — SYLVIA — RCA — 13 REPORTS
10. LOVE TO LOVE YOU — CRISTY LANE — LIBERTY — 13 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. ELVIRA — OAK RIDGE BOYS — MCA — 63 REPORTS
2. BUT YOU KNOW I LOVE YOU — DOLLY PARTON — RCA — 63 REPORTS
3. BLESSED ARE THE BELIEVERS — ANNE MURRAY — CAPITOL — 57 REPORTS
4. LOVIN' ARMS — ELVIS PRESLEY — RCA — 56 REPORTS
5. I'M JUST AN OLD CHUNK OF COAL — JOHN ANDERSON — WARNER BROS. — 56 REPORTS
6. WHAT ARE WE DOIN' IN LOVE — DOTTIE WEST — LIBERTY — 51 REPORTS
7. IT'S A LOVELY, LOVELY WORLD — GAIL DAVIES — WARNER BROS. — 50 REPORTS
8. BY NOW — STEVE WARINER — RCA — 50 REPORTS
9. A MILLION OLD GOODBYES — MEL TILLIS — ELEKTRA — 49 REPORTS
10. MONA LISA — WILLIE NELSON — COLUMBIA — 48 REPORTS

WSLC's King Edward Smith IV, 49, Dies Of Heart Attack In Richmond

NASHVILLE — King Edward Smith IV, 49, died of a heart attack April 23 in Richmond, Va. Smith, who was something of a legend in the country music industry, was music director at WSLC/Roanoke, Va., a position he held since 1964. Funeral services were held April 27 at Salem Baptist Church in Salem, Va. He is survived by his wife Dean, and three daughters, Sherry, Dawn and Beth.

King Ed, as he was known by his many friends in the industry, began a career at the age of 15 that would involve him in every facet of the industry — from radio to promotion to musician to recording artist. His first radio job was at WMEV/Marion, Va., playing with Cousin Zeke and Jamboree. From there he moved to WHIS radio and television in Bluefield, W. Va. and WSLC radio and television in Roanoke, Va.

When the bright lights and glamor of the recording industry beckoned, King Ed joined King Record Co. as both a promotion man and an artist. Then he was known as Smitty Smith. That association produced five albums and 28 singles. Even recently, King Ed was recording with his group the Knights.

When King Ed joined WSLC in 1964, he was the station's first country music disc jockey, and with his help, the station became the first to join the Federation of International Country Air Personalities (FICAP), of which he was president at the



King Edward Smith IV

time of his death.

Numerous awards and honors highlighted King Ed's radio career, including a nomination by the Country Music Assn. (CMA) in 1979 for Disc Jockey of the Year in the Medium Market, and was elected Disc Jockey of the Year in 1980 by the Academy of Country Music (ACM).

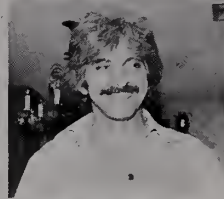
But King Ed was also a man to share his success with others. Countless artists owe him thanks for the personal interest he took in their careers, and the aid he gave new artists and their records on his station. He was honored with gold records from Elvis Presley, Dolly Parton, Waylon Jennings, John Conlee, Jeanne Pruett and Willie Nelson. The gold discs are presented to disc jockeys who are the first to go on a hit record.



WEAVER AT WSIX — Dennis Weaver, who many may remember as the lovable "Chester" on the old Gunsmoke television series or as "McCloud," is a very active figure in the country music industry. He recently stopped by the studios of WSIX AM/FM in Nashville to chat with station air personalities. Pictured with Weaver (r) are WSIX PD Gerry House (l) and WSIX morning man Bennie Ray.

THE COUNTRY MIKE

GREAT EMPIRE BUYS KTLK; PLANS COUNTRY CONVERSION — On May 1, Great Empire Broadcasting will close a deal with Welcome Radio, Inc., for the purchase of one of Denver's top rockers, KTLK. Coinciding with the change in ownership will be a change in call letters to KBRQ; a change in format, from rock to country; and a change in the line-up. Roger Mundy, presently with Great Empire, will take over the reins as program director. Jim Stricklan, a 10-year broadcasting veteran, formerly with KLAQ/Denver, will become the afternoon air personality, and take on the music chores. Jon Lawrence, from KLAQ, will take on the 9 a.m.-noon slot, Tom Chase will be on the air from noon-3 p.m., Diane Davis, a six-year veteran with Great Empire, will take the evenings, and Mark McColl, presently with KTLK, will handle the all-nighters. KBRQ will join the Great Empire family with country sisters KFDI AM-FM/Wichita, KTTS AM-FM/Springfield, Mo., KYNM/Omaha, and KWHK/Shreveport.



Smokey King

PERSONALITY PROFILE — Smokey King has recently been appointed program director for new 100,000 watt FM giant, WUSW/Lebanon, Tenn.; a station that could pose some threat to Nashville's FM powerhouse, WSIX. King began his broadcasting career more than 10 years ago while attending Wabash Valley College at nearby Mt. Carmel. part-timing with WVLN/Olney, Ill. After gaining a degree in broadcasting, King took his first full time position with country-formatted WPAP/Panama City, Fla., where, after only one year, he was elevated to program director. Then came a few short stints with WFAI/Fayetteville and WKDA/Nashville, doing the afternoon drives for both. In 1976, WFAI general manager Danny Highsmith decided he wanted King back as program director, a position he held before heading for Henderson, Ky. and AOR station KC103 as program director in 1978. King took a two-year hiatus from '79-'80, then climbed back into radio with part-time positions with WUSW, WKOS/Murfreesboro, Tenn., and spending Sundays with WJRB/Nashville. King was appointed program director for WUSW in February 1981.

WOOD CELEBRATES 56TH ANNIVERSARY — May 1 marked the 56th year of broadcasting for Chattanooga country station WOOD. In celebration, the station threw a birthday bash for industry VIPs and listeners alike, followed by an evening concert in Chattanooga's Memorial Coliseum. Artists joining in the festivities included Con Hunley, the Kendalls and Alabama.

LINCOLN COUNTY HITS SOUTHEASTERN TRAIL — Soundwaves recording group Lincoln County recently completed the first step of its Southeastern promotional swing, which will continue into July. With intentions of covering the entire region, the group recently visited WCCL/Jackson, Miss., WYNK/Baton Rouge, La., WTVY/Dothan, Ala., WDEM/Macon, Ga., WESC/Greenville, S.C., WCOS/Columbia, S.C., and WSOC-FM/Charlotte, N.C. May engagements spread throughout the promo tour include dates at the Mid-South Hayride, May 8, in Meridian, Miss., the Atwood Festival, Monticello, Miss. on May 23, featuring Dave Rowland & Sugar, and the Jimmie Rodgers Festival, May 30, back in Meridian with Ernest Tubb and the Troubadours, T.G. Sheppard, and Merle Haggard. **WCMS HOSTS HARBORFEST COMPETITION** — WCMS will host its second annual talent contest during Harborfest at the waterfront in Norfolk, Va. Contestants should send tapes to WCMS for judging to determine the top seven finalists. On May 24, the finalists will compete in front of a panel of judges comprised of major label representatives to determine the winner. The Harborfest winning band will receive \$1,000 in prize money. Also appearing will be Atlantic recording duo McGuffey-Lane.

KLIF 'RUNS FOR THE HEALTH OF IT' — In a recent KLIF/Dallas-Ft. Worth-sponsored 10 kilometer race, more than 1,200 distance runners "Ran For The Health Of It" for the benefit of St. Paul Hospital, Dallas. Participation in the annual event swelled to more than a 100% increase over last year's totals. Commenting on the success of this year's run, general manager T.J. Donnelly stated, "We are a country music station in an urban area, and there are a lot of urban cowboys who put on their running shoes in the morning and their cowboy boots at night. We are delighted with this year's increase in the number of runners in this accredited race and look forward to this event becoming an integral part of our "New Texas Legend — KLIF."

country mike

PROGRAMMERS PICKS

J.D. Cannon	WFMS/Indianapolis	Lovin' Her Was Easier (Than Anything I'll Ever Do Again) — Tompall & The Glaser Brothers — Elektra
Mark Hahn	KTOM/Salinas	I Was Country When Country Wasn't Cool — Barbara Mandrell — MCA
Dan Williams	WCMS/Norfolk	Don't Bother To Knock — Jim Ed Brown & Helen Cornelius — RCA
Al Hamilton	KEBC/Oklahoma City	I Was Country When Country Wasn't Cool — Barbara Mandrell — MCA
Dan Hollander	WDXE/Lawrenceburg	Don't Bother To Knock — Jim Ed Brown & Helen Cornelius — RCA
Terry Slane	WGTO/Cypress Gardens	I Was Country When Country Wasn't Cool — Barbara Mandrell — MCA
Tim Rowe	WMNI/Columbus	Fool By Your Side — Dave Rowland & Sugar — Elektra
Ronnie Hughes	WJLJ/Tupelo	Who's That Look In Your Eye — Taffy McElroy — MCA
Ralph Hughes	KFH/Wichita	Whisper — Lacy J. Dalton — Columbia
Kevlin Ireland	WNWN/Coldwater	I Was Country When Country Wasn't Cool — Barbara Mandrell — MCA
Dave Beadles	KSSS/Colorado Springs	Fool By Your Side — Dave Rowland & Sugar — Elektra

TOP 75 ALBUMS

	Weeks On	Chart		Weeks On	Chart
	5/2			5/2	
1			39		
BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown TB-375M1)	1	10	LET'S BURN CLARENCE CARTER (Venture VI 1005)	36	21
2			40		
THE DUDE QUINCY JONES (A&M SP-3721)	3	6	NIGHTWALKER GINO VANNELLI (Arista AL 9539)	—	1
3			41		
GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	2	20	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	53	2
4			42		
WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	4	26	ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	28	11
5			43		
RADIANT ATLANTIC STARR (A&M SP-4533)	6	10	EVERYTHING IS COOL T-CONNECTION (Capitol ST-12126)	40	10
6			44		
GRAND SLAM THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	5	9	TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5226)	50	3
7			45		
A WOMAN NEEDS LOVE RAY PARKER JR. & RAYDIO (Arista AL 9543)	10	4	AUTOAMERICAN BLONDIE (Chrysalis CHE 1275)	38	12
8			46		
THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	7	17	THERE MUST BE A BETTER WORLD SOMEWHERE B.B. KING (MCA-5162)	42	12
9			47		
MAGIC TOM BROWNE (GRP/Arista 5503)	8	12	KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	57	4
10			48		
THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	11	17	TENDERNESS OHIO PLAYERS (Boardwalk FW 37090)	44	5
11			49		
IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	9	17	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	58	2
12			50		
LICENSE TO DREAM KLEENER (Atlantic SD 19288)	13	13	ARETHA FRANKLIN (Arista AL 9538)	45	29
13			51		
MIRACLES CHANGE (Atlantic SD 19301)	17	4	GLAD YOU CAME MY WAY JOE SIMON (Posse POS 10002)	55	5
14			52		
HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	14	8	LIVE AND MORE ROBERTA FLACK AND PEABO BRYSON (Atlantic SD 2-7004)	47	21
15			53		
STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	33	3	CONNECTIONS & DISCONNECTIONS FUNKADELIC (LAX JW 37397)	49	8
16			54		
TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	18	7	SUN: FORCE OF NATURE SUN (Capitol ST-12142)	56	6
17			55		
MY MELODY DENICE WILLIAMS (ARC/Columbia FC 37048)	21	6	TRIUMPH THE JACKSONS (Epic FE 36424)	51	30
18			56		
PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	19	8	CITY NIGHTS TIERRA (Boardwalk FW 36995)	48	20
19			57		
HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	16	16	GOLDEN TOUCH ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	43	14
20			58		
HOTTER THAN JULY STEVIE WONDER (Tamla/Motown TB-373M1)	15	27	FEEL ME CAMEO (Chocolate City/ PolyGram CCLP 2016)	52	28
21			59		
FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	20	24	GAUCHO STEELY DAN (MCA-6102)	54	14
22			60		
STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	12	30	TOUCH CON FUNK SHUN (Mercury/PolyGram SRM-1-4002)	59	22
23			61		
IN OUR LIFETIME MARVIN GAYE (Tamla/Motown TB-374M1)	23	15	ALICIA ALICIA MEYERS (MCA-5181)	64	3
24			62		
'NARD BERNARD WRIGHT (GRP/Arista 5011)	26	7	BARRY & GLODEAN BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	—	1
25			63		
WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	46	2	HAD TO SAY IT MILLIE JACKSON (Spring/PolyGram SP-1-6730)	61	17
26			64		
CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	32	8	PASSAGE (A&M SP-4851)	—	1
27			65		
TO LOVE AGAIN DIANA ROSS (Motown MB-951M1)	25	10	LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	69	2
28			66		
SKYYPORT SKYY (Salsoul/RCA SA-8537)	27	22	DEE DEE DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)	65	15
29			67		
LOVE IS... ONE WAY ONE WAY (MCA-5163)	22	11	DIRTY MIND PRINCE (Warner Bros. BSK 3478)	63	28
30			68		
LABOR OF LOVE SPINNERS (Atlantic SD 16032)	30	6	AS ONE THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	62	22
31			69		
MAGIC MAN ROBERT WINTERS AND FALL (Buddah/Arista BDS 5732)	39	5	VOICES IN THE RAIN JOE SAMPLE (MCA-5172)	66	15
32			70		
LOVE LIFE BRENDA RUSSELL (A&M SP-4811)	37	5	AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	60	30
33			71		
VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	34	9	THIS IS MY DREAM SWITCH (Gordy/Motown M8-999M1)	69	26
34			72		
JERMAINE JERMAINE JACKSON (Motown MB-1499F)	31	23	INHERIT THE WIND WILTON FELDER (MCA-5144)	67	29
35			73		
CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	24	30	I LIKE WHAT YOU'RE DOING TO ME! YOUNG AND COMPANY (Brunswick BI. 754224)	72	14
36			74		
TURN THE HANDS OF TIME PEABO BRYSON (Capitol ST-12138)	29	11	ELOISE LAWS (Liberty LT-1063)	71	15
37			75		
PERFECT FIT JERRY KNIGHT (A&M SP 4843)	35	7	IRONS IN THE FIRE TEENA MARIE (Gordy/Motown G8-997M1)	70	36
38					
IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	41	9			



WHISPER ONCE AGAIN — Solar recording crooners *The Whispers* recently re-signed with the label for a long-term agreement. The group is currently headlining Solar's second annual *Galaxy of Stars* tour. Pictured standing at the signing are (l-r): Steven Steinberg, an attorney; Level Degree of the group; Dick Griffey, Solar president; Marcus Hutson and Nicholas Caldwell of the group; John Ritter, business accountant; Carmen E. Davis, special assistant to the group; and Vergil Roberts, an attorney. Pictured seated are (l-r): Wallace Scott and Walter Scott of the group.

THE RHYTHM SECTION

CLEAN LIVIN' — She's doing something right because Posse Records' **Clare Bathe** is about to engage in a variety of events that should give her some keen visibility. Bathe, who last year released her debut single for the label, "Forever," has been appearing with jazzist **Lionel Hampton** in concert, most memorably during the vibist's gig at **President Reagan's** inauguration. She was recently named by Hampton to produce his next LP. Hampton has not included a female vocalist with his band since the cast in **Dinah Washington/Sarah Vaughn** days. Bathe will also be busy as member of the cast in **Lena Horne**... *The Lady & Her Music*, which is in preview through May 12 at the Nederlander Theatre in New York. But that's still not enough for Bathe. She's also slated to record a duet with labelmate **Joe Simon** in addition to her own solo session. With that kind of juggling act, who needs a circus?

CELEBRATE — Performer/producer/arranger **Quincy Jones** and multi-talented vocalist **Stephanie Mills** were recently named to head the Black Music Assn. (BMA) Black Music Month Celebration Committee. Jones and Mills will be charged with the task of galvanizing the association's healthy stable of talent to get involved in active promotion of Black Music Month through radio and TV talk shows, interviews, PSAs and every manner of public exposure available. Jones, president of Qwest Records and a self-named production company, is a member of the BMA's advisory board and 20th Century-Fox recording artist Mills is also active in BMA affairs. This is not the first time the duo has shared in a significant effort, as Mills starred in the Broadway version of *The Wiz* and Jones scored the film version. The BMA convention, which will precede Black Music Month, is scheduled for May 23-27 at the Century Plaza Hotel in Los Angeles.

KEYS TO LEGENDS — Motown masters **Stevie Wonder** and **Smokey Robinson** will be subjects in upcoming episodes of the soon-to-debut TV program *Portrait of a Legend*, which will be produced by Scotti Brothers/Syd Vinnedge Television and Casey Kasem Prod. Distributed by Gold Key Media, a division of Vidtronics Co., Inc., show host **James Darren** will interview the artists and will also feature video performances and film clips extracted from their careers. Initial air date for the half-hour show is June 1.

COLLECTOR'S PACKAGE — Two multi-album packages on two major black civil rights leaders will soon be released by Audiofidelity Records. The packages include "The Wisdom of King," on famed civil rights leader **Martin Luther King**, and "The Wisdom of Malcolm X." The three-disc packages will feature memorable quotes and speeches of the two leaders, as well as original artwork in double vision portraits and biographical pamphlets.

AIRWAVES — **Kernle Anderson** will replace **Jlm Maddox** as general manager at WBMX-/Chicago, coming from a similar position at Oakland's KDIA, of the Viacom Broadcasting Corp. In radio since 1962, Anderson has held a variety of positions including program director, station manager and traffic. Upon his departure from KDIA, Bay Area state legislator **Willie L. Brown, Jr.** sent a letter to WBMX chairman of the board **Egmont Sonderling**, praising Anderson for the service he provided the state assemblyman and his community.

ON THE ROAD AGAIN — MCA recording group **The Crusaders** is getting its act together to take on the international road. The famed contempo jazz outfit is scheduled for 20 dates, including four dates, Sept. 9-13, at the London Royal Festival Hall with labelmate **B.B. King** and the Royal Philharmonic. Other highlights on the tour, which begins May 7 at the Houston Music Hall, include appearances at the San Diego Kool Jazz Festival (June 5), the Playboy Jazz Festival (June 20) and the Newport Jazz Festival Radio City Music Hall (July 3).

HOT CROSSOVER VINYL — "Two Hearts" by 20th Century-Fox recording artist **Stephanie Mills** (#90 bullet) is the top R&B/pop crossover on this week's **Cash Box** Top 100 Singles chart. Smokey Robinson's Tamla/Motown single "Being With You" (#3 bullet) closes in on the #1 spot of that chart. The single is now #1 on the **Cash Box** B/C Top 100 Singles chart this week also.

SHORT CUTS — **Elmer Hill** has been named national field promotion manager at MCA Records by **Jerry Boulding**, general manager of black product at the label. Hill's duties in the newly-created post include coordination of promotion activity for the black product division from his Los Angeles base. Hill is a 20 year veteran of the industry... **Sylvester** recently completed work on his forthcoming Fantasy/Honey LP, "Too Hot To Sleep," which he co-produced with **Harvey Fuqua**... **Chico Hamilton** has been inked to score the film *By Design* by producers **Beryl Fox** and **Werner Allen**. The film stars **Patty Duke Austin**, **Sara Botsford** and **Saul Rubinek**... Congratulations to Cotillion recording group **Sister Sledge** member **Kathy Sledge** who recently married **Phillip Lightfoot** in ceremonies in Norristown, Penn... **Dave Crawford**, president and chief producer at L.A. Records, recently announced the signing of **Candi Staton**, **Jackie Moore**, **Johnny Taylor** and **Charles Mann**. Currently in release from the label is Mann's "Sho Nuff (No Funny Stuff Love)," with a single by Staton being prepared for rush release.

michael martinez

CASH BOX TOP 100

May 9, 1981

	Weeks On 5/2 Chart	
1 BEING WITH YOU	2	13
2 SUKIYAKI	1	16
3 WHEN LOVE CALLS	4	11
4 A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	7	10
5 AI NO CORRIDA	6	12
6 HOW 'BOUT US	5	14
7 WHAT CHA' GONNA DO FOR ME	10	8
8 JUST THE TWO OF US	3	14
9 IT'S A LOVE THING	9	17
10 MAKE THAT MOVE	12	9
11 MAGIC MAN	11	20
12 YEARNING FOR YOUR LOVE	15	7
13 GET TOUGH	14	13
14 DON'T STOP THE MUSIC	8	24
15 WHAT TWO CAN DO	16	10
16 YOUR LOVE IS ON THE ONE	22	7
17 THIGHS HIGH (GRIP YOUR HIPS AND MOVE)	13	16
18 TAKE IT TO THE TOP	17	11
19 YOU LIKE ME DON'T YOU	21	11
20 TONIGHT WE LOVE	20	10
21 PARADISE	29	5
22 CALL IT WHAT YOU WANT	25	9
23 GIVE IT TO ME BABY	28	7
24 BON BON VIE (GIMME THE GOOD LIFE)	19	22
25 KEEP ON IT	27	11
26 YOU'RE LYING	26	11
27 DOUBLE DUTCH BUS	30	11
28 WATCHING YOU	23	22
29 HURRY UP AND WAIT	35	4
30 TWO HEARTS	40	3
31 SWEET BABY	37	5
32 LATELY	32	6
33 SUPERLOVE	38	7

	Weeks On 5/2 Chart	
34 BAD COMPANY	34	8
35 PRAISE	24	11
36 CAN YOU FEEL IT	44	6
37 BURN RUBBER	18	23
38 JUST CHILLIN' OUT	48	4
39 WHAT ARE WE GOING TO DO WITH IT	39	8
40 MAKE YOU MINE	47	8
41 PERFECT FIT	31	14
42 LADY'S WILD	43	7
43 EVERYTHING IS COOL	33	15
44 PULL UP TO THE BUMPER	50	5
45 LOVE DON'T STRIKE TWICE	53	6
46 BODY FEVER	46	8
47 WHAT A FOOL BELIEVES	41	12
48 BODY MUSIC	56	5
49 ONE-WAY LOVE AFFAIR	36	12
50 THE ELECTRIC SPANKING OF WAR BABIES	51	6
51 ONE ALONE	59	5
52 BE YOURSELF	45	15
53 REACTION SATISFACTION	54	6
54 TELL 'EM I HEARD IT	65	4
55 NEXT TIME YOU'LL KNOW	62	4
56 GOLDEN TOUCH	52	9
57 'SCUSE ME, WHILE I FALL IN LOVE	66	3
58 IF I DON'T LOVE YOU	67	4
59 LIVING INSIDE MYSELF	64	4
60 HEARTBEAT	71	3
61 RAPTURE	58	11
62 INVITATION TO LOVE	60	7
63 IS IT YOU	73	3
64 TELL ME WHERE IT HURTS	72	2
65 LOVE (IS GONNA BE ON YOUR SIDE)	74	5
66 LOVE ATTACK	70	8
67 TURN THE HANDS OF TIME	69	5

	Weeks On 5/2 Chart	
68 IF YOU LOVE (THE ONE YOU LOSE)	77	3
69 DON'T STOP	81	4
70 IF YOU FEEL IT	78	2
71 ONE DAY IN YOUR LIFE	75	4
72 FREAKY DANCIN'	—	1
73 WHEN I LOSE MY WAY	82	2
74 YOU AND I	76	3
75 TAKE IT ANY WAY YOU WANT IT	—	1
76 WE CAN START TONIGHT	84	3
77 I REALLY LOVE YOU	93	2
78 TRY IT OUT	87	2
79 ARE YOU SINGLE	89	2
80 LAND OF MAKE BELIEVE	80	5
81 NIGHT (FEEL LIKE GETTING DOWN)	—	1
82 MY DESTINY	86	2
83 TURN UP THE MUSIC	—	1
84 LET ME BE THE ONE	79	5
85 CONNECTIONS AND DISCONNECTIONS	85	9
86 ANY TIME IS RIGHT	—	1
87 ALL THE REASONS WHY	91	2
88 LONG LIVE SOUL MUSIC	—	1
89 ARE WE BREAKING UP	—	1
90 YOU ARE EVERYTHING	68	5
91 TURN IT OUT	—	1
92 BABY, I DO LOVE YOU	—	1
93 FEEL IT	57	10
94 ANOTHER TIME ANOTHER PLACE	94	3
95 STREET TOUGH	—	1
96 YOU'RE TOO LATE	49	14
97 ALL AMERICAN GIRLS	42	15
98 TOGETHER	55	25
99 FEEL ME	61	12
100 RAPPIN ABOUT RAPPIN (UH-UH-UH)	92	5

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

A Woman Needs (Raydiola — ASCAP)	4	Feel Me (Better Days — BMI/Better Nights — ASCAP)	99	Love Attack (Arcturus II — ASCAP)	66	Take It To The (Delightful/Fresh Start — BMI)	18
Ai No Corrida (Heathwave/ Lazy Lizard — BMI/ASCAP)	5	Freaky Dancin' (Better Days — BMI/Better Nights — ASCAP)	72	Love Don't (Khempera — ASCAP/First Down — BMI)45	45	Tell Em I Heard It (Paddle/Simon-Redmond/Gaetana — BMI)	54
All American (Walden/Gratitude Sky — ASCAP/Irving/Kejoc — BMI)	97	Get Tough (Alex & Soufus — ASCAP)	13	Magic Man (Almo/Ray Jay/Similar/Lucky Break — ASCAP/Irving — BMI)	11	Tell Me Where (Angels/Six Continents — BMI)	64
All The Reasons (Phlavin Int'l (Admin. by Geffen/Kaye) — ASCAP/Faukner — BMI)	87	Give It To Me (Jobete & Stone City — ASCAP)	23	Make That Move (Spectrum VII/Mykinda — ASCAP)10	10	The Electric Spanking (Malbiz — BMI)	50
Are We Breaking (Sun Up/Pinball — BMI)	89	Golden Touch (May Twelfth/Warner Tamerlane — BMI)	56	Make You Mine (Relaxed/Happy Birthday/Tuff Cookie — BMI)	40	Thighs High (Thomas Browne/Roaring Fork — BMI)17	17
Are You Single (Lucky Three/Red Aurra — BMI)	79	Heartbeat (Kenix/Sugar Biscuit — ASCAP)	60	My Destiny (Coo-de-Byrd/Alexscar/Unichappell — BMI)	82	Together (Mighty Three — BMI)	98
Another Time (Rharr — SESAC)	94	How 'Bout (Dana Walden — license pending)	6	Next Time (Walden/Gratitude Sky — ASCAP/Irving — BMI)	55	Tonight We Love (Overdue — ASCAP)	20
Any Time Is Right (WIMOT/Big Seven/B.U.T./Woodbourne — BMI)	86	Hurry Up (Bovina — ASCAP)	29	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP)	81	Try It Out (Good Flavor/Sons Celestes/Shediac — ASCAP)	78
Baby, I Do (Irving/Baby Shoes/BrainTree/Geffen-Kaye/Poopy's/Jamal)	92	If I Really Love (Framingreg/Mountain Peak — BMI)	77	One Alone (Crystalane/Blue Sky Rider/Irving — BMI)51	51	Turn It Out (Almo/Crimsoo — ASCAP)	91
Bad Company (Nick-O-Val — ASCAP)	34	If I Don't Love You (Backlog — BMI)	58	One Day In Your (Jobete — ASCAP)	71	Turn Up The Music (Two Pepper — ASCAP)	83
Be Yourself (Hulaws — BMI/New East — ASCAP)	52	If You Feel It (Brookshore — BMI)	70	One Way Love (Frozen Butterfly — BMI)	49	Turn The Hands (WebIV/Feabo/WB — BMI/ASCAP)67	67
Being With You (Bertam — ASCAP)	1	If You Love (Almo/Rutland Road — ASCAP)	68	Paradise (Little Macho — ASCAP)	21	Two Hearts (Frozen Butterfly — BMI)	30
Body Fever (Bar-Kays/Warner Tamerlane — BMI)	46	Invitation (Three Go & Jazzy Autumn — ASCAP)	62	Perfect Fit (Almo/Crimsoo — ASCAP)	41	Watching You (Slave song/Cotillion — BMI)	28
Body Music (Trumar — BMI/Memorex — CRA)	48	Is It You (Rit Of Habeas — ASCAP)	63	Praise	35	We Can Start (Masong — ASCAP/Estus — BMI)	76
Bon Bon (Unichappell/Featherbed/Larball — BMI)	24	It's A Love (Spectrum VII/Mykinda — ASCAP)	9	Pull Up (Ackee/Grace Jones — ASCAP)	44	What A Fool (Snug/Milk Money — ASCAP)	47
Burn Rubber (Total Experience — BMI)	37	Just Chillin' Out (Sunset Burgundy — ASCAP)	38	Rappin About Rappin (Jun-trac — BMI)	100	What Are We Going (Jobete/Black Bull/Danbet — ASCAP)	39
Call It What (Bilsun — BMI)	22	Just The Two (Antisia/Bleunig — ASCAP)	8	Rapture (Rare Blue/Monster Island — ASCAP)	61	What Cha' Gonna (Average (Admin. by Ackee) Longdog — ASCAP)	7
Can You Feel It (Mijac/Siggy — BMI)	36	Keep On (Harrindur/Licyndiana/Ensign — BMI)	25	Reaction Satisfaction (Glenwood — ASCAP)	53	What Two (Ballboy/Keec-Drick — BMI)	15
Connections And Disconnections (Milwaukee & Key Funk — BMI)	85	Lady's Wild (Val-je-Joe/Felstar — BMI)	42	'Scuse Me, (Almo/Uncle Ronnie's — ASCAP)	57	When I Lose (Kiongazi — BMI)	73
Don't Stop (Mideb/Janmar — ASCAP)	69	Land Of (Unart/Friday's Child/Poo Poo — BMI)	50	Street Tough (Warner-Tamerlane/It's The Song — BMI)	95	When Love Calls (Almo/Newban/Audio — ASCAP)	3
Don't Stop (Total X — BMI)	14	Lately (Jobete & Black Bull — ASCAP)	32	Suki-yaki (Beechwood — BMI)	2	Yearning For Your Love (Total Experience — BMI)	12
Double Dutch (WIMOT/Frason/Supermarket — BMI)	27	Let Me Be (chazzee/Chas — ASCAP/Take Note — BMI)	84	Superlove (One To One — ASCAP)	33	You And I (Jobete — ASCAP)	74
Everything Is Cool (T-Conn Admin. by Irving — BMI)43	43	Living Inside Myself (Black Keys — BMI)	59	Sweet Baby (Mycenae — ASCAP)	31	You Are Everything (Assorted/Belboy — BMI)	90
Feel It (Rev Three/Fairbanks — BMI)	93	Long Live Soul Music (Warner-Tamerlane/It's The Song — BMI)	88	Take It Any Way (Clita — BMI)	75	You Like Me Don't You (Jobete — ASCAP)	19
		Love (Emergency — ASCAP)	65			Your Love (Spectrum VII/Circle — ASCAP)	16
						You're Lying (Solid/RSM/Martin-Coulter/MCA)	26
						You're Too Late (Rightsong/Pavillian/Listi — BMI)	96

BLACK CONTEMPORARY

MOST ADDED SINGLES

- 1. FREAKY DANCIN' — CAMEO — CHOCOLATE CITY/POLYGRAM**
WCIN, WDIA, WJMO, WDAS-FM, WSOK, WILD, WOKB, WAOK, WLE, V103, WVKO, WLOU
- 2. TURN UP THE MUSIC — MASS PRODUCTION — COTILLION/ATLANTIC**
WEDR, WAOK, WTLC, WENZ, WLE, KPRS, WATV, WVKO, WLOU
- 3. NIGHT (FEEL LIKE GETTING DOWN) — BILLY OCEAN — EPIC**
WGCI, WWRL, WDIA, WDAS, WILD, WAOK, V103, KPRS
- 4. TAKE IT ANY WAY YOU WANT IT — FATBACK — SPRING/POLYGRAM**
WCIN, WILD, WOKB, KDKO, WWDM, KPRS, WGPR-FM
- 5. TELL 'EM I HEARD IT — SANDRA FEVA — VENTURE**
WJMO, WDAS-FM, WYLD, KPRS, WGPR-FM, WVKO
- 6. DON'T STOP — K.I.D. — SAM**
WEDR, KGFJ, WOKB, WLE, WAWA, WEAL
- 7. ANY TIME IS RIGHT — ARCHIE BELL — BECKET**
WWIN, WCIN, WEDR, WDAS-FM, WOKB, WRBD

MOST ADDED ALBUMS

- 1. WHAT CHA' GONNA DO FOR ME — CHAKA KHAN — WARNER BROS.**
WTLC, WRBD, WNHC, WLUM, WGCI, WWIN, WBMX, WWRL, WDIA, WSOK, WILD, WKND, WOKB, WLE, V103, WWDM, WDAO, WGPR-FM, WVKO, WEAL
- 2. STREET SONGS — RICK JAMES — GORDY/MOTOWN**
WENZ, KDKO, KSOL, WEDR, WJLB, WVKO
- 3. WELCOME BACK — BLUE MAGIC — CAPITOL**
WNHC, KDKO, WWIN, WDAS-FM, WLOU

UP AND COMING

- LET'S DANCE — TOM BROWNE — GRP/ARISTA**
LOVE'S DANCE — KLIQUE — MCA
ROCK RADIO — GENE DUNLAP — CAPITOL
YOU GOT THE STUFF — EXECUTIVE — 20TH CENTURY-FOX/RCA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD

HOTS: D. Williams, S. Robinson, R. Winters, G. Washington, Lakeside, Atlantic Starr, Kleer, Taste of Honey, Raydio, Shalamar, Rufus, C. Khan, Q. Jones, Gap Band, Champaign. ADDS: B. Russell, Side Effect, Cameo, Billy Ocean. LP ADDS: Sun, Fatback, C. Khan, S. Winwood, W. Lewis, D. Sanborn, B.B. King, Joe Simon, M. Gaye, Gary U.S. Bonds.

WAOK — ATLANTA — CARL CONNOR, PD

HOTS: S. Robinson, F. Smith, Raydio, D. Williams, Kleer, Sadane, C. Khan, R. James, Skyy, Change, Funkadelic. ADDS: Billy Ocean, Mass Production, M. Gaye, Unlimited Touch, Cameo, L.V. Johnson, Timmy Thomas. LP ADDS: Change, Noel Pointer.

WWIN — BALTIMORE — CURTIS ANDERSON, PD

HOTS: Change, F. Smith, Atlantic Starr, Strikers, Kleer, Gap Band, C. Khan, T. Gardner, Champaign, Rufus. ADDS: Betty Wright, D. Washington, Ellusion, Joe Simon, Osiris, G. Phillinganes, Clay Hunt, Silver Platinum, Mystic Merlin, Jois, O'Connor, Impressions, Chi-Lites, Heaven & Earth, Sho Nuff. LP ADDS: D. Laws, Blue Magic, C. Khan, Sadane, B. Russell, D. Williams, Joe Sample.

WATV — BIRMINGHAM — BILL GLOVER, MD

HOTS: Kool & Gang, S. Robinson, Gap Band, S. Wonder, Lakeside, T. Pendergrass, T. Browne, G. Dunlap, Skyy, Side Effect, Ohio Players, Rufus, J. Knight, Kleer, Mystic Merlin, F. Smith, Starpoint, Shalamar, Betty Wright, T-Connection, Sun, R. James, P. Rushen, S. Mills, A. Franklin, Raydio, Taste of Honey. ADDS: B. White, Lattimore, Blue Magic, T.S. Monk, J. Bell, Spinners, Unlimited Touch, Dayton, Mass Production, Aurra. LP ADDS: Michael Jackson.

WILD — BOSTON — BUTTERBALL, JR., MD — #1 — S. ROBINSON

JUMPS: 10 To 4 — Raydio, 14 To 6 — T. Gardner, 13 To 10 — Leprechan, 18 To 13 — R. James, 22 To 16 — Strikers, 23 To 17 — Firefly, 26 To 20 — Change, 27 To 23 — B. Wright, 35 To 25 — S. Mills, 38 To 32 — G. Jones, 39 To 35 — Gap Band, 40 To 36 — Isley Bros., Ex To 37 — Leon Bryant, Ex To 38 — D.D. Sharpe Gamble, HB To 39 — E. Phillips, HB To 40 — Lee Ritenour. ADDS: Spinners, T. Browne, Billy Ocean, Heaven & Earth, Cameo, Mystic Merlin, Fatback, Stone City, D. Washington. LP ADDS: C. Khan, Dayton, Lee Ritenour.

WPAL — CHARLESTON — THERON SNYPE, MD — #1 — OSIRIS

HOTS: C. Khan, Parliament, S. Mills, Lakeside, Betty Wright, Gap Band, Bill Summers, Atlantic Starr, R. James, Jacksons, B. Wright, Change, Shalamar, Raydio, S. Robinson, Free Expression, Side Effect, Clarke/Duke. ADDS: Mass Production, K.I.D., Sister Sledge, R. Crawford, A. McClain & Destiny, Mystic Merlin, James Brown, Lime, A. Franklin. ADDS: Passage, Joe Simon.

WGIV — CHARLOTTE — JOAN GRAHAM, PD

HOTS: S. Robinson, R. Winters & Fall, J. Jackson, Con Funk Shun, Gap Band, Lakeside, Sun, Raydio, Shalamar, Jacksons, Atlantic Starr, Skyy, Conversion, One Way, R. Brown, Q. Jones. ADDS: R. Crawford, Spinners, Walter Jackson, Leon Bryant, Funkadelic, Klique, Sister Sledge. LP ADDS: Ulianda McCullough, O'Connor, Heaven & Earth, Raydio.

WGCI — CHICAGO — STEVE HARRIS, MD

HOTS: F. Smith, T. Gardner, Atlantic Starr, Q. Jones, Champaign, Kleer, Linx, Grace Jones, C. Khan, S. Robinson. ADDS: Billy Ocean, R. James, Rick Holmes, Betty Wright. LP ADDS: C. Khan, Jimmy McGriff, Yutaka Yokokura.

WBMX — CHICAGO — PAM WELLES, MD

HOTS: F. Smith, Atlantic Starr, Raydio, Linx, Q. Jones, C. Khan, Change, F. Hooker, B. Wright, Lakeside, Unlimited Touch, Noel Pointer, T.S. Monk, Billy Ocean, S. Robinson. ADDS: Rick Holmes, Sun, M. Gaye. LP ADDS: D. O'Connor, C. Khan.

WCIN — CINCINNATI — MIKE ROBERTS, MD

HOTS: F. Smith, Atlantic Starr, Raydio, Linx, Q. Jones, C. Khan, Change, F. Hooker, B. Wright, Jones, Kool & Gang, Gap Band, Shalamar. ADDS: O. Jones, W. Lewis, A. Bell, Cameo, Fatback, Walter Jackson.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — ATLANTIC STARR

JUMPS: 10 To 4 — Gap Band, 11 To 8 — C. Khan, 19 To 11 — F. Smith, 29 To 17 — S. Mills, 25 To 20 — Bar-Kays, 30 To 21 — Bill Summers, 25 To 20 — Skyy, 28 To 23 — Flack/Bryson, 32 To 24 — Change, 31 To 27 — S. Wonder, 33 To 28 — Funkadelic, 34 To 29 — Linx, 35 To 30 — P. Bryson, 36 To 31 — R. James, 38 To 32 — Bernard Wright, 37 To 33 — Clarke/Duke, 39 To 34 — Sister Sledge, 40 To 35 — M. Wycoff. ADDS: Isley Bros., Cameo, S. Feva, Blackbyrds, Funkadelic, Marva King.

WJLB — DETROIT — TOM COLLINS, PD — #1 — GAP BAND

JUMPS: 18 To 14 — Raydio, 20 To 15 — G. Vannelli, 19 To 16 — U. McCullough, 21 To 17 — Rose Royce, 25 To 18 — Shalamar, 22 To 19 — Blackbyrds, 24 To 21 — Lani Hall, 26 To 22 — G. Dunlap, 28 To 23 — T.S. Monk, 27 To 24 — E. Laws, 29 To 25 — Change, 30 To 26 — Dazz Band, 31 To 27 — Betty Wright, 32 To 28 — One Way, 33 To 29 — G. Jones, 34 To 30 — Isley Bros., 35 To 31 — N. Pointer, 36 To 32 — Sister Sledge, 37 To 33 — Blue Magic, 38 To 34 — S. Wonder, 39 To 36 — Starpoint, LP To 37 — J. Knight, LP To 38 — S. Mills, LP To 39 — Round Trip, LP To 40 — S. Clarke/G. Duke. ADDS: Klique, Jerry Bell, Firefly, A. Meyers, L.V. Johnson, D. Grusin. LP ADDS: R. James, D. O'Connor.

WGPR — DETROIT — GEORGE WHITE, PD — #1 — ATLANTIC STARR

HOTS: S. Robinson, Kleer, Q. Jones, J. Jackson, Kool & Gang, Champaign, D. Williams, Strikers, C. Khan, Bernard Wright, Blackbyrds, R. James, Blondie, Gap Band, Linx, G. Raydio, F. Smith, Starpoint, Sun, G. Jones, Junie, G. Vannelli, S. Wonder, H. Mason, Revelation, Lakeside. ADDS: Executive, M. Gaye, Fatback, L.V. Johnson, Barrett Strong, Mantra, LAX, S. Feva. LP ADDS: C. Khan, Clarke/Duke.

WRBD — FT. LAUDERDALE — JAMES THOMAS, MD — #1 — F. SMITH

JUMPS: 7 To 4 — C. Kahn, 19 To 14 — R. Flack/Bryson, 20 To 15 — Con Funk Shun, 22 To 16 — Jacksons, 25 To 17 — Sun, Ex To 32 — T-Connection, Ex To 33 — Mass Production, Ex To 34 — One Way, Ex To 35 — J. Knight, Ex To 36 — G. Washington, Ex To 37 — S. Wonder. ADDS: E. Williams, Archie Bell, Lattimore, Joey Gilmore. LP ADDS: Clarke/Duke, D. O'Connor, C. Khan, C. Mann.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — BILL SUMMERS

HOTS: G. Washington, Tom Browne, J. Jackson, S. Robinson, Lakeside, Blondie, Taste of Honey, Atlantic Starr, Raydio, Gap Band, Yarbrough & Peoples, Cameo, Change, A. Franklin, T.S. Monk, Slave, C. Khan, T-Connection, Con Funk Shun, Bernard Wright, Champaign, Shalamar, S. Clarke/G. Duke. ADDS: Taste of Honey.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: Gap Band, C. Khan, G. Jones, F. Smith, Shalamar, F. Hocker, Clarke/Duke, Lakeside, Jacksons, T. Thomas, Change, Con Funk Shun, K.I.D., Isley Bros., S. Mills, R. Crawford, Walter Jackson, W. Felder, R. Brown, Switch, Skyy, M. Wycoff, Spinners, Blackbyrds, Passage. ADDS: Ohio Players, Heaven & Earth, Sylvia St. James, Leon Ware, Mass Production, Klique, L.V. Johnson. LP ADDS: Marlon McClain, Buddy Rich Band, Lee Ritenour, C. Khan, Yataka Yokokura, Yellow Magic Orch.

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

HOTS: Atlantic Starr, D. Williams, C. Khan, Clarke/Duke, Shalamar, Rufus, Con Funk Shun, Isley Bros., G. Phillinganes. ADDS: M. Wycoff, Blackbyrds, Kleer, Change.

KGFJ — LOS ANGELES — J.B. STONE, PD

HOTS: R. James, Chaka Khan, Raydio, A. Starr, Shalamar, S. Robinson, Linx, Gap Band, R. Royce, S. Wonder. ADDS: D. Washington, K.I.D., T. Browne, B. Mason, G. Phillinganes. LP ADDS: J. Cliff, W. Jackson, L.A. Boppers.

WDIA — MEMPHIS — MARK CHRISTIAN, PD

HOTS: S. Robinson, Taste of Honey, Atlantic Starr, G. Washington, Raydio, Gap Band, Lakeside, Shalamar, Bill Summers, Switch, Ulianda McCullough, Starpoint, Michael Jackson, F. Smith, Bar-Kays, J. Jackson, C. Khan, Change, Con Funk Shun, Betty Wright, Bernard Wright, M. Gaye, S. Mills, D. Washington. ADDS: Billy Ocean, Cameo, G. Jones, Rufus, Side Effect. LP ADDS: C. Khan.

WEDR — MIAMI — GEORGE JONES, MD — #1 — LEPRECHAN

JUMPS: 14 To 2 — Atlantic Starr, 15 To 3 — S. Robinson, 8 To 4 — T. Browne, Ex To 6 — C. Khan, 20 To 13 — Bill Summers, 17 To 7 — Champaign, Ex To 14 — R. Winters & Fall, Ex To 15 — M. Gaye, Ex To 16 — F. Smith, 18 To 17 — T. Thomas, 27 To 19 — Rufus, 28 To 20 — Firefly. ADDS: A. Bell, One Way, Klique, Leves, K.I.D., Mass Production, C. Mann, S. Wonder, Marva King, Isley Bros. LP ADDS: Rick James, Michael Jackson, Gary U.S. Bonds, Ben E. King, D. O'Connor.

WLUM — MILWAUKEE — BILLY YOUNG, PD

HOT LP'S: Raydio, Michael Jackson, R. James, Q. Jones, Isley Bros., A. Mouzon, S. Robinson, Police, Kool & Gang, Michael Cruz. ADDS: Firefly, Strikers, Executive, Side Effect, Sadane, Thelma Houston, Starpoint, A. Franklin, Tom Browne, Leon Ware. LP ADDS: C. Khan, L.A. Boppers, Heath Bros., Santana, D. Sanborn, Jay Hoggard.

WYLD-FM — NEW ORLEANS — PAUL STEVENS, MD — #1 — ATLANTIC STARR

JUMPS: 29 To 20 — Change, 10 To 5 — Gap Band, 16 To 13 — Walter Jackson, 23 To 17 — Heath Bros., 27 To 19 — Jacksons. ADDS: Ulianda McCullough, Klique, P. Bryson, S. Feva, Ramsey Lewis.

WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: S. Robinson, G. Soccio, C. Khan, G. Jones, Isley Bros., Wanda/Michael Walden, N. Pointer, Clarke/Duke, S. Mills, Jacksons. ADDS: Al Jarreau, Dave Grusin, Billy Ocean. LP ADDS: C. Khan, Lee Ritenour, Heath Bros., Jay Hoggard, One Night Stand.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — SHALAMAR

JUMPS: Raydio, F. Smith, S. Robinson, Bill Summers, Trickation, Gap Band, C. Khan, Sun, R. James, Starpoint, Atlantic Starr, Taste of Honey, Lakeside, Jacksons, Change. ADDS: Fatback, Strikers, K.I.D., Cameo, Stone City Band, A. Franklin, Tom Jones, A. Bell, Joe Simon, Blackbyrds. LP ADDS: Randy Brown, C. Khan, Heaven & Earth, Zingara.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — C. KHAN

HOTS: Raydio, Champaign, Atlantic Starr, Kleer, G. Washington, S. Robinson, Isley Bros., Change, R. James, Shalamar, D. Ross, Linx, Rufus, Ulianda McCullough, D. Williams, Gap Band, T. Gardner. ADDS: Sadane, J. Knight, Klymaxx, Billy Ocean, Count Cool Out, A. Bell, Ellusion, Mighty Fire, Cameo, S. Feva, A. Peebles. LP ADDS: Blue Magic, Bohannon, Major Harris, Zingara.

WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — ATLANTIC STARR

HOTS: F. Smith, J. Jackson, Champaign, C. Khan, Raydio, Gap Band, S. Mills, Bill Summers, Clarke/Duke, Kleer, Skyy, Rufus, Lakeside, G. Jones, D. Williams, Q. Jones, Starpoint, Strikers, Heaven & Earth, E. Birdsong, Side Effect, P. Rushen, Lee Ritenour, Change, Betty Wright, S. Wonder, R. Crawford, Bernard Wright. ADDS: T.S. Monk, Michael Wycoff, Leon Ware, Tom Scott. LP ADDS: Ulianda McCullough.

WLE — RALEIGH — CAESAR GOODING, MD — #1 — S. ROBINSON

HOTS: Champaign, Raydio, Change, Kleer, Q. Jones, Sun, K.I.D., R. James, R. Winters, Atlantic Starr, Shalamar, D. Williams, G. Washington, T. Gardner, Starpoint, Heath Bros., S. Mills, J. Castor, Fatback. ADDS: Cameo, A. Meyers, Empress, Ben E. King, Delegation, Barrett Strong. LP ADDS: C. Khan, B. Thurston.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — S. ROBINSON

HOTS: 15 To 7 — C. Khan, 13 To 8 — Atlantic Starr, 12 To 9 — J. Jackson, 18 To 14 — Kool & Gang, 21 To 16 — R. James, 20 To 17 — Ulianda McCullough, 22 To 18 — F. Smith, 23 To 19 — Shalamar, 24 To 20 — Gap Band, 26 To 21 — Change, 27 To 23 — Lakeside, HB To 25 — S. Mills, HB To 29 — Bernard Wright, HB To 30 — Skyy. ADDS: R. Crawford, Ben E. King, Strikers, Mass Production, B. Russell, G. Dunlap, Thelma Houston. LP ADDS: R. James, Funkadelic, Sun.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — G. WASHINGTON

JUMPS: 7 To 4 — Raydio, 23 To 10 — Gap Band, 24 To 17 — Change. ADDS: Bar-Kays, S. Wonder. LP ADDS: R. James, S. Mills, G. Vannelli, Switch, M. Wycoff, Donna Washington.

WSOK — SAVANNAH — JAY BRYANT, MD

JUMPS: 15 To 11 — Free Expression, 17 To 12 — S. Mills, 18 To 14 — Isley Bros., 20 To 15 — B. Mason, 25 To 17 — Leprechan, 30 To 18 — G. Jones, 28 To 19 — T. Gardner, 23 To 20 — R. Crawford, 26 To 23 — Change, 27 To 24 — Heaven & Earth, Ex To 25 — S. Wonder, Ex To 30 — Ben King. ADDS: D. LaSalle, One Way, Fatback, Cameo, Lattimore, T-Connection, T.S. Monk. LP ADDS: C. Khan, A. McClain.

KYAC — SEATTLE — LARRY JAY, MD

HOTS: C. Khan, Michael Jackson, S. Robinson, Champaign, J. Jackson, Zingara, C. Khan, Gap Band, S. Mills, Change, B.T. Express, Al Jarreau, Atlantic Starr, W. Lewis, G. Vannelli. LP ADDS: Inside Out Featuring Marva Scott, Heath Bros., Leon Huff, Markley Band, D. Grusin, Tom Scott, Joe Sample, Alphonse Mouzon, Leinonen Quintet.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — S. ROBINSON

JUMPS: 18 To 3 — Raydio, 20 To 4 — Gap Band, 15 To 11 — R. Winters & Fall, 16 To 12 — Q. Jones, 22 To 17 — Side Effect, 33 To 20 — Parliament, 28 To 21 — S. Wonder, 34 To 25 — Funkadelic, 35 To 29 — P. Bryson, HB To 36 — D. Washington, 37 To 30 — RGB, HB To 31 — Bernard Wright, HB To 38 — G. Dunlap, HB To 39 — R. James, HB To 40 — S. Mills. ADDS: S. Mills, Walter Jackson, K.I.D., Timmy Thomas, Silver Platinum, Klique, Mighty Fire, Jimmy Castor. LP ADDS: D. Williams, Passage.

KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — S. ROBINSON

HOTS: Taste of Honey, G. Washington, Champaign, Atlantic Starr, Raydio, Gap Band, Yarbrough & Peoples, J. Jackson, Lakeside. ADDS: Jacksons, S. Mills, G. Vannelli.

OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: G. Washington, Atlantic Starr, T. Browne, J. Knight, Q. Jones, T.S. Monk, Shalamar, Kool & Gang, D. Williams, Raydio, C. Khan, Taste of Honey, S. Robinson, Kleer. ADDS: Gap Band, Linx, Revelation, Lakeside, Debra Laws, Funkadelic (LAX), E. Birdsong. LP ADDS: Isley Bros., Atlantic Starr.

ON JAZZ

ROYAL BIRTHDAY BASH — April 29 saw the faithful playing allegiance to the grand monarch, as **Duke Ellington's** 82nd birthday was marked by music and celebration around New York. Though the Duke's appeal has never waned since his death, his popularity is very definitely on the upswing these days, partly due to the unqualified success of *Sophisticated Ladies*, the Broadway revue of his music. While no special performance of the musical marked the date, the cast was among the celebrants at a party and screening of the soon-to-be-aired PBS special, *A Salute To Duke*, held at the Savoy. The salute features concert performances by **Billy Taylor**, **Max Roach** and many others paying tribute to the great composer and bandleader. Not to be left behind by television, New York's jazz radio community sponsored several special programs, chief among them all day tributes



on WKCR and WBGO. Live events were also part of the festivities, particularly at St. Peter's Lutheran Church, where a Duke Ellington Fund has long been in use to underwrite concerts, lectures and other activities. A program of rarely heard Ellington compositions was performed at the church under the direction of **Danny Holgate**, with Holgate's choices including music from Duke's 1948 Broadway show, *Beggars Holiday*, as well as segments of the 1973 *Third Sacred Concert*. Performers included **Tommy Flanagan**, **Brooks Kerr**, **Teo Macero** and **McHenry Boatwright**. The church has also been presenting its fourth annual Duke Ellington Lecture Series, this year focusing on "A History of the Blues." Among the lecturers are **George Wein**, founder of the Newport Jazz Festival; **Russell Sanjek**, vice president of Broadcast Music, Inc. (BMI); **Dan Morganstern**, director of the Institute of Jazz Studies at Rutgers University; lyricist **Edmund Anderson**; pianist **Billy Taylor**; and author **Albert Murray**.

ACADEMY TRUSTS THE COUNT — *Count Basie* was recently given a Trustees Award from NARAS during the taping of the upcoming CBS-TV special, *Grammy Hall Of Fame*. *Basie* is shown here with **Jay S. Lowy** (l), NARAS president.

RADIO NEWS — The Jameson Broadcast Co. of Columbus, Ohio and Washington D.C. has begun production on an independent 13-week radio series entitled *Radio Free Jazz*. Hosted by **Ira Sabin**, publisher of *Jazz Times* magazine, the three-and-a-half minute spots will feature Sabin talking informally with musicians on location around the country. Pilot programs with **Dizzy Gillespie** and **Art Farmer** will soon be made available, and interested stations may contact Jameson Broadcasting at 3919 Sunbury Road, Columbus, Ohio. The telephone number is (614) 476-4424. . . Citizens For Jazz On WRVR, Inc. remains unwilling to stop its quest to have that Viacom-owned station returned to a jazz format. Despite the lapse of almost a year since the programming change, the group continues to petition the Federal Communications Commission (FCC) in an effort to deny license renewal to the station, now operating as the country-oriented WKHK. Other recent actions of the group have included a demonstration outside Viacom's annual stockholders meeting, as well as publication of an open letter to Viacom stockholders urging them to return the station to its old format. The group is also staging a series of "Victory Concerts" at Town Hall and The Village Gate to raise money for its legal costs. Among the artists appearing at Town Hall will be **Herbie Mann**, **Larry Coryell**, **Eric Gale** and **Michael Franks**, while the Gate proceedings will feature such bona fide jazz artists as **Leon Thomas**, **Cedar Walton**, **Walter Bishop Jr.**, **Fredde Waltes**, **Jimmy Cobb**, **Harold Ousley**, **Charlie Rouse**, **Eddie Gomez** and **Sonny Fortune**. A special salsa program will feature **Tito Puente's Ensemble**, **Ray Barreto** and **Gullerme Franco's Percussion Group**. Although the group's activities show no signs of weakening, there are indications from the radio community that people are adjusting to the change. **Mercedes Sandoval**, publicist for Newark's public jazz station, WBGO, has decided to accept a change of scenery and will now be a publicist for WKHK.

RECORDS RECORDS RECORDS — **McCoy Tyner's** first Columbia LP has been slated for summer release. Musicians on the date include vibraphonist **Bobby Hutcherson**, bassist **Avery Sharp**, flautist **Hubert Laws**, saxophonists **Chico Freeman** and **Paquito D'Rivera** and Detroit's trumpet wonder, **Marcus Belgrave**, with production duties split by Tyner and engineer **Rudy Van Gelder**. After having announced the suspension of its re-issue series, Blue Note Records is giving a few more titles to hold us until the series resumes in the fall. Among the artists included in the June 8 releases are **Stanley Turrentine**, **Donald Byrd**, **Gerry Mulligan**, **Joe Pass** and a **Billy Evans/Bob Brookmeyer** collaboration (Could it be "The Ivory Hunters"?). . . ECM has a new **Pat Metheny** LP set to go, and while "M" by guitarist **John Abercrombie**, "Faces" by french horn player **John Clark** and "Easy As Pie" by **The Gary Burton Quartet** are already on the street. . . CBS's 51 West label has re-issued "Zoot Sims Featuring **Buddy Rich**" . . . Inner City has issued "Trilogy" by **Tal Farlow**, a trio date originally recorded for the CBS/Sony "Teo Macero Presents" series. Also on Inner City is trumpeter **Terumasa Hino's** "Daydream" . . . The Who's Who In Jazz label has released albums by **Art Blakey** and **the Jazz Messengers** and **Carmen McRae** recorded live at Bubba's Jazz Restaurant in Fort Lauderdale, Fla. . . Other Southern action includes two issues on the Atlanta-based Landslide Records: **The Late Bronze Age** makes its vinyl debut with "Outside Looking In," a project that reminds us of the late-'60s **Mothers of Invention**, while keyboardist **Dan Wall's** "Song For The Night" makes full use of the talents of saxophonist **Steve Grossman**, drummer **Jimmy Madison** and bassist **Mike Richmond** for a very satisfying quartet date. . . Trumpeter **Gary Wofsey** has gotten his **Contemporary Jazz Orchestra** on disc with a little help from saxophonist **Phil Woods**. The album, entitled "Kef's Pool," is on the Ambi label out of Darien, Conn. . . "Vision" is a self-titled fusion LP on Seattle's First American label. . . "Collective Consciousness" on Buddah's independent Sutra label is by saxophonist **Gordon Brisker**, and features trumpeter **Bobby Shew**, guitarist **Joe Diorio** and bassist **Bob Magnusson**. . . JCOA/NMDS at 500 Broadway in New York distributes many small, hard-to-find labels. Among its new titles are: "Dessert Fairy Princess" by flautist/vocalist **Adele Sabastian** on the Nimbus label; "First Impressions" by pianist **Frank Sullivan** on Revelations Records; "Time Being" by saxophonist **Ralph Simon** with **Paul Bley**, **John Scofield**, **Paul McCandless** and **Billy Hart** on Grammavision; and "Ghost of A Trance" by pianist **Peter Khun** on Hat Hut Records.

fred goodman

TOP 40 ALBUMS

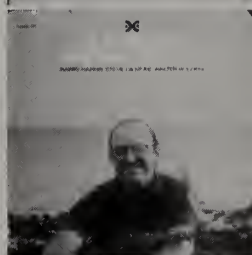
	Weeks On Chart	5/2		Weeks On Chart	5/2
1	WINE LIGHT	GROVER WASHINGTON, JR. (Elektra 6E-305)	1	26	
2	THE DUDE	QUINCY JONES (A&M SP 3721)	3	5	
3	MAGIC	TOM BROWNE (GRP/Arista 5503)	2	12	
4	VOYEUR	DAVID SANBORN (Warner Bros. BSK 3546)	7	4	
5	MOUNTAIN DANCE	DAVE GRUSIN (GRP/Arista 5010)	5	10	
6	VOICES IN THE RAIN	JOE SAMPLE (MCA 5172)	6	14	
7	THE CLARKE/DUKE PROJECT	STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	15	2	
8	ALL AROUND THE TOWN	BOB JAMES (Tappan Zee/Columbia C2X 36786)	4	12	
9	'NARD	BERNARD WRIGHT (GRP/Arista 5011)	8	11	
10	ALL MY REASONS	NOEL POINTER (Liberty LT-1094)	11	5	
11	GALAXIAN	JEFF LORBER FUSION (Arista AL 9545)	14	3	
12	IT'S JUST THE WAY I FEEL	GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	13	13	
13	LATE NIGHT GUITAR	EARL KLUGH (Liberty LT-1079)	12	23	
14	LET ME BE THE ONE	WEBSTER LEWIS (Epic FE 36878)	10	5	
15	CARNAVAL	SPYRO GYRA (MCA 5149)	9	28	
16	"RIT"	LEE RITENOUR (Elektra 6E-331)	—	1	
17	BY ALL MEANS	ALPHONSE MOUZON (Pausa 7087)	17	8	
18	FAMILY	HUBERT LAWS (Columbia JC 36396)	18	31	
19	GIVE ME THE NIGHT	GEORGE BENSON (Owest/Warner Bros. HS 3453)	16	40	
20	INHERIT THE WIND	WILTON FELDER (MCA 5144)	20	29	
21	THE HOT SHOT	DAN SIEGEL (Inner City IC 111)	19	16	
22	NIGHT PASSAGE	WEATHER REPORT (ARC/Columbia JC 36793)	21	22	
23	DIRECTIONS	MILES DAVIS (Columbia KC2 36472)	22	8	
24	ONE NIGHT STAND: A KEYBOARD EVENT	VARIOUS ARTISTS (Columbia KC2 37100)	25	3	
25	KISSES	JACK McDUFF (Sugarhill SH 247)	—	1	
26	YOU MUST BELIEVE IN SPRING	BILL EVANS (Warner Bros. HD 3504)	24	11	
27	BEYOND A DREAM	NORMAN CONNORS & PHAROAH SANDERS (Novus/Arista AN 3021)	27	5	
28	ODORI	HIROSHIMA (Arista AL 9540)	23	25	
29	THIS TIME	AL JARREAU (Warner Bros. BSK 3434)	28	47	
30	80/81	PAT METHENY (ECM 2-1180)	30	27	
31	EXPRESSIONS OF LIFE	THE HEATH BROTHERS (Columbia FC37126)	—	1	
32	GOTHAM CITY	DEXTER GORDON (Columbia JC 36853)	26	14	
33	LOVE LIGHT	YUTAKA (Alfa AAA-10004)	—	1	
34	RELAXIN' AT CAMARILLO	JOE HENDERSON (Contemporary 14006)	34	4	
35	PATRAO	RON CARTER (Milestone M-9099)	37	2	
36	TOUCH OF SILK	ERIC GALE (Columbia JC 36570)	29	30	
37	CIVILIZED EVIL	JEAN-LUC PONTY (Atlantic SD 16020)	32	30	
38	OUTUBRO	AZYMUTH (Milestone M-9097)	36	20	
39	LIVE AT MONTREUX	MINGUS DYNASTY (Atlantic SD 16031)	33	7	
40	MAGNIFICENT MADNESS	JOHN KLEMMER (Elektra 6E-284)	39	40	

JAZZ ALBUM PICKS



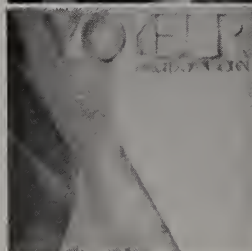
FAST HANDS — Johnny Lytle — Muse MR 5185 — Producer: Houston Person — List: 7.98

Vibraphonist Lytle mixes the moods well, and listeners who have considered the instrument too limited would be advised to give this album a good listen. Strong support is here too from producer/saxophonist Houston Person, drummer Idris Muhammad and pianist Mickey Tucker. Percussionist Fred Miller and Larry Killian add their own "Fast Hands" to Lytle's.



NO PROBLEM — Al Cohn — Xanadu 179 — Producer: Don Schilliten — List: 8.98

Tenor-man Cohn has been back in the news lately, gigging around New York, and scoring for the Broadway revue of Duke Ellington's music, *Sophisticated Ladies*. The great arranger shows he's also still a dynamite saxophonist on this meat-and-potatoes quartet date, swingin' and glidin' with the ease of a seasoned pro.



VOYEUR — David Sanborn — Warner Bros. BSK-3546 — Producers: Michael Colina and Ray Bardani — List: 7.98

Super session-man Sanborn has been threatening to bust out as a major attraction in his own right, and "Voyeur" sounds like the LP to finally establish the saxophonist as a leader. Like its predecessor, "Hideaway," this outing is a seamless studio product, aided by the presence of session stalwarts Steve Gadd, Marcus Miller, Ralph MacDonald and Lani Groves.

CLASSICAL

TOP 40 ALBUMS

		Weeks On Chart	4/11
1	ISAAC STERN 60TH ANNIVERSARY CELEBRATION CBS Mastersound IM 36692 (14.98/1 LP)	10	8
2	VERDI: La Traviata Sutherland, Pavarotti London Digital LDR 73002 (32.98/3 LPs)	21	8
3	PAVAROTTI: My Own Story London PAV2007 (17.96/2 LPs)	—	4
4	PAVAROTTI'S GREATEST HITS London PAV 2003-4 (15.98/2 LPs)	5	46
5	PACHELBEL: Kanon: Two Suites FASCH: Two Sinfonias and Concerto in D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (8.98/1 LP)	1	228
6	WAGNER: Parsifal Hofmann, Vejzovic, Moll Deutsche Grammophon Digital 2741 002 (54.90/5 LPs)	—	4
7	POPS ON THE MARCH Boston Pops (John Williams) Philips Digital 6302082 (10.98/1 LP)	—	4
8	KORNGOLD: Violanta Eva Martin, Walter Berry CBS Masterworks M2 35909 (17.98/2 LPs)	34	8
9	BOLLING: Suite For Flute And Jazz Piano Rampal, Bolling/Columbia M33233 (7.98/1 LP)	2	228
10	MAHLER: Symphony #10 Philadelphia Orch. (Levine) RCA Red Seal Digital CTC 2-3726 (27.98/2 LPs)	—	4
11	ITZHAK PERLMAN & ANDRE PREVIN: A Different Kind of Blues Angel DS 37780 (8.98/1 LP)	6	12
12	BOLLING: Picnic Suite Rampal Bolling Columbia M35864 (7.98/1 LP)	14	226
13	MUSSORGSKY: Pictures at an Exhibition Philips Digital 9500744 (10.98/1 LP)	—	4
14	PAVAROTTI: Verismo Arias London LDR 10020 (8.98/1 LP)	3	20
15	TCHAIKOVSKY: 1812 Overture Cincinnati Symphony Orch. (Kunzel) Telarc Digital DG 10041 (17.98/1 LP)	17	66
16	PERLMAN PLAYS KREISLER VOL. III Angel SZ 37630 (9.98/1 LP)	—	4
17	CANADIAN BRASS PLAYS BAROQUE MUSIC: Pachelbel Canon RCA ARL 1-3554 (8.98/1 LP)	32	52
18	VLADIMIR HOROWITZ: 1979-80 Concerts RCA ARL 1-3775 (8.98/1 LP)	12	12
19	RANSOM WILSON: Pleasure Songs for Flute Angel Digital DS 37333 (12.98/1 LP)	—	4
20	VERDI: Falstaff Taddei, Panerai, Karajan Philips Digital 6769060 (32.98/3 LPs)	23	12
21	BEETHOVEN: Ninth Symphony Price, Finnila, Laubenthal, Rintzler Philips Digital 6769067 (17.98/2 LPs)	—	4
22	SHOSTAKOVICH: Symphony #5 New York Philharmonic (Bernstein) Columbia IM 35854 (14.98/1 LP)	27	40
23	MOZART: Symphonies, Vo. IV Hogwood, L'Oiseau Lyrie D170D3 (25.98/3 LPs)	4	20
24	MAHLER: Symphony #3 London Philharmonic (Klaus Tondstedt) Angel Digital DSB 3902 (25.98/2 LPs)	—	4
25	GALA NEW YEAR'S CONCERT IN VIENNA Vienna Philharmonic (Maazel) Deutsche Grammophon Digital 2532 002 (9.98/1 LP)	—	4
26	JAMES GALWAY PLAYS FRENCH FLUTE CONCERTOS RCA ARL 13777 (7.98/1 LP)	26	20
27	VERDI: La Traviata Callas, Angel ZBX 3910 (19.98/2 LPs)	25	20
28	MOZART: The Symphonies—Volume 3 Academy of Ancient Music (Hogwood) L'Oiseau Lyre D169D3 (29.94/3 LPs)	7	44
29	PERLMAN: The Spanish Album Angel SZ 37590 (8.98/1 LP)	31	40
30	THINK ON ME Elly Ameling, Dalton Baldwin CBS Masterworks M 36682 (9.98/1 LP)	—	4
31	PAVAROTTI: O Sole Mio London OS 26560 (8.98/1 LP)	8	76
32	RENATA SCOTTO: Operas Arias and Duets Angel SZ 37819 (8.98/1 LP)	—	4
33	ITZHAK PERLMAN AND PINCHAS ZUCKERMAN PLAY MUSIC FOR TWO VIOLINS Angel SZ 37668 (8.98/1 LP)	9	42
34	TCHAIKOVSKY TRIO IN A Minor Periman, Harrell, Ashkenazy Angel SZ 37678 (9.98/1 LP)	—	4
35	MOZART: The Magic Flute Karajan Deutsche Grammophon 2741001 (25.98/3 LPs)	15	20
36	BAROQUE AND ON THE STREETS Vivaldi, Arr. and adapted by Frederick Hand CBS Masterworks FM 36687 (9.98/1 LP)	—	4
37	ROSSINI: L'Italiana in Algeri Horne, Ramey, Palacio, Scimone RCA Red Seal ARL 3-3855 (29.98/3 LPs)	—	4
38	JAMES GALWAY: Song of the Seashore and Other Melodies of Japan RCA ARL 1-3534 (8.98/1 LP)	11	16
39	HAYDN CELLO CONCERTOS IN C Maj. and D Maj. Yoyo Ma, CBS Masterworks (9.98/1 LP)	—	4
40	THE WALTZ PROJECT: 17 Contemporary Waltzes for Piano Nonesuch Digital D-79011 (11.98/1 LP)	—	4

CLASSICAL CLIPS

LOS ANGELES — Angel Records last week announced that its Red Line \$6.49 midline series will debut in August and include 25 albums from the label's best selling catalog. Angel's general manager, **Raoul Montano**, said work by artists such as pianist **Alexis Weissenberg**, soprano **Elisabeth Schwartzkopf**, violinist **Yehudi Menuhin**, cellist **Mstislav Rostropovich** and conductors **Herbert von Karajan**, **Andre Previn**, **Riccardo Muti**, **Carlo Maria Giulini** and **Otto Klemperer**. Angel's Red Line series debut will be supported by a major advertising and merchandising campaign covering retail and consumer and trade press. Montano said that Angel may later add product from new artists or artists from other countries to the midline.

The Moss Music Group has entered an agreement with the International **Van Cliburn** Piano Competition to produce the competition's 1981 grand prize winner, who will be named May 31 in Fort Worth following two weeks of preliminary, semi-final and final sessions. Negotiated by MMG executive vice president **Marvin Saines** and competition executive director **Anthony Phillips**, the solo recital album is set for June release on the newly-bowed MMG label, **Vox Cum Laude**. Saines, Phillips and **Peter Diamond** of the **Royal Philharmonic Orchestra** in London are also making tentative plans to co-produce a concerto recording featuring the Van Cliburn winner and the Royal Philharmonic. Moss has already released two LPs on the **Vox Cum Laude** label, including two **Franz Liszt** concertos performed by **George Bolet** and **David Zinman** conducting the **Rochester Philharmonic**; and **West Side Story** and **Romeo and Juliet**, by **Leonard Bernstein** and **Tchalkovsky**, respectively, performed by **Atlanta Symphony Orchestra**, **Robert Shaw** conducting.

Radio is continuing to be a viable tool for education and promotion of the classical music industry. The **Boston Pops Orchestra** and special guest **Doc Severinsen** recently performed a two-hour live radio show at Boston's Symphony Hall as part of the kick-off to Starfleet Blair, Inc.'s series of 12 monthly live concert broadcasts. The shows will continue to air coast-to-coast via satellite transmission facilities coordinated by World Communications, Inc. through a network of large market classical stations. **Boston**

Pops conductor **John Williams** will conduct the orchestra at a variety of venues other than the Symphony Hall, including its summer home in Tanglewood, Mass., Boston's Esplanade by the banks of the Charles River and other venues in the metropolitan area to be announced later. Starfleet Blair has already gained notoriety for its live rock concerts broadcast to FMAOR stations and is also preparing disc syndication of Wheeling, West Virginia's WWVA *Jamboree U.S.A.* and other live country broadcasts through the *Cross Country* program. . . May 1 and 8 at WNCN (104.3 FM) are the air dates for the station's presentation of pianist and educator **Raymond Lewenthal** during its regular program, *For The Love of Music*.

Philadelphia was the site of a three-day International Concert/Symposium titled "Power of Music — Instrument of Social Change: Music and International Communication," which was aimed at developing proposals for presentation to the United Nations calling for an "International Year of the Arts and Music (IYAM)." The event, which featured concerts, workshops and speakers, was jointly sponsored by the Symphony for United Nations (SUN) and The Love Foundation with the Philadelphia Museum of Art and Franklin Institute.

Also in Philadelphia this month will be the **Opera Company of Philadelphia (OCP)/Luciano Pavarotti International Voice Competition**, scheduled for May 18-23 at the Academy of Music in Philadelphia, Pa. The famed tenor opera singer will lead an international advisory committee that will select the finalist for the competition. Winners in the competition will have the opportunity to sing with Pavarotti in OCP productions of *La Boheme* and *L'Elisir d'Amore* during the 1981-82 season. More than 500 singers from throughout the world will audition during the five-day competition. The Moss Music Group (MMG) has opened a West Coast operation including office and warehouse at 155-14 Garfield Ave., Paramount, Calif. The 6,500 square foot facility will be administered by newly appointed regional manager **Chip Heath** and provide full sales and marketing services for all MMG accounts in 17 western states. Working with Heath will be Northern California field representative **Larry Holmes**, Oregon/Washington sales rep **John Erling** and shipping director **Richard Knack**. **michael martinez**

CLASSICAL ALBUM REVIEWS

ELECTRONIC MUSIC — Bernard Krause — Nonesuch NB-78007 — Producer: Bernard Krause — List: 7.98

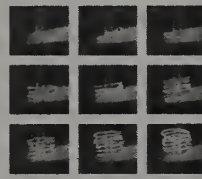
Heightened with a haunting, foreboding dramatic tone, yet true to compositional conformity, Bernard Krause's collection of electronic extrapolations is sometimes disturbing, sometimes enlivening, but always galvanizing. The music transcends the instrument, taking the sound to an organic cerebral plane that can be as easily reached by an entire orchestra. However, the music is to evoke moods, and in this regard, it succeeds where an orchestra might fail.

ISAAC STERN 60TH ANNIVERSARY: Bach Concerto for Two Violins, Vivaldi Concerto for Three Violins and Mozart Sinfonia Concertante for Violin and Viola; Pinchas Zukerman and Itzhak Perlman; Zubin Mehta, conductor — CBS Mastersound IM 36692 — Producer: Andrew Kazdin — List: 14.98 — Digital

As always the digital reproduction here breathes new life into some ageless violin conversations served amply by the artists on hand. The electricity generated by Stern, Perlman and Zukerman is barely throttled on this fine vinyl offering. Done live at Lincoln Center, this album is a sure bet for collectors.

VIVALDI: Concertos for Flute, Strings and Harpsichord, Op. 10; Frans Bruggen — Pro Arte PAL-1014 — Producers: Wolf Erichson — List: 8.98

Seminal work presented here, with Frans Bruggen leading a Baroque orchestra through strenuous paces of Vivaldi's extemporaneous compositions. Despite criticism that Vivaldi spent less time composing his music than the musicians did performing it, Bruggen leads a rendition of the music that is indeed sparse, but is also more dynamic by virtue of the absence of pretentious pontifications.



Bi-Lingual Records Seen As Int'l Artist Development Tool

by Dan Nooger

NEW YORK — What do Kenny Rogers, Blondie, Kool & The Gang, ABBA and The Police have in common? They are among the increasing number of artists who have recorded foreign language versions of their hits. A **Cash Box** survey has revealed a growing trend towards bilingual recording, particularly in Spanish, as internationally based companies seek to tap new markets for both popular and developing artists in the face of a softening American marketplace. Such recordings are also seen as an effective means of "pinballing" or spreading sales from one market where an artist is already successful into another.

Latin America alone represents a potential \$1 billion dollar market, with an additional potential \$75 million in domestic Spanish language market sales, according to the *Wall Street Journal*. The CBS annual shareholder's report notes that Latin America's contribution to CBS Records International (CRI) sales volume increased to 16% in 1980, while continental Europe accounted for 43% of international music revenues.

"Spanish-speaking territories are a big market, and you can triple or even quadruple your sales with Spanish product," says

Siegel Appointed Int'l Coordinator For ATV Music

LONDON — Jay Siegel has been named to the post of international coordinator for ATV Music Ltd., U.K. Siegel will be based in the New York headquarters of the ATV Music Group and will report directly to Peter Phillips, director of ATV Ltd. in London.

Siegel will work with the ATV Ltd. professional department and ATV Music Group vice president Steve Love. He will also work with ATV Music Publishing of Canada and ATV/Northern Songs of Australia.

Siegel has had a long career in the music business, with experience as a singer (he fronted The Tokens on the #1 single, "The Lion Sleeps Tonight"), producer (co-producing Tony Orlando and Dawn's "Knock Three Times," "Tie A Yellow Ribbon" and "Candida") and executive (founding B.T. Puppy Records and serving as director of record production for Don Kirshner Entertainment).

Commenting on his new position, Siegel said he hopes to "bring the feel of the American music scene to the U.K. writers signed to ATV Ltd. and, in turn, introduce them to the American market."

Kim Espy, director of A&R for Scotti Brothers Records, which is planning a Spanish version of Lelf Garrett's next album, as well as a Japanese album with Susan Anton. "Garrett is very popular in Spain and South America, and when you have an artist who's a star, you've got to go after the market."

Dan Young, head of PolyGram's international department, adds, "You can get increased airplay with a Spanish language version of a hit because many of the radio stations in Latin territories play exclusively Spanish product. If you want to go for broad mass appeal, it can be a big plus. I've been pushing to step up our involvement because I see it as a supplementary route of exposure."

Breaking Acts Overseas

CBS is among several companies which have used foreign language recordings in an effort to break artists who are successful in the U.S. into markets where they have not yet had hits. Kenny Loggins' French CBS release of "Whenever I Call You Friend" (Loggins singing in English, local singer Jeanne Manson duetting with him in French) became a French Top 40 hit and has been released in Canada for that country's French market.

"We are committed that an artist who does well in his own territory is virtually guaranteed a shot at spreading that music elsewhere," notes Julian Shapiro, director of press and public information for CRI. "When we see an artist having success in one market, we'll try to think of ways to magnify it. The Loggins situation was a bit of artist development manipulation, to take an artist with solid repertoire who hadn't penetrated the market and couple him with an artist already established there."

Another example of "personalizing" a recording for a specific market is Kool & The Gang's Spanish recording of "Celebration," which mentioned all of the Latin countries in its revised lyrics.

Illustrating another use for a foreign language version as a marketing device is Blondie's Spanish version of "Call Me," which will be pressed as a separate single to be included in the Japanese version of

(continued on page 37)

Regency, WEA Pact For Benelux Countries

LOS ANGELES — Regency Records of Los Angeles has entered a licensing agreement with WEA Records B.V. for Belgium, The Netherlands and Luxembourg. The first Regency product to be released under the new agreement are the soundtrack to *Airplane!* and James Lee Stanley's "Midnight Radio" LP.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The Chamber of Record Producers will hold its first Gold Record party this week at the Automovil Club restaurant. During the gathering, the Chamber will distribute the gold records corresponding to singles selling more than 50,000 copies and albums with more than 30,000 copies. There will be also platinum records for singles with more than 100,000 units sold and albums with more than 60,000. Sales are considered for records (and tapes) released after Jan. 1, 1980, and compilation albums are not taken into account. Among the local artists to receive these awards are **María Martha Serra Lima, Laurita, Jose Larraide, Palito Ortega, Los Chalchaleros, Los Iracundos, Alberto Cortez, Los Wawanco, Los Visconti** and **Sergio Denis**. The idea is part of a joint action by the Chamber (which is headed by **Heclo Cuomo** of CBS) to establish a firm image for records in the trade and among the public opinion.

The first International Record Fair (FID '81) opened at the Rural facilities with a crowd of nearly 10,000 youngsters buying records, tapes, posters and sheet music; watching video clips of the main international artists; and asking for autographs by the visiting artists. The crowd surpassed the most optimistic estimations and gave the record company execs ideas about staging these events frequently. Although for many years there has been a successful Book Fair, the record industry couldn't gather to such an event until ATC suggested the idea. One of the sales execs told **Cash Box** that the revenues coming from the sale of records and tapes at the Fair (not counting the promotion effects) were running at double the pace needed to cover the costs of furnishing the stand and maintaining it. The Fair closes May 3.

An idea about reducing costs by concentrating the sales organization and unifying the warehouses is being studied by three companies. The present shape of the market is concentrating sales in Buenos Aires and its surroundings, while the interior of the country, which once accounted for nearly 50% of the volume, has fallen to only 30% with hard credit problems. A single depot for stocking records would undoubtedly reduce costs and improve profits, but the idea requires a lot of thinking for the proposed partners.

Record pressing factories are having big troubles, as the market is turning increasingly to tapes, mainly cassettes. As we have reported before, EMI closed its factory last year and two of the other plants are considering the same possibility.

Jazz artists **Carmen McRae** and **Chick Corea** gave concerts in Buenos Aires. While McRae did not attract heavy audiences due to lack of promotion, Corea

has been steadily promoted by Rivadavia FM station and filled to capacity the Opera Theater. **miguel smirnoff**

Canada

TORONTO — MCA Records Canada is the latest firm to enter the audiophile sweepstakes. Its Masterphile series of half-speed-mastered discs, beginning with the *Nighthawks* soundtrack and the new **Tom Petty and Steely Dan** albums, plus catalog material from the latter two artists and **The Who**, will retail for the same as the regular albums. There is no special packaging, with the exception of a plastic sleeve, but the end result is a superior pressing for the same price. . . . **Max Webster**, the Canadian group that has been unable to parlay gold and platinum albums into similar successes abroad, has called it quits. According to its label, Anthem, vocalist and guitarist **Kim Mitchell** was frustrated by the seeming lack of support for the group wherever it travelled. Although the band was able to tour with **Rush** and on its own in the United States and Britain, it often found record company assistance to be minimal. Mitchell, the only remaining founding member in the group, is expected to resurface, either on his own or with a new line-up. . . . **Claudja Barry**, the Toronto native who has spent her most recent years in Germany, says she will be able to break with rock/dance music in "two to three years" to try her hand at opera. She's been studying in Munich. Barry's latest disc, "Made In Hong Kong," is gaining some acceptance at the AM level here, but she's still having difficulty breaking the stereotype built on her "Boogie Woogie Dancin' Shoes" hit of two years ago. . . . **Adam Ant** says his next album will be "more European." Worried that his Cherokee chic posturing would offend North American Indians, Ant recently invited representatives from the Indian community to his show in New York. "They approve," he said. "What I'm really trying to do is stay away from politics. I don't trust them. But what I am trying to say about the Indian goes beyond politics. It's humanitarian. I don't preach, I just hope." **Adam and The Ants** easily sold out its Canadian dates. . . . After a relationship with Island Records that stretched back nearly a decade, jazz-folk guitarist **John Martyn** has signed to the WEA International label. His next album (he's already done 11) will be produced by **Phil Collins** and should be ready by the late summer. Martyn also recently changed management and now employs former **Jeff Beck** keyboardist **Max Middleton** in his decisively electric show. . . . PolyGram is experiencing excellent AOR and AM reaction to "Jealous Guy," the new **Roxy Music** single. The firm may put the next Roxy album for distribution here, but there will be a battle to fight.

Kirk Lapointe

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Tremendo Amor — María Celeste — CBS
- 2 El Jugador — Kenny Rogers — EMI
- 3 Lanza Perfume — Rita Lee — RCA
- 4 Otro Mundo El Polvo — Queen — EMI
- 5 Y Apago La Luz — Miguel Gallardo — Microfon
- 6 De 9 a 5 — Sheena Easton — EMI
- 7 Mujer Enamorada — Barbra Streisand — CBS
- 8 Andante, Andante — ABBA — RCA
- 9 Mi Pequeno Amor — Josele — CBS
- 10 Cuando Fulmos Amantes — Tormenta — Microfon

TOP TEN LPs

- 1 Caminando En El Sol — Eddy Grant — ATC
- 2 Para Enamorados — Sergio Denis — K-tel
- 3 Club 54, vol. 5 — various artists — Interdisc/ATC
- 4 The Game — Queen — EMI
- 5 Greatest Hits — Kenny Rogers — EMI
- 6 El Espectacular — Camilo Sesto — Microfon
- 7 Flash Gordon — soundtrack — EMI
- 8 La Voz De . . . — Nino Bravo — Polydor/ATC
- 9 Memories — various artists — K-tel/ATC
- 10 Seven Years — Leon Gieco — Music Hall

—Prensario

Australia

TOP TEN 45s

- 1 Antmusic — Adam and The Ants — CBS
- 2 9 To 5 — Sheena Easton — EMI
- 3 Counting The Beat — The Swingers — Mushroom
- 4 The Wild Colonial Boy — Dr. Hook — Mercury
- 5 Rapture — Blondie — Chrysalis
- 6 I Love A Rainy Night — Eddie Rabbitt — Elektra
- 7 Jealous Guy — Roxy Music — Polydor
- 8 History Never Repeats — Split Enz — Mushroom
- 9 Girls Can Get It — Dr. Hook — Mercury
- 10 In The Air Tonight — Phil Collins — Atlantic

TOP TEN LPs

- 1 Swingshift — Cold Chisel — WEA
- 2 Corroboree — Split Enz — Mushroom
- 3 Greatest Hits — Dr. Hook — Capitol
- 4 Kings Of The Wild Frontier — Adam and The Ants — CBS
- 5 Face Value — Phil Collins — Atlantic
- 6 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 7 Arc Of A Diver — Steve Winwood — Island
- 8 Making Movies — Dire Straits — Vertigo
- 9 Back In Black — AC/DC — Albert
- 10 Christopher Cross — Warner Bros.

—Kent Music Report

Japan

TOP TEN 45s

- 1 Ruby No Yubiwa — Akira Terao — Toshiba/EMI
- 2 Machikado Twilight — Chanele — Epic/Sony
- 3 Yokohama Cheak — Masahiko Kondo — RVC
- 4 Tsuppari High School Rock 'N' Roll — Yokohama Ginbae — King
- 5 Harusaki Kobeni — Akiko Yano — Japan
- 6 Shadow City — Akira Terao — Toshiba/EMI
- 7 E Komochi — Hirokyu Okida — CBS/Sony
- 8 Okuhida Bojo — Tetsuya Ryu — Trio
- 9 Little Girl — Hideki Saijo — RVC
- 10 Boogie Woogie I Love You — Toshihiko Tawara — Canyon

TOP TEN LPs

- 1 Heart & Soul — Chanele — Epic/Sony
- 2 BGM — Yellow Magic Orchestra — Alfa
- 3 Ringetsu — Miyuki Nakajima — Canyon
- 4 Sexy Music — The Nolans — Epic/Sony
- 5 Niji Densetsu — Masayoshi Takanaka — Polydor
- 6 Reflections — Akira Terao — Toshiba/EMI
- 7 Bucchi Girl II — Yokohama Ginbae — King
- 8 Modern Girl — Sheena Easton — Toshiba/EMI
- 9 Matchy Tank Ayl You — Masahiko Kondo — RVC
- 10 Isoyde Kuchide Suwel — Snakeman Show — Alfa

—Cash Box of Japan

INTERNATIONAL

INTERNATIONAL DATELINE

Japan

TOKYO — Victor Musical Industries president **Saburo Watanabe** announced that the company would pursue a three-pronged approach in its sales plan for the first half of fiscal 1981 (March 1-Sept. 30). According to Watanabe, the company will attempt to boost sales by enhancing cooperation between the planning, publication and sales departments; promoting the sales of tapes with a large-scale campaign; and heavily pushing new female artists.

Toshiba/EMI recording artist **Akira Terao's** debut LP, "Reflections," has shown unprecedented sales here, with the first run of 300,000 units sold on the first day of release, April 5.

Carmine Appice, currently on tour here with **Rod Stewart**, staged a preview of his upcoming album, "Carmine Appice and the Rockers," at the Warner/Pioneer headquarters in Tokyo. Two cuts from the LP, set for worldwide release on Riva Records in the Summer, were previewed for label staffers, VIPs and the press.

kozo otsuka

United Kingdom

LONDON — Phonogram will start releasing product on the PolyGram-owned Casablanca label. The first two off the presses will be singles scheduled for late May. The existing deal between Casablanca and PRT has now expired, and PRT now has an extended sell-off period until September for all product released in 1981. The Casablanca roster includes **Mac Davs**, **Cameo**, **Parliament**, **The Captain and Tennille**, **Nick Gilder**, **Pure Prairie League**, **707** and **Robin Williams**. Cameo will be the first artists to have an album released by Phonogram in June, following the singles by **Starpoint** and **Davis**. Phonogram producer manager **John Waller** was pleased at the change. "It is nice to have the Casablanca label under Phonogram's wing in the final territory, as the label has a wealth of black product," he said. "We look forward to having hits in an area of music that this company has proved to be particularly strong. We will also be reworking their black catalog in the near future." . . . Phonogram has also been introducing budget price cassettes featuring

retrospective looks at the careers/output of its acts. Tagged under the title 'The Music of . . .,' the series has spawned eloquent and thoughtful selections from **10cc**, **Status Quo**, **Rod Stewart** and **Demis Roussos**. . . **Collin Bell**, long-time manager of **The Tom Robinson Band** and **Sector 27**, has joined Phonogram as press officer.

Renewing an old partnership with Island chairman **Martin Davis** is **Andrew Lauder**, who, along with his assistant **Judith Riley**, has joined the label after a stint at **Jake Riviera's** Independent outfit, **FiBeat Records**. Davis and Lauder worked together in the early '70s at United Artists Records.

Roger Greenaway has been re-elected as joint deputy chairman of the Performing Rights Society (PRS) general council for a term expiring in December 1982. **Dick James**, of Dick James Music was also elected as joint deputy chairman for the same period. In succession to **Donald Mitchell** of Faber Music Ltd., who did not wish to be considered for re-election due to the heavy pressure of other commitments. He remains, though, as a publisher-director of PRS and of its subsidiary organization, Music Copyright Overseas Services Ltd. The Council's present chairman, **Richard Tooman** of Josef Weinberger, Ltd., whose initial three-year term of office expires at the end of 1981, has agreed, at the unanimous request of the Council, to continue in office for a further 12 months, until December 1982.

Noburu Takamiya, president of Toshiba/EMI, and **Malcolm Brown**, EMI Music's regional director for Southeast Asia, have concluded a licensing deal with the China Record Co. of Beijing to manufacture and market three classical recordings by the **China Broadcasting Orchestra** with **Hon See Wah**. This follows a similar deal amongst the same parties last year when the records were released in Japan to coincide with the Orchestra's tour there. The new deal extends the distribution and marketing territories to Hong Kong, Singapore, Malaysia and Thailand. Brown will be visiting Beijing and Shanghai later this year at the request of the China Record Co. to discuss the release of further recordings. paul bridge

Bi-Lingual Records Seen As Int'l Artist Development Tool

(continued from page 36)

the forthcoming "Best Of Blondie" album. "It will be a marketing tool for them because a Japanese pressing is more expensive than an imported American pressing," says Chrysalis International operations manager Eliza Brownjohn.

Most early attempts at foreign language recordings in the 1976-1978 period by such artists as Linda Ronstadt, Herb Alpert, the Carpenters and Captain & Tennille did poorly because, in the consensus of label executives who were involved, the translations and pronunciations were not idiomatic and, thus, unacceptable to their intended audiences. Exceptions were Blondie, which did well in Europe with a French version of "Sunday Girl," and David Bowie, who cut "Heroes" in French and German.

The bilingual recording trend gained momentum in 1980 as producers from the Latin American territories, or Americans familiar with those markets, aggressively entered the picture and began approaching the record companies with ideas for such recordings. The first big success in the field came in the Spring and Summer of 1980 with ABBA's Spanish recordings of "Chiquitita" and "Thank You For The Music" and a compilation hit album titled "Gracias Por La Musica" ("Thank You For The Music").

Buddy McCluskey, RCA Argentina International and publishing manager, developed the idea for a Spanish ABBA album shortly after the group signed with them for Latin America. He approached the group with the idea, did the translations and oversaw the recording of the new vocal tracks. The resulting records gave ABBA its first big success in Latin America. CRI subsequently picked up the album for distribution in the U.S. Latin market. McCluskey has also been responsible for Blondie's Spanish "Call Me."

The success of the ABBA album also spurred renewed interest in the Latin market among other labels, with a number of ventures started in the wake of the projects. Both domestically and internationally, producers and entrepreneurs were encouraged to try and capitalize on the new approach to the Spanish language market.

One person who effectively followed this course was Jose Silva, an independent producer from Chile who had worked with local groups cutting Spanish cover versions of American hits. He traveled to Los Angeles in May 1980 to explore the possibilities of doing Spanish-language cuts with American artists, and was introduced to Elektra Records, where he put together Spanish recordings with Robbie Dupree ("Hot Rod Hearts"), the Pointer Sisters

("He's So Shy") and Johnny Lee ("Looking For Love").

He has since formed his own company, the Latin Connection, with rock manager Al Bunetta and has worked with EMI on Spanish versions of Kenny Rogers' "Lady," Kim Carnes' "More Love" and Anne Murray's "You Needed Me," and several other experimental recordings by Little River Band, Natalie Cole and the Dirt Band. Silva has also cut Jermaine Jackson's "Let's Get Serious" and Smokey Robinson's "Being With You" for Motown and LTD's "Shine On" for A&M. The company also helps market the records to the U.S. Latin and Latin American audience.

Another person capitalizing on the potential of the Latin American market is Bill Marin, who set up San Marino Prod. in Los Angeles in June 1980 "specifically to work on doing Spanish versions of hits by American artists." Having gained expertise in the Latin market while working for Fania and Coco Records, he did his first Spanish disc, Captain & Tennille's "Do That To Me One More Time," while working as Casablanca's R&B western regional promotion director. He formed San Marino Productions with lyricist Edmundo Perez as a result of that recording. Among the company's first productions were Teri DeSario and K.C.'s "Yes I'm Ready" and Kool & The Gang's "Celebration" (retitled "Celebrazamos").

"My A&R ears tell me which recordings will work, and I try to be selective," says Marin. "What I see happening right now is dance music, which I think lends itself to this kind of recording because the rhythm takes the lead and not just the vocal as in a ballad." The company is also currently working on a Spanish compilation album of Solar Records acts Dynasty, Shalamar, the Whispers and Lakeside doing such hits as "Second Time Around," "And The Beat Goes On," "I Don't Wanna Be A Freak" and "All The Way."

More Negotiations

Marin is also negotiating to cut a Spanish Kool & The Gang hit compilation including "Ladies Night," "Too Hot" and "Hanging Out;" Yarbrough & Peoples' "Don't Stop The Music;" the Gap Band's "Yearning For Your Love;" and Quincy Jones' "Ai No Corrida."

Despite undeniable growth and success with foreign language recordings, they are still a new and experimental technique and not without pitfalls. "The main problem I see with marketing these recordings for the U.S. Latin market is that the major companies don't have the expertise to deal with the Spanish one-stops and promote to the 200 Spanish radio stations in the U.S. and

(continued on page 44)

WHERE IN THE WORLD

Capitol recording artist **Glen Campbell** is currently on a 12-city, 18-day tour of the U.K. and Eire. The tour, which will conclude May 10, includes stops in London, Leeds, Manchester, Birmingham, Windsor, Eastbourne, Dublin, Belfast, Cornwall and Belfast.

Columbia recording artist **Billy Joel** is currently on a six-city tour of Australia. Beginning May 1 in Perth, the tour will include dates in Adelaide, Melbourne, Sydney and Auckland.

Warner Bros. recording artist **Al Jarreau** is currently on a tour of the Far East. Scheduled tour stops include the Philippines, Tokyo, Osaka, Nagoya and Yokohama. The tour concludes May 14.

RCA recording artist **John Denver** will begin a four-city, seven-concert tour of Japan May 14. To conclude May 22, the tour will cover Tokyo, Osaka, Fukuoka and Sendai.

INTERNATIONAL BESTSELLERS

The Netherlands

TOP TEN 45s

- 1 Vienna — Ultravox — Ariola
- 2 Don't Stop The Music — Yarbrough & Peoples — Phonogram
- 3 In The Air Tonight — Phil Collins — WEA
- 4 Shaddap You Face — Joe Dolce — Ariola
- 5 Angel Of Mine — Frank Duval — RCA
- 6 Waanzinnig Gedroomd — Kinderen v. Kinderen — Inelco
- 7 Without Your Love — Roger Daltrey — Polydor
- 8 It's A Love Thing — The Whispers — RCA
- 9 Houtchdlekop — Dingetje — CNR
- 10 One Night Affair — Spargo — Inelco

TOP TEN LPs

- 1 Face Value — Phil Collins — WEA
- 2 Kinderen Voor Kinderen — Inelco
- 3 Vienna — Ultravox — Ariola
- 4 Stray Cats — Ariola
- 5 Red Skies Over Paradise — Fischer Z — EMI
- 6 Absolutely — Madness — Inelco
- 7 Stars On 45 — CNR
- 8 The Jazz Singer — Neil Diamond — EMI
- 9 Christopher Cross — WEA
- 10 Arc Of A Diver — Steve Winwood — Ariola

—Nationale Hitkrant Producties

New Zealand

TOP TEN 45s

- 1 Counting The Beat — The Swingers — CBS
- 2 The Bridge — Dean Waretni — CBS
- 3 Woman — John Lennon — WEA
- 4 Stop The Cavalry — Jona Lewie — PolyGram
- 5 Do You Feel My Love — Eddy Grant — RTC
- 6 One Day At A Time — Cristy Lane — EMI
- 7 Duncan — Slim Dusty — EMI
- 8 Rapture — Blondie — Festival
- 9 9 To 5 — Dolly Parton — RCA
- 10 Ant Music — Adam & The Ants — CBS

TOP TEN LPs

- 1 Double Fantasy — John Lennon and Yoko Ono — WEA
- 2 Hotter Than July — Stevie Wonder — EMI
- 3 Making Movies — Dire Straits — PolyGram
- 4 Face Value — Phil Collins — WEA
- 5 Dr. Hook's Greatest Hits — EMI
- 6 Making Waves — The Nolans — CBS
- 7 Flesh And Blood — Roxy Music — PolyGram
- 8 My Life In The Bush Of Ghosts — David Byrne and Brian Eno — WEA
- 9 Kings Of The Wild Frontier — Adam & The Ants — CBS
- 10 Anne Murray's Greatest Hits — EMI

—Record Publications Ltd.

United Kingdom

TOP TEN 45s

- 1 Chi Mal — Ennio Morricone — BBC
- 2 Making Your Mind Up — Bucks Fizz — RCA
- 3 Good Thing Going — Sugar Minott — RCA
- 4 Can You Feel It — Jacksons — Epic
- 5 Lately — Stevie Wonder — Motown
- 6 This Ole House — Shakin' Stevens — Epic
- 7 Einstein A Go-Go — Landscape — RCA
- 8 Night Games — Graham Bonnet — Vertigo
- 9 Stars On 45 — CBS
- 10 Gray Day — Madness — Stiff

TOP TEN LPs

- 1 Come An' Get It — Whitesnake — Liberty
- 2 Hotter Than July — Stevie Wonder — Motown
- 3 Kings Of The Wild Frontier — Adam & The Ants — CBS
- 4 Intuition — Linx — Chrysalis
- 5 Making Movies — Dire Straits — Vertigo
- 6 Sky 3 — Ariola
- 7 Flowers Of Romance — Public Image Ltd. — Virgin
- 8 Journeys To Glory — Spandau Ballet — Reformation
- 9 The Jazz Singer — Neil Diamond — Capitol
- 10 This Ole House — Shakin' Stevens — Epic

—Melody Maker

WEA Goes To \$8.98 List, Raises All Wholesale Prices

(continued from page 7)

RCA, PolyGram, Capitol/EMI America/Liberty and A&M, the establishment of a standard \$8.98 list has become nearly universal throughout the industry with the inclusion of WEA.

In the area of multi-disc LPs and the corresponding tapes, 28 from Warner Bros., 12 from Elektra/Asylum and five from Atlantic will go from \$11.98 to \$13.98. Among the acts whose product will be included in the price hike are Frank Sinatra, Todd Rundgren, Deep Purple, Public Image Ltd., Fleetwood Mac, Jimi Hendrix, Tom Waits, Judy Collins, the Doors, Otis Redding, Eric Clapton and the Buffalo Springfield.

In addition, two \$12.98 LPs, Harry Chapin's "Dance Band" and the Doors' "Absolutely Live," will go to \$14.98; and 18 LPs currently listing at \$13.98 will go to \$15.98. Included in the price hike will be five LPs by Keith Jarrett, three by Joni Mitchell and others by the Rolling Stones, Genesis, Eagles and Queen.

Finally, the Woodstock soundtrack will go to \$17.98 from \$14.98; the *Apocalypse Now* and *Urban Cowboy* soundtracks will go to \$17.98 from \$15.98; and the "No Nukes Concert" triple-disc set will go to \$19.98 from \$17.98.

Wholesale Increases

In the area of wholesale prices, base price increases of seven percent for \$1.69 list singles, six percent for \$5.98 and \$6.98 list LPs and tapes and 3.75% for \$8.98 and

above list LPs and tapes will be implemented May 25.

New base prices for more common list priced product will be as follows: 91 cents for \$1.69 singles; \$3.43 for \$5.98 LPs; \$4.01 for \$6.98 LPs; \$5.44 for \$8.98 LPs; \$6.03 for \$9.98 LPs; \$7.24 for \$11.98 LPs; \$8.44 for \$13.98 LPs; \$9.66 for \$15.98 LPs; and \$10.86 for \$17.98 LPs.

Other less-common prices will also be increased, with wholesale tags for product ranging from \$2.49 to \$85 list increasing according to the relevant percentages.

Under WEA's three-tiered wholesale price structure, wholesalers (racks, etc.) receive a nine percent discount from the base price, while retailers receive discounts based on annual dollar volume according to the following scale: no discount for annual volume less than \$35,000; one percent off for an annual volume from \$35,000-\$87,499; three percent for an annual volume from \$87,500-\$164,999; five percent for an annual volume from \$165,000-\$319,999; and seven percent for an annual volume over \$320,000.

The final category, wholesaler/retailer (one-stops, etc.) has its prices determined by pro-rating the wholesaler and retailer discounts according to actual percentages each operation accounts for in overall orders. For example, if the operation has 40% of its business devoted to wholesale and 60% to retail, 40% of the product ordered will qualify for the wholesale discount and 60% will be subject to the retailer discount.

Thus, for wholesalers using the nine percent discount, the more common list priced product will be available at the following prices: 83 cents for \$1.69 singles; \$3.12 for \$5.98 list LPs; \$3.65 for \$6.98 LPs; \$4.95 for \$8.98 LPs; \$5.49 for \$9.98 LPs; \$6.59 for \$11.98 LPs; \$7.68 for \$13.98 LPs; \$8.79 for \$15.98 LPs; and \$9.88 for \$17.98 LPs.

For retailers with annual volumes of WEA product exceeding \$320,000 (thus qualifying for the maximum retailer discount), the more common list priced product will cost: 85 cents for \$1.69 singles; \$3.19 for \$5.98 list LPs; \$3.73 for \$6.98 LPs; \$5.06 for \$8.98 LPs; \$5.61 for \$9.98 LPs; \$6.73 for \$11.98 LPs; \$7.85 for \$13.98 LPs; \$8.98 for \$15.98 LPs; and \$10.10 for \$17.98 LPs.

All authorized requests for returns will be issued at the present price levels until Aug. 21.

April/Blackwood Issues Super Pack Song Book

NEW YORK — April/Blackwood publications has released its first Super Pack printed music book. Each book will contain four songs and will be available in piano/vocal/guitar, big note piano and student piano editions.

Super Pack No. 1 features "Angel Of The Morning" (performed currently by Juice Newton), "Same Old Lang Syne" (Dan Fogelberg), "But You Know I Love You" (Dolly Parton), and "Unchained Melody" (Heart), priced at \$3.95 for piano/vocal/guitar and \$2.95 for the piano editions.

Additional Super Packs are in production.

Important Distributors Issues First Catalog

NEW YORK — Important Record Distributors, which specializes in importing rock, new wave, reggae and heavy metal product from Europe, England, Australia and Japan, has issued its first catalog.

For further information, the firm can be reached at 147-45 182nd Street, Jamaica, New York 11413. The telephone number is (212) 995-9200.

SINGLE BREAKOUT OF THE WEEK

THIS LITTLE GIRL • GARY U.S. BONDS • EMI-AMERICA 7089

Breaking out of: Father's & Sons — Indianapolis, Oz — Atlanta, Radio Doctors — Milwaukee, Record Theatre — Cincinnati, Alta — Phoenix, Sounds Unlimited — Chicago, Tower — San Diego, Tower — W. Covina, P.B. One Stop — St. Louis, Record Theatre — Cleveland, Peaches — Columbus, Tower — Sacramento, Tower — San Francisco, Camelot — Nat'l, Strawberries — Boston

SINGLES BREAKOUTS

STARS ON 45 • STARS ON 45 • RADIO RECORDS/ATLANTIC RR 3810

Breaking out of: Charts — Phoenix, Harmony Hut — Washington, Pickwick — Midwest, Hotline — Memphis, Sound Warehouse — San Antonio, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Father's & Sons — Indianapolis, Tower — San Diego, Tower — Sacramento

THE WAITING • TOM PETTY AND THE HEARTBREAKERS • BACKSTREET/MCA BSR-51100

Breaking out of: Tower — Seattle, King Karol — New York, Wherehouse — L.A., Tower — Campbell, P.B. One Stop — St. Louis, Record Theatre — Cleveland, Waxie Maxie — Washington

AMERICA • NEIL DIAMOND • CAPITOL P-4994

Breaking out of: Father's & Sons — Indianapolis, Tape City — New Orleans, Oz — Atlanta, Record Theatre — Cincinnati, Tower — W. Covina, Tower — Campbell, P.B. One Stop — St. Louis

WINNING • SANTANA • COLUMBIA 11-01050

Breaking out of: Harmony House — Detroit, Radio Doctors — Milwaukee, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Record Theatre — Cleveland, Oz — Atlanta, Record Theatre — Cincinnati

GIVE A LITTLE BIT MORE • CLIFF RICHARD • EMI-AMERICA 8076

Breaking out of: Tower — Sacramento, Tower — San Francisco, Peaches — Columbus, Record Theatre — Cleveland

JESSIE'S GIRL • RICK SPRINGFIELD • RCA JH 12201

Breaking out of: Strawberries — Boston, Camelot — Nat'l, Poplar Tunes — Memphis, Port 'O Call — Nashville

FASTEST MOVING MIDLINES

- Ⓢ AC/DC • Let There Be Rock • Atco SD 19132
- Ⓢ Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033
- Ⓢ Beatles • Rock 'N' Roll Vol. I • Capitol SN/16020
- Ⓢ Beatles • Rock 'N' Roll Vol. II • Capitol SN/16021
- Ⓢ Tommy Bolin • Private Eyes • Columbia C-34329
- Ⓢ David Bowie • The Rise And Fall Of Ziggy Stardust And The Spiders From Mars • RCA AYL1-3843
- Ⓢ Crosby, Stills, Nash & Young • So Far • Atlantic SD 15119
- Ⓢ Devo • Live • Warner Bros. Mini 3548
- Ⓢ Doors • The Doors • Elektra EKS 74007
- Ⓢ Doors • The Soft Parade • Elektra EKS 75005
- Ⓢ Billy Joel • Piano Man • Columbia PC 32544
- Ⓢ Janis Joplin • Greatest Hits • Columbia PC 32168
- Ⓢ Carole King • Tapestry • Columbia PE 34946
- Ⓢ John Lennon • Mind Games • Capitol SN/16068
- Ⓢ Kenny Loggins • Celebrate Me Home • Columbia PC 34655
- Ⓢ Tom Petty & The Heartbreakers • You're Gonna Get It • MCA DA 52029
- Ⓢ Pretenders • Extended Play • Sire Mini 3563
- Ⓢ Sex Pistols • Never Mind The Bollocks Here's The Sex Pistols • Warner Bros. BSK 3147
- Ⓢ Who • Who Are You • MCA 3050

COMPILED FROM: Musicland Group — Nat'l • Disc Records — Dallas • Peaches — Oklahoma City • Cutler's — New Haven • Tower — San Francisco • Big Apple — Denver • Charts — Phoenix • Record Theatre — Cincinnati • Wilcox — Oklahoma City • Wherehouse — L.A.

TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaning Cassette 70300
- Crestmark LP Rack
- Ⓢ Discwasher D-4 System
- Ⓢ Discwasher D-4 Re-Fill 1 1/4 oz.
- Ⓢ Maxell UDXL C-90 3 Pack w/box (promo item)
- Ⓢ Maxell UDXL I C-90
- Ⓢ Maxell UDXL I C-60
- Ⓢ Maxell UDXL II C-90
- Ⓢ Memorex Hi-Bias C-90 3 pack (promo item)
- Pickwick Pro-Care Cassette Care System 805
- Pickwick Pro-Car Record Care System 801
- Savoy 2330 Cassette Carrying Case
- TDK MA C-60 Metal Cassette
- TDK Cassette Head De-Magnetizer
- TDK Cassette Head Cleaning Cassette
- TDK DC-90 4 Pack (promo item)
- TDK DC-90 2 Pack (promo item)
- Ⓢ TDK SA C-90

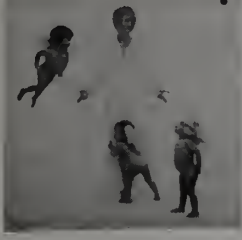
COMPILED FROM: Musicland Group — Nat'l • Oz — Atlanta • Harmony House — Detroit • Licorice Pizza — L.A. • Disc Records — Dallas • Cutler's — New Haven • Sounds Unlimited — Chicago • Lieberman — Denver • Tower — San Francisco • Record Theatre — Cincinnati

* Excludes T-Shirts & Paraphernalia

Ⓢ Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



WHERE DO YOU GO TO DREAM • ANNE MURRAY • CAPITOL SOO-12144
Breaking out of: Father's & Sun's— Indianapolis, Peaches — Columbus, Peaches — Cincinnati, Rose Records — Chicago, PB One Stop — St. Louis, Mile High — Denver, Big Apple — Denver, Tower — Seattle, Tower — Sacramento, Tower — San Francisco, City One Stop — Los Angeles, Tape City — New Orleans, Wilcox — Oklahoma City, Disc-O-Mat — New York, Waxie Maxie — Washington, Bee Gee — Albany.
MERCHANDISING AIDS: 3x3 LP Covers, 20x30 Catalog Poster, 1x1 Flats, The Wedge.

ALBUM BREAKOUTS

FRANKE & THE KNOCKOUTS • MILLENNIUM BXL 1-7755

Breaking out of: Disc-O-Mat — New York, Waxie Maxie — Washington, Record & Tape Collector — Baltimore, Lieberman — Kansas City, Harmony House — Detroit, Record Theatre — Cincinnati, Lieberman — Denver, Charts — Phoenix, Independent — Denver, Tower — Sacramento, Everybody's — Northwest, Peaches — Memphis.
MERCHANDISING AIDS: 24x24 LP Cover Blowups, Posters, Stickered Albums.



CALL IT WHAT YOU WANT • BILL SUMMERS AND SUMMERS HEAT • MCA 5176
Breaking out of: Boatner's — New Orleans, Tape City — New Orleans, Cactus — Houston, Poplar Tunes — Memphis, Hotline — Memphis, Port 'O' Call — Nashville, Record Theatre — Cincinnati, Chicago One-Stop, Disc-O-Mat — New York, Popcorn — Boston, Wherehouse — Los Angeles, Tower — Seattle.
MERCHANDISING AIDS: 1x1 LP Covers.



"RIT" • LEE RITENOUR • ELEKTRA 6E-331

Breaking out of: Sound Unlimited — National, Turles — Atlanta, Tape City — New Orleans, Poplar Tunes — Memphis, Port 'O' Call — Nashville, Radio Doctors — Milwaukee, Peaches — Indianapolis, Wherehouse — Los Angeles, Big Apple — Denver, Independent — Denver, Mile High — Denver.
MERCHANDISING AIDS: 1x1 Flats, 3' Banner.



DON'T SAY NO • BILLY SQUIER • CAPITOL ST-12146
Breaking out of: Father's & Sun's— Indianapolis, Street-side — St. Louis, Harmony House — Detroit, Wilcox — Oklahoma City, Disc — Texas, Sound Warehouse — San Antonio, Port 'O' Call — Nashville, Strawberries — Boston, Disc-O-Mat — New York, Record & Tape Collector — Baltimore, Waxie Maxie — Washington.
MERCHANDISING AIDS: 1x1 Flats, 3x3 Component Poster, 20x30 Poster, Radio Spots, National Consumer Print Ads.

SOMETHING IN THE NIGHT • PURE PRAIRIE LEAGUE • CASABLANCA/POLYGRAM NBLP 7255

Breaking out of: Record Bar — National, Wherehouse — Los Angeles, Lieberman — Portland, Lieberman — Denver, Big Apple — Denver, Father's & Sun's— Indianapolis, Turtles — Atlanta, Port 'O' Call — Nashville, Disc 'O' Mat — New York.
MERCHANDISING AIDS: Trim Fronts, Posters.



FLYING THE FLAG • CLIMAX BLUES BAND • WARNER BROS. BSK 3493
Breaking out of: Great American Music — Minneapolis, Streetside — St. Louis, Peaches — Kansas City, Tape City — New Orleans, Port 'O' Call — Nashville, Lieberman — Denver.
MERCHANDISING AIDS: 1x1 Flats, Local Promotions.

REACH UP AND TOUCH THE SKY • SOUTHSIDE JOHNNY AND THE ASBURY JUKES • MERCURY/POLYGRAM SRM 2-8602

Breaking out of: Record Bar — National, Peaches — Cleveland, Flipside — Chicago, Streetside — St. Louis, Father's & Sun's— Indianapolis, Disc-O-Mat — New York, Turtles — Atlanta.
MERCHANDISING AIDS: 1x1 Trims, Poster.



WHAT'S IN-STORE

LP BACKLASH ON CAMPUS? — With the \$8.98 LP becoming the rule rather than the exception (see separate story), a grass roots turn towards singles is being reported by retailers around the country. While a rise in singles sales invariably parallels LP price hikes, it is particularly noteworthy that there is an almost across-the-board confirmation of skyrocketing singles sales from retailers in college communities, long a confirmed LP market. However, spokesmen at the labels deny that any trend is developing. "Every time there's a price increase, there seems to be word-of-mouth to this effect," said **Mark Maitland**, national singles sales manager for Warner Bros. Records, "but I think it's a fallacy. Our singles sales have remained about the same over the last three years, with only a slight increase each year, never anything drastic resulting from an LP price hike." Maitland added, however, that "it seems like a logical trend that would take place whenever the buck gets tight, with people buying a selected tune rather than gambling on an album." Columbia Records' **Pat Rustici**, director of national sales and artist development, agrees with Maitland that there isn't any backlash, but doesn't agree that people might turn to the single for economic reasons. "They may wait a little longer, until they hear a few more tracks, but if the music's there, the album is going to sell," said Rustici. However, disagreement was voiced by independent and chain retailers alike in Northeast, Midwest and Pacific Northwest college towns, who told **Cash Box** that they have been getting an increased demand for singles and are responding to it by expanding their selections and offering greater product visibility. Among those adjusting to the switch is **Everybody's Records**, whose singles catalog in its Eugene, Ore. campus store has grown from nothing to over 150 titles in the last year. In Ann Arbor, Mich., the story is much the same, with that city's **Discount Records** doing an increasingly brisk and varied trade in 45s. In Ithaca, N.Y., **Larry Wright of Record People** said that "the increase has been a big surprise to us all." With the bulk of Record People's business coming from Cornell University and Ithaca College students, Wright suggested that costs were becoming prohibitive for many college students, who have "only so much money to spend."

LICORICE PIZZA'S SUPER SALE — The **Licorice Pizza** chain blitzed television, radio and print media last weekend in support of its "super sale weekend" drive. All albums and tapes in the chain's 28 stores were on sale for four days. TV ads in L.A. and San Diego were augmented by buys on 20 radio stations and full page ads in weekend editions of the *Los Angeles Times* and *San Diego Reader*. In-store merchandising aids included bin cards and 4x4 banners . . . The chain was also recently cited at the recent National Assn. of Recording Merchandisers (NAMA) convention for excellence in radio advertising. A 60-second ad for the **J. Gells** album "Love Stinks" ran: "Love Stinks" may not be the usual Valentine's Day sentiment — but the new J. Gells album might be a great gift for someone you love" . . . **Emmylou Harris** stopped by the chain's Santa Barbara location last week, where several hundred of her fans participated in a ticket and album give away co-sponsored by radio station KTYD . . . The ever-popular **Emmylou** also put in an appearance at the Phoenix, Ariz. **Fed Mart** store.

RECORD BAR NEWS — In-store appearances have also been the rage of late at **Record Bar**, where celeb appearances by **Loverboy**, **Steel Pulse** and **Weird Al Yankovich** were tied to ticket and album give aways . . . A district-wide promotion of **Joe Sample's** "Voice In The Rain" was held in the Raleigh, Durham, Chapel Hill, Rocky Mount and Fayetteville, North Carolina stores. Each store gave away a Joe Sample raincoat, while radio station WQDR tagged the stores as entry points and also gave away LPs and a raincoat over the air . . . A 10-gram gold bar will be awarded in a "**Willie Nelson** Over The Rainbow" contest, co-sponsored by the Gastonia, N.C. store and a local jewelry store. Customers may enter by choosing their favorite track from Nelson's "Over the Rainbow" album. Area Record Bars are also competing for a 10-gram gold bar in a concurrent display contest. . . **.38 Special's** "Wild-Eyed Southern Boys" LP was featured in a ".38 Special for 38 cents" sale at the Atlanta, Athens and Union City, Georgia stores. A limited number of singles were placed on sale in each store for 38 cents and customers making the purchase received a coupon good for one dollar off the LP or tape courtesy of A&M . . . The seven Florida stores recently got together for coconut pie-eating contest in support of local boy **Jimmy Buffett's** "Coconut Telegraph." **Mac Patterson** of Orlando was skillful enough to down a pie in 22 seconds, a talent that won him tickets to see Buffett . . . Other Florida notes include a mall-sponsored four-mile race in Pensacola, for which Record Bar donated T-shirts and frisbees as prizes. Runners paid an entry fee to benefit the Escambia County Special Olympics, and store manager **Larry Hylek** placed 24th in a field of 168.

CLASSIFIED INFORMATION — As part of its seven night stand at New York club **Bonds**, **The Clash** and the club will be awarding a backstage pass for two in an "Answer to the Clash Contest." Entry blanks, to appear in advertisements, will call for participants to tell the group what he or she "expects from music in the '80s." The pass is good for all seven nights.

FOR QUICK COVERAGE — Please send items and photos for What's In-Store to **Cash Box**, 1775 Broadway, New York, N.Y. 10019.

fred goodman



ON THE ROAD AGAIN — Members of Fantasy recording trio **Taxi** of the U.K. recently went on the road with engineer/co-producer **Phil Kaffel**, visiting record shops and radio stations throughout the Southwest and on the West Coast. One of the stops was **Tower Records** San Diego store. Pictured in the **top row** are (l-r): Kaffel; and **Jeffrey Nead** of the group. Pictured in the **bottom row** are (l-r): **Colin Payne** of the group; a pair of **Tower** customers; and **Ron Drioane**, Tower rock buyer.

Retailer Education To Be Stressed At Upcoming NARM Video Convention

LOS ANGELES — The upcoming National Assn. of Recording Merchandisers (NARM) video merchandising convention, set for mid-August at the Grand Hyatt Hotel in New York (**Cash Box**, May 2), will not only provide a forum for video retailers "to let manufacturers know what's really happening in the marketplace," but allow manufacturers to present their "most up-to-date

Superscope Rental Unit For Videocassettes Bows

NEW YORK — Superscope Inc. has introduced the Rentabeta home video system, which provides the first economical means of renting a videocassette unit for one-time program viewing. The Rentabeta system, which utilizes a specially designed playback only cassette unit that attaches to any TV set, is targeted to the estimated 76 million American homes — 98% of all homes equipped with TV — that own television sets but don't have videocassette recorders.

The Rentabeta units will be available, with tapes, only through rental from a franchised dealer. Each unit will be housed in a polyethylene carrying case that can be locked by the dealer to prevent the customer from removing the rented tape and replacing it with a blank tape, a common problem in the videocassette rental field. The customer can play the tape as many times as desired, or the unit can be locked to permit only one play, as specified in the rental agreement.

"Rentabeta opens up the video playback market to the masses, rather than limiting it to a selected few," said Robert Fried, director of marketing for Superscope.

To reach the broadest possible range of customers, Rentabeta franchises will be placed in a wide variety of businesses outside regular video equipment stores, including supermarkets, hotels, camera stores, music stores, equipment and videocassette rental stores, apartment buildings and movie theatres.

The first franchises are expected to be in place by early 1982.

Hardware Firms To Bow CX Unit At CES

(continued from page 7)

we receive, including digital." The system also eliminates virtually all surface noise on the disc, "even at the loudest levels," he added, and can be applied to any record surface.

"Of course, if it is used with a virgin vinyl surface, the dynamic range can be increased to between 85 and 90 db," Abagnaro indicated.

The compression/expansion system, which was demonstrated before the record retailing community at the recent National Assn. of Recording Merchandisers (NARM) conclave in Florida (**Cash Box**, April 18, 1981), will be previewed by CBS Records Group for the music industry press at the company's New York headquarters May 6, when the first series of CX-encoded titles are also expected to be announced.

ARPA To Sponsor Two Studio Workshops

NEW YORK — The American Record Producer's Assn. (ARPA) will sponsor two 11 week workshops designed for aspiring producers, musicians, songwriters and singers. The workshops will give students an opportunity to work closely with successful producers.

The workshops will commence on May 19 at Systems Two Studio in Brooklyn and on May 21 at Cannings Studio in Manhattan. Further information is available from ARPA at (212) 434-8881 after 1 p.m.

release schedules and programs," according to NARM executive vice president Joe Cohen.

"There are three things we will be trying to accomplish through this convention," stated NARM's Cohen. "First, we'll be spending some time in the workshops discussing the present state of video retailing and assessing what the consumer thinks; secondly, there will be the educational aspect, where we hope to have a sharing and exchange of knowledgeable on such matters as in-store merchandising, advertising, etc.; and thirdly, we want to provide a conducive atmosphere for positive dialogue between merchandisers and manufacturers."

Cohen indicated that afternoons during the four-day conclave will be structured "in such a way as to encourage more extensive dialogue" that would be restricted due to time limitations during the panel sessions' question and answer periods. To highlight new release titles, NARM is also preparing a 30-40 minute video presentation on new releases.

"It's still hard to say exactly what we're going to do in terms of workshops and schedules right now," Cohen pointed out. "We're presently looking for outstanding speakers outside the (recording) industry, and our keynote speaker will be a leading video retailer, who we'll be announcing shortly. Of course, there will also be the general entertainment aspect to the convention, as with all of our conventions, but that too has yet to be finalized."

Lastly, Cohen stressed that video retailers would not be required to join NARM in order to attend the convention

Sony Demonstrates New Video Recording System

TOKYO — The Sony Corp. has demonstrated a prototype of a high-resolution television system that for the first time makes it possible to record and play back a television picture with the sharpness and clarity of 35 millimeter movie film or high quality photography. Industry officials have said that the new equipment, a complete package of cameras, monitors, recorders and projection systems, could eventually replace conventional film as a production medium in making TV programs and movies. The system could also be used for videocassette recorders, videodisc players, large screen projections of closed circuit broadcasts and direct satellite-to-home TV broadcasts.

Sony's television system uses 1,125 horizontal scanning lines, compared with the 52 lines now standard in television pictures, to carry five to six times as much visual information as regular television pictures.

Joseph Flaherty, a CBS Television network engineering vice president, said the new system "changes the nature of the medium." CBS is urging the Federal Communications Commission (FCC) to make the 1,125 line signal the broadcast standard for the satellite-to-home channels the FCC is planning to license.

Videotape is already used in producing television news programs but not for entertainment shows. "We are convinced the system is the right way to merge TV and motion picture production," said Sony senior managing director Masahiko Morizono.

Sony began developing the system several years ago in collaboration with the engineering laboratories of NHK, the Japanese public broadcasting network. The company has not yet announced when the equipment will be commercially available or its price.

SOUND VIEWS

SATELLITE CONCERT NETWORK: SOMETHING IN THE AIR? — Labels looking to defray the ever-mounting expense of sending an act — either new, mid-level or superstar — on the road, may be looking no further than Albany, N.Y. if the **Consat** Network gets off the ground as scheduled in late June. Florida-based Consat, together with **J.B. Scott's Productions** of Albany, is presently setting up a web of "at least 100" clubs nationwide to broadcast "live," via satellite, name recording acts in a concert format of up to four hours on Tuesday, Wednesday and Thursday nights between the hours of 9:30 p.m. and 1:00 a.m. According to **Vincent Birbiglia**, a principal in J.B. Scott's Prod., Consat will provide clubs in the network with a projection unit and ten-foot receiving dish (with a low degree of L&A) while concerts, artist interviews and taped performances will emanate from J.B. Scott's, a 700-seat club venue in New York's state capital. Although the whole package is rather costly at approximately \$22,000 per venue, Birbiglia noted that the system could be leased and further pointed out that, with the earth station, a club could receive up to 12 movie services, four super stations, several all-sports networks, blacked-out sports events and all major networks. "As long as the club owner doesn't charge for broadcasts we are not supplying, they will have an unlimited amount of entertainment," said Birbiglia, "and we will be utilizing a three-way scrambling system so other clubs or just satellite dish-owners can't tap in." The network also plans to come up with "at least three acts" per week, the initial roster of which will be announced within the next 30 days. "We see this as an aid, not a hindrance, to booking agents, who can judge the club response to an act in each particular market where the concerts are aired," indicated Birbiglia. "We're also looking to go on college campuses and tap that market as well." At a projected cost of \$3 per ticket to venues in the network, Birbiglia added that the satellite-broadcast concerts "should be no more expensive than a movie," making name acts accessible to a much larger audience. The production values will also be top-flight, as J.B. Scott's will be equipped with a 3 to 4 camera set-up under a Class C broadcast standard. Consat is wholly owned by J.R. Enterprises, headed by **Jeff Douglas** and **Richard Minor**, while J.B. Scott's Prod. is led by principals **Birbiglia** and **Douglas Jacobs**, both of whom will be booking talent. **William Adams** is also a principal with Jacobs and Birbiglia in the nightery.



CARMINE COOKS ON CABLE — Riva recording artist and Rod Stewart's drummer Carmine Appice (l) recently appeared on Theta Cable TV's "The Heather & Annie" show, where he cooked up a lasagna with the mother and daughter team. Here, he checks the ground beef as Heather (r) and Annie look on.

most popular and successful film and video segments were shown. New York club-goers and vid aficionados might know Libin as the man responsible for setting up Hurrhah's extensive video set-up of 11 TV monitors suspended throughout the club and two broadcast studio cameras, used for taping live performances as well as airing rock clips. However, Libin also formed Intake Productions in December 1979 with cameraman **Paul Cameron** shortly after completing the now-classic "Rock Lobster" video by **The B-52's**. His work has been aired on such TV programs as *Hollywood Heartbeat* and *Rockworld* in the U.S. and U.K., as well as throughout most of Europe, Japan and parts of South America.

AND YOU THOUGHT COMMERCIAL VIDEO WAS PROFITABLE — According to a recent Brush Report study on non-broadcast TV, entitled "Private Television Communications: Into The Eighties," corporate and institutional video has now grown into a \$1.5 billion industry and is expected to more than double to \$3.6 billion over the next three years. The study reports that more than 3,000 organizations are now producing 18,000 hours of programming on a regular basis for viewing by employees, customers, shareholders and other specialized audiences.

VIDEO SOFTWARE NOTES — The Video Club of America, a 20th Century-Fox company and a division of Magnetic Video, is now offering its customer list of over 120,000 names to outside advertisers as part of a stuffer program to help promote and market its monthly club bulletin, *The Video Selector*. The list is segmented into various groups and available upon delivery of a "solicitation piece" (read advertisement) . . . The International Tape/Disc Assn. (ITA) awarded Golden Videocassette certifications, for sales of at least \$1 million at list price, to two MCA Videocassette, Inc. titles, *Xanadu* and *1941*, bringing the total number of awards presented since it was instituted in March 1980 to 43 . . . Magnetic Video is presently releasing the movie titles *A Change of Seasons*, *Kagemusha*, *Jenny*, *Giselle*, *Inside Moves*, *The Yeoman of the Guard*, *The Dancing Princesses*, *H.M.S. Pinafore*, *The Dancing Years* and *Candy* . . . Available May 15 from the Nostalgia Merchant will be *The Count of Monte Cristo*, *The Man In The Iron Mask*, *The Last of the Mohicans*, *The Corsican Brothers*, *Black Magic*, *The Beast Must Die* and *The Santa Fe Trail*, all of which will carry a suggested retail price of \$54.95. Available June 1 will be *The Quiet Man*, starring **John Wayne** and **Maureen O'Hara**, as well as another John Wayne starrer, *The Sands of Iwo Jima*. The former will list for \$59.95 while the latter will go for \$54.95. The company has additionally put together another collection of episodes from the Lone Ranger TV series, starring **Clayton Moore** and **Jay Silverheels**, entitled *Champions of the West*. It will also be out in June with a \$54.95 list.

AUDIOPHILE ANNOUNCEMENTS — In terms of half-speed happenings, Nautilus Recordings of Pismo Beach, Calif. just shipped its first Superdisc licensed from Atlantic Records, Swedish quartet **ABBA's** "Arrival" LP. Look for upcoming releases from the company to include **Linda Ronstadt's** "Simple Dreams," "Cornerstone" by multi-platinum A&M act **Styx** and "Worlds Away" by **Pablo Cruise**, the second Nautilus half-speed from the Northern California band. All three titles will be introduced by the company at the upcoming Summer CES in Chicago, in addition to a new audiophile accessory product, high-density polyethylene SuperSleeves. Stay tuned for further CES news on audio and video announcements.

michael glynn

COIN MACHINE

PERSONALITY PROFILE

Suzanne Ciani: Genius Behind 'Xenon' Sounds

CHICAGO — This week's profile subject is not a member of the coin machine industry, but she obviously qualifies for "honorary" status as a result of her challenging role in the creation of the outstanding "Xenon" sound system.

Suzanne Ciani, whose innovative talent in the area of electronic sound encompasses all levels of the entertainment field — music, television, movies — added a new dimension to her creative sphere when she developed a sound package for the Bally "Xenon" pinball machine.

A master in the art of electronic sounds, Ciani's "instrument" is an entire studio of micro-computers and digital synthesizers which are used to design sounds that are compatible with the integrated circuit chips utilized in today's sophisticated micro-processor controlled products. "I also have specialized equipment for voice design," she told **Cash Box**, in an exclusive interview. "My voice as it is used in the pinball machine has been specially processed to enable it to function better, so that the sounds you hear on Xenon come out the way they do."

She is an expert technician and a perfect example of the marriage of technology and art. In the development of Xenon's sound

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MONTEREY MEETING — Members of the AMOA Board of Directors were present in full force at their April 2-4 Mid-Year Meeting, which was held in Monterey, Calif. (**Cash Box**, May 2). Pictured in the front row are (l-r): Garland Garrett, Sr., Robert Nims, Wesley Lawson, AMOA president Norman Pink, Leoma Ballard, Clayton Norberg, Wayne Hesch, Don Van Brackel and Ted Nichols. Shown in the second row are (l-r): Nicholas Allen, Ross Todaro, Maynard Hopkins, Ed Elum, Raymond Schroth, Joseph Callant, Gabriel Orland and Jack Kerner. Pictured in the third row are (l-r): Doyle Hicks, James Thorpe, Robert Kline, Sr., John Stockdale, Hy Sandler, Lee Malchi, J.B. Reaves, Eugene Urso, Vincent Storino, Richard Hawkins and Alan Bershad. Shown in the fourth row are (l-r): Leo Droste, Kem Thom, Ernestine Tolisano, Ed Schultz, Al Marsh, John Estridge, Bill Stone, Richard Silla, James Watkins, Melvin Pearlman, Walter Bohrer, Jr. and Jerry Derrick. Pictured in the top row are (l-r): John Schoff, Curtis Hudson, Kenneth Flowe, Walt Lowry, Benito Murillo, Earl Benson and K.A. O'Connor.

Midway Files Complaint To Expedite Enforcement Of 'Pac-Man,' 'Rally-x'

CHICAGO — Midway Manufacturing Co. announced that on April 16, 1981, it filed a complaint and request for expedited initiation of an investigation under Section 337 of the Tariff Act of 1930 with the U.S. Inter-

national Trade Commission in Washington, D.C. The complaint charged 35 respondents with engaging in unfair acts and methods of competition by infringing the copyrights and/or trademarks of Midway in its Pac-Man and Rally-x games through their importation, sales and/or offer for sale of imported audio-visual games and electronic game boards.

This complaint comes as the ITC's previous proceedings (No. 337-TA-87), involving the infringement of Midway's rights in the Galaxian games, reaches its concluding stages after a recommended determination favorable to Midway was issued by the Administrative Law Judge. The new complaint seeks an order excluding entry into the U.S. of copies of the Pac-Man and Rally-x games, and the electronic game boards therefore and an order directing domestic respondents to cease and desist from the unfair acts and methods of competition enumerated in the complaint.

Through expedited procedures, and based on the decision already entered in the Galaxian proceedings, Midway is attempting to obtain such orders within the next three months.

The following respondents are named in the new complaint: Kyugo Company Ltd. (Japan), Ohtsu International, Inc. (Japan), Nippon Semicon Inc. (Japan), ATA Electronic Ltd. (Taiwan), Formosa Products Industrial Corp. (Taiwan), Friend Spring Industrial Co., Ltd. (Taiwan), Karateco (Japan), Taito Hawaii Corp. (Hawaii), Eastern Distributing (North Carolina), Morrison Enterprises Corp. (Taiwan), Stan Rousso, Inc. (California), Jay's Industries (New Jersey), Noma Enterprises (Japan), Penn Regal Vending Co. (Pennsylvania), Chens International, Inc. (Massachusetts), Carlin Tiger Shokai, Ltd. (Japan), Mike Munves Corp. (New York), SP-World-Amusement Co., Ltd. (Japan), Shoei Co., Ltd. (Japan), International Scientific Co., Ltd. (Japan), Sepac Co. Ltd. (Japan), Sutra Import Corp. (New York), Omni Video Games, Inc. (Rhode Island), Ferncrest Distributors, Inc. (Rhode Island), Artic International, Inc. (New Jersey), Loson Electrical Co. (Taiwan), David Kamen d/b/a K & K Games (Indiana), Fernandez-Fun Factory (Hawaii), Seagull Industries Co., Ltd. (Japan), Bernard Shapiro d/b/a Bernie's Specialty (Arizona), Taito of Japan (Japan), Eiko Kogyo Co., Ltd. (Japan), K & K Industrial Services (Hawaii), Jabras Trade Co. Ltd. (Japan) and Sutra West (California).

AMOA Expo '82 Moves To Chicago

CHICAGO — The 1982 AMOA convention, which was originally scheduled to be held at Caesar's Palace in Las Vegas, Nev., will now be held in Chicago. AMOA president Norman Pink, along with Wayne Hesch, a past president of the association, and Leo Droste, AMOA's executive vice president recently traveled to Las Vegas to confer with Caesar's Palace officials. The result of the conference was the termination of AMOA's agreement without penalty of any kind.

As explained by president Pink, "The federal law concerning gaming equipment was in effect when Las Vegas was selected and, under this law, all gaming equipment was clearly defined." However, with the expiration of the law last year there existed some controversy in the industry as to the clear definition of certain equipment and it was felt that holding the convention in Las Vegas was not in the best interests of the association and the industry.

The AMOA board of directors adopted a specific definition of gaming equipment at its recent mid-year meeting (**Cash Box**, May 2), which is applicable commencing with the 1981 convention. It reads as follows: "Gambling machines are defined to include all those machines or devices whose primary purpose is the direct or indirect award of chance-determined prizes." Equipment such as Draw Poker

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Anglin, Kauffman Named To Top Posts At Exidy Inc.

SUNNYVALE — Noah L. Anglin, formerly vice president of engineering for Atari's coin operated games division, has been appointed president of Exidy Inc. In his new role, Anglin will report directly to H.R. "Pete" Kauffman, who has been promoted to the position of chairman of the board of Exidy.

Prior to joining Atari as its director of engineering, Anglin was founder and president of Office Communications Inc., now the office products division of Savin Corp., where he developed and patented a word processing system. He was also director of research for new technology at Memorex Corp. He began his career at IBM where he held various positions in engineering and manufacturing.

Commenting on Anglin's appointment, Kauffman said, "With Noah joining Exidy we anticipate expanded new product development that will definitely put Exidy in the forefront of worldwide original game manufacturers."

Kauffman has held the position of presi-

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Noah Anglin

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **AI NO CORRIDA** QUINCY JONES (A&M 2309)
2. **THIS LITTLE GIRL** GARY U.S. BONDS (EMI-America 8079)
3. **WINNING** SANTANA (Columbia 11-01050)
4. **AMERICA** NEIL DIAMOND (Capitol P-4994)
5. **THE WAITING TOM** PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-51100)
6. **GIVE A LITTLE BIT MORE** CLIFF RICHARD (EMI-America 8076)
7. **JUST SO LONELY** GET WET (Boardwalk WS8 020 18)
8. **IS IT YOU** LEE RITENOUR (Elektra E-47124)
9. **YOU MAKE MY DREAMS** DARYL HALL & JOHN OATES (RCA PB-12217)
10. **I CAN TAKE CARE OF MYSELF** BILLY & THE BEATERS (Alfa ALF-7002)

TOP NEW COUNTRY SINGLES

1. **MONA LISA** WILLIE NELSON (Columbia 11-02000)
2. **SURROUND ME WITH LOVE** CHARLY McCLAIN (Epic 19-01045)
3. **THE MATADOR** SYLVIA (RCA PB-12214)
4. **LOVIN' ARMS** ELVIS PRESLEY (RCA PB-12205)
5. **LOVE TO LOVE YOU** CRISTY LANE (Liberty 1406)
6. **LOVE DIES HARD** RANDY BARLOW (Paid PAD-133)
7. **GOOD OL' GIRLS** SONNY CURTIS (Elektra E-47129)
8. **DARLIN' TOM** JONES (Mercury/PolyGram 76100)
9. **LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)** TOMPALL & THE GLASER BROTHERS (Elektra E-47134)
10. **FOOL BY YOUR SIDE** DAVE ROWLAND & SUGAR (Elektra E-47135)

TOP NEW B/C SINGLES

1. **SWEET BABY** STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)
2. **TWO HEARTS** STEPHANIE MILLS (20th Century-Fox/RCA TC-2492)
3. **HURRY UP AND WAIT** THE ISLEY BROTHERS (T-Neck/CBS ZS6 02033)
4. **NEXT TIME YOU'LL KNOW** SISTER SLEDGE (Cotillion/Atlantic 46012)
5. **TELL ME WHERE IT HURTS** WALTER JACKSON (Columbia 11-02037)
6. **IF I DON'T LOVE YOU** RANDY BROWN (Chocolate City/PolyGram CC 3224)
7. **TELL 'EM I HEARD IT** SANDRA FEVA (Venture V-138)
8. **HEARTBEAT** TAANA GARDNER (West End WES 1232)
9. **IF YOU LOVE (THE ONE YOU LOSE)** BRENDA RUSSELL (A&M 3226)
10. **TRY IT OUT** GINO SOCCIO (RFC/Atlantic 3813)

TOP NEW A/C SINGLES

1. **HER TOWN TOO** JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
2. **I LOVED 'EM EVERY ONE** T.G. SHEPPARD (Warner Bros. WBS 49690)
3. **SUPER TROUPER** ABBA (Atlantic 3806)
4. **I LOVE YOU** CLIMAX BLUES BAND (Warner Bros. WBS 49669)
5. **I DON'T NEED YOU** RUPERT HOLMES (MCA 51092)

COIN MACHINE

Ellis Appointed VP At Cinematronics

EL CAJON, Calif. — Ward Ellis, most recently vice president of engineering for Williams Electronics, has been appointed to the position of vice president of engineering at Cinematronics, Inc. here.

A veteran of 25 years in the electronics and computer fields, Ellis worked at such firms as Memorex, Singer Business Machines, Lockheed and Litton Industries before coming to Williams Electronics. He has also published several articles on electronics and its applications to life and industry.

Jim Pierce, president of Cinematronics, was very enthusiastic in his praise of the new vice president of engineering. "Ward Ellis has brought revolutionary ideas with him wherever he has gone," said Pierce. "This fits perfectly with Cinematronics' plans to stay in the forefront of electronic developments. Cinematronics is very proud and enthused to have our technological future in hands such as his. I believe the addition of Ward Ellis gives us a management team that is second to none."

Anglin Named As Exidy President

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dent at Exidy since the company's founding in 1973, and he will continue to be active in all Exidy operations. Prior to establishing Exidy, Kauffman was founder of Ramtek Corp., a manufacturer of graphic display systems.

"Pete's promotion to chairman further strengthens our dynamic management team and will bring Exidy to the forefront of video game manufacturers with progressive and innovative game concepts," said a spokesman for the company's board of directors.

Corporate vice presidents J. Howell Ivy (engineering) and Leslie Hauser (administration) will retain their management positions at Exidy.

Suzanne Ciani: Genius Behind The Sound Package On Bally's 'Xenon' Pinball Game

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system two chips are used; one for voice and the other for the various different sounds and responses. "What separates me from the technicians at a major company who are using and developing micro-computer technology for their products, is that I have a creative sound as an artist, and a fresh approach to things," Ciani observed. "There is and always has been a great difference between the engineer who is a technician and the artist who is utilizing the technology as an art form.

Bally Pinball Division's marketing vice president Tom Nieman first approached her in New York and, accepting the challenge, she put her creative juices to the task of developing a unique sound concept to compliment the design and play features of Xenon and capture the exciting responsiveness of the pinball player. "There is a certain give and take between the player and the game," she pointed out. "Various sounds are emitted by the player during the play process and I put some of these sounds into the game. As the ball hits the thumper bumper, for instance, you hear the 'ooh' or 'aah' and when the ball leaves the flipper there is an aggressive sound from the player, and so on." The trailing off of the word "Xenon" when the ball falls through the tube on the playfield is captured perfectly and Ciani designed the voice to actually sound like it's falling through the tube.

Ciani was introduced to the Xenon project at the drawing board stage. Bally provided her with blueprints every step along the way and her electronic sounds creation was completed in tandem with the finished product.

"Every sound, every reaction that Xenon makes is highly tuned. I have to design the sound, measure it and be able to transfer it," she noted. There is a total inter-relationship between the sound she has designed and the functioning of the machine.

In discussing future prospects for electronic sounds Ciani feels the possibilities are unlimited. "Now that chips have arrived there is a lot more that could be done with sound. I have equipment that can create any sound." Even the sound of a smile is

AMOA Expo '82 Moves

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and 21 fall into this category, as noted by Leo Droste.

AMOA is currently holding space at two locations in Chicago and will announce a decision shortly as to the exact convention site and dates of the 1982 exposition.



Multi-keyboardist Suzanne Ciani is pictured at work (l) and with Bally's 'Xenon' Pinball game.

conceivable, she said.

Ciani is president of Ciani/Musica, Inc. of New York City. She is an accomplished composer-musician-arranger as well as electronic sound innovator. Her TV commercial credits run the gamut from soft drinks to the stock market. She's done the Coca Cola commercials of "Coke Adds Life" and "Have A Coke And A Smile," along with commercials for People Magazine, Lincoln Mercury, Johnson & Johnson, Merrill Lynch, G.E., G.M. — the list is endless. If you watch television, you

are familiar with her work.

In the field of recorded music she received a gold record for performing the electronic effects on Meco's noted "Star Wars" LP. Ciani also created the original sound track for the Lilly Tomlin film *Incredible Shrinking Woman*. Negotiations are underway for the release of her recently completed album, or "sound painting" as she calls it, which offers a classical inspired portrayal of "electronic but sensual sounds" with strong pop and contemporary appeal.

Taito America Releases New 'Zarzon' Video In Upright, Trimline Models

CHICAGO — Taito America Corp. announced the release of its latest video game, "Zarzon," which is a game of conquest set in an atmosphere of rocket ships, tanks and an assortment of deadly adversaries.

The evil that is Zarzon manifests itself in a seemingly endless variety of forms and shapes. Players must man their rocket ships against waves of UFOs, rockets and a giant meteor; then take to the assault in tanks against deadly space spiders and an all-out dragonfly invasion of terror. To increase the challenge, attack patterns change unexpectedly and become increasingly more dangerous and intense as play progresses.

"If the player can defeat Zarzon and all five waves of different enemies, he will earn another chance to challenge the game and a quick-paced attack will begin again at Phase 1," commented Jack Mittel, president of Taito. "This unique feature is a special draw for the skillful player who wants to test his ability and be rewarded for his efforts."

Zarzon is currently available through factory distributors in a one- or two-player upright version and in Taito's own "Trimline" model cabinet.

Further information may be obtained by contacting Taito America Corp., 1256 Estes, Elk Grove Village, Ill. 60007.



Pictured is Taito America's new 'Zarzon' upright model (l) and Trimline.

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COIN MACHINE

CHICAGO CHATTER

The upcoming Bally-Midway sponsored Service Managers Seminar (**Cash Box**, April 11) is shaping up just beautifully, under the expert guidance of Bally's **Bernie Powers** and Midway's **Andy Ducay**, who have been hard at work coordinating details and arranging a line-up of instructors and guest speakers. As previously announced, **Katie Lawson**, parts manager of Advance Automatic Sales in San Francisco, and **Jim Sneed** of Kurz Kasch are scheduled to address the seminar. Additional speakers are **Jim Roberts** of James Industries (reps for Wells Gardner), whose presentation will center on TV monitors; **Kenny Dabek**, who is in charge of test equipment development at Midway; **Brian Osowski**, Midway's parts manager; and a representative from Sencore Mfg., a producer of test equipment. Along with Ducay, there'll be members of Midway's marketing department in attendance and Powers will have a number of Bally staffers at the seminar, including **Diane Guzzi**, **Arnie Aarstadt**, **Ed Schmidt** and **Pete Gustafson**. Event will be held May 18-20 at the Holiday Inn in Reno.

"DEFENDER" continues in the spotlight at Williams Electronics, Inc. — and at the rate it's selling now it will remain in production for quite some time. That's the word from company exec **Nancy Goodwin**. In the pin department, she said the feedback on the recently debuted "Jungle Lord" has been terrific, with emphasis on the machine's high earning power.

CASH BOX FELICITATIONS to **Jack Moyle** of the Atlas Music Co. sales staff, who proudly announced the arrival of his first grandchild — a boy, **Christopher Charles Martln**. Present business at Atlas is very good, as we learned from sales chief **Paul Huebsch**. Rowe phonos are consistent sellers to the point where he anticipates that this year's total sales will even surpass last year's. Universal's "Space Panic" is the big video seller out there — another shipment is anxiously awaited to help fill current orders.

DATELINE SAN DIEGO — Gremlin country, where production continues on "Astro Blaster" and recently began on the newly debuted "Pulsar." Director of sales **Jack Gordon** says that initial reports on "Pulsar" have been more than gratifying. The game is popular with players of all ages; however, as with "Frogs," it seems to have a special appeal for women players. "There are quite a few Pulsars in Safeway stores and we've discovered that women are playing the game in the super markets," he noted, adding that something about the maze theme really seems to attract the ladies. In commenting on the big selling "Astro Blaster," Gordon said the factory simplified the game's first stages of play and this has proven to be a big inducement for the novice players — and has served to further enhance the appeal of the game. A cocktail table version of "Astro Blaster" was scheduled for shipment this past week.

EASTERN FLASHES

Carl Pavesi, who recently stepped down as president of the Westchester Operators Guild, was given a gala send-off by colleagues and friends at Pastor's Broadway Restaurant in No. White Plains, N.Y. on April 14. The party was a surprise and so was the specially inscribed watch that was presented to Pavesi in recognition of his three decades of dedicated service. He served as president of the Guild since it was founded 30 years ago and only recently relinquished the post to **Jack Hearn** of LaSalle Vending. However, the 80 year old Pavesi still keeps in touch with the association and is frequently in attendance at its regular monthly meetings. We wish him well in his retirement.

STANLEY KNOLL and the crew at Cleveland Coin-Columbus are all set for the Ohio Music & Amusement Assn. state convention, which is coming up May 8-9 at the University Hilton Inn in Columbus. Cleveland Coin will be hosting a suite of eight booths this year (up from six at the 1980 show) and will be well represented in personnel, starting with president **Ron Gold** and a contingent from the home office in Cleveland, as well as the full sales staff from the Columbus branch. The distrib's exhibit will feature a good assortment of music and games equipment — and, hopefully, some new prototypes. Knoll mentioned that a Williams "Alien Poker" pingame is among the outstanding prizes being raffled off.

AND SPEAKING OF THE OMAA Expo, one name keeps cropping up as an energetic promoter of the show and an individual who has contributed immensely in terms of time and hard work to the success of this annual event. Take a bow **Tommy Thompson** of Tora Music.

THE ACCENT ON VIDEOS continues at Bally Northeast-Dedham. In mentioning some of the hottest sellers, **Bob LeBlanc** included the following: Midway's "Gorf" and "Pac-Man;" Atari's "Asteroids Deluxe;" Williams "Defender;" Taito America's "Crazy Climber;" Centuri's "Phoenix" and "Route 16" — to name a few. Newly arrived and looking great is Stern's "Scramble."



PASSING THE 10,000 MARK — "Berzerk," Stern Electronic's popular video game, and the best selling game in the company history, recently passed a production milestone at Stern's manufacturing facility in Chicago. Gathering to watch the 10,000th Berzerk roll off the assembly line were company execs (l-r): Terry Coleman, Tony Miller, Ed Polanek, Al McNeil, Ben Rochetti and Tom Campbell. Campbell noted that production of Berzerk will continue as market demand for the two-player video game remains strong.

Loewen America Marketing New Wallbox For NSM Phonograph Line

CHICAGO — Loewen America, Inc. is currently marketing the new NSM Wallbox, which serves as a companion piece to the "Prestige," "Festival" and "Consul" phonographs. A Hideaway unit for under bars, counters, etc. is also available.

The wallbox offers outstanding stereo sound distribution with the volume control easily accessible from within the unit for preset and control by the operator. A "Hit" button spotlights the location's nine top songs and the model has its own photo-optic coin and credit system so that it can be programmed independently from the phonograph for either 160 or 120 selections.

Attractive Design

Attractively designed in polyurethane woodgrain finish, the wallbox measures about 34½ inches high, 32 inches wide and 10 inches deep and is available through Loewen distributors.

Further information may be obtained by contacting Loewen America, Inc., 9213 Park Lane, Franklin Park, Ill. 60131.



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Justice Mulls Release Of Antitrust Data

(continued from page 14)

court will order the information released.

The Senate Antitrust Monopoly and Business Rights Subcommittee, led by majority leader Sen. Strom Thurmond (R-S.C.), is seeking the information to determine whether there was improper conduct or influence leading to closure of the investigation in 1979.

The Los Angeles federal antitrust field office, which conducted the investigation from 1977 to 1979, recommended criminal prosecution following the more than two years of hearings and investigation, but the office's call for indictments was vetoed by the department's Washington office after review.

Thurmond, joined by fellow subcommittee member Sen. Orrin Hatch (R-Utah) in efforts to obtain the data, was first refused the information by former antitrust chief Sanford Litvak, who cited the Grand Jury secrecy rule.

The senators first expressed a strong desire to gain access to the L.A. field office's inter-office fact memo in the investigation following claims by smaller manufacturers that the probe's closure was politically motivated because of former President Carter's acknowledged ties with key record industry figures.

Sheehan said that there was less concern over the contents of the record industry probe than over exposure of the

department's investigation review process.

"If we establish the principle that our prosecutorial review process can be viewed by the public, it may hinder future witnesses in testimony before Grand Juries," Sheehan said.

He also said that antitrust officials were convinced there was nothing improper in the handling of the case and that "What you had before was a Republican senator (Thurmond) asking a Democratic appointee (Litvak) if a Democratic president (Carter) had done something improper," which may account for claims that the probe's closure may be at the center of political maneuvering.

Mandrell, Jones Top 'Hat' Awards

(continued from page 10)

The Radio Station of the Year, Disc Jockey of the Year and Night Club of the Year awards were announced prior to the broadcast. The winners were KLAC, Sammy Jackson and a tie between the Palomino Club in North Hollywood and Gilley's in Pasadena, Tex., respectively.

The complete list of categories and winners of the "Hat" Awards is as follows:
Top New Female Vocalist — Terri Gibbs
Top New Male Vocalist — Johnny Lee
Top Vocal Group — Alabama
Top Vocal Duet — Moe Bandy and Joe Stampley

Bi-Lingual Records Seen As AD Tool

(continued from page 37)

Puerto Rico. We're working with the labels on that because I know those markets," says Marin.

Blondie's Spanish "Call Me" was licensed to Salsoul Records for U.S. distribution "because we didn't feel we had the expertise to handle that market," notes Chrysalis' Brownjohn. "It didn't do as well as we'd expected in the Latin territories, because the music was so loud you couldn't hear the Spanish." However, Blondie has recently had success in those markets with its original English versions of "The Tide Is High" and "Rapture." "This success strengthens the possibility of doing a

Spanish 'Best Of Blondie' album," Brownjohn adds.

"Doing foreign language recordings isn't cost intensive in terms of recording, but it is manpower intensive in terms of advertising, promotion and merchandising, all of which do eventually show up as costs," notes Shapiro of CRI. Another potential problem is that "some of our feedback from the Latin territories indicates that listeners tend to want recordings in English, due to a surfeit of local Spanish product," says Jason McCloskey, A&M international publicity/promotion director. A Mexico City radio station contest showed that listeners were split about equally on the English and Spanish versions of "De Do Do De Da Da Da" by The Police.

Despite such pitfalls as translation problems and some listeners' preference for English originals, foreign language recordings by American artists are here to stay. "I see a real bandwagon developing with this," says Marin, "because the record companies are starting to believe in it as an effective tool."

Leeds To New Offices

NEW YORK — Steve Leeds Promotion Consultants has opened new offices in New York City at 10 E. 49th St., Suite 303.

The firm's new telephone number is (212) 888-6660.

Album of the Year — *Urban Cowboy* soundtrack

Top Male Vocalist — George Jones
Top Female Vocalist — Dolly Parton
Single Record of the Year — "He Stopped Loving Her Today"

Entertainer of the Year — Barbara Mandrell

Song of the Year — "He Stopped Loving Her Today"

Country Music Movie of the Year — *Coal Miner's Daughter*

Prior to the broadcast, winners in the Instrumentalist categories were also announced (*Cash Box*, May 2).

Cash Box Top Albums/101 to 200

May 9, 1981

	Weeks On Chart	5/2		Weeks On Chart	5/2		Weeks On Chart	5/2
101 LOST IN LOVE AIR SUPPLY (Ariste AL 9530)	8.98	93	135 AGAINST THE WIND BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	8.98	123	167 BILLY & THE BEATERS (Alfa AAA-10001)	7.98	172
102 INTENSITIES IN 10 CITIES TED NUGENT (Epic FE 37084)	8.98	82	136 MAGNETS THE VAPORS (Liberty LT-1090)	8.98	101	168 FROM BRANCH TO BRANCH LEON REDBONE (Emerald City/Atlantic EC 38-136)	7.98	174
103 FAME ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	107	137 LET'S BURN CLARENCE CARTER (Venture VL 1005)	7.98	134	169 EL RAYO-X DAVID LINDLEY (Asylum 5E-524)	8.98	—
104 HARDWARE KROKUS (Ariste/Arista OL 1508)	7.98	109	138 FLYING THE FLAG CLIMAX BLUES BAND (Warner Bros. BSK 3493)	7.98	167	170 ALL MY REASONS NOEL POINTER (Liberty LT-1094)	8.98	173
105 MAGIC MAN ROBERT WINTERS & FALL (Buddah/Arista BDS 5732)	7.98	116	139 ARE YOU GONNA BE THE ONE ROBERT GORDON (RCA AFL 1-3773)	8.98	144	171 IMITATION LIFE ROBIN LANE & THE CHARTBUSTERS (Warner Bros. BSK 3537)	7.98	178
106 TURN THE HANDS OF TIME PEABO BRYSON (Capitol ST-12138)	8.98	100	140 MUSTA NOTTA GOTTA LOTTA (MCA-5183)	8.98	145	172 SHAKE RUSSELL/DANA COOPER (Southcoast MCA-5192)	8.98	175
107 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	15.98	99	141 DIRTY MIND PRINCE (Warner Bros. BSK 3478)	7.98	138	173 THIEF ORIGINAL SOUNDTRACK MUSIC BY TANGERINE DREAM (Elektra 5E-521)	8.98	177
108 CALL IT WHAT YOU WANT BILL SUMMERS end SUMMERS HEAT (MCA 5178)	8.98	124	142 TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5226)	7.98	147	174 ARETHA FRANKLIN (Ariste AL 9538)	8.98	152
109 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	8.98	103	143 I LOVE 'EM ALL T.G. SHEPPARD (Werner/Curb BSK 3528)	7.98	162	175 NIGHTHAWKS ORIGINAL SOUNDTRACK MUSIC BY KEITH EMERSON (Backstreet/MCA BSR-5196)	8.98	182
110 KEEP ON IT STARPOINT (Chocolate City/PolyGrem CCLP 2018)	8.98	121	144 ALL AROUND THE TOWN LIVE (Teppen Zee/Columbia C2X 36786)	13.98	126	176 AMERICAN EXCESS POINT BLANK (MCA-5189)	8.98	183
111 LOVE IS... ONE WAY ONE WAY (MCA-5163)	8.98	111	145 ROBERT FRIPP/THE LEAGUE OF GENTLEMEN (Polydor/PolyGrem PD-1-6317)	8.98	118	177 HIGHWAY TO HELL AC/DC (Atlantic SD 12944)	7.98	—
112 TRUST ELVIS COSTELLO end THE ATTRACTIONS (Columbia JC 37051)	8.98	106	146 FUN IN SPACE ROGER TAYLOR (Elektra 5E-522)	8.98	156	178 THE MUSIC OF COSMOS VARIOUS ARTISTS (RCA ABL1-4003)	8.98	188
113 GHOST RIDERS OUTLAWS (Ariste AL 9542)	8.98	108	147 CONNECTIONS & DISCONNECTIONS FUNKADELIC (LAX JW 37097)	8.98	127	179 ALICIA ALICIA MEYERS (MCA-5181)	8.98	186
114 EAGLES LIVE THE EAGLES (Asylum BB-705)	15.98	105	148 HEY JOE/HEY MOE MOE BANDY & JOE STAMPLEY (Columbia FC 37003)	8.98	153	180 DRIFTER SYLVIA (RCA AHL 1-3986)	8.98	189
115 WILD WEST DOTTIE WEST (Liberty LT-1062)	8.98	132	149 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	8.98	131	181 GO FOR THE THROAT HUMBLE PIE (Atco SD 38-131)	7.98	—
116 IN OUR LIFETIME MARVIN GAYE (Temple/Motown T8-374M1)	8.98	104	150 GOLDEN TOUCH ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	8.98	154	182 SANDINISTA! THE CLASH (Epic E3X 37037)	14.98	164
117 MY LIFE IN THE BUSH OF GHOSTS BRIAN ENO end DAVID BYRNE (Sire SRK 6093)	7.98	91	151 ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	7.98	122	183 BARRY & GLODEAN BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	8.98	192
118 CHANCE MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3498)	7.98	115	152 STARDUST WILLIE NELSON (Columbia JC 36588)	8.98	151	184 WELCOME BACK BLUE MAGIC (Capitol ST-12143)	7.98	—
119 THE SKILL THE SHERBS (Atco SD 38-137)	7.98	110	153 TENDERNESS OHIO PLAYERS (Boardwalk FW 37090)	8.98	139	185 PASSAGE (A&M SP-4851)	7.98	—
120 "RIT" LEE RITENOUR (Elektra 6E-331)	8.98	—	154 REACH UP AND TOUCH THE SKY SOUTHSIDE JOHNNY end THE ASBURY JUKES (Mercury/PolyGram SRM 2-8602)	11.98	—	186 XANADU ORIGINAL SOUNDTRACK (MCA-6100)	9.98	155
121 MICKEY MOUSE DISCO (Disneyland 2504)	4.98	114	155 GOLDEN DOWN WILLIE NILE (Ariste AB 4284)	8.98	159	187 SPIRIT OF ST. LOUIS ELLEN FOLEY (Cleveland Int'l./Epic NJE 36984)	8.98	163
122 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-3300)	7.98	125	156 IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	8.98	158	188 LIVE & MORE ROBERTA FLACK end PEABO BRYSON (Atlantic SD 2-7004)	13.98	178
123 SOMETHING IN THE NIGHT PURE PRAIRIE LEAGUE (Caseblanca/PolyGrem NBLP 7255)	7.98	150	157 CARL WILSON (Caribou/CBS NJZ 37010)	8.98	157	189 SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	7.98	—
124 SUN: FORCE OF NATURE SUN (Capitol ST-12142)	8.98	130	158 KISSES JACK MCDUFF (Sugarhill SH 247)	7.98	161	190 CITY NIGHTS TIERRA (Boardwalk FW 36995)	8.98	129
125 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AL1-3932)	8.98	142	159 ANNIE ORIGINAL BROADWAY CAST (Columbia JS 34712)	8.98	149	191 HITS! BOZ SCAGGS (Columbia FC 36841)	8.98	165
126 MAKING MOVIES DIRE STRAITS (Warner Bros. BSK 3480)	7.98	119	160 OFF THE WALL MICHAEL JACKSON (Epic FE-35745)	8.98	148	192 DIANA DIANA ROSS (Motown M8-938)	8.98	181
127 THIS IS ELVIS ORIGINAL SOUNDTRACK (RCA CPL2-4031)	14.98	137	161 FREEDOM OF CHOICE DEVO (Warner Bros. BSK 3435)	7.98	146	193 VAN HALEN (Warner Bros. BSK 3075)	7.98	190
128 VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	7.98	140	162 STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11898)	8.98	160	194 EVERYTHING IS COOL T-CONNECTION (Capitol ST-12128)	8.98	166
129 WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	133	163 ONE DAY IN YOUR LIFE MICHAEL JACKSON (Motown M8-956M1)	8.98	180	195 KING BEE MUDDY WATERS (Blue Sky/CBS JZ 37064)	7.98	—
130 GREATEST HITS THE OAK RIDGE BOYS (MCA-5150)	8.98	120	164 ULLANDA McCULLOUGH (Atlantic SD 19296)	7.98	171	196 GREATEST HITS/LIVE HEART (Epic KE2 36888)	13.98	185
131 LABOR OF LOVE SPINNERS (Atlantic SD 16032)	8.98	113	165 FANTASY (Pavillion/CBS JZ 37151)	7.98	170	197 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	8.98	199
132 PERFECT FIT JERRY KNIGHT (A&M SP 4843)	7.98	136	166 WASN'T THAT A PARTY THE ROVERS (Cleveland Int'l./Epic JE 37107)	8.98	168	198 BACK ON THE STREETS DONNIE IRIS (Ceresul/MCA 5179)	8.98	143
133 DON'T SAY NO BILLY SQUIER (Capitol ST 12146)	7.98	—				199 URBAN COWBOY ORIGINAL SOUNDTRACK (Asylum SP-90002)	15.98	191
134 JERMAINE JERMAINE JACKSON (Motown M8-1499F)	8.98	141				200 THE BIG ROCK THE KINGBEES (RSO RS-1-3097)	8.98	169

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Taste Of Honey	72	Diamond, Neil	15	James, Rick	53	Monk, T.S.	96	Rovers	166	Travers, Pat	51
ABBA	74	Dire Straits	126	Jefferson Starship	30	Murray, Anne	79,83	Rufus	71	Trower, Robin	48
AC/DC	5,18,177	Doors	90	Jeffreys, Garland	60	Nelson, Willie	34,152	Rush	6	U2	93
Adam And The Ants	62	Dregs	92	Jennings, Waylon	109	Newton, Julce	40	Russell, Brenda	98	Van Halen	193
Air Supply	101	Dunlap, Gene	156	Joel, Billy	91	Nile, Willie	155	Russell/Cooper	172	Vannelli, Gino	22
Alabama	45	Eagles	114	Jones, Quincy	17	Nugent, Ted	102	Sanborn, David	57	Vapors	136
April Wine	27	Easton, Sheena	36	Journey	39	Oak Ridge Boys	130	Santana	23	Washington, Grover Jr.	7
Atlantic Starr	42	Ely, Joe	140	Judas Priest	37	Ohio Players	153	Scaggs, Boz	191	Waters, Muddy	195
Aurra	189	Eno & Byrne	117	Kampuchee	31	One Way	111	Seeger, Bob	135,162	Waylon & Jessi	54
Bandy & Stempley	143	Fantasy	165	Khan, Chaka	43	Osbourne, Ozzy	63	Shelamar	38	West, Dottie	115
Benatar, Pat	12	Flack & Bryson	188	Kihn, Greg	94	Outlaws	113	Sheppard, T.G.	143	Whispers	50
Billy & The Beaters	167	Foley, Ellen	187	Kingbees	200	Parsons, Alan	84	Sherbs	119	White, Berry & Glodean	183
Blondie	19	Franke & The Knockouts	88	Kleer	80	Parton, Dolly	88	Sister Sledge	151	Who	3
Blue Magic	184	Franklin, Aretha	174	Lennon, John And Yoko Ono	128	Passage	185	Slave	99	Williams, Donlece	78
Bonds, Gary U.S.	69	Fripp, Robert	145	Lewis, Webster	197	Point Blank	176	Snow, Phoebe	86	Williams, Don	149
Browne, Tom	76	Funkadellc	147	Lindley, David	95	Pointer, Noel	170	Southside Johnny	154	Williams, Hank Jr.	122
Bryson, Peabo	106	Gap Band	24	Lorber, Jeff	97	Police	14	Spinners	131	Wilson, Carl	157
Buffett, Jimmy	89	Gaye, Marvin	116	Loverboy	20	Pretenders	28	Springfield, Rick	129	Winters, Robert	105
Carnes, Kim	49	Gibbs, Terri	61	Manfred Mann's Earth Band	118	Prince	141	Springsteen, Bruce	100	Winwood, Steve	4
Carter, Clarence	137	Gordon, Robert	139	Mass Production	142	Pure Prairie League	123	Squier, Billy	133	Wonder, Stevie	56
Cesh, Rosanne	70	Grateful Dead	46	McCullough, Ullende	164	Queen	87	Starpoint	110	Wright, Bernerd	85
Champalgn	52	Grusin, Dave	169	McDuff, Jack	158	Rabbit, Eddie	65	Steady Dan	44	Yarbrough & Peoples	41
Change	66	Hall & Oates	32	McLenn, Don	81	Rainbow	77	Strelsand, Barbre	16	SOUNDTRACKS	
Clapton, Eric	11	Harris, Emmlyou	73	Moyers, Allcie	179	Raydio	25	Styx	2	Annie	159
Clarke/Duke Project	75	Heart	196	Mickey Mouse Disco	143	Redbone, Leon	168	Summers, Bill	108	Cosmos	178
Clash	182	Hensel, Carol	55	Milsap, Ronnie	82,125	REO Speedwagon	1	Sun	124	Fame	103
Climax Blues Band	138	Humble Pie	181			Ritenour, Lee	120	Sylvia	180	Honeysuckle Rose	107
Collins, Phil	21	Iris, Donnie	198			Robinson, Smokey	13	T-Connection	194	Nighthawks	175
Costello, Elvis	112	Isley Bros.	35			Rogers, Kenny	81	Taylor, James	9	Thief	173
Cougar, John	58	Jackson, Jermaine	134			Rolling Stones	29	Taylor, Roger	146	This Is Elvis	127
Cress, Christopher	33	Jackson, Michael	160,183			Rose Royce	150	38 Special	26	Urban Cowboy	199
Devo	59,161	James, Bob	144			Ross, Diana	87,192	Tierra	190	Xanadu	186

TOM PETTY AND THE
HEARTBREAKERS

HARD PROMISES

BSR-211
THE NEW ALBUM

PRODUCED BY
TOM PETTY & JIMMY IOVINE

ENGINEERED BY
SHELLY YAKUS

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