

CASH BOX

June 6, 1981

NEWSPAPER

\$2.50

PERIODICALS RECEIVED
JUN 4 1981
ALLEN COUNTY PUBLIC LIBRARY

REFERENCE SERVICES

Public Library of Ft. Wayne &
Allen Co.
Order Division - Periodical Sect.
900 Webster St. (Rear)
Ft. Wayne,
Indiana 46802



Carol Hensel

CASHBOX

THE DIRECTORY

39TH ANNIVERSARY EDITION
1981-82

A COMPLETE SOURCE BOOK
FOR THE MUSIC / RECORDING
INDUSTRY.

ISSUE DATE: JULY 4, 1981

SPACE CLOSING: JUNE 24, 1981

TO RESERVE SPACE CONTACT:

LOS ANGELES:
NICK ALBARANO
6363 SUNSET BLVD.
SUITE 930
HOLLYWOOD, CA 90028
213 • 464-8241

NEW YORK:
J.B. CARMICHAEL
1775 BROADWAY
NEW YORK, NY 0019
212 • 586-2640

CHICAGO:
CAMILLE COMPASIO
1442 S. 61ST AVE.
CICERO, IL 60650
312 • 863-7440

NASHVILLE:
JIM SHARP
21 MUSIC CIRCLE EAST
NASHVILLE, TN 37203
615 • 244-2898

CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

GEORGE ALBERT
President and Publisher

MEL ALBERT
Executive Vice President and General Manager

NICK ALBARANO
Vice President

ALAN SUTTON
Vice President and Editor in Chief

J.B. CARMICHAEL
Vice President and General Manager, East Coast

JIM SHARP
Vice President, Nashville

East Coast Editorial
AARON FUCHS, East Coast Editor
FRED GOODMAN — DAVE SCHULPS
DAN NOOGER

West Coast Editorial
RICHARD IMAMURA, West Coast Editor
MARK ALBERT, Radio Editor
MARC CETNER — MICHAEL GLYNN
MICHAEL MARTINEZ

Research
KEN KIRKWOOD, Manager
BILL FEASTER — LEN CHODOSH
MIKE PLACHETKA — JEFF LAINE
HARALD TAUBENREUTHER

Nashville Editorial/Research
JENNIFER BOHLER, Nashville Editor
DENISE MEEK — TIM STICHNOTH

Art Director
LARRY CRAYCRAFT

Circulation
THERESA TORTOSA, Manager

PUBLICATION OFFICES
NEW YORK
1775 Broadway, New York NY 10019
Phone: (212) 586-2640
Cable Address: Cash Box NY
Telex: 666123

HOLLYWOOD
6363 Sunset Blvd. (Suite 930)
Hollywood CA 90028
Phone: (213) 464-8241

NASHVILLE
21 Music Circle East, Nashville TN 37203
Phone: (615) 244-2898

CHICAGO
CAMILLE COMPASIO, Coin Machine, Mgr.
1442 S. 61st Ave., Cicero IL 60650
Phone: (312) 863-7440

WASHINGTON, D.C.
EARL B. ABRAMS
3518 N. Utah St.,
Arlington VA 22207
Phone: (703) 243-5664

MIGUEL SMIRNOFF
Director of South American Operations

ARGENTINA — MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Phone: 89-6796

AUSTRALIA — ALLAN WEBSTER
699 Drummond Street
Carlton, Victoria, Australia 3054
Phone: 347-0518

BRASIL Pandisc
RVA Conselheiro Crispiniano, 344 4 Ander
Sala 406 — Sao Paulo, Brasil
Phone: 222-9312/223-8907

CANADA — KIRK LAPOINTE
835A Bloor Street West — Unit E
Toronto, Ontario, Canada M6G 1M1
Phone: (416) 536-8824

FRANCE — DILEK KOC
12 Boulevard Exelmans
Paris, France 75016
Phone: 524-4784

GERMANY — GERHARD AUGASTIN
Oettingenstrasse 66
8 Munich 22
Phone: 089-221363
Telex: 5-29378

ITALY — MARIO DE LUIGI
"Musica e Dischi" Via Giannone 2
20154 Milan, Italy
Phone: (02) 389-059/389-936

JAPAN — Adv. Mgr., SACHIO SAITO
Editorial Mgr., KOZO OTSUKA
3rd Floor of Chuo-Tatemono bldg.
2-chome, 11-1, Shinbashi, Minato-ku,
Tokyo Japan, 105
Phone: 504-1651

NETHERLANDS — CONSTANT MEIJERS
P.O. Box 1807
1200 BV Hilversum
Phone: 035-19841

NORWAY — TORBJORN ELLINGSEN
Stalsberg Terrasse 44,
2010 Strommen, Norway
Phone: 23-3280
Telex: 18 158 nck n

SPAIN — ANGEL ALVAREZ
Lopez de Hoyos 178, 5 CD
Madrid — 2 Spain
Phone: 415 23 98

UNITED KINGDOM — PAUL BRIDGE
608 Kings Road, London SW6 England
Phone: 01-731-2452

SUBSCRIPTION RATES \$100 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. ©Copyright 1981 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

EDITORIAL A Call To Arms

One of the more interesting characteristics of our industry is its ability to rise to the occasion and shine the brightest in the worst of times. Musicians were on the cutting edge of the anti-war and civil rights movements of the '60s and more recently helped spread the word for the anti-nuclear cause; radio saved lives during the Mt. St. Helens crisis as it had done countless times before; and today, a host of concerned members of the music industry have come to the aid of the tragedy-stricken city of Atlanta.

The site of a sick series of murders of children and young adults over the past months, Atlanta has received its greatest outside support from members of our industry. Providing emotional solace through music and tangible support in the form of funds and publicity, members of the music industry should be

proud of their comrades who have made the commitment to the ending of such a tragic situation.

Everyone has contributed. Sammy Davis, Jr., Frank Sinatra and Burt Reynolds gathered for a special concert; CBS' LeBaron Taylor organized a special industry group to more efficiently raise funds and coordinate projects; and a list of artists too long to detail have contributed time, performances, money and anything else that was asked to keep the heat on.

Cash Box gives its most sincere respect to those who have joined to aid the city of Atlanta in its time of need. Music is the language of the emotions, of life, and all of those who realize that should all join together in outrage at the tragedy afflicting Atlanta. The music industry should not rest until the situation is resolved.

NEWS HIGHLIGHTS

- Sony, Philips debut systems featuring 5" LPs (page 5).
- Attendance drop sparks concern at BMA Conference (page 5).
- Indie distribs encouraged by Boardwalk move; PolyGram's David Braun states case for branches (page 5).
- Smokey Robinson's "You Are Forever" and "Fantasy Girl" by .38 Special (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- The Moody Blues' "Long Distance Voyager" and "It Must Be Magic" by Teena Marie (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS

SINGLES	68	GEMINI DREAM — The Moody Blues — Threshold/PolyGram
ALBUMS	39	THE FOX — Elton John — Geffen

POP SINGLE

BETTE DAVIS EYES
Kim Carnes
EMI-America

B/C SINGLE

WHAT CHA' GONNA DO FOR ME
Chaka Khan
Warner Bros.

COUNTRY SINGLE

ELVIRA
The Oak Ridge Boys
MCA

JAZZ

WINELIGHT
Grover Washington, Jr.
Elektra

NUMBER ONES



Kim Carnes

POP ALBUM

HI INFIDELITY
RÉO Speedwagon
Epic

B/C ALBUM

STREET SONGS
Rick James
Gordy/Motown

COUNTRY ALBUM

FEELS SO RIGHT
Alabama
RCA

GOSPEL

THE HAWKINS FAMILY LIVE
Walter Hawkins
Light

CASH BOX TOP 100 SINGLES

June 6, 1981

	Weeks On Chart	5/30
1 BETTE DAVIS EYES KIM GARNES (EMI-America 8077)	1	11
2 STARS ON 45 — MEDLEY STARS ON 45 (Radio Records/Atlantic RR 3810)	3	9
3 BEING WITH YOU SMOKEY ROBINSON (Tama/Motown T54321)	2	16
4 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	5	14
5 TAKE IT ON THE RUN REO SPEEDWAGON (Epic 19-01054)	4	12
6 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)	10	14
7 ANGEL OF THE MORNING JUICE NEWTON (Capitol 4976)	6	16
8 TOO MUCH TIME ON MY HANDS STYX (A&M 2323)	8	12
9 ALL THOSE YEARS AGO GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)	14	3
10 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)	11	17
11 I LOVE YOU CLIMAX BLUES BAND (Warner Bros. WBS 49669)	12	17
12 LIVING INSIDE MYSELF GINO VANNELLI (Arista AS 0588)	9	12
13 SWEETHEART FRANKE & THE KNOCKOUTS (Millennium JH-11801)	13	14
14 AMERICA NEIL DIAMOND (Capitol P-4994)	17	7
15 THIS LITTLE GIRL GARY U.S. BONDS (EMI-America 8079)	16	7
16 WATCHING THE WHEELS JOHN LENNON (Geffen GEF 49695)	7	11
17 MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)	15	17
18 WHAT ARE WE DOIN' IN LOVE DOTTIE WEST (Liberty 1404)	20	11
19 THE WAITING TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-51100)	21	6
20 I MISSED AGAIN PHIL COLLINS (Atlantic 3790)	19	13
21 JESSIE'S GIRL RICK SPRINGFIELD (RCA JH12201)	24	11
22 THE ONE THAT YOU LOVE AIR SUPPLY (Arista AS 0604)	27	4
23 JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)	18	18
24 KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)	22	20
25 YOU BETTER YOU BET THE WHO (Warner Bros. WBS 49698)	23	12
26 WINNING SANTANA (Columbia 11-01050)	32	9
27 YOU MAKE MY DREAMS DARYL HALL & JOHN OATES (RCA PB-12217)	33	6
28 IS IT YOU LEE RITENOUR (Elektra E-47124)	31	8
29 ELVIRA THE OAK RIDGE BOYS (MCA-51084)	43	5
30 FIND YOUR WAY BACK JEFFERSON STARSHIP (Grunt/RCA FB-1-2211)	29	10
31 STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)	34	8
32 SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-41309)	25	21
33 FOOL IN LOVE WITH YOU JIM PHOTOGLO (20th Century-Fox/RCA TC-2487)	37	9

	Weeks On Chart	5/30
34 NOBODY WINS ELTON JOHN (Geffen GEF 49722)	39	5
35 AI NO CORRIDA QUINCY JONES (A&M 2309)	30	9
36 SINCE I DON'T HAVE YOU DON McLEAN (Millennium YB-11804)	28	9
37 GIVE A LITTLE BIT MORE CLIFF RICHARD (EMI-America 8076)	40	7
38 SAY WHAT JESSE WINCHESTER (Bearsville BSS 49711)	41	8
39 SEVEN YEAR ACHE ROSANNE CASH (Columbia 11-11426)	44	9
40 I LOVED 'EM EVERY ONE T.G. SHEPPARD (Warner/Curb WBS-49690)	35	11
41 MODERN GIRL SHEENA EASTON (EMI-America 8080)	48	5
42 TIME THE ALAN PARSONS PROJECT (Arista AS 0598)	47	8
43 HEARTS MARTY BALIN (EMI-America 8084)	55	3
44 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	53	6
45 I CAN TAKE CARE OF MYSELF BILLY & THE BEATERS (Alfa ALF-7002)	49	7
46 BOY FROM NEW YORK CITY MANHATTAN TRANSFER (RCA/Atlantic 3816)	56	3
47 LOVE YOU LIKE I NEVER LOVED YOU BEFORE JOHN O'BANION (Elektra E-47125)	26	12
48 SAY YOU'LL BE MINE CHRISTOPHER CROSS (Warner Bros. WBS 49705)	38	11
49 THEME FROM "GREATEST AMERICAN HERO" JOEY SCARBURY (Elektra E-47147)	59	4
50 RAPTURE BLONDIE (Chrysalis CHS 2485)	36	19
51 SHADDUP YOU FACE JOE DOLCE (MCA-51053)	57	7
52 BLESSED ARE THE BELIEVERS ANNE MURRAY (Capitol 4987)	46	11
53 AIN'T EVEN DONE WITH THE NIGHT JOHN COUGAR (Riva/PolyGram R-207)	42	19
54 STRONGER THAN BEFORE CAROLE BAYER SAGER (Boardwalk WS8 02054)	60	4
55 YOU LIKE ME DON'T YOU JERMAINE JACKSON (Motown M 1503F)	58	7
56 A LIFE OF ILLUSION JOE WALSH (Asylum E-47144)	64	3
57 TURN ME LOOSE LOVERBOY (Columbia 11-11421)	54	18
58 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. WBS 49692)	67	4
59 THE STROKE BILLY SQUIER (Capitol P-5005)	66	4
60 HOLD ON LOOSELY .38 SPECIAL (A&M 02316)	45	14
61 MAKE THAT MOVE SHALAMAR (Solar/RCA YB-12192)	65	7
62 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	77	2
63 TWO HEARTS STEPHANIE MILLS (20th Century/RCA TC-2492)	69	5
64 JONES VS. JONES KOOL & THE GANG (De-Lite/PolyGram DE 813)	70	3
65 ALMOST SATURDAY NIGHT DAVE EDMUNDS (Swan Song/Atlantic SS 7200)	74	4
66 LOVIN' THE NIGHT AWAY THE DILLMAN BAND (RCA PB-12206)	73	4
67 ARC OF A DIVER STEVE WINWOOD (Island IS 49726)	72	4

	Weeks On Chart	5/30
68 GEMINI DREAM THE MOODY BLUES (Threshold/PolyGram TR601)	—	1
69 SLOW HAND POINTER SISTERS (Planet/Elektra P-47929)	84	2
70 BROOKLYN GIRLS ROBBIE DUPREE (Elektra E-47145)	78	3
71 SIGN OF THE GYPSY QUEEN APRIL WINE (Capitol P-5001)	79	3
72 PROMISES BARBRA STREISAND (Columbia 11-02065)	80	3
73 THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND (Beverly/Elektra B-47149)	82	3
74 WHILE YOU SEE A CHANCE STEVE WINWOOD (Island IS 49656)	51	18
75 MERCY, MERCY, MERCY PHOEBE SNOW (Mirage/Atlantic WTG 3818)	75	5
76 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 7197 F1)	83	3
77 YEARNING FOR YOUR LOVE GAP BAND (Mercury/PolyGram 76101)	81	3
78 IT'S NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ZS6 02105)	85	2
79 ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN (Epic/Cleveland Intl. AE7 1232)	86	2
80 IT DIDN'T TAKE LONG SPIDER (Dreamland/RSO DL 111)	87	2
81 IN THE AIR TONIGHT PHIL COLLINS (Atlantic 3824)	88	2
82 YOU'RE SO EASY TO LOVE TOMMY JAMES (Millennium YB-11802)	68	6
83 GOTTA GET AWAY RANDY MEISNER (Epic 19-02059)	90	2
84 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	93	2
85 FANTASY GIRL .38 SPECIAL (A&M 02330)	—	1
86 WASN'T THAT A PARTY THE ROVERS (Cleveland Intl./CBS 19-51007)	71	16
87 RAIN IN MAY MAX WERNER (Radio Records/Atlantic RR 3821)	76	4
88 COME TO ME ARETHA FRANKLIN (Arista AS 0600)	89	2
89 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	52	19
90 HER TOWN TOO JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)	50	13
91 JUST SO LONELY GET WET (Boardwalk WS8 02018)	61	7
92 PARADISE CHANGE (RCA/Atlantic 3809)	94	3
93 I CAN'T STAND IT ERIC CLAPTON (RSO RS 1060)	62	15
94 DON'T STAND SO CLOSE TO ME THE POLICE (A&M 2301)	63	18
95 I CAN'T SAY GOODBYE TO YOU HELEN REDDY (MCA-51106)	96	3
96 ONE DAY IN YOUR LIFE MICHAEL JACKSON (Motown M1512)	91	8
97 YOU REALLY GOT A HOLD ON ME BILLY JOE ROYAL (Kat Family WS8 02074)	—	1
98 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DE 807)	95	32
99 JUST BETWEEN YOU AND ME APRIL WINE (Capitol 4975)	92	18
100 KEEP ON LOVING YOU REO SPEEDWAGON (Epic 19-50963)	98	28

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSES)

A Life Of Illusion (Rio Ray/Wow & Flutter — ASCAP)	56	Gotta Get Away (Nebraska/United Artists/Glasco — ASCAP/Moon & Stars/Cottillon — BMI)	83	Living Inside (Black Keys — BMI)	12	— BMI/Hidden Valley — ASCAP	54
A Woman Needs (Raydiola — ASCAP)	6	Hearts (Mercury Shoes/Great Pyramid — BMI)	43	Love You Like I (Sixty-Ninth Street — BMI)	47	Sukiyaki (Beechwood — BMI)	4
AI No Corrida (Heathwave/HG — ASCAP/Lazy Lizard — BMI)	35	Her Town Too (Country Road/Leadsheetland — BMI/Ice Age — ASCAP)	90	Lovin' The Night (Songs Of Manhattan Island/ZIB — BMI)	66	Sweet Baby (Mycenae — ASCAP)	44
Ain't Even Done (H.G., Inc. — ASCAP)	53	Hold On Loosely (Rocknocker/W.B./Easy Action — ASCAP)	60	Make That Move (Spectrum VII/Mykinda — ASCAP)	61	Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP)	13
All Those Years (Ganga — BMI)	9	How 'Bout Us (Dana Walden — license pending)	10	Mercy (Cotillion/Vonglo — BMI)	75	Take It On The Run (Buddy — BMI)	5
Almost Saturday (Greasy King — ASCAP)	65	I Can Take Care (WB/Vera Cruz — ASCAP)	45	Modern Girl (Unichappell — BMI)	41	The Breakup Song (Rye-Boy — ASCAP)	73
America (Stonebridge — ASCAP)	14	I Can't Say (Al Gallico — BMI)	95	Morning Train (Unichappell — BMI)	17	The One That You (Careers/Bestall Reynolds — BMI)	22
Angel Of The Morning (Blackwood — BMI)	7	I Can't Stand It (Stigwood/Unichappell — BMI)	93	Nobody Wins (Intersong — ASCAP)	34	The Stroke (Songs Of The Knight — BMI)	59
Arc Of A Diver (Island/Hudson Bay — BMI)	67	I Love You (C.B.B. — ASCAP)	11	Paradise (Little Macho — ASCAP)	96	The Waiting (Gone Gator — ASCAP)	19
Being With You (Bertam — ASCAP)	3	I Loved 'Em (Tree — BMI)	40	Promises (Stigwood/Unichappell — BMI)	72	Theme From "Greatest American Hero" (In Dispute)	49
Bette Davis Eyes (Plain & Simple/Donna Wells — ASCAP/BMI)	1	I Missed Again (Effectsound Ltd./Pun — ASCAP)	20	Queen Of Hearts (Drunk Monkey — ASCAP)	62	This Little Girl (Bruce Springsteen — ASCAP)	15
Blessed Are (Chappell/Unichappell — ASCAP/BMI)	52	In The Air (Effectsound Ltd./Pun — ASCAP)	81	Rain In May (Dayglo — ASCAP)	87	Time (Woolfsongs Ltd./Careers (Adm. By Irving) — BMI)	42
Boy From New York (Trio — BMI)	46	Is It You (Rit Of Habees — ASCAP)	28	Rapture (Rare Blue/Monster Island — ASCAP)	50	Too Much Time (Stygian (Adm. By Almo) — ASCAP)	8
Brooklyn Girls (Captain Crystal/Screen Gems-EMI — BMI)	70	It Didn't Take Long (Jiru/Land Of Dreams — ASCAP)	80	Rock And Roll (Neverland/Lost Boys — BMI)	79	Turn Me Loose (Blackwood/Dean Of Music — BMI)	57
Celebration (Delightful/Fresh Start — BMI)	98	It's Now Or (Gladys — ASCAP)	78	Say You'll Be Mine (Pop n' Roll — ASCAP)	38	Two Hearts (Frozen Butterfly — BMI)	63
Come To Me (Acoustic/Dobblins/Blue Book/Bittercreek — BMI)	88	Jessie's Girl (Robie Porter — BMI)	21	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	39	Wasn't That A Party (United Artists — ASCAP)	86
Don't Stand (Virgin Adm. By Chappell — ASCAP)	94	Jones vs. (Delightful/Fresh Start — BMI/Double F — ASCAP)	64	Shaddap You Face (Remix — BMI)	51	Watching The Wheels (Lenono — BMI)	16
Don't Stop (Total X — ASCAP)	89	Just Between (Northern Goody/Two-Tunes Ltd. — ASCAP — CAPAC)	99	Sign Of The Gypsy (Irving — BMI)	71	What Are We Doin' (Chappell/Sailmaker — ASCAP)	18
Double Dutch (Wimot/Frason/Supermarket BMI)	84	Just So Lonely (Marvin Gardens/Beachball, Inc. — ASCAP)	91	Since I Don't (Bonnyview/Southern — ASCAP)	36	What Cha' Gonna (Average (Adm. By Ackee) Longdog — ASCAP)	58
Elvira (Acuff-Rose — BMI)	29	Just The Two (Antisia/Bleunig — ASCAP)	23	Slow Hand (Warner-Tamarlane/Flying Dutchman/Sweet Harmony — BMI)	69	While You See (Island/Irving/Blue Sky/Rider — BMI)	74
Fantasy Girl (Rocknocker/W.B./Easy Action — ASCAP)	85	Keep On Loving (Fate — ASCAP)	100	Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC)	32	Winning (Island — BMI)	26
Find Your Way Back (Lunatunes — BMI)	30	Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI)	24	Stars On (Various Publishers — BMI/ASCAP)	2	Yearning (Total Experience — BMI)	77
Fool In Love (Nearytunes — ASCAP/Fanfare/Nearytunes — BMI)	33			Still Right Here (Kentucky Wonder — BMI)	31	You Better You Bet (Towser Tunes — BMI)	25
Gemini Dream (W.B./MCA — ASCAP)	68			Stronger Than (Unichappell/Begonia Melodias/Fedora	3	You Like Me (Jobete — ASCAP)	55
Give A Little Bit (Paper Ltd. — PRS)	37					You Make My (Hot-Cha/Six Continents — BMI)	27
Give It To Me (Jobete & Stone City — ASCAP)	76					You Really Got (Jobete — ASCAP)	97
						You're So Easy (Big Teeth/Tommy James — BMI)	82



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

CASH BOX NEWS



ROAD RUNNIN THE RABBITT — Eddie Rabbitt's current seven-month U.S. tour will be exclusively merchandised by Road Runner Tour Merchandising. In order to help increase Rabbitt's marketing visibility, the company has designed a special tour logo to be silk-screened on black T-shirts and jerseys as well as additional items such as a 20-page color concert book and souvenir caps. Pictured are (l-r): John Coulter, vice president and art director, Road Runner; Lyle Schatz, vice president and tour merchandise manager, Road Runner; Tina Robinson, associate manager of Scotti Brothers; and Stan Moress, Rabbitt's manager and president of Scotti Brothers artist management.

Reduced Turnout At '81 BMA

by Aaron Fuchs

LOS ANGELES — Growing concern over dwindling industry participation cast a shadow over last week's Black Music Assn. (BMA) Conference here. Attendance of approximately 350 for the four-day gathering, held May 23-26 at the Century Plaza Hotel, was down significantly from 750 last year, and limited participation in scheduled activities by those present further dampened the proceedings.

There was no clear cut consensus among participants on the reasons for the limited turnout, which was especially disappointing since the BMA boasts a membership of more than 2,000. Concern over the reduced turnout and haphazard participation was expressed, however, in comments ranging from outright indictment of the BMA to sympathetic appraisals and constructive criticism.

Bruce Webb, of the Philadelphia-based Webb's Discount Store, laid the blame

Additional BMA coverage appears on pages 6, 8, 19 and 33.

squarely on the shoulders of the BMA. He termed the organization "a bourgeois fraternity" that is "not in touch with the needs of the small black professional." He also castigated the BMA staff for not suf-

New Vid Products Highlight Opening Of Summer CES

by Michael Glynn

CHICAGO — A record contingent of international visitors is among the more than 55,000 attendees for the 1981 Summer Consumer Electronics Show (CES) currently underway. Several significant video cassette and disc product introductions, both in hardware and software, are again among the highlights of the show, which runs to June 3.

While new capacitance-based videodisc player models continue to proliferate, with Sanyo bowing its first system (model VDR3000) and Toshiba presenting a "stereo ready" version in the same format with remote capabilities here, the LaserVision (LV) and video high density (VHD) camps will be more modestly represented. Magnavox is previewing a remote controlled disc player with infrared receiver for under \$770, but Pioneer has opted not to debut a new optical system at this point. And Toshiba will probably be the only company to bow a new VHD player model.

(continued on page 15)

Sony, Philips Premiere New Compact Audio Disc Systems

by Dave Schulps

NEW YORK — Sony Corp. and North American Philips Corp. jointly demonstrated prototypes of their compatible Compact Disc Digital Audio System (CD) hardware here last week. At the same time, Harvey Schein, president and chief executive officer of PolyGram, Inc., said that in 1983 his company will import the software — which will debut in Japan and Europe in the fall of next year — to America. Thus far, PolyGram and CBS/Sony of Japan have announced that they will release their repertoire on the compact disc system.

In his prepared remarks, Frank L. Randall, Jr., vice chairman, North American Philips Corp., summarized the most important characteristics of the laser-read system as: superior sound reproduction; insensitivity to dust and scratches; no wear and tear on the disc or pick-up; a mini-sized player and a pocket-sized disc 4 3/4" in diameter; a playing time of 60 minutes on two channels on one side of the disc; and the ability to store additional information, such as the length and number of the track, within the disc for possible reproduction through the hardware units.

Unlike traditional records, compact discs contain no grooves. The signal is read by the player as a series of numbers on a layer of microscopic pits.

"I would like to emphasize that the Compact Disc System consists of three elements," Randall said. "the player, the disc and the program. It is evident that the compact disc can only be introduced if the availability of the other two elements of the system is assured. As we have seen in other fields, the pace of market development will be set by the availability of large numbers of discs for consumer purchases."

According to PolyGram's Schein, his company will begin producing the compact discs, which will be marketed in 5" square miniature LP sleeves in "several countries in Europe in 1982." These will be imported to the U.S. starting in 1983 in the same manner as PolyGram currently imports its Deutsche Grammophon and Philips classical lines until there is sufficient hardware sold here to warrant American pressings. Schein claimed that until then, importing "will be easier and less expensive."

In the question and answer period that followed the presentation, Randall was questioned about when mass production of hardware would begin in this country. "We intend to introduce the hardware here after it has been introduced in the rest of the world," he said. The price of CD players, he added, would be competitive with high quality conventional hi-fi record players

(continued on page 14)

Independent Versus Branch Distribution: Two Viewpoints

Indies Optimistic In Wake Of Bogart Move

by Richard Imamura

LOS ANGELES — Independent distributors have adopted a generally upbeat mood in the wake of the recent move by Boardwalk Records from the CBS branch system to the indies. Seeing the possibility of a new trend back to independent distribution for the near future, many indies believe the Boardwalk switch may provide the spark needed to get the momentum going.

"(Boardwalk president Neil) Bogart is a mover, but branch distribution doesn't know how to move," says Harvey Korman, co-owner of Cleveland-based Piks Corp., one of the distributors that picked up the Boardwalk account. "It's a great thing that's happened to independent distributors. I

(continued on page 36)

PolyGram's Braun Is Bullish On Branches

by Marc Cetner

LOS ANGELES — Despite recent gains made by independent distributors (see accompanying story), PolyGram Records president David Braun still believes that branch distribution is the only way to go. "I'm convinced you can't run a record company without the branch system," Braun said last week at a meeting of the California Copyright Conference.

With newly streamlined operations and responsible financial policies, major label branch distribution is the most effective way to sell records, according to Braun. "The business is so complicated and so difficult that unless you have your own people out in the field, I don't think you have a snowball's chance in hell of making it," he said.

Braun's remarks were made in a speech entitled "Streamlining The Majors And The Proliferation Of Custom Labels" delivered at the May 26 dinner meeting of the Calif. Copyright Conference at Sportsmen's Lodge here.

Advances With Interest

One of Braun's most significant changes in credit policies as the seven-month chief operating officer at PolyGram is his new practice of charging interest on extra-contractual monies that are requested.

"You'll get your advance," he said. "but if you come at me for tour support or advances on your royalties, I'm going to charge you 2% over the prime interest rate."

"The movie business was much sharper than we were," continued Braun. "Every nickel you get to produce a movie bears interest from the word go. The record people give millions of dollars away free and I've never understood that insanity. The interest charge slowed down requests for money

(continued on page 36)



MOVING FAST — Only able to spend 10 minutes cooling out and changing for its next show at L.A.'s Country Club, EMI America recording group Fast Fontaine had to make post-haste saying hello to friends, label and radio staffers. Pictured during the quick reprieve are (l-r): Bob Singer, national sales director, EMIA/Liberty; Harriet Brand, international Capitol/EMIA/Liberty; Gary Gersh, director of A&R, EMIA/Liberty; John Hey, local album promotion manager, EMIA/Liberty; Erik Dalton of the group; Dick Williams, vice president of promotion, EMIA/Liberty; Ted Ferguson, KWST; Fontaine Brown of the group; Joe Petrone, vice president of marketing, EMIA/Liberty; Gary Johnson, Doug Matthews and Dan Rothchild of the group; Paul Rothchild, producer; and Don Grierson, vice president of A&R, EMIA/Liberty.

Endorsement By Stars Causes Headaches At Country Radio

by Jennifer Bohler

NASHVILLE — Artist endorsement of radio stations or association with a particular one in a given market is causing a disturbance among some country program directors, who complain that alliance with one station is damaging not only to the others in the market, but to the act as well.

A few years ago, when there was only one country station in most markets, endorsement of a station through radio promos was no problem since the artist was essentially plugging country music over pop, rock and other formats. But now, with the proliferation of country radio stations, it is not unusual to find two or more in a market competing for listeners; and, according to some PDs, it has reached the point where artists are endorsing one country station over another in the same market.

An example of what artist association or alliance can do occurred recently with WLUP/Chicago and Backstreet/MCA recording artist Tom Petty (*Cash Box*, May 23), when that station purchased all of the tickets to Petty's Chicago concert to give away to its listeners in various contests. Other area stations released a vehement cry of protest, and at least one station went so far as to remove Petty product from the playlist.

So far, there have been no published accounts of country radio taking these measures, but there have been innuendos that something like that could happen if artists continue on this path.

The PDs interviewed objected more to the content of the promos than the fact that the artist has recorded something for the

Capitol Signs Ross To Int'l. Recording Pact

LOS ANGELES — Diana Ross has signed an exclusive worldwide recording agreement with Capitol Records for all territories outside of the United States and Canada.

Commenting on the long-term pact, Bhaskar Menon, chairman and chief executive officer of EMI Music Worldwide and the Capitol/EMI America/Liberty Records Group, said: "All of us at Capitol and EMI are absolutely thrilled at our new association with Diana Ross. EMI Music companies in most countries have already represented Diana's product over many years through our former licensing arrangements with Motown, but it is very exciting to be able to work with her direct from now on. Capitol's International Division, headquartered in Hollywood, Calif., will assume central responsibility for directing the marketing of Diana's future recordings throughout the world outside North America."

competition. For instance, the most objectionable artist promo might sound something like this: "When I'm in (city's name) I always listen to (station call letters)" or "My favorite country radio station is (station call letters)." Programmers argue that the promos could be more diplomatic in their approach.

"I think an artist needs to be very careful what he records on behalf of a station. If he says something that endorses one station over another, he is creating a crisis," said Dan McKinnon, president of KSON in San Diego, former president of the Country Music Assn. (CMA) and a board member of that association for 15 years. "The artist is going to make that station happy, but all the other stations in the market are going to feel ignored. What's going to happen in these stations are going to say, 'Well, if that's all he listens to when he comes to town, let him have that radio station. Why should I play his records? If he wants to promote them, why should I do anything for him?'"

Avoiding Damage

"I think the artist needs to develop a sensitivity to recording promos for stations to avoid damaging his image or career in the country music field," he continued. "It seems to me, if he is going to record spots for a station, he will need to be very delicate about the way he words those spots. He could say something like 'station X plays good country music.'"

McKinnon noted that there is a major problem in his market with these promos being recorded by artists and aired on recent country convert KCBQ, who joined the country ranks in Fall of 1980. He added that his station has not approached any artists about recording similar messages for KSON, which has been playing country music for 18 years, because "now it would be ludicrous after they have been endorsing these other stations."

Bob McKay, PD of KCBQ, sees his current radio campaign — where artists and listeners alike say, "This is (name) and when I'm in Southern California, I listen to KCBQ Country" — as effective and a good image builder and added that he would not object if the artists recorded similar promos for the competition.

Charlie Cook, PD for KHJ, Los Angeles, a country station for less than a year, also said the way a promo message is stated is a crucial factor.

"I think it's all right for artists to record promos. I obviously feel a lot better about it when they are endorsing my station," Cook said. "It's just part of the business; I do take exception, however, when the artist comes

(continued on page 19)



ANOTHER ONE — To introduce her upcoming album, "Never Gonna Be Another One," RCA Records hosted a "Meet Thelma Houston" press fete at the label's executive dining room in New York. Pictured with Houston (c), who received a bouquet of flowers from RCA Records president Bob Summer, are Ray Harris, vice president of the black music division (l); and Jack Craig, vice president of RCA Records, U.S. and Canada.

Communication Is Stressed At BMA Marketing Forum

by Aaron Fuchs

LOS ANGELES — Concern for the bottom line may sometimes cast labels and retailers as antagonists, but, according to some of the industry's leading marketing and merchandising executives, these two segments have to work together if black music is to continue on the road to profitability.

Speaking at the Black Music Assn.'s two-part marketing and merchandising forum at the Century Plaza Hotel, Hank Caldwell, vice president of black music marketing for WEA, stressed the need for better communication between manufacturers and dealers.

To this end, he pointed to WEA's establishment of a black field merchandising staff. "These are not just paper hangers," according to Caldwell, "but people whose function is to set up lines of communication between the branch and the retailer."

Merchandising Tips

While chiding the industry for "underestimating the intelligence of the black music buyer," Ed Gilreath, director of black music sales for Warner Bros., offered several suggestions for more effective merchandising. These included abandoning the "right-on school of advertising," increased support of the minority press ("who give you much more copy for your ad dollar") and closer post-campaign monitoring.

(continued on page 10)

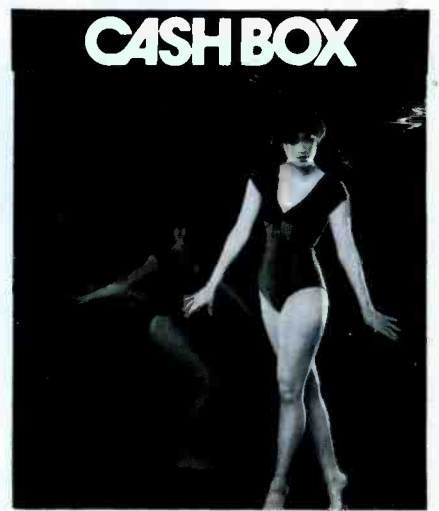
Motown Embarks On Year-Long 'Smokey' Salute

LOS ANGELES — In honor of recording artist William (Smokey) Robinson's Silver Anniversary in show business, Motown Records is kicking off a year-long celebration this month that will involve the full participation of the label, publishing arm Jobete Music and Motown Prod.

Running through June 1982, the celebration will initially center around a Silver Anniversary Concert Tour by the artist that will cover 25 major markets, beginning June 12 at the Greek Theatre here. In support of the tour appearances, Motown is purchasing seven-sheet billboard advertisements in each of the cities where Robinson will be headlining to tie-in with the celebration and current LP product. Print and electronic media will also be utilized by the label and local promoters in each city handling the concert.

Working in conjunction with Motown

(continued on page 33)



The image of the housewives of America gyrating about the house to a disco dance exercise album as they dust the furniture is pretty comical, but the success of Carol Hensel's "Dancercise" LP is no laughing matter. The album, which features reworked mass appeal hits like "What A Fool Believes" and "I Go To Rio" as Hensel calls out instructions, was based on a women's exercise program, and it's paid off in more than just weight loss.

Currently at #46 bullet on the *Cash Box* Pop Album chart, the LP has sold close to a half million units with gold status in plain view. The idea for "Dancercise" came about a year ago when Joe Porello, the head of a Cleveland production company called Our Gang Entertainment, asked Hensel to design an exercise record. Porello and Hensel then drafted a questionnaire based on the kinds of things women were looking for in an exercise program. They found out that a good majority wanted simple instructions and a minimum of talking to accompany the music.

The tunes on the album were recorded by Cleveland studio musicians in just four weeks. The seven songs on the album — four on side one ("I Just Want To Stop," "Ain't No Stoppin' Us Now," "I Go To Rio," "What A Fool Believes") and three on side two ("I Will Survive," "Summer Night" and "Just The Way You Are") — were all favorite routines of the women in Hensel's regular classes.

The album also includes a 20-page illustrated instruction booklet that follows Hensel's voice-over-music on the record. The songs, which were all recent Top 40 hits, were programmed in three distinct phases: a warm-up, heavy exercise and a cool down.

Just prior to being shipped last October, the Vintage Records release was picked up for distribution by Mirus Music. Initially a hit in Cleveland and the other Midwest metropolitan areas, Mirus advertised in the shopping portion of the dailies, placed it in grocery stores, and serviced the heartland's health spas.

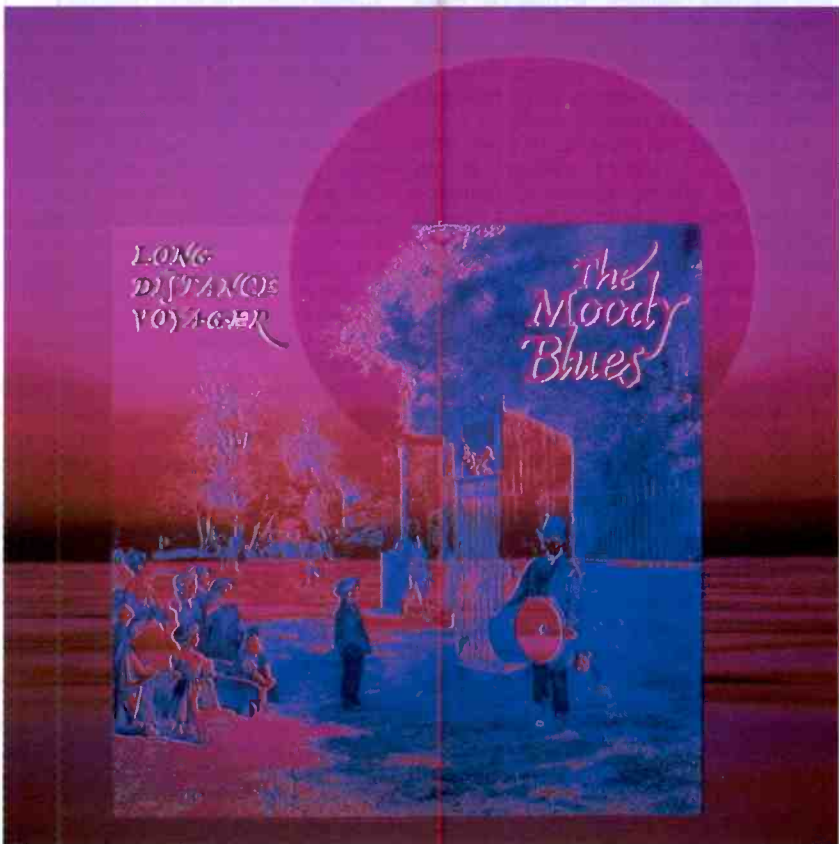
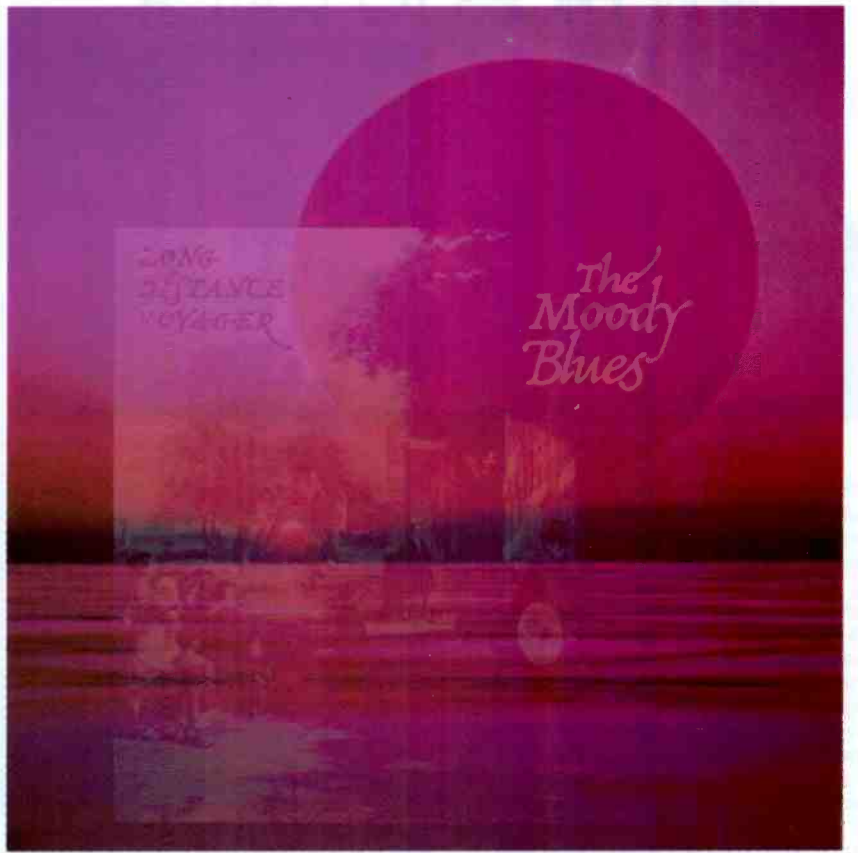
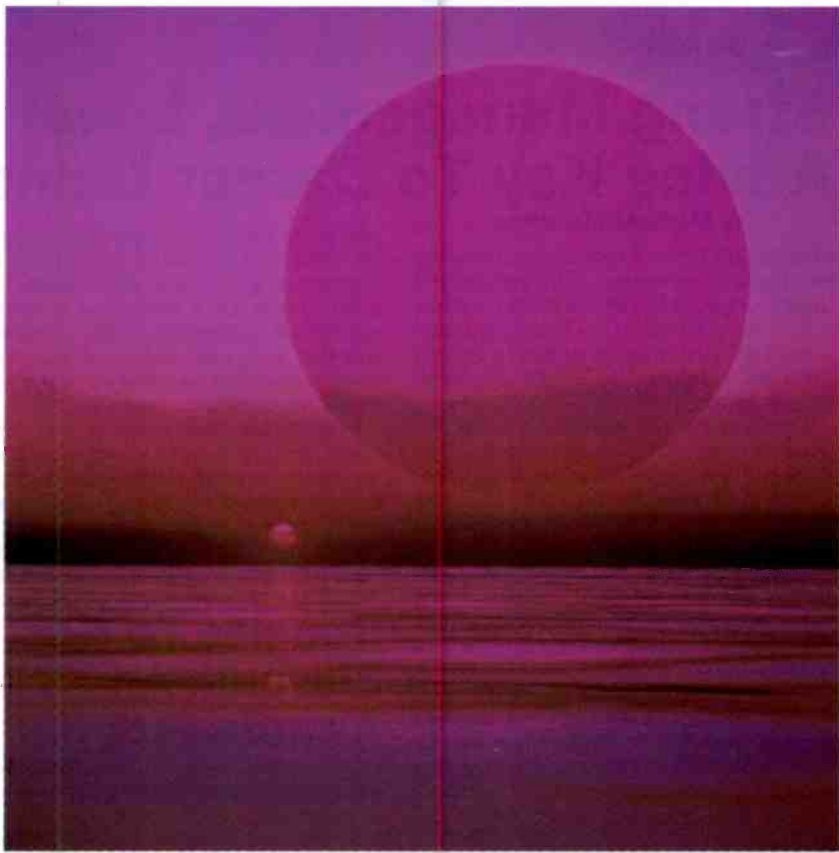
Since then, the record has snowballed, and "Dancercise" is now whipping itself into shape as a bona fide smash.

Index

Album Reviews	13
Audio/Video	15
Black Contemporary	29
Classified	40
Coin Machine	37
Country Album Chart	25
Country	24
Country Singles Chart	26
East Coastings	12
International	34
Jazz	32
Merchandising	16
Points West	14
Pop Album Chart	42
Pop Singles Chart	4
Radio	19
Radio Chart	22
Rock Album Radio Report	20
Singles Reviews	11
Talent	18



BMI HONORS HOVHANESS — Following a special concert of the American Composers Orchestra at New York's Alice Tully Hall, BMI hosted a reception to honor composer Alan Hovhaness on his 70th birthday. Pictured are (l-r): Edward Cramer, BMI president; Keith Jarrett, piano soloist in Hovhaness' "Lousadzak;" Nicholas Roussakis, vice president and manager of the orchestra; Francis Thorne, executive director of the American Composers Alliance and president/treasurer of the orchestra; Hovhaness; and composer William Schuman.



The Moody Blues' "Long Distance Voyager" has arrived. Dramatically.

Cash Box 56

Watch for the Moody Blues
long distance tour across America.

Manufactured and Marketed by TM
PolyGram Records

©1981 PolyGram Records, Inc.



NEW FACES TO WATCH



Silverado

"We've always tried to write songs that could be covered by other artists," says Carl Shillo. "Basically, we're a songwriting team, but we've always also had a band going for the eight years we've been together."

Shillo and Buzz Goodwin are the tunesmiths who go under the name of Silverado when they don guitars and start singing in front of a band. "Ready for Love," Silverado's debut album for E/P/A-distributed Pavillion Records and its third LP overall, marks a shift in direction for the Connecticut-based outfit, with what they call their "West Coast Byrds and Eagles roots" being directed into a "high energy pop-rock" sound. Shillo and Goodwin describe it as the natural result of the move that brought them back East to live and record.

Shillo and Goodwin actually became the recording unit known as Silverado when they were "discovered" at the height of the laid back mid-'70s when they opened some California dates for the Byrds, "sitting on stools and doing an acoustic set with just a bassist, we were mellower than McGuinn was at the time."

"Being songwriters, we had been around to all the music publishers on the West Coast trying to get our songs covered," Shillo recalls, "but Tom Cat Records picked up on us through that show and asked us to make a demo for them. That was the start of Silverado."

The group made two albums for the RCA-distributed label, both of which were recorded with the help of top L.A. studio musicians. Shillo and Goodwin hooked up with their current rhythm section — bassist J.F. Keithline and drummer Mike Hayden — when they were getting set to tour in support of the second record, and they have been together over two years since that time. During that period, the band has changed coasts and record labels, while undergoing a revelatory conversion to the joys of electricity that Shillo and Goodwin describe as a "head thing that just kind of happened naturally in the studio."

One name that has remained the same is the band's producer, Don Oriolo, who they say, "has given us one of the best studio marriages we've ever known of." It was through Oriolo, who also supplies some nifty keyboard work on "Ready for Love," that Shillo and Goodwin hooked up with both Pavillion and Intersong.

Shillo and Goodwin see no problems in leading a dual existence as songwriters and band members. "What we do as writers and what we play live have always been two different things," Shillo says. "It just happens that at this point in time we're writing exactly what we want to play and doing exactly what we want to do," he notes enthusiastically, "and it happens to be exactly what's happening right now."

The game plan for Silverado has the band hitting the road this summer, concentrating on areas where "Ready for Love" is getting the most reaction. The group hopes to be opening for "the type of act that people who will buy a record by an up-and-coming group are going to," and to that end will be doing a series of dates with Willie Nile in the near future.



Bandera

When someone applied the moniker "western wave" to Bandera's music, the six-member band from Nashville initially resented the tag, but later admitted that it was a fairly accurate description of some of the songs on its debut MCA album, "Knights." Bandera is Harry Robinson, Eric Butler, Lore, Dale Jackson, Paul Uhrig and Tom Jones, a collection of Nashville musicians and singer/songwriters that initially got together to form a back-up unit to play Nashville's popular "songwriter's night."

One thing led to another, and "after playing a couple of jobs, we got the feeling that this was going to turn into something more than just a writer's night thing," noted lead guitarist Robinson. "At first, we were a nice little country band. Slowly, but surely, we degenerated, and now we're a rock 'n' roll band. And we love it. There's still a country influence in our music... basically, we've developed a rock 'n' roll sound that's not like anything else."

"It's a chemical combination," guitarist Butler added. "Different inputs, excitements and energies. Each guy does a little thing, it turns you on to a new idea, and the next thing you know... The addition of Paul (Uhrig) took us the next step up into power."

Vocals are shared by four strong voices, which can create some impressive four-part harmonies when the song calls for it. And all members had a hand in writing the material on the album, in which can be discerned a variety of influences — from R&B to a bit of jazz to Texas swing to straight ahead, no holds barred, good time rock 'n' roll.

Refining and defining its sound, while gathering a solid following in the Nashville area, Bandera was discovered by Leon Tsilis of MCA Records and Pat Higdon of MCA Music, who saw the band perform at Mississippi Whiskers, a now defunct Nashville club. After recording the album, "the feeling that we really are a band and that we will stay together through several albums really hit home," Robinson said.

Referring to the album, Butler said, "we were hoping to have a live sound to it, and I think we got that. We discussed it before we went in — we wanted it to sound like we sound, no tricks, no fancy studio gimmicks, no other musicians."

"We're taking it a day at a time right now," said Robinson. "We're a patient band. I think the worst thing you can do is be in too big a hurry — you end up taking the wrong steps. I'd rather take the right step maybe a little late than the wrong one too soon."

The band's goals are no-nonsense and very clear cut. The members are beginning to write more as a band as opposed to individuals, with the next album projected to feature totally group-written songs. And like most aspiring bands, the members want to be rock stars.

"That's what we really want to do — get out there and be rock 'n' roll stars," said Robinson. "And we also want to make really great albums. We have a concept of being a little more subtle by the third or fourth album — maybe more emphasis on production, more expense in the studio and include more ballads. Right now, we're just trying to make that initial impact."

BMA PANEL

Strong Management, Legal Advice Key To Career Gains

by Michael Martinez

LOS ANGELES — A recording artist today must secure competent management and legal representation as a first step towards a successful career in the music business. Later on, it's important to formulate a sound investment strategy to insure long-term career development.

This was the consensus of a panel discussion titled "Artist Preparation For The Future: From Legal, Financial and Career Direction Perspective" held May 26 during the Black Music Assn. (BMA) Conference '81. The panel was chaired by Ed Eckstine, general manager of Qwest Records/Quincy Jones Prod., and included Irving Azoff, president of Frontline Management; manager John Levy of Levy Enterprises, Inc.; Quincy Jones, Ken Kragen, Kragen & Co.; Owen Sloane, Mason & Sloane; Donald Gibson of the First Los Angeles Bank of Beverly Hills, and financial advisor Lindsey Weinberg of the accounting firm Gelfand, Breslauer, Rennert and Feldman.

Azoff said it was important for the artist to have a buffer between the creative process and business dealings, "so they can make better records."

Citing Frontline acts like the Eagles and Steely Dan, Azoff said, "It helps those artists make better records when they can work on their own time schedule."

He also said that since his days with REO Speedwagon, which he managed during the band's era of incessant audience building through touring, he has re-thought such tactics and now is apt to "encourage less touring to permit more creativity."

Levy added that when an act does tour it is important to select the proper venue for the artist. "You must use discretion in guiding the artist to certain venues or audiences," Levy said. "The type of artist and audience they are likely to attract usually dictates the type of venue they should be booked in." He explained that an artist's performance on stage is as important as vinyl success.

"You must establish the artist as a person and not just a hit maker," Levy added.

Alternative Exposure

Alternative media by which an artist's career can be built — including television, film and video — must be employed carefully, according to Kragen.

While identifying weekly TV series exposure of all but comedy recording artists as damaging to most recording careers, Kragen said that the promotional film has resurged as an important tool in exposing

acts to the public. He noted that a video by his client Kim Carnes of her current EMI America single, "Bette Davis Eyes," has been shown on a variety of outlets — through TV, cable and in clubs — and has illustrated that such exposure can be of value domestically as well as in the more traditional application overseas.

Kragen cautioned, however, that, "when doing promotional films, you must spend the money to do them right, because it's not worthwhile getting the exposure with mediocre product."

Television advertising was another avenue Kragen cited as a viable means to

(continued on page 41)

Douglas To Host Eleventh Annual Awards Program

LOS ANGELES — The 11th annual *Entertainer of the Year* awards, presented by the American Guild of Variety Artists, will air as a two-hour syndicated television special hosted by Mike Douglas.

Winners of this year's awards include two by Dolly Parton for female country star and entertainer of the year. Other award winners include Carol Burnett, female comedy star; Rodney Dangerfield, male comedy star; ABBA, vocal group; Luciano Pavarotti, male singing star; Barbra Streisand and Diana Ross, female singing stars; Kenny Rogers, male country star; Oak Ridge Boys, country group; George Benson, instrumental star; Pudgy, rising comedy star; Boomer, animal act; the Rockettes, production number; Ann Miller, song & dance star; and David Copperfield, special attraction.

Presenters and performers on the show will include Alan Alda, Gallagher, Robert Klein, Liza Minnelli, Anthony Newley, Tony Orlando, Mickey Rooney, Tanya Tucker and the Jolly Jovers.

The special is being produced by E.V. DiMassa, Jr. of Mike Douglas Television, Inc. and Sullivan Prod., Inc. Taping began in Los Angeles May 29-30, with additional segments taking place in Las Vegas, New York, Philadelphia and Stockholm. The executive producer is Bob Precht, who made the co-production deal with Douglas after CBS, which had aired the show for the last 10 years, did not renew. The *Entertainer of the Year* is scheduled to air around the country between June 20-July 12 with 108 stations already confirmed.



AMAZING SMITH — Russell Smith, former lead singer with the Amazing Rhythm Aces, has signed an exclusive recording agreement with Muscle Shoals Sound (MSS) Records, which is distributed by Capitol Records. Pictured seated during the signing are (l-r): Smith; and Michael Barnett, president of MSS. Pictured standing are (l-r): Barry Beckett, Smith's producer; Geneva Smith, the artist's wife; Bunny Wright, product coordinator, MSS; Roger Hawkins and David Hood, Muscle Shoals Rhythm Section; Phyllis Barashick, vice president of Sound Management; and Jimmy Johnson, Muscle Shoals Rhythm Section.

Visit us at SCES, Booth 610.



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

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

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

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

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

maxell
IT'S WORTH IT.

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

EAST COASTINGS

HERE NOW THE SHMOOZ — The new Pretenders LP "Pretenders 2" is set for July release and includes such new material as "English Rose" and "Bad Boys Get Spanked" . . . There won't be another **Talking Heads** album this year. **David Byrne** is recording music to back up dancer/choreographer **Twyla Tharpe** and his next project will be producing the next **B-52's** album for fall release . . . **Tina Weymouth** wrote and performed on the **Tom Tom Club's** debut single "Wordy Rappinghood" . . . On the heels of **Roy "Good Rockin'" Brown's** death on May 25, comes a report that a couple of his last shows, backed by **Roomful of Blues**, were videotaped . . . **Brian Eno** will release the next LP in his "Ambient" series in early fall . . . This month **Rachel Sweet** and **Rex Smith** will release a duet single of "Everlasting Love," the **Carl Carlton** soul chestnut which will also be on both of their next albums . . . **Nico's** first album in seven years, "Drama," on UK/Aura Records will include **Bowie's** "Heroes" and the **Velvet Underground's** "I'm Waiting For The Man" . . . Ex-Velvets drummer **Maureen Tucker** has released a solo single, the **Shirelles'**, "Will You Still Love Me Tomorrow," on Arizona-based Trash Records . . . Look for a possible **John Cougar** 12-inch EP from PolyGram to sustain him in the marketplace until his next LP . . . **Barry White** is cutting a version of "Louie, Louie" for his next album . . . The **Kid Creole** "Fresh Fruit In Foreign Places" tour starts June 16 with east coast dates . . . Don't expect to see another **Jam** album on Polydor here. After sticking with the band through five albums, the most successful of which barely topped 50,000 in sales, relations between Polydor and the band seem to be nearing an end. Certain PolyGram people have indicated displeasure with the band's constant bad-mouthing of America . . . MCA is negotiating with the legendary **Soupy Sales** for an LP project. Soupy's recent Savoy release convinced MCA East Coast VP **Ray D'Arlano**, who once cut a comedy LP of his own, to produce his idol.



IS IT REALLY YOU? — Elektra/Asylum guitarist/composer/producer **Lee Ritenour** recently made a five-day tour through six major cities, stopping at radio to talk about his current LP, "Rit," and the album's single, "Is It You." Pictured at WNBC-AM in New York are (l-r): **Burt Stein**, vice president of promotion, E/A; **Ritenour**; and **Michael Sarazynski**, WNBC air personality.

THIS IS CLASH RADIO — The **Clash** prefaced their week-long, eight-date stint at Bond International, which started May 28, by calling a press conference for the New York media. An attempt to bus the press to Kennedy Airport to meet the arriving group on May 26 was scrapped due to the flight's lateness, so the conference convened the following day at Bond's. Arriving fashionably late, the group first announced the 16 different bands tapped to open the shows during the week, including, from England, the **Silts**, **Equators** and **Funkopolitan**, and such local favorites as **Grandmaster Flash**, the **Sirens**, the **Waltresses**, **Bad Brains**, **Funky Five** and **ESG**. The group, cheeky as ever, especially since the proceedings were being filmed for later usage in a movie by **Don Letts**, said the opening bands had been chosen "out of a hat . . . in a random lottery." Asked about their recent reunion with former manager **Bernard Rhodes**, from whom they departed a few years back on less than amicable terms, **Joe Strummer** replied, "An enemy you know is better than one you don't know." Assessing the group's current financial state, reported to be in disarray, Strummer continued, "We're rolling in it . . ."

to which **Mick Jones** added "filthy lucre . . ." Asked whether the band's label, Epic, felt that the Clash had gone out of their way to snub them by arranging the dates and doing publicity without Epic's involvement, Strummer quipped, "I don't know. I haven't spoken to them." Asked why the group had not appeared at any of the recent benefits in England held on behalf of unemployed workers, Strummer said at the moment the group was "working on Clash business" and likened the group's situation to that of the protagonist in **Woody Allen's Stardust Memories**, who is constantly besieged by people asking for his service for worthy causes. On the popularity of their 12-inch dance record, "The Magnificent Dance" had recently been achieving through heavy airplay on black radio stations such as New York's **WBLS**, Strummer offered, "It's 'cause the audience doesn't know we're white. It's like a **Chuck Berry** situation in reverse." According to the group's tour manager **Kosmo Vinyl**, "Magnificent Dance" was the second biggest selling 12-inch disc in New York last week. Asked whether they would be willing to repeat a similar week-long scenario in another U.S. city in the future, bassist **Paul Simonon** said "If the right venue comes along, we might."

DUBBING IN A BABYLON — **Nell Cooper** of Reachout International, the cassette-only mail order firm that has released live tapes of the **Contortions** and **8-Eyed Spy**, reports that the upcoming **Dictators** tape will include liner notes by **R. Meltzer**. He's also talking to several major labels about doing cassette releases of long-deleted collector items albums which would include previously unreleased material. He may also be recording **Lydia Lunch's** new band **Lockjaw**.

SNIFFS 'N' SNORTS — Legendary soul vocalist **Walter Jackson** will do a showcase at New York, New York on June 9 . . . **Arto Lindsay's DNA** will be at the Public Theatre June 12 . . . The next **Blue Oyster Cult** album, "Fire Of Unknown Origin," includes a cut titled "Veterans Of Psychic Wars," which will be included in the animated film, **Heavy Metal**, due out in early fall . . . **Judas Priest** and their label Columbia are co-sponsoring the construction of a **Judas Priest** race car that will be entered at Daytona and elsewhere on the IMSA circuit . . . The upcoming **Ramones** LP, "Pleasant Dreams," produced by **Graham Gouldman**, includes "It's Not My Place In The 9 To 5 World" and "We Want The Airwaves" . . . The newly opened Magazine Emporium Cafe Gallery at 111th Street and Broadway is presenting "New York City On The Rocks," a series of 56 performance photos by **Eugene Merinof** of U.S. and UK groups including **Gang Of Four**, **Sulicide**, **Contortions**, **Ramones**, **Wire**, **Bauhaus**, **X** and **Lydia Lunch** . . . **John Waters'** film **Polyester** starring **Divine** and **Tab Hunter** with title song by **Debbie Harry** opens in New York this week. **dan nooger** and **dave schulps**



DIAL-A-JAY — Contemporary Record's vibraphonist **Jay Hoggard** recently answered telephone calls when he dropped by **Lee Davis' WVNJ** radio show to give away copies of his "Rain Forest" album. Pictured are (l-r): **Debbie Dumas**, Contemporary Records; **Hoggard**; **Davis**; **Cynthia Blackwell**, Hoggard's escort; and **Ray Newton**, entertainment marketing consultant.



LOVERBOY GETS CANADIAN DOUBLE PLATINUM — CBS Records Canada recently presented Columbia recording group **Loverboy** with a double platinum plaque for their debut LP "Loverboy" following a concert in Buffalo. Pictured in the back row are (l-r): **Mickey Eichner**, vice president, national A&R, Columbia Records; **Bruce Lundvall**, president, CBS Records Division; **Stan Kulin**, senior vice president, sales/marketing, CBS Records Canada; **Bruce Alan**, manager; **Scott Smith**, **Loverboy**; **Lou Blair**, manager; **Doug Johnson**, **Loverboy**; **Jeff Burns**, director A&R, English, CBS Records Canada; **Paul Atkinson**, director, A&R, Columbia. Pictured in the front row are (l-r): **Mike Reno** and **Paul Dean**, **Loverboy**; **Bernie DiMatteo**, president, CBS Records Canada; **Matt Frenette**, **Loverboy**; **M.J. Caliendo**, local promotion manager, Columbia Records, Buffalo. Kneeling is **Ed Hynes**, vice president, national promotion, Columbia Records.

NAIRD Awards Up For Grabs

LOS ANGELES — The Board of Governors of the National Assn. Of Independent Record Distributors (NAIRD) has announced the finalists for the 1980 NAIRD Indie Awards in eight categories, including Best Package, Best Rock, Best Re-issue

Maze, Undertones LPs Top Capitols June 8 Releases

LOS ANGELES — Capitol Records has scheduled the release of six new albums June 8, led by "Live In New Orleans" by gold-selling R&B act **Maze** featuring **Frankie Beverly** and the **Harvest** debut by Ireland's **Undertones**, "Positive Touch."

The remaining releases include self-titled debut efforts by New Romantic band **Duran Duran**, solo artist **Gary O'**, and **Ebonee Webb**, in addition to **Rene and Angela's** second effort "Wall To Wall."

"Live In New Orleans" was recorded live by **Frankie Beverly** and band **Maze** Nov. 14 and 15 of last year at the **Saenger Theatre** in the group's favorite city. Featuring most of the polished R&B group's best known numbers, including the recent B/C hit "Running Away," the LP was produced by **Frankie Beverly** himself.

"Positive Touch" is the third effort from Ireland's young **Undertones** but an adventurous departure, while "Duran Duran" fits right into the New Romantic mold established by fellow Blitz veterans **Visage** and others.

Ebonee Webb is an Atlanta-based octet whose personnel has gigged around the world and played with various members of the **Bar-Kays**. The album itself, which recalls the classic **Stax/Volt** sound, was produced by **Bar-Kays** producer **Allen Jones** and group manager **Anthony Taylor**.

Gary O' is best known for his work in Canada with such rock outfits as **Aerial** and **Cat** in the '70s. The debut, produced by **Richard Landis**, who worked on **Juice Newton's** recent hit LP, "Juice," includes a cover of the **Hollies'** classic "Pay You Back With Interest."

"Wall To Wall," the latest effort from the team of **Rene** and **Angela**, features several members of **Rufus** joining in on the title track along with personnel from **Toto**. The first single from the LP, "I Love You More," shipped May 25 and the waxing was produced by the keyboard-minded couple along with **Rene's** brother, **Bobby Watson**.

and Most Innovative.

The winners will be announced May 30 at the Indie Awards Banquet held in conjunction with the 1981 NAIRD Convention in Philadelphia.

Finalists were selected after NAIRD members were sent a questionnaire asking for category nominations as well as releases to be included in each category. The responses were then tabulated and submitted to the voting committee.

The eight-judge voting panel also was chosen by the association membership. The judges are: **Duncan Brown** (Rounder), **Robin Cohn** (City Hall Dist.), **Chuck Nessa** (SteepleChase), **Barry Poss** (Sugar Hill), **Howard Rosenthal** (Richman Bros.), **Robin Wide** (Back Room Dist.), **Roman Kozak**

(continued on page 40)

Ringer Appointed Artist Development Head At W.M.O.T.

PHILADELPHIA — W.M.O.T. Records has appointed **Doreen Ringer** to the position of associate vice president of product development and publicity for the CBS-distributed label.

In her new position, **Ringer's** responsibilities will include overseeing all preproduction and product management functions for the label. She will also be responsible for running the company's publicity department. She will be based at the W.M.O.T. Records offices in Los Angeles.

Before coming to W.M.O.T., **Ringer** was director of artist development and publicity for the **Montage Music Group**. Prior to that, she was at **MCA Records** as an artist development manager.



Doreen Ringer

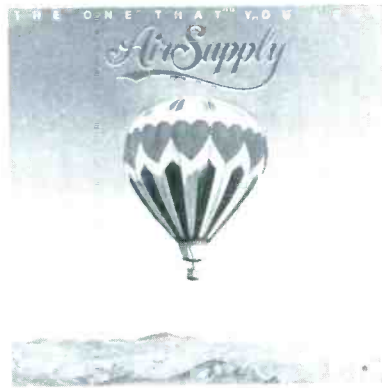
LONG DISTANCE VOYAGER — The Moody Blues — Threshold TRL-1-2901 — Producer: Pip Williams — List: 8.98

The legendary and mystic progressive rockers of yesteryear make a nice return to vinyl with "Long Distance Voyager." Now a fivesome with Patrick Moraz standing in for Mike Pinder, the band that came up with "On The Threshold Of A Dream" and "In Search Of The Lost Chord" LPs still uses that luxurious, symphonic rock setting on songs like "In My World," "Talking Out Of Turn" and "22,000 Days." The patented Moody Blues group vocal is also in fine form and, surprisingly, sounds perfectly contemporary. Fans of acts like Styx and Kansas should learn where those bands' influences came from with this LP. "Long Distance Voyager" stands as classy AOR material.



THE ONE THAT YOU LOVE — Air Supply — Arista AL 9551 — Producer: Harry Maslin — List: 8.98 — Bar Coded

The balloon on the cover of Air Supply's new LP is the perfect visual metaphor for the band's sound and appeal, as this Australian septet has a lighter than air style aimed right at the A/C-pop crowd. The group had a wildly successful year in 1980 with both "Lost n Love" and "All Out Of Love" going top five on the pop charts. "The One That You Love" follows in the same vein as last year's debut with those lilting ballads and helium vocals. Best cuts on this collection of classic adult contemporary fare are "Keeping The Love Alive" and "I Want To Give It All."



GOING THROUGH THE MOTIONS — Dennis Yost — Robox EQ AD 7945 — Producers: Steve Clark and Bud Reneau — List: 7.98

Yost was the guiding force behind the legendary Classics IV and, hence, was responsible for such classic '60s pop tunes as "Stormy" and "Spooky." After a long hiatus, this local Atlanta hero has returned to vinyl and proves he hasn't lost his touch. Most of the songs on "Going Through The Motions" have a contemporary country-A/C lilt that should find Yost a whole new audience. This is mellow urban cowboy music that should put the plucky little Robox label in the big leagues. Best cuts on this well-crafted, down home disc are "Something I Forgot To Do," "Lover In My Mind" and "One More Last Chance."



COMPUTER WORLD — Kraftwerk — Warner Bros. HS 3549 — Producer: Kraftwerk — List: 8.98 — Bar Coded

Kraftwerk was the first techno rock/synthesizer unit to make the futuristic, industrial/robot style sound commercial. It succeeded brilliantly with 1974's "Autobahn" album, which crossed over from avant garde FM stations to easy listening outlets. And while the band hasn't exactly been ripping up the charts over the last few years, "Computer World," with its quirky sequencer rhythms, floating keyboard layers and other worldly voices, is perfect for contemporary radio. "Pocket Calculator" is the kind of song, like M's "Pop Muzik," that should catch pop play.



FEATURE PICKS

NEW AND DEVELOPING ARTISTS

SYL SYLVAIN and the TEARDROPS — Sylvain Sylvain — RCA AFL1-3913 — Producer: Sylvain Sylvain — List: 8.98

This Lebanon-born rocker first earned acclaim as a member of the decadent glitter era band The New York Dolls. Syl's debut solo LP last year was a little too rooted in vintage '50s rock to earn much more than nostalgic recognition, but he fuses all of his influences into a joy of a pop album this time out. This is snappy contemporary rock filled with all of the sounds of New York City streets. There's Springsteen straight ahead rock, Latino beats, reggae, and '50s rock on this wonderfully danceable LP.



BROADWAY HI-LIFE — The Tazmanian Devils — Warner Bros. BSK 3543 — Producers: Erik Jacobsen and The Tazmanian Devils — List: 7.98

This Marin, Calif.-based fivesome is a favorite on the San Francisco Bay Area scene, where it recently won a BAM award as Best Bay Area Club Band. The group's live shows, known as "dirty bop parties," are wild dancing affairs, and so is this splendid second LP. The music is a deft mixture of modern reggae and rock 'n' roll, and songs like "She's A Rocker" and "Little Sister" are tailor-made for AOR.



REUNION — Jerry Jeff Walker — SouthCoast MCA-5199 — Producer: Barry Beckett — List: 8.98

It's been three years since Walker released new album product, and this well-produced effort indicates he spent a good deal of time polishing his craft as both a singer and songwriter — It flows as smooth as the Gulf waters lapping against the south coast of Texas and gets as rowdy as a Saturday night in Ft. Worth. Walker has enlisted the aid of some of Muscle Shoals' finest in creating a precise, yet free wheeling, and often highly introspective piece of work.



I NEVER HAD IT SO GOOD — Archie Bell — Beckett Records BKS 013 — Producers: Brothers United Together — List: 7.98

Mr. "Tighten Up" is back with a sound that's as slick and stirring as his gold mine years with "I Never Had It So Good." The percussive Latino-flavored opening track, "Don't Wait For The World," is a spirited intro that segues beautifully into the classy soul sound of "Anytime Is Right." The new album has the best qualities of the old and new, featuring the horn string and vocal arrangements of the old R&B classics with contemporary rhythms and backbeats.



CONDITION: BLUE — Tony Mathews — Alligator 4722 — Producers: Bruce Bromberg and Dennis Walker — List: 7.98

Chicago-based blues label Alligator Records has consistently come up with strong releases in the modern blues vein, and Tony Mathews' "Condition: Blue" LP is no exception. Mathews has been Ray Charles' guitar player for the past seven years, but now, he steps out on his own with this LP. It's filled with energized blues tracks that will thrill axe fanatics and fans of the genre alike. Jazz, funk, rock soul and pop influences can be found in Mathews' melodies and licks.



IT MUST BE MAGIC — Teena Marie — Gordy — G8-1004M1 — Producer: Teena Marie — List: 8.98

Lady T has come a long way in three albums, writing and producing all of the songs on this sparkling contemporary R&B collection. She scored big last year with the upbeat "I Need Your Lovin'," but there is more where that came from. Both her compositional and lyrical abilities have improved greatly, showing both her street smart sense and artistic sensibilities. Capable of touching any R&B hybrid, Marie touches funk, straight ahead and sensual ballads on this wonderfully varied LP. A B/C must, especially "365."



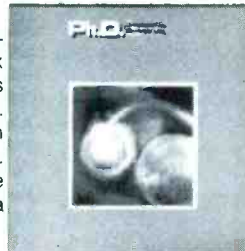
WATTS IN A TANK — Diesel — Regency RY 9603 — Producer: Pim Koopman — List: 7.98

There's no question that this Dutch band has been listening to the radio — It is capable of delivering just about any mainstream rock sound there is. Whether it's Steve Miller rock 'n' roll, euro-pop, heavy metal or soft ballads, Diesel handles it all with verve and originality. Led by guitarist/lead vocalist Rob Vunderink, the band is one of the most multi-talented, if unfocused, units to come from the land of tulips and windmills since Herman Brood. Top tracks on this eclectic, brilliantly produced album are "Sausalito Summernight" and "My Kind Of Woman."



PH.D — Atlantic SD 16039 — Producers: Ph.D — List: 8.98

Ph.D is the duo of vocalist Jim Diamond and multi-keyboardist Tony Hymas, and they are a techno progressive rock dynamo. Hymas' dramatic keyboard melodies, fills and intros are the perfect settings for Diamond's commanding vocals. With drummer Simon Phillips at their side, the ever-so-British twosome proves it can go head-to-head with any art rockers. Best cuts on this keyboard player's dream of an album are hook-filled numbers like "Little Suzi's On The Top" and "OoSha Sha."



INSIDE OF ME — Esther Williams — RCA AFL1-4023 — Producers: Joe Bana and Bob Currington — List: 8.98

Williams' debut for RCA is a wonderfully concocted potion of light R&B, dance and jazz spirits. The album's opener, "I'll Be Your Pleasure," has a bristling piano figure that opens up into a jazz jam at the end, but still keeps its roots in dance. While the title is more in a B/C-adult contemporary vein. Ballads, mid-tempo soul, disco — Williams does it all here. Best cuts are "Make It With You" and "You Can Use It."



FIRST — Thrills — G&P Records GP 1002 — Producer: Mike Frenchik — List: 7.98

This talented New York-based quartet should please those who favor the music of Styx and bands of that ilk. The majority of the songs are built around the guitar and keyboard interplay of Tony Monaco and Dave Fullerton. This group has a vibrant mainstream rock sound that is rife with hooks and memorable vocal refrains, and while the production is a little thin, the young but spirited foursome has all the chops for stardom. Best cuts are "Won't Be A Fool" and "Breaking My Heart."





JOEL TAKES JAPAN — Columbia recording artist Billy Joel recently played three nights at the Budokan in Tokyo, Japan and was honored with a reception following the shows. Pictured are (l-r): Frank Weber, president, Frank Management Inc.; Kumiko Torigai, interpreter; Toshio Ozawa, president, CBS/Sony; and Joel.

Sony, Philips Premiere New Compact Audio Disc Systems

(continued from page 5)

This is estimated to be in the \$500-\$800 price range.

As for the discs themselves, Schein said the price would be "competitive with today's high quality audiophile recording, or about 30% above that of a normal hi-fi record." He cited the high cost of mastering the discs, a process he called, "very precise and time consuming, with a high rate of rejections," along with the small quantities expected to be pressed initially, as factors that would keep the cost of the discs high.

"Prices will come down ultimately," he said, "when quantities pick up. We've seen that happen already with the music cassette."

Akio Morita, chairman and chief executive officer, Sony Corporation, said Sony will introduce an initial selection of

100 titles in Japan concurrent with the availability of the hardware in 1982. The price, he said, would be "competitive with Philips."

Morita also said that CD players would have the capability for adaptation for use by professional radio stations, and that adaptation of CD players for car audio use was currently in the works. The compactness of the discs and unit and the player's ability to resist shock made it a natural for automobile use, he said.

PolyGram's Schein admitted to **Cash Box** that marketing the pocket-sized disc would probably initially present the retailer with the same theft problem encountered with cassettes.

Schein, however, said he expected that, at least initially, the discs could be stored behind the counter since "they will be the kind of titles that people will ask for, rather than buying in great quantity."

He said the initial emphasis in the format would be on classical music and that it would be aimed at the audiophile. However, he did say that there would probably be pop artists represented among the initial PolyGram European release as well.

PolyGram Bows Dealer Program On Black Product

LOS ANGELES — The black music marketing division of PolyGram Records is set to embark on the company's third annual dealer awareness presentation in three cities, according to Bill Haywood, vice president of black music marketing. The three cities slated for the presentations are Baltimore, Washington D.C. and Chicago.

The program will center on improving PolyGram's relations with small retailers and heightening the label's visibility with such dealers. New product, along with merchandising materials and sales programs to aid records in-store, will be presented during the programs.

Audio-visual presentations detailing current PolyGram black music product will emphasize upcoming releases. When possible, PolyGram artists are expected to participate in the presentations through guest appearances. Other announcements regarding various programs to maximize exposure of PolyGram black product are also planned. Direct shipment of merchandising materials, posters, trim fronts and other in-store aids will be discussed and samples of such material will be on hand for the retailers to review.

(continued on page 18)

EXTRA, EXTRA — Donald Fagen just turned in his song for the soundtrack to the upcoming sci-fi fantasy flick *Heavy Metal* sans Walter Becker. Could there be a **Steely Dan** split in the wind? . . . Another dynamic duo, **Jackson Browne** and **David Lindley** have also decided to separate for a while. Lindley told us last week that he was deep into his own solo career and ready for a national tour. The Samurai of Slide guitar also said that he heard some of Browne's latest material and that Lindley's style wasn't quite right for the new direction . . . The new **Go Go's** album has a perfectly apt title, "Beauty And The Beat" . . . **Dan Fogelberg's** album, "Age Of Innocence" is shaping up to be a double LP. It's set for a September release . . . **Jimmy Buffett** will play a benefit concert for Denver's Children's Diabetes Center June 24 at the Red Rocks Amphitheatre . . . Due to contractual obligations, **Jay Ferguson** will not be accompanying **Joe Walsh** on his national tour. Keyboardist **Michael Murphy** will replace him.

TIDBITS — Hang the rumours — **Fleetwood Mac** is presently enroute to Paris and the Le Chateau Studio to record its next album. Regulars **Richard Dashutt** and **Ken Caillat** will produce . . . His new rock didn't exactly set the charts on fire, so **Joe Jackson** has decided to stray away from the contemporary sound for awhile. Jackson will be looking sharp in a new band called **Joe Jackson's Jumps'n' Jive**, a five-piece outfit that will play jive and swing music, drawn almost entirely from the 1940s, **Cab Calloway**, **Louis Jordan** and others. A new album is in the works and a U.S. tour is slated for July . . . In a fit of incredible nostalgia MCA has signed '60s great **Chubby Checker**. Sources say that Checker is shying away from familiar turf, and will sport a modern sound for his label debut . . . **Three Dog Night/Steppenwolf/Phil Seymour** producer **Richard Podolor** will be in the booth for **Alice Cooper's** next waxing . . . Warner Bros. has picked up the soundtrack to Orion Pictures' new movie, *Arthur*. **Burt Bacharach** is scoring the film and Grammy grabber **Chris Cross** will sing the film's main theme . . . **Billy Joel's** upcoming live album, "Songs In The Attic," is due in September. The album is said to feature songs that Joel hasn't performed in five years, including "She's Got A Way" from the "Cold Spring Harbor" album.

NEW POP AT KNOTTS — Last year the clan didn't have the budget for it, but this year Knotts Berry Farm becomes the only theme amusement park in the Southland to show a heavy commitment to new rock. The Park will be tying in its rock 'n' roll nights with people like **KWST/Los Angeles**, **Miller's Outpost** and **The Warehouse** in an effort to bring the local L.A. pop scene to Orange County. The park kicked off the concert season with a May 29 show featuring **The Naughty Sweeties**, **The Twisters** and **Squadron**, and the summer promises to get a lot hotter from there. The upcoming roster reads as follows: **Tommy Tutone** and **Great Buildings**, June 5; **707**, **20/20** and **Weird Al Yankovic**, June 12; **The Pillsouls** and **The Blasters**, June 19; **The Busboys** and **Soldier**, June 26; **Ala Carte**, **Paul Warren** and **Elite**, July 3; **Cretones**, **Secret Sity** and **Eric Burdon**, July 10; **Code Blue**, **20/20** and **Smile**, July 17; **The Burrto Brothers** and **The White**, July 24; **Strange Days** and **The Rolling Clones**, July 31; **Naughty Sweeties**, **Rubber City Rebels** and **Jett**, Aug. 7; **Open**, Aug. 14; **Tim Welsberg**, Aug. 21 and **Phil Seymour**, Aug. 28.



BEAT THAT DRUM — Ace rock drummer Carmine Appice recently hosted "The Second Annual KWST Radio/Carmine Appice/Memorial Day Drum Off" in Griffith Park. On hand to jam with Appice and help judge the best non-pro drummer of the event was the legendary stick man Buddy Rich. Pictured (l-r) are: Appice, Rich's daughter Cathy and Rich.

PLAYING IN DIFFERENT KEYS — One of the most pleasant artist visits that **Cash Box** west coast has had in some time occurred a few weeks back when that roly poly sax man for **The Rolling Stones**, **Bobby Keys**, showed up in our lobby. Keys has had a prestigious career in rock having played in Lubbock, Tex. with rock 'n' roll deity **Buddy Holly** as well as countless studio sessions. But he's probably best known for the sax solos on such Stones classics as "Brown Sugar" and "Can't You Hear Me Knockin'" and as the drawing court jester of Mick Jagger's touring entourage. Lately, Keys, a bit mellower since hard rockin' heroin days, has been assembling a little jamming band in the San Fernando Valley with some veteran sessioners. "We were going to call the band **Pontius Pilate** and **The Nail Drivin' Five**, but we decided on **Illegal Tender**," laughed Keys. "It's not that easy to get a group of guys together these days just to jam," he continued. "The garage band spirit has gone out of most of my contemporaries." Most recently Keys was down in his hometown of Lubbock, which he hasn't visited for 17 years. The occasion was the annual Tornado Jam in honor of Buddy Holly. **Jay Boy Adams** and **Joe Ely** were on hand as well, but Keys was most impressed with the club scene. "There were lots of places to play," he said mystified. "Last time I was there there were nothing but drunk mariachis around." Keys also visited his old homestead. "I figured I'd get a warm reception, but all the people wanted to know was 'who is this fat hippie on the doorstep.'" Presently Keys is in New York prepping for the new Stones album. "You'd think after ten years in the band they'd finally make me a member," he joked in closing.

NUTTY BOYS AT THE BOX — Three members of that seven-man ska band/comedy troupe known as **Madness** stopped by **Cash Box** while on break from two local sold-out appearances. The group was just finishing up a month-long club tour/label shop as they are no longer on a U.S. record company roster. The band chatted about its successful kiddy matinee concerts in England, the lack of promotion its product got at Sire and its new movie, *Take It Or Leave It*. We hope the lads' film about the early days of Madness is as funny as the several videos they showed us. All of the vid clips were sort of Our Gang comedies with a clipped reggae rock beat, and caused **Cash Box** staffers to skank in that cartoonish flail that Madness is famous for. Here's hoping that this amusing and wonderfully danceable band, which just released its new "Grey Day" single in England, will find a label and some of the success in the U.S. that it has found in its homeland.

MUSIC DAYS AT UCLA — UCLA Extension has a pretty interesting batch of music courses scheduled for the summer. **Alan M. Perper**, national director of product marketing for WEA Corp., will instruct a class themed "Marketing The Magic Of Music," which will run June 23-Aug. 25 in rm. 1270 Graduate School Of Management . . . Also on the agenda are the **Richard Schulenberg** taught "Legal and Practical Aspects of the Recording and Publishing Industries" and the **Ned Shankman** and **Ron De Blasio** hosted class, "Making Music: Careers in the Music Industry." For more information call (213) 825-9064.

marc ceter

AUDIO / VIDEO



BELIEVING — United Western Recording Studios in Hollywood was the site where producers Skip Scarborough and Jerry Peters put the final touches on A&M artist Rockie Robbins' third LP release, "I Believe In Love." Pictured are (l-r): John Guess, engineer; Peters; Robbins; and Scarborough.

Vid Product Debuts Highlight Opening Of '81 Summer CES

(continued from page 5)

The big news in video hardware at the Summer CES continues to be videocassette recorders, particularly lightweight portables, cable-ready units and new models featuring up to seven- and 14-day programmability. Among the companies presenting new VCR systems and/or accessories, including cameras and switching devices, are Panasonic, Quasar, Akai, Sanyo, Toshiba and JVC, to name but a few.

Key software announcements here include MGM/CBS Home Video's initial videodisc releases, in addition to release dates and marketing plans for Paramount Home Video's first videodisc titles under its new custom pressing arrangement with DiscoVision Associates. There will also be a general announcement made by the LaserVision Assn. later in the week.

New Cassette Titles

Magnetic Video, VidAmerica, KVC, Paramount, MCA Videocassette Inc., Disney and Warner Home Video (see SoundViews, page 15) will be among the videocassette software manufacturers to announce new summer titles at the show. Columbia Pictures Home Entertainment is set to announce the addition of its third closed-captioned videocassette title for the hearing impaired, *Close Encounters of the Third Kind*. Disney is set to debut new promotion plans and point of purchase displays for new releases such as *The Many Adventures of Winnie the Pooh* and *The Fox and The Hound*.

In the area of audiophile recordings, Mobile Fidelity Sound Labs is expected to announce forthcoming Original Master (half-speed mastered) recordings of David Bowie's "The Rise and Fall of Ziggy Stardust and The Spiders From Mars" and the Rolling Stones' "Sticky Fingers," as well as its new Ultra High Quality Recordings titles. Nautilus Recordings will debut three new half-speed mastered releases at the Summer CES, including Linda Ronstadt's "Simple Dreams," Pablo Cruise's "Worlds Away" and "Cornerstone" by Styx.

The more than 950 exhibitors are again located throughout three facilities — McCormick Place, McCormick Inn and the Pick Congress Hotel — taking up a total of well over 550,000 square feet of space. McCormick Place houses the bulk of the exhibits, with 400 on the Lobby level, 200 on the Mall level and 100 on the Concourse. Special interest audio groups are displaying their wares at the Pick Congress, while 150 demonstration rooms and hospitality

suites have been booked at McCormick Inn, adjacent to McCormick Place.

Interest in the annual Design & Engineering Exhibition, featuring the most innovative electronics products as selected by a panel of industry editors, has been at an all-time high, according to Jack Wayman, senior vice president of the Electronics Industries Assn./Consumers Electronics Group (EIA/CEG). A show high 478 products were submitted for review, and 106 were subsequently selected for the sixth exhibition. Almost 20,000 show attendees are expected to view the exhibition during its four-day run.

However, emphasis is being placed on international attendance by show organizers this year due to record response from electronics trade membership and visitors from overseas and Canada. Wayman indicated that the staff of the International Visitors Center had to be tripled this year alone to accommodate the anticipated heavy influx.

"This year, we sent out 16,000 direct mail pieces to international membership and tradespeople, including press," said CEG's Wayman. "To handle the expected 7,500 international attendees, we've had to expand the International Visitors Center to 12 bi- and multi-lingual staffers, and we're running a special Saturday (May 30) prep session for exhibitors on how to make the most of export opportunities in dealing with our overseas visitors. Additionally, we'll be sponsoring a mixer for international buyers and show exhibitors on Sunday (June 1), and a CES Export Development workshop will be held on the closing day (June 3) of the show."

Special Displays

Among the other special exhibits of the Summer CES, which will again be a part of the 1981 show, are the CES Retail Resources Center and the CES Retail Cross Merchandising Exhibit, co-sponsored by the EIA, the Recording Industry Assn. of America (RIAA) together with its RIAA/VIDEO division, and the National Assn. of Recording Merchandisers (NARM).

New additions to the cross merchandising exhibit will be the RCA SelectaVision (CED) VideoDisc player (with in-store VideoDisc display items), a new Quasar PR4800 TP 45" diagonal projection TV unit and Video Communications Innovators' 'Instant Previewer.'

Additionally, Jensen Car Audio series II in-store display will include four AM/FM

(continued on page 18)

SOUND VIEWS

CHRYSLIS VISUAL: PROGRAMMED FOR CABLE — If you happened to attend the National Cable Television Assn.'s 30th annual convention in L.A. May 29-31, you might've been surprised to see a major independent record label represented at booth #1653 in the exhibit area. However, Chrysalis Records' presence at the confab, under its newly inaugurated visual programming division, underscored the fact that the label "wants people to know we're serious about our commitment to (cable TV programming) and generally make everyone in the industry aware of us," according to **Linda Carhart**, label director of artist development. Among the first projects, at present for Chrysalis Visual, added Carhart, is to generate interest in two visual (film) properties, *Dance Craze* and *Babylon*. The two British-made films, both produced by the Chrysalis



A WORTHY CAUSE — Columbia Pictures Industries president Francis T. Vincent (l) chatted with Children of a Lesser God cast member Julianne Gold at a presentation of two CPHE closed-captioned titles, Chapter Two and The China Syndrome, and video equipment to two N.Y. institutions for the hearing-impaired.

Group, have both been released to theatres in Europe, with successful box office results, while *Babylon*, a serious film that focuses on the lives of black youths living in South London, was well-received by critics at a Filmex screening in L.A. not long ago. The soundtrack to *Dance Craze*, a chronicle of live performances by the top English ska bands on the 2-Tone label (including **Madness**, **The Selecter**, **The Specials** and **The English Beat**), has already been released by Chrysalis. To show it means business, Chrysalis has already produced a 60-minute video special on recording group **Jethro Tull**, taped live at the Los Angeles Sports Arena, "specifically for cable," as well as worldwide TV distribution, Carhart indicated. Also in the works is a visual

adaptation of a book property recently purchased by Chrysalis co-chairman **Terry Ellis**, entitled *Prick Up Your Ears*. Joining Carhart in the division is creative director **Peter Waag**, **Clive Walter** and **Des Brown**, all of whom are based at Chrysalis' London headquarters.

MTV UPDATE — Warner Amex has announced the addition of some new programming features for its MTV: Music Television channel as it gears up for the Aug. 1 (12:01 a.m.) debut. The 24-hour-a-day service will include a live concert broadcast, once a week, as well as an hour-long show once a month entitled *Saturday Night Across America*. The purpose of the program will be to "expose regional music" nationally. WASEC has also developed an "optimized transmission technique" to complement the channel's stereo format. Presently available from two manufacturers, Learning Industries of Costa Mesa, Calif. and Wegener Communications, Inc. of Norcross, Ga., the stereo processor receives MTV's transmission from the satellite (in this case, transponder 11 of RCA's Satcom 1) and delivers it to the cable on the FM frequency of the affiliate's choice. According to WASEC vice president of engineering and operations **Andy Setos**, the cost of the processor is approximately \$1,400, an investment that can be recouped via additional charges for FM hook-ups in subscribers' homes. Expect an announcement from MTV on its five "video jockey" personalities shortly, as well as music-oriented motion pictures slated.

RADIO TO ROCK CABLE IN LOUISVILLE — Rock radio will invade cable TV in, of all places, Louisville, Ky. come June when WLRS celebrates its 10th year as an album-oriented rock (AOR)-formatted outlet by going cable TV. CPI, a local cable service that is part of the Times-Mirror System and reaches approximately 40,000 homes, will broadcast the **Lee Abrams**-consulted station's unique programming package. According to WLRS video coordinator **David Mize**, the venture is viewed as "a support thing . . . an extension of radio. We expect that our morning show will be cablecast live, and our telephone concert line will be rolling on cable during the day. We also hope to interview groups live on cable, such as **ZZ Top**." Mize, however, did bemoan the fact that he's been having a tough time securing promotional video product from the major record labels for the endeavor, which will be ad-supported. Any labels needing further info on the project might give him a call at (502) 585-5178.

MORE VIDEO SOFTWARE NOTES — Warner Home Video has been busy, busy, busy. The videocassette software arm of Warner Communications, Inc. (WCI) has just released two new music video cassettes by Warner Bros. recording acts **Dire Straits** and **Devo**. The Straits' cassette features three cuts from the band's current "Making Movies" LP, while **Devo**: *The Men Who Make The Music* includes four older selections from the new wavers' first two LPs. Both items will retail for \$40 and be supported by a cross-merchandising campaign that will include four-color posters, bin cards tagging the video tapes in record bins and free-standing promo cards. In June, Warner will follow up with the motion picture titles *Just Tell Me What You Want*, *Time After Time*, *Bloodbrothers* and two grade "B" drive-in flicks starring former *Playboy* Playmate of the Month, the late **Claudia Jennings**, *Death Sport* and *Great Texas Dynamite Chase*. Last but not least, the company will be celebrating Orion Month in July with the release of nine Orion Pictures titles, including *The Great Santini*, *Over The Edge*, *The Wanderers*, *Promises In The Dark*, *Heartbeat*, *Simon*, *Die Laughing*, *The Awakening* and *The Fiendish Plot Of Dr. Fu Manchu*. Posters and brochures will be supplied for in-store use on the Orion product, which will be the first videocassette titles from Warner Bros. to utilize its new **Milton Glaser**-designed packaging. . . . In the videodisc world, RCA has announced plans to release comedian/filmmaker **Mel Brooks'** new motion picture send-up, *The History of the World: Part 1*, in the Fall in its CED format following theatrical release of the movie in June. . . . As part of its ongoing entertainment industry-oriented day-long sessions, UCLA Extension will explore the opportunities for video software program suppliers and distributors in "post-theatrical markets" during a program entitled *Distribution of Home Video and Non-theatrical Programming* Aug. 22. The session, which will be held at the Century Plaza Hotel, Century City, Calif., runs from 9 a.m.-4 p.m. **Larry Finley**, of Larry Finley Assoc. and the International Tape/Disc Assn. (ITA) is slated to be the luncheon speaker, while **James P. Jimirro**, president of Walt Disney Telecommunications, is scheduled to serve as instructor. The fee is \$125, which includes luncheon and program materials.

michael glynn

MERCHANDISING



AT ELLISTON PLACE — Warner Bros. artist T.G. Sheppard recently visited Elliston Place Discount Records in Nashville during the label's Spring Country Music Festival. Pictured are (l-r): Alan Gordon, store manager; Sheppard; and Kerry Woo, WEA field merchandiser.

Epic Holds Branch Contest For Ozzy Osbourne Album

LOS ANGELES — Epic Records is currently staging a unique "pay to play" branch office contest in support of Ozzy Osbourne's new Jet Epic LP, "Blizzard Of Ozz." Running April 27-June 30, the intra-company contest will be judged on best overall performance for the album (promotion, sales, merchandising, etc.) by each local office.

Participating branches, which are required to pay a contest entry fee, have been divided into three competitive categories based on size, personnel and sales average (e.g. a New York will not compete with a Denver). Each person affiliated with a category winning branch, from branch manager to secretary, will win gasoline coupons worth \$200 from one of the major oil companies.

As an added incentive to attain the goal of taking "Blizzard Of Ozz" to gold, if the album achieves that plateau by July 1, all branch entrance fees will be refunded, and E/P/A will contribute all prize monies.

Conceived by E/P/A marketing executives after working with product managers at field merchandising meetings and discovering that the branches wanted a contest that would involve all departments on the local level, the contest was coordinated by E/P/A vice president of marketing Ron McCarrell, West Coast vice president of marketing Larry Douglas and Epic associate product manager, West Coast, Steve Einczig.

"A lot of the time lower level personnel get passed over when prizes are awarded," said Einczig. "So we decided that since they put in as much work as the promotion men and everybody else, they should be rewarded too."



CRAMPS STRIKE NEW JERSEY — Recently in town for a show at Emerald City, I.R.S. group The Cramps made an in-store appearance at the Cherry Hill Sound Odyssey Record Store. Shown outside the store are (l-r): Nick Knox of the group; Tom Rein, Sound Odyssey; Bobbe Shore, Pichmond Bros.; Poison Ivy, Congo Powers and Lux Interior of the Cramps.

Winning branches will not only have a victory to share among every member of the office, but also the added satisfaction of knowing that they made other branches in their category pay for it.

"The key here, of course, was the 'pay for pay' to get the whole competitive spirit going," said Douglas. "The regions are proud of themselves. They sit at the same table when they are at conventions together and have a good natured sense of rivalry going with the other branches."

Douglas also said that although the design of the contest had been worked out beforehand, the Osbourne album possessed all the key elements to make the concept work. He maintained that the combination of Osbourne's current tour, his ability to do in-store appearances and the fact that the product was selling to begin with, made it prime contest material.

"Everything has jelled for this album," enthused Douglas. "The album has already passed the quarter million mark, and the five day figures are really good. It'll be tight, but I think we'll make the gold mark by July 1."

Also enthusiastic about the contest was Osbourne manager/Jet Records staffer Sharon Arden. "When we had the 'Discovery' album out for ELO, we gave away a van, but the response wasn't close to what it is for Ozzy," she said. "The branch managers have really done their job. We've seen some amazing displays at our in-store appearances."

BASF Reports Sales Up, Earnings Down

LOS ANGELES — The BASF Group of companies reported an 11% increase in sales, while pre-tax earnings were reduced by 8.8% for the first quarter of 1981. The BASF Group includes BASF Systems Corp., manufacturers of magnetic recording tape.

Total net sales rose to \$3.9 billion, principally due to higher prices instituted to offset raw material costs and the impact of currency relationships between the deutsch mark and the dollar. BASF attributed the decline in pre-tax earnings to \$213 million to those increased raw materials costs that could not be offset by higher prices, "unsatisfactory" refinery earnings and translation of currencies.

BASF world net sales were up 10.8% for the first quarter to \$4.15 billion, as compared to \$3.75 billion during the same period for the previous year, while BASF Group capital expenditures also rose 5.6% to \$189 million from \$178 million in the first quarter of 1980.

SINGLE BREAKOUT OF THE WEEK

JESSIE'S GIRL • RICK SPRINGFIELD • RCA JH12201

Breaking out of: Sounds Unltd. — Chicago, Peaches — Memphis, Everybody's — Portland, Record Theatre — Cleveland, Disc Records — Texas, Spec's — South Florida, Peaches — Columbus, Lieberman — Dallas.

SINGLES BREAKOUTS

THE ONE THAT YOU LOVE • AIR SUPPLY • ARISTA AS 0604

Breaking out of: National Record Mart — Pittsburgh, Poplar Tunes — Memphis, Turtles — Atlanta, Harmony Hut — Washington, Father's & Sun's — Indianapolis, Record Theatre — Cincinnati, Lieberman — Dallas

BOY FROM NEW YORK CITY • MANHATTAN TRANSFER • RFC/ATLANTIC 3816

Breaking out of: Peaches — Columbus, Great American Music — Minneapolis, Tower — Sacramento, Tape City — New Orleans, P.B. One Stop — St. Louis, King Karol — New York, Tower — Seattle

MODERN GIRL • SHEENA EASTON • EMI-AMERICA 8080

Breaking out of: Sounds Unlimited — Chicago, Richman Bros. — Philadelphia, Alta — Phoenix, D.J.'s One Stop — Seattle, Camelot — National, Radio Doctors — Milwaukee, Peaches — Columbus

ALL THOSE YEARS AGO • GEORGE HARRISON • DARK HORSE/WARNER BROS. DRC 49725

Breaking out of: Great American Music — Minneapolis, Poplar Tunes — Memphis, Father's & Sun's — Indianapolis, Musicland — St. Louis, Lieberman — Kansas City, D.J.'s One Stop — Seattle

NOBODY WINS • ELTON JOHN • GEFEN GEF 49722

Breaking out of: National Record Mart — Pittsburgh, Spec's — South Florida, Sound Warehouse — San Antonio, Poplar Tunes — Memphis, D.J.'s One Stop — Seattle

SHADDUP YOU FACE • JOE DOLCE • MCA 51053

Breaking out of: National Record Mart — Pittsburgh, Tower — San Diego, Tower — West Covina, Bee Gee — Albany

FASTEST MOVING MIDLINES

- ABBA • The Album • Atlantic 19164
- 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
- Devo • Live • Warner Bros. MINI 3548
- Doors • The Doors • Elektra EKS 74007
- Dan Fogelberg • Souvenirs • Full Moon/CBS P33137
- Billy Joel • Piano Man • Columbia PC 32455
- Carole King • Tapestry • Columbia PE 34946
- Don McClean • American Pie • United Artists LN 10037
- New Musik • Sanctuary • Epic NFE 37314
- Pretenders • Extended Play • Sire MINI 3563
- Secret Policeman's Ball • The Music • Island IL 9630
- Who • Meaty, Beaty, Big & Bouncy • MCA 37001
- Who • Who Are You • MCA 3050

COMPILED FROM: Musicland Group — National • Disc Records — Texas • Peaches — Dallas • Cutler's — New Haven • Lieberman — Kansas City • Tower — Seattle • Alta — Phoenix • Big Apple — Denver • Cavages — Buffalo • D.J.'s One Stop — Seattle

TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaning Cassette 70330
- Discwasher D-4 System
- Discwasher D-4 Fluid Re-Fill 1/4 Oz.
- Maxell UDXL I C-90
- Maxell UDXL II C-90
- Maxell UDXL II C-60
- Maxell UD C-90
- Maxell Videocassette HG T-120
- Memorex MRX3 C-90 3 Pack
- Memorex MRX1 C-90
- Recoton LP Inner Sleeves
- Savoy Cassette Carrying Case 2330
- Sound Guard Record Preservation Kit
- TDK SA C-90
- TDK AD C-90
- TDK DC-90 3 Pack
- TDK Cassette Head Cleaning Cassette HC 01B

COMPILED FROM: Disc Records — Texas • Peaches — Dallas • Cutler's — New Haven • Lieberman — Kansas City • Tower — Seattle • Big Apple — Denver • Cavages — Buffalo • Sounds Unlimited — Chicago • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati

* Excludes T-Shirts & Paraphernalia

Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

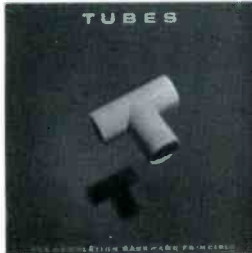


KNIGHTS OF THE SOUND TABLE • CAMEO • CHOCOLATE CITY/POLYGRAM CCLP 2019
Breaking out of: Cutler's — New Haven, Richman Bros. — Philadelphia, Big Apple — Denver, Tower — Sacramento, Sound Warehouse — San Antonio, Father's & Sun's — Indianapolis, Tower — San Diego, Turtles — Atlanta, Record & Tape Collector — Baltimore, Musicland — St. Louis, Poplar Tunes — Memphis, Independent — Denver, Cactus — Houston, Record Bar — National, Lieberman — Dallas, Tower — Seattle, Sounds Unltd. — Chicago, Boatners — New Orleans, Soul Shack — Washington, Radio Doctors — Milwaukee, Webb's — Philadelphia, Lieberman — Denver.
MERCHANDISING AIDS: 1x1 Trims, Posters, Streamers.

ALBUM BREAKOUTS

THE COMPLETION BACKWARD PRINCIPLE • TUBES • CAPITOL SOO-12151

Breaking out of: Harvard Coop — Boston, Sounds Unltd. — Chicago, Licorice Pizza — Los Angeles, Tower — Los Angeles, Tower — Sacramento, Wilcox — Oklahoma City, Tower — Campbell, Turtles — Atlanta, Mile High — Denver, Record Theatre — Cleveland, Independent — Denver, Flipside — Chicago, Lieberman — Kansas City.
MERCHANDISING AIDS: 3x3 Poster, 1x1 Flats, Die Cut Poster in 4 Different Colors.



FANCY FREE • OAK RIDGE BOYS • MCA-5209

Breaking out of: Wilcox — Oklahoma City, Turtles — Atlanta, Lieberman — Portland, Sounds Unlimited — Chicago, Port 'O Call — Nashville, Radio Doctors — Milwaukee, Lieberman — Denver, Lieberman — Dallas, Musicland — St. Louis, Record Bar — National, Lieberman — Kansas City.
MERCHANDISING AIDS: 1x2 Front Boards, 2x4 LP Announcement Poster, Multi-Use Counter Header, Wall Display, Mobile.

TASTY JAM • FATBACK • SPRING/POLYGRAM SP-1-6731

Breaking out of: Big Apple — Denver, Sound Warehouse — San Antonio, Turtles — Atlanta, Mile High — Denver, Sounds Unltd. — Chicago, Poplar Tunes — Memphis, Lieberman — Dallas, Webb's — Philadelphia, Musicland — St. Louis.
MERCHANDISING AIDS: 1x1 Trims, Posters, Streamers.



FRIDAY NIGHT IN SAN FRANCISCO • AL DIMEOLA, JOHN McLAUGHLIN, PACO DeLUCIA • COLUMBIA FC 37152

Breaking out of: Big Apple — Denver, Wilcox — Oklahoma City, Peaches — Dallas, Everybody's — Portland, Cactus — Houston, Spec's — South Florida, Cavages — Buffalo, Flipside — Chicago, Record & Tape Collectors — Baltimore, Disc Records — Texas.
MERCHANDISING AIDS: Information not available.

BALIN • MARTY BALIN • EMI-AMERICA SO-17054

Breaking out of: D.J.'s One Stop — Seattle, Tower — Sacramento, Father's & Sun's — Indianapolis, Tower — Campbell, Lieberman — Denver, Tower — Seattle, Tower — San Francisco.
MERCHANDISING AIDS: Counter Wall Display, 24x36 Posters.

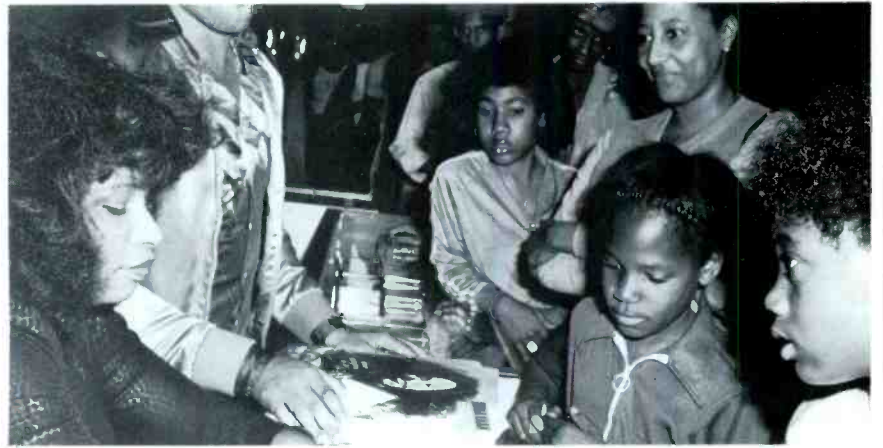


HUSH • JOHN KLEMMER • ELEKTRA 5E-527

Breaking out of: Big Apple — Denver, Tower — Los Angeles, Turtles — Atlanta, Disc Records — Texas, Mile High — Denver, Radio Doctors — Milwaukee, Record & Tape Collectors — Baltimore, Sounds Unltd. — Chicago.
MERCHANDISING AIDS: 1x1 Flats, 2x2 Poster.

LIVE • STEPHANE GRAPPELLI/DAVID GRISMAN • WARNER BROS. BSK 3550

Breaking out of: Harvard Coop — Boston, Tower — San Francisco, Great American Music — Minneapolis, Wilcox — Oklahoma City, Peaches — Indianapolis.
MERCHANDISING AIDS: 1x1 Flats.



SIMPLY DELICIOUS — Delicious Records in Los Angeles was the site of a promotional visit by Warner Bros. recording artist Chaka Kahn who was in town to do a concert and promote her latest solo album, "Whatcha Gonna Do For Me," which features the title track as a single. Khan is shown signing autographs for young fans.

WHAT'S IN-STORE

WAXIE MAXIE MAILS TO MOMS — Washington D.C.'s Waxie Maxie chain undertakes its first direct mail advertising campaign this week, with blue collar women in the Bowie, Md. area the targeted audience. Marcy Penner, advertising director for the chain, told us the campaign was inspired by the findings of the recent Warner Communication, Inc. (WCI) report that working women are a significant and growing segment of the record buying public. Penner also cited comments from the chain's Aspen Hill store manager that many of the area's housewives were unaware of the record store carried anything but rock 'n' roll. As an incentive to new customers, the 7,100 flyers contain offers for free 45s and coupons good for reduced prices on records and accessories. Among the featured specials are T.G. Sheppard, Engelbert Humperdink and Carol Hensel's "Dancersize." The free 45s included a CBS sampler, as well as James Taylor singles. Five record companies have supported the mailing. While the use of purchased mailing lists is a first for Waxie Maxie, similar coupons have been used in flyer and leaflet advertising in and around malls and parking lots. The difference this time is the more specifically targeted buyer. "We're hoping to increase our older buying public by making people aware of spoken word, dancersize and show albums," said Penner. The advertising director added that everything in the mailer was tailored towards "the person I expect to be opening the mail."

EXECUTIVE CHANGES — Lee Cohen replaces John Houghton as vice president of marketing at Licorice Pizza. Cohen has been director of advertising for the Glendale, Calif.-based chain for the last three years. Kent Moseley, formerly a store district manager, has been promoted to assistant vice president of store operations. R. Allen Lyles has joined Record Bar as director of accounting systems development for the Durham, N.C.-based outfit. A certified public accountant, Lyles was formerly accounting manager for the Huyuck Corp. of Wake Forest, N.C. The chain also named Brad Martin to the post of national supervisor. The seven-year Record Bar vet will work out of the company's home office. Deb Flanagan, advertising director for Everybody's Records in Portland, Ore., has given it all up in order to travel for an extended period of time.

MODERN TIMES AT SOUND ODYSSEY — RCA Records and radio station WYSP recently got together with the 12 Sound Odyssey stores to promote the new Jefferson Starship LP, "Modern Times." Using the slogan "Enjoy Modern Times With the Best of Modern Equipment," radio spots invited listeners to fill out entry blanks at Sound Odyssey outlets for a drawing to be held on the air. First prize was an RCA videodisc player and a five-disc starter library. Fifty other winners also received copies of the Starship LP. Displays were used in all stores to draw attention to the ballot boxes. The radio spots also made mention of the Sound Odysseys that carry video equipment.

CLEANING ZE ATTIC — Due to production overruns, ZE Records still has hundreds of posters and buttons of such artists as Kid Creole and the Coconuts, Lydia Lunch and Lizzy Mercler Descloux and the ZE taxi logo. Inquiries should be directed to Nigel Lionel-Hampton at ZE, 154 West 57th St., New York, N.Y. 10019. Perhaps commenting on the success of the ZE stable of stars, label president Michael Zilkha remarked that he is "happy to know that these artists will be hung in good homes." Expect to pay postage and handling.

RECORD BAR NEWS — The Baton Rouge Record Bar recently sponsored an "Escape to Nottoway Plantation" promotion in support of Garland Jeffreys' "Escape Artist" LP. The grand prize was a weekend for two at Nottoway Plantation. The store also placed the Jeffreys album on sale. The Iowa City store got together with a local department store for a "Willie Nelson Jamboree." Record Bar set up shop in the store's western wear department and featured the Nelson catalog, while the store promoted the Willie Nelson line of western wear. The Killeen, Texas outlet hosted an in-store appearance by Alabama and a remote broadcast by KOOV-FM. All RCA country product was reduced one dollar for the promotion. A \$50 Record Bar gift certificate was one of the prizes awarded to the winner of the "Calvert's Favorite Bartender" contest at the Winston-Salem store. Area bars supplied containers, and patrons voted for their favorite bartender with a cash donation to Easter Seals, co-sponsor of the contest. Bartender Eric Durner was the winner, raising \$2,000 for the charity. The Bristol, Va., store promoted Franke and the Knockouts by giving away a pair of Everlast boxing gloves. The Knockouts' LP was also on sale. A new wave dance concert sponsored by the Greenville, N.C. store featured the band All You Can Eat and awarded a \$10 gift certificate, LPs and 45s as prizes. Stores in the Raleigh, N.C. area are co-sponsoring a Kenny Rogers promotion with radio station WYNA. The promotion coincides with an upcoming Raleigh concert by Rogers, with first prize being dinner for two, front row concert tickets, a visit backstage and the Rogers catalog.

OOPS! — Talk about rough treatment. We not only managed to misspell Crazy Eddie advertising director Harry Spero's name in last week's column, we also failed to identify him in our picture of Franke & the Knockouts. It was a hard week all around for Harry, who also had an in-store promotion for Ozy Osbourne nixed. Contestants were to be given 30 seconds to bit the heads off as many marshmallow baby chicks as possible. Dirty, Harry.

fred goodman

TOP 100 SINGLES

June 6, 1981

CASH BOX R

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	BETTE DAVIS EYES KIM CARNES	11
3	2	STARS ON 45-MEDLEY STARS ON 45	9
2	3	BEING WITH YOU SMOKEY ROBINSON	16
5	4	SUKIYAKI A TASTE OF HONEY	14
4	5	TAKE IT ON THE RUN REO SPEEDWAGON	12
10	6	A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO	14
6	7	ANGEL OF THE MORNING JUICE NEWTON	16
8	8	TOO MUCH TIME ON MY HANDS STYX	12
14	9	ALL THOSE YEARS AGO GEORGE HARRISON	3
11	10	HOW 'BOUT US CHAMPAIGN	17
12	11	I LOVE YOU CLIMAX BLUES BAND	17
9	12	LIVING INSIDE MYSELF GINO VANNELLI	12
13	13	SWEETHEART FRANKE & THE KNOCKOUTS	14
17	14	AMERICA NEIL DIAMOND	7
16	15	THIS LITTLE GIRL GARY U.S. BONDS	7
7	16	WATCHING THE WHEELS JOHN LENNON	11
15	17	MORNING TRAIN (NINE TO FIVE) SHEENA EASTON	17
20	18	WHAT ARE WE DOIN' IN LOVE DOTTIE WEST	11
21	19	THE WAITING TOM PETTY & THE HEARTBREAKERS	6
19	20	I MISSED AGAIN PHIL COLLINS	13
24	21	JESSIE'S GIRL RICK SPRINGFIELD	11
27	22	THE ONE THAT YOU LOVE AIR SUPPLY	4
18	23	JUST THE TWO OF US GROVER WASHINGTON, JR.	18
22	24	KISS ON MY LIST DARYL HALL & JOHN OATES	20
23	25	YOU BETTER YOU BET THE WHO	12
32	26	WINNING SANTANA	9
33	27	YOU MAKE MY DREAMS DARYL HALL & JOHN OATES	6
31	28	IS IT YOU LEE RITENOUR	8
43	29	ELVIRA THE OAK RIDGE BOYS	5
29	30	FIND YOUR WAY BACK JEFFERSON STARSHIP	10

LAST WEEK	THIS WEEK		WEEKS ON CHART
34	31	STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE	8
25	32	SOMEBODY'S KNOCKIN' TERRI GIBBS	21

PRIME MOVER

LAST WEEK	THIS WEEK		WEEKS ON CHART
37	33	FOOL IN LOVE WITH YOU JIM PHOTOGLO	9
39	34	NOBODY WINS ELTON JOHN	5

PRIME MOVER

LAST WEEK	THIS WEEK		WEEKS ON CHART
30	35	AI NO CORRIDA QUINCY JONES	9
28	36	SINCE I DON'T HAVE YOU DON McLEAN	9
40	37	GIVE A LITTLE BIT MORE CLIFF RICHARD	7

PRIME MOVER

LAST WEEK	THIS WEEK		WEEKS ON CHART
41	38	SAY WHAT JESSE WINCHESTER	8
44	39	SEVEN YEAR ACHE ROSANNE CASH	9

LAST WEEK	THIS WEEK		WEEKS ON CHART
35	40	I LOVED 'EM EVERY ONE T.G. SHEPPARD	11

LAST WEEK	THIS WEEK		WEEKS ON CHART
48	41	MODERN GIRL SHEENA EASTON	8
47	42	TIME ALAN PARSONS PROJECT	21

PRIME MOVER

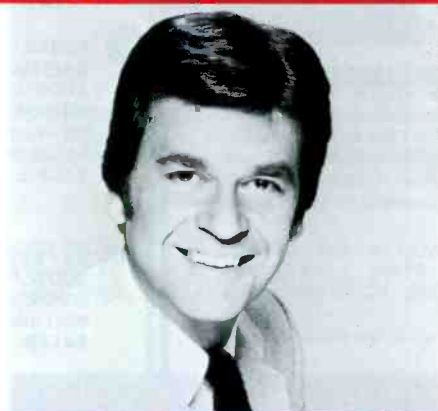
LAST WEEK	THIS WEEK		WEEKS ON CHART
55	43	HEARTS MARTY BALIN	11
53	44	SWEET BABY STANLEY CLARKE/GEORGE DUKE	11

LAST WEEK	THIS WEEK		WEEKS ON CHART
49	45	I CAN TAKE CARE OF MYSELF BILLY & THE BEATERS	7
56	46	BOY FROM NEW YORK CITY MANHATTAN TRANSFER	4

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
26	47	LOVE YOU LIKE I NEVER LOVED YOU BEFORE JOHN O'BANION	11
38	48	SAY YOU'LL BE MINE CHRISTOPHER CROSS	11
59	49	THEME FROM "GREATEST AMERICAN HERO" JOEY SCARBURY	4

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Nat

PREMIERE A WEEKLY

RADIO CHART

TOP 100 SINGLES

June 6, 1981

LAST THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES	LAST THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES	LAST THIS WEEK	WEEKS ON CHART	ARTIST	SINGLES
36	50	BLONDIE	50 RAPTURE	72	67	STEVE WINWOOD	ARC OF A DIVER	68	82	TOMMY JAMES	YOU'RE SO EASY TO LOVE
57	51	JOE DOLCE	SHADDUP YOU FACE JUMPS: BJ105 28 To 25, KFI 15 To 4, KIQQ 9 To 5, KRTH Ex To 19 SALES: Good in the Midwest and East. Fair in the West and South.					90	83	RANDY MEISNER	GOTTA GET AWAY JUMPS: KRBE Ex To 30, Y103 Ex To 39, KBEQ 19 To 16.
46	52	ANNE MURRAY	BLESSED ARE THE BELIEVERS	HIT BOUND				93	84	FRANKIE SMITH	DOUBLE DUTCH BUS ADDS: FM102, Y100-32. JUMPS: WXKS Ex To 27, KFRC 22 To 19, KFI Ex To 26.
42	53	JOHN COUGAR	AIN'T EVEN DONE WITH THE NIGHT	—	68	THE MOODY BLUES	GEMINI DREAM ADDS: KJR, KMJK-FM, KHFI, KZZP-29, WTIX, WWKX, KEZR, KINT-29, JB105-33, 96KX-25, KRTH, KRQ, WCAO, WIFI, WKXX, WTRY, WICC-30, Z102-27, KRBE, WGH, KCPX, WBEN-FM-40, KBEQ-19, BJ105, WPGC, WBBQ, KFI, KYXX, WAXY, WRQX, CKLW, KIQQ, Y103, KIMN, KERN, WIKS. Day-Part: KJRB. SALES: Just shipped.	—	85	.38 SPECIAL	FANTASY GIRL ADDS: WBBQ, KBEQ-20, WIFI, KINT, WSKZ, JB105, WRFC. JUMPS: Y103 Ex To 38, WRVQ Ex To 22. ON: KRBE, WKXX, WBCY, BJ105.
60	54	CAROLE BAYER SAGER	STRONGER THAN BEFORE ADDS: KHFI, KERN, WTIX, WROR-26. JUMPS: WBEN-FM 36 To 22, WRFC 30 To 26, WKBW 25 To 18, Z102 29 To 23, KCPX 32 To 27, WIFI 29 To 26	HIT BOUND				71	86	THE ROVERS	86 WASN'T THAT A PARTY
58	55	JERMAINE JACKSON	YOU LIKE ME DON'T YOU JUMPS: WWKX 28 To 16, FM102 23 To 16, KCPX Ex To 40, KFI Ex To 21, KRTH 11 To 9, KEEL 22 To 18 SALES: Fair in the West. Weak in all other regions.	84	69	POINTER SISTERS	SLOW HAND ADDS: KRQ, 92Q, Z102-26, KMJK-FM, WYYS-39, WAXY, KJR, 96KX, KEZR, KZZP-27, WSEZ, WANS, WRFC, WSGN, WAYS, WFIL, Y103, KHFI, WGSV. JUMPS: Q105 26 To 22, KOPA Ex To 30, WKXX Ex To 30, KJRB Ex To 28, KINT 40 To 35. SALES: Just shipped.	76	87	MAX WERNER	87 RAIN IN MAY
54	56	JOE WALSH	A LIFE OF ILLUSION ADDS: WTRY, KFMD, JB105-34, WRVQ, Day-Part: WOW. JUMPS: 96KX 19 To 14, Q105 24 To 20, KRBE 28 To 25, WBEN-FM 39 To 35, WRFC Ex To 29, WPGC Ex To 28, KHFI 29 To 26, KRQ Ex To 29, WXKS 30 To 26, WSKZ Ex To 29, WICC 27 To 24, KBEQ 9 To 7	78	70	ROBBIE DUPREE	BROOKLYN GIRLS ADDS: WKBW, KCPX, WHHY, WZUU, KEEL. JUMPS: WRFC 31 To 27, Y103 31 To 28, WKXX Ex To 28.	61	91	GET WET	91 JUST SO LONELY
54	57	LOVERBOY	TURN ME LOOSE	79	71	APRIL WINE	SIGN OF THE GYPSY QUEEN ADDS: 96KX, WANS, WSKZ, KMJK-FM, WICC. JUMPS: JB105 32 To 25, KINT Ex To 28, KBEQ 8 To 5.	94	92	CHANGE	92 PARADISE ADDS: KIQQ. JUMPS: KRLY 17 To 13.
CASH SMASH				80	72	BARBRA STREISAND	PROMISES ADDS: WSEZ, WYYS-38, WROR-25. JUMPS: BJ105 36 To 31, KINT 32 To 26, Y100 18 To 13, WHHY Ex To 29.	62	93	ERIC CLAPTON	93 I CAN'T STAND IT
57	58	CHAKA KHAN	WHAT CHA' GONNA DO FOR ME ADDS: Q105-25, WFIL, KFI-29, KERN, WTIX. JUMPS: WABC 21 To 11, B97 Ex To 27, FM102 28 To 20, 92Q Ex To 28, KIQQ 31 To 27, KRLY 19 To 16, KINT Ex To 39, Y100 25 To 21 SALES: Moderate in all regions.	82	73	GREG KIHN BAND	THE BREAKUP SONG (THEY DON'T WRITE 'EM) ADDS: WBCY, KHFI, WIFI. JUMPS: KBEQ 12 To 8, KJR Ex To 26. SALES: Fair in the West.	63	94	THE POLICE	94 DON'T STAND SO CLOSE TO ME
66	59	BILLY SQUIER	THE STROKE ADDS: WIKS, WWKX, WBBQ, WHHY, Day-Part: KJRB. JUMPS: KRBE 14 To 11, WPRO-FM Ex To 22, KHFI Ex To 27, JB105 25 To 16, WKXX 29 To 25, WXKS 18 To 15, KMJK-FM Ex To 29, KINT 39 To 34, WRVQ Ex To 26, KBEQ 23 To 17 SALES: Fair in the Midwest.	81	77	GAP BAND	YEARNING FOR YOUR LOVE ADDS: Y100-30. JUMPS: WWKX 29 To 17, KFRC Ex To 40.	96	95	HELEN REDDY	95 I CAN'T SAY GOODBYE TO YOU JUMPS: KINT 38 To 33.
45	60	.38 SPECIAL	HOLD ON LOOSELY	51	74	STEVE WINWOOD	WHILE YOU SEE A CHANCE	91	96	MICHAEL JACKSON	96 ONE DAY IN YOUR LIFE
65	61	SHALAMAR	MAKE THAT MOVE JUMPS: FM102 20 To 12, KINT Ex To 40, Y100 21 To 14, CKLW 28 To 15. SALES: Moderate in the South. Fair in the West. Weak in the East and Midwest.	85	78	JOHN SCHNEIDER	IT'S NOW OR NEVER ADDS: KYXX, WFIL, KHFI. JUMPS: JB105 33 To 29, KINT Ex To 36.	—	97	BILLY JOE ROYAL	97 YOU REALLY GOT A HOLD ON ME ADDS: BJ105, WGH. JUMPS: WRFC Ex To 31. ON: WQXI, WBCY, WKXX.
77	62	JUICE NEWTON	QUEEN OF HEARTS ADDS: KEEL, WCAO, WPRO-FM, WKBW, KRAV, WGSV, 92Q, Z102-25, KINT, WRJZ, KRTH, WKBO, WISM-20. JUMPS: WVBF Ex To 29, WAYS Ex To 30, KHFI Ex To 29, JB105 35 To 28, KCPX 35 To 24, WICC Ex To 28.	86	79	JIM STEINMAN	ROCK AND ROLL DREAMS COME THROUGH ADDS: KEZR, Q105-27, WANS, WRFC, B97, KYXX, Y103, KERN. JUMPS: WICC 30 To 27.	95	98	KOOL & THE GANG	98 CELEBRATION
69	63	STEPHANIE MILLS	TWO HEARTS ADDS: KFI. JUMPS: KIQQ Ex To 39, KRLY 20 To 17, CKLW Ex To 29. SALES: Fair in the West and South.	87	80	SPIDER	IT DIDN'T TAKE LONG ADDS: KEZR, WWKX, WKXX, KERN. JUMPS: KCPX Ex To 34.	92	99	APRIL WINE	99 JUST BETWEEN YOU AND ME
70	64	KOOL & THE GANG	JONES VS. JONES ADDS: KYXX, BJ105, WHHY. JUMPS: WRFC 27 To 22, B97 Ex To 30, 94Q 20 To 17, Y103 Ex To 37, KCPX Ex To 37, WXKS 19 To 11, WSKZ Ex To 23, KIQQ Ex To 40, Z93 27 To 23, WIFI Ex To 29.	88	81	PHIL COLLINS	IN THE AIR TONIGHT ADDS: KFMD, KRBE, WRQZ, WICC, WKXX, WBBQ. JUMPS: Y103 40 To 35, KDWB 18 To 14, KBEQ 20 To 14.	98	100	REO SPEEDWAGON	100 KEEP ON LOVING YOU
74	65	DAVE EDMUNDS	ALMOST SATURDAY NIGHT JUMPS: KINT Ex To 37, WHHY Ex To 30. SALES: Good in the Midwest.	LOOKING AHEAD				POCKET CALCULATOR	KRAFTWERK	ADDS: CKLW. JUMPS: KEZR 27 To 22.	
73	66	THE DILLMAN BAND	LOVIN' THE NIGHT AWAY ADDS: WZZP, WFIL. JUMPS: BJ105 Ex To 39.	86	79	SOME DAYS ARE DIAMONDS	JOHN DENVER	ADDS: KCPX, KFI.			
				87	80	YOU ARE FOREVER	SMOKEY ROBINSON	ADDS: WIFI.			
				88	81	CASH SMASH—denotes significant sales activity.					
								PRIME MOVER—denotes significant radio activity.			
								HIT BOUND—denotes immediate radio acceptance.			

Dick Clark Personal Music Survey™

MAY 30 ON THE MUTUAL BROADCASTING SYSTEM
REVIEW OF TOP HITS COMPILED BY CASH BOX



CONTACT:
MUTUAL STATION
RELATIONS FOR
CLEARANCE INFORMATION.
CALL:
703 • 685-2050

COUNTRY

Parton Receives Top Honors For AGVA Awards

NASHVILLE — Dolly Parton was named Entertainer of the Year and Female Country Star of the Year, while Kenny Rogers won the title of Male Country Star of the Year at the 11th annual American Guild of Variety Artists (AGVA) Awards. The awards program was taped, and will be aired as a special syndicated show during June and July in more than 100 markets.

Parton was recipient of AGVA Awards in 1978 and 1979 when she was named Country Star of the Year, before the honor was separated into two categories — Female and Male Country Star.

The AGVA Awards are voted on by the members of the association for their choice of the "top performers in live performances." Previous artists who have been named Entertainer of the Year include Frank Sinatra, Bob Hope, Liza Minnelli, Sammy Davis, Jr., Totie Fields, Ben Vereen, Johnny Carson, Steve Martin and Robin Williams.

The AGVA Awards Show is hosted by Mike Douglas and was co-produced by Sullivan Prod. and Mike Douglas TV Prod.

NARAS Nashville Elects '81 Board Members

NASHVILLE — Fourteen board of governors positions were decided as the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) held elections for those posts recently. The elected members, who will serve two-year terms, and their respective categories are Alan Moore, vocalists and singers; Moses Dillard, leaders and conductors; Charles Fach, A&R producers; John D. Loudermilk, songwriters, composers; Glenn Snoddy, engineers; Tom Brannon, instrumentalists, musicians; Greg Nelson, arrangers; Nancy Apple, art directors, annotators, designers, lit. editors, photographers; Bill Denny, spoken word, comedy, etc.

Maggie Cavender, Dr. Bobby Jones, Gerry Teifer and Travis Turk will serve in the at-large category, while Judy Gregory will represent the associate category.

Incumbent governors include Jim Black, Aaron Brown, Patsy Bruce, Don Butler, Ron Haffkine, John Knowles, Sheri Huffman, Sheldon Kurland, John McCarthy, Bob Montgomery, Joe Moscheo, Bill Ivey, Jerry Gillespie and Warren Peterson.

The governors will take office at the June 3 board meeting, while the election of officers will take place at the July board meeting.



OPRY STARS ON LP — First Generation Records, headed by producer Pete Drake, has released its 10-record "Stars of the Grand Ole Opry" series, which features product by such legendary performers as Ernest Tubb, Justin Tubb, Billy Walker, Jan Howard, Ray Pillow, Charlie Louvin, the Vic Willis Trio, Stonewall Jackson, the Wilburn Brothers and Jean Shepard. Pictured at a party celebrating the completion of the project are (l-r): Justin Tubb, Del Wood, Pete Drake, Howard, Willis, Walker, Billy Grammer and C.W. Mitchell and Curtis Young of the Willis Trio.



CBS LAUNCHES LABEL PROMOTION — CBS Nashville launched its "Hottest Label in Town" promotion in Nashville recently with a rather novel approach. With visiting New York executives, the label representatives donned red suspenders and hats and hopped aboard a fire engine, complete with the required firemen. Pictures in the bottom row are (l-r): Morris Baumstein, consultant, CBS Records, and accounts supervisor, Young and Rubicam; Paul Smith, senior vice president and general manager, CBS; Mike Martinovich, vice president, merchandising/marketing, CBS; Rick Blackburn, vice president, general manager, CBS Nashville; Joe Casey, director, national promotion, CBS Nashville; Roy Wunsch, vice president, marketing; CBS Nashville; and Linda Barton, Gotham Advertising. In the top row are members of Metro Fire Department and Columbia artist Janie Fricke.

Artist Endorsement, Identification Causes Problems At Country Radio

(continued from page 19)

bara Mandrell, Crystal Gayle and Charlie Daniels — are pictured against a Los Angeles scene. The top of the sign reads "93 KHJ," while the bottom reads, "We all grew up to be cowboys." Cook noted that the phrase does not have quotes around it, so it in no way implies the artist is saying that. He added that the station is also running a similar television campaign, and the artists do indeed use the phrase in the commercial, but they do not add "and I listen to KHJ," which he would view as endorsing the station.

Don Langford, PD of crosstown rival KLAC, says he "can live with" KHJ's campaign because none of the artists say "KHJ is my favorite radio station." But he can't live with an artist endorsing one station over another.

"When you get an artist saying 'this is the station I listen to' what does it mean to the other station?" Langford said. "Our policy here at KLAC is if someone goes on the air and says one of the competing stations (there are five in his market) is "my favorite" station, then when we go into our music and promotion meetings, we will assign that artist with that attribute. If they feel they want to support another radio station, they can't come to me to ask support.

"I would never (stop playing their material). An audience wants to hear hit artists and hit records," he said. "A radio sta-

tion does help artists and does sometimes go on a record earlier for someone who has supported the station in the past. I think that if an artist who goes out of the way to support the competition, I'm not going to go out of my way to support him or her. . . . Country radio needs an artist's support, but it does not need an artist to come between two stations and pit them against each other."

Dale Turner, PD with WSAI in Cincinnati, views personal endorsements in a somewhat different light. He does not use them because he feels they are not effective.

"I recently read some research that indicated personal endorsements are not very effective," Turner said. "People are not influenced by a star endorsing a product or a radio station. But I try to stay away from personal endorsements anyway. When artists come in for a concert or whatever, I try to get them to say something like, 'The new country, WSAI is hosting my appearance.' He's not really endorsing the station. . . . In no way do I ever have the artist say we're the best or something. I don't put anybody on the spot — the artist or myself."

But what of the artists? Are they aware of the time bomb they are helping manufacture? For the most part, the general consensus is no, the artist does not know he or she is causing a problem. According to KLAC's Langford, artists need to learn to say no to a station when it comes to endorsement. Most artists are fairly unaware of the heavy competition factor among radio stations. Additionally, they usually do these promos out of gratitude to

(continued on page 28)

Staten Island Site Of Country & Bluegrass Fest

NASHVILLE — A country and bluegrass festival will kick off the Harbor Performing Arts Series June 7 at the Snug Harbor Cultural Center in Staten Island, N.Y. The festival will feature an hour-long bluegrass concert, followed by a performance by country artist Elwood Bunn and his band Down Yonder. Bunn has appeared several times on NBC-TV's soap opera *Texas* and also on that network's *Real People*. Bunn was also recently filmed for a segment of ABC's *20/20*.

The festival begins at 2 p.m. and will culminate in a square dance party. Further information about the Festival may be obtained by calling (212) 448-2500.

Cymbal, Mayer And Gayden Pact With Famous/Ensign

NASHVILLE — Famous/Ensign Music here has signed Johnny Cymbal, Jake Mayer and Mac Gayden to exclusive writers contracts.

Cymbal, who moved his base of operations from Los Angeles to Nashville earlier this year, is currently represented on the **Cash Box** country charts with the Shoppe's "Doesn't Anyone Get High On Love Anymore." His writing credits include "Mary in the Morning," and as a writer/artist, "Cinnamon" and "Mr. Bassman." He was also composer for the Partridge Family television series.

Mayer broke into the music business as a sound engineer. He joins Famous following a stint with Willie Nelson Music.

Gayden's catalog includes the R&B standard "She Shot A Hole In My Soul" and "Everlasting Love," which has been a Top 10 record on at least four different occasions.

"Signing Johnny, Jake and Mac marks a major step forward in our Nashville commitment," said Marvin Cane, president and chief operating officer of Famous. "It is part of our continuing drive to expand the perimeters of the company in all music areas."

Talent Buyer's Seminar Show Set For TPAC

NASHVILLE — The Country Music Assn. (CMA) Talent Buyer's Seminar showcases have been condensed into one three-hour concert this year, and will relocate from seminar headquarters at the Hyatt Regency Hotel here to the Tennessee Performing Arts Center (TPAC) James K. Polk Theater. Scheduled for Oct. 10, the showcase is designed to give participants in the three-day seminar (Oct. 9-11) an idea of the talent available for state fair, theme park, club and concert bookings.

Don Light, chairman of the seminar showcase committee, said that the move to the TPAC "will be a much more professional and comfortable setting for the performing artists. I'm sure our registrants will enjoy seeing this new facility, which will be a more comfortable setting for them as well."

Light said a memo has been mailed to all agents and managers requesting press kits on proposed showcase acts to be considered by the committee. "All press kits will be reviewed and showcase participants selected by July 1," he said.

Light requested that press kits be mailed to him at Don Light Talent, Inc., 1100 17th Ave. South, Nashville, Tenn. 37212.

Camelot And Sun Sponsor Orion Promo

NASHVILLE — The Camelot Record chain and Sun Records recently co-sponsored a six-week promotion centered on Sun artist Orlon's 90-day "Pioneer Tour." The promotion was designed to familiarize both the chain's personnel and the public with the artist.

Additionally, cash prizes were awarded to personnel who created the best Orlon display based on the theme, "Who is that masked man? — It's Orlon." Prizes were awarded to the top three winners in each of four regional districts. The top winners include Paul Jacoway of Camelot #68; Greg Kane, Camelot #35; Mark Boswell, Camelot #89, and Nick Diamant, Camelot #102, who tied; and Dave Sloan of Camelot #20.

A special consumer incentive prize of a weekend for two including an Orlon concert was awarded to Chad Ledford of Kings Mountain, N.C.

CASH BOX TOP 100 COUNTRY

June 6, 1981

	Weeks On Chart	5/30		Weeks On Chart	5/30		Weeks On Chart	5/30
1 ELVIRA	1	10	36 LOVE KNOWS WE TRIED	38	8	68 AM I LOSING YOU/HE'LL HAVE TO GO	9	12
THE OAK RIDGE BOYS (MCA 51084)			TANYA TUCKER (MCA 51096)			RONNIE MILSAP (RCA PB-12194)		
2 FRIENDS	3	11	37 YOUR WIFE IS CHEATIN' ON US AGAIN	37	11	69 RICH MAN	—	1
RAZZY BAILEY (RCA PB-12199)			WAYNE KEMP (Mercury/PolyGram 57047)			TERRI GIBBS (MCA 51119)		
3 I'M JUST AN OLD CHUNK OF COAL	4	11	38 PRISONER OF HOPE	46	2	70 I DON'T THINK LOVE OUGHT TO BE THAT WAY	18	13
JOHN ANDERSON (Warner Bros. WBS-49699)			JOHNNY LEE (Asylum/Full Moon E-47138)			REBA McENTIRE (Mercury/PolyGram 57046)		
4 BUT YOU KNOW I LOVE YOU	5	9	39 HERE'S TO THE HORSES	40	9	71 LONGING FOR THE HIGH	81	2
DOLLY PARTON (RCA PB-12200)			JOHNNY RUSSELL (Mercury/PolyGram 57050)			BILLY LARKIN (Sunbird SBRR-7562)		
5 WHAT ARE WE DOIN' IN LOVE	6	10	40 DOES SHE WISH SHE WAS SINGLE AGAIN	43	9	72 SINCE I DON'T HAVE YOU	73	4
DOTTIE WEST (Liberty 1404)			BURRITO BROTHERS (Curb/CBS ZS6-01011)			DON McLEAN (Millennium YB-11804)		
6 BLESSED ARE THE BELIEVERS	7	10	41 DON'T GET ABOVE YOUR RAISING	44	6	73 GO HOME AND GO TO PIECES	76	5
ANNE MURRAY (Capitol P-4987)			RICKY SKAGGS (Epic 1902034)			DONNA HAZZARD (Excelsior SIS-1009)		
7 LOUISIANA SATURDAY NIGHT	8	12	42 ANYWHERE THERE'S A JUKEBOX	42	8	74 DREAM MAKER	77	3
MEL McDANIEL (Capitol P-4983)			RAZZY BAILEY (RCA PB-12199)			THE SHOPPE (NSD 90)		
8 A MILLION OLD GOODBYES	10	11	43 JUST LIKE ME	48	6	75 THEY'LL NEVER TAKE ME ALIVE	78	3
MEL TILLIS (Elektra E-47116)			TERRY GREGORY (Handshake WS8-70071)			DEAN DILLON (RCA PB-12234)		
9 I WAS COUNTRY WHEN COUNTRY WASN'T COOL	13	5	44 DIXIE ON MY MIND	50	2	76 NORTH ALABAMA	87	4
BARBARA MANDRELL (MCA 51107)			HANK WILLIAMS, JR. (Elektra/Curb E-47137)			DAVE KIRBY (Dimension DMS-1019)		
10 THE BARON	11	12	45 THE ALL NEW ME	47	6	77 SEVEN DAYS COME SUNDAY	80	3
JOHNNY CASH (Columbia 11-60516)			TOM T. HALL (RCA PB-12219)			RODNEY LAY (SUN 1164)		
11 LOVIN' ARMS	12	8	46 DREAM OF ME	52	5	78 KEEP ON MOVIN'	82	2
ELVIS PRESLEY (RCA PB-12205)			VERN GOSDIN (Ovation OV-1171)			KING EDWARD IV & KNIGHTS (Soundwaves NSD/SW-4635)		
12 THE MATADOR	16	7	47 I STILL MISS SOMEONE	51	6	79 LAY OFF MY MIND	83	3
SYLVIA (RCA PB-12214)			DON KING (Epic 19-02046)			LEE CUMMINS (Stargem SG 2095)		
13 IT'S A LOVELY, LOVELY WORLD	14	10	48 THEY COULD PUT ME IN JAIL	—	1	80 SIMPLE WAYS	86	2
GAIL DAVIES (Warner Bros. WBS-49694)			BELLAMY BROTHERS (Warner Bros./Curb WBS-49729)			BYRON GALLIMORE (Little Giant LG 045)		
14 MONA LISA	15	8	49 TOO MANY LOVERS	57	3	81 I OUGHT TO FEEL GUILTY	84	3
WILLIE NELSON (Columbia 11-02000)			CRYSTAL GAYLE (Columbia 11-02078)			JEANNE PRUETT (Pald PAD-136)		
15 SURROUND ME WITH LOVE	17	9	50 FOOTPRINTS IN THE SAND	55	5	82 QUEEN OF HEARTS	—	1
CHARLY McCLAIN (Epic 19-01045)			EDGEL GROVES (Silver Star SS-20)			JUICE NEWTON (Capitol 4997)		
16 LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)	22	6	51 BALLY-HOO DAYS	56	5	83 SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)	—	1
TOMPALL & THE GLASER BROTHERS (Elektra E-47134)			EDDY ARNOLD (RCA PB-12226)			JOHN DENVER (RCA PB-12246)		
17 BY NOW	20	9	52 SLOW COUNTRY DANCIN'	54	6	84 FOOL, FOOL	—	1
STEVE WARINER (RCA PB-12204)			JUDY BAILEY (Columbia 11-02045)			BRENDA LEE (MCA 51113)		
18 WHISPER	19	10	53 I STILL BELIEVE IN WALTZES	61	2	85 CLEAN YOUR OWN TABLES	85	4
LACY J. DALTON (Columbia 11-01036)			CONWAY TWITTY & LORETTA LYNN (MCA 51114)			KAY T. OSLIN (Elektra E-47132)		
19 FEELS SO RIGHT	28	3	54 I SHOULD'VE CALLED	59	3	86 WANTED	91	2
ALABAMA (RCA PB-12236)			EDDY RAVEN (Elektra E-47136)			THE LEGARDE TWINS (Super Productions SP 648)		
20 EVIL ANGEL	21	12	55 LIKIN' HIM AND LOVIN' YOU	58	4	87 TEXAS IDA RED	89	3
ED BRUCE (MCA 51076)			KIN VASSY (Liberty 1407)			DAVID HOUSTON (Excelsior SIS-1012)		
21 FIRE & SMOKE	23	10	56 WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS	—	1	88 FIRST COWBOY	88	5
EARL THOMAS CONLEY (Sunbird SBRR-7561)			WAYLON & JESSI (RCA PB-12245)			P. J. PARKS (KIK KIK-906)		
22 DO I HAVE TO DRAW A PICTURE	24	10	57 WHISKEY CHASIN'	66	3	89 WIND IS BOUND TO CHANGE	—	1
BILLY SWAN (Epic 19-5100)			JOE STAMPLEY (Epic 19-02097)			LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 11-02123)		
23 LOVE DIES HARD	27	8	58 MIDNITE FLYER	60	4	90 BEDTIME STORIES	—	1
RANDY BARLOW (Pald PAD-133)			SUE POWELL (RCA PB-12227)			JIM CHESNUT (Liberty 1405)		
24 I WANT YOU TONIGHT	25	10	59 ANGELA	65	4	91 THIS MUST BE MY SHIP	—	1
JOHNNY RODRIGUEZ (Epic 19-01033)			MUNDO EARWOOD (Excelsior SIS-1010)			DIANA TRASK (KARI 121)		
25 MY WOMAN LOVES THE DEVIL OUT OF ME	26	9	60 RAINBOW STEW	—	1	92 WALTZES AND WESTERN SWING	92	4
MOE BANDY (Columbia 11-02039)			MERLE HAGGARD (MCA 51120)			DONNIE ROHRS (Pacific Challenger PC-4504)		
26 FOOL BY YOUR SIDE	31	6	61 MUSIC IN THE MOUNTAINS	64	5	93 WITHOUT YOU	93	4
DAVE ROWLAND and SUGAR (Elektra E-47135)			ERNIE ROWELL (Grass GR-63-07)			BUCK OWENS (Warner Bros. WBS-49651)		
27 DARLIN'	29	8	62 WHAT THE WORLD NEEDS NOW IS LOVE	62	6	94 DIAMONDS ARE FOREVER	—	1
TOM JONES (Mercury/PolyGram 76100)			BILLIE JO SPEARS (Liberty 1409)			JUDI J. CALLOWAY (F&L 511)		
28 LOVE TO LOVE YOU	32	6	63 YOU MADE IT BEAUTIFUL	68	4	95 I LOVED 'EM EVERY ONE	30	13
CRISTY LANE (Liberty 1406)			CHARLIE RICH (Epic 19-02058)			T.G. SHEPPARD (Warner/Curb WBS-49690)		
29 SOME LOVE SONGS NEVER DIE	33	9	64 COULD YOU LOVE ME	72	2	96 GETTING OVER YOU AGAIN	34	12
B. J. THOMAS (MCA 51087)			JOHN CONLEE (MCA 51112)			RAY PRICE (Dimension DS-1018)		
30 SEVEN YEAR ACHES	2	17	65 LOVE TAKES TWO	70	4	97 SPREAD MY WINGS	49	9
ROSANNE CASH (Columbia 11-11426)			ROY CLARK (MCA 51111)			TIM REX & OKLAHOMA (Dee Jay/NSD DJR-111)		
31 GOOD OL' GIRLS	36	7	66 RUN TO HER	74	3	98 RODE HARD AND PUT UP WET	53	6
SONNY CURTIS (Elektra E-47129)			SUSIE ALLANSON (Liberty 1408)			JOHNNY LEE (Full Moon/Epic 19-02012)		
32 DON'T BOTHER TO KNOCK	41	5	67 LOVE (CAN MAKE YOU HAPPY)	69	4	99 FLO'S YELLOW ROSE	63	7
JIM ED BROWN & HELEN CORNELIUS (RCA PB-12220)			JAMES MARVELL (Cavaleer CAV-118)			HOYT AXTON (Elektra E-47133)		
33 LEARNING TO LIVE AGAIN	39	8				100 ROLL ON MISSISSIPPI	67	14
BOBBY BARE (Columbia 11-02038)						CHARLEY PRIDE (RCA PB-12178)		
34 UNWOUND	45	4						
GEORGE STRAIT (MCA 51104)								
35 YOU'RE CRAZY MAN	35	9						
FREDDIE HART (Sunbird SBRR-7560)								

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Million Old Goodbyes (Buzz Cason/Angel)	8	Fool By Your Side (Kelly & Lloyd — ASCAP)	26	SESAC)	71	Some Days Are Diamonds (Tree — BMI)	69
Wing/Pixrus — ASCAP	8	Fool, Fool (Irving/Down 'N Dixie/Danor/Almo — BMI/ASCAP)	84	Louisiana Saturday Night (Hall-Clement — BMI)	7	Some Love Songs (Southern Nights/Youngun Co. — ASCAP/BMI)	29
Am I Losing You (Rondo — BMI)	68	Footprints In The Sand (BGO/Southfield — ASCAP)	50	Love (Dandelion/Rendezvous Tobac — BMI)	67	Spread My Wings (Donnie Do-Dad/Line Man — BMI)	97
Anywhere There's A Jukebox (Goldsboro — ASCAP)	42	Friends (House Of Gold — BMI)	2	Love Dies Hard (Frebar — BMI)	23	Surround Me (Al Gallico — BMI/Bibo — ASCAP)	15
Angela (Music West of The Pecos — BMI)	59	Getting Over You (Millstone — ASCAP/Baray — BMI)	96	Love Knows We Tried (Duchess/Red Angus/Chappell — BMI/ASCAP)	36	Texas Ida Red (Crosslake/Captar — BMI)	87
Bally-Hoo Days (Tree/Windchime — BMI)	51	Go Home (Flying Dutchman/Scimitar — BMI)	73	Love Takes Two (House of Gold/Tree — BMI)	65	The All New Me (Hallnote — BMI)	45
Bedtime Story (House Of Gold — BMI)	90	Good Ol' Girls (Cross Keys — ASCAP)	31	Love To Love You (Cristy Lane — ASCAP)	28	The Baron (First Lady/Sylvia's Mothers'/Algee — BMI)	10
Blessed Are The Believers (Chappell/Unchappell — ASCAP/BMI)	6	He'll Have To Go (Central Songs — BMI)	68	Lovin' Arms (Almo/Chandos — ASCAP)	11	The Matador (Pi-Gem — BMI)	12
But You Know (Tro-Devon — BMI)	4	Here's To The Horses (Chappell & Co. — ASCAP/Rightsong — BMI)	39	Lovin' Her Was Easier (Combine — BMI)	16	They'll Never Take Me Alive (Pi-Gem — BMI)	75
By Now (Pi-Gem — BMI/Chess — ASCAP)	17	I Don't Think Love (Ray Stevens/Lucy's Boy — BMI)	70	Midnite Flyer (Rocky Top — BMI)	58	This Must Be (Blackwood/Magic Castle — BMI)	91
Clean Your Own (Blackwood/Back Road — BMI)	85	I Loved 'Em Every One (Tree — BMI)	95	Mona Lisa (Famous — ASCAP)	14	Too Many Lovers (Cookhouse — BMI/Mother Tongue — ASCAP)	49
Could You Love Me (Rose — BMI)	64	I Ought To (Combine — BMI/Southern Night — ASCAP)	81	Music In The (Blue Creek — BMI/King Cleo — BMI)	61	Unwound (Pi-Gem/Pannin' Gold — BMI)	34
Darlin' (September/Yellow Dog — ASCAP)	27	I Should've Called (Milene — ASCAP)	51	My Woman Loves (Baray — BMI)	25	Waltzes And Western Swing (Moonridge — ASCAP)	92
Diamonds Are Forever (Unart — BMI)	94	I Still Believe In Waltzes (Southern Nights — ASCAP)	53	North Alabama (Millstone — ASCAP/Joe Allen — BMI)	76	Wanted (Troil/Joe Doe — BMI)	86
Dixie On My Mind (Bocephus — BMI)	44	I Still Miss Someone (Rightsong — BMI)	47	Prisoner Of Hope (Elektra/Asylum — BMI)	38	What Are We Doin' (Chappell/Sailmaker — ASCAP)	5
Do I Have (McGrath — ASCAP/Missing Finger — BMI)	22	I Want You Tonight (Algee — BMI)	24	Rainbow Stew (Shade Tree — BMI)	60	What The World Needs (Jac/Blue Seas — ASCAP)	62
Does She Wish (United Artists — ASCAP)	40	I Was Country (Pi-Gem — BMI)	3	Rich Man (Song Biz — BMI)	69	Whiskey Chasin' (Sabal — ASCAP)	57
Don't Bother To Knock (Pi-Gem — BMI)	32	I'm Just An Old Chunk Of Coal (ATV — BMI)	3	Rode Hard And Put Up Wet (Enoree — BMI)	98	Whisper (Algee — BMI)	18
Don't Get Above Your (Peer International — BMI)	41	It's A Lovely, Lovely World (Acuff/Rose — BMI)	13	Roll On Mississippi (Pi-Gem — BMI)	100	Wild Side Of Life (Unart/Peer International — BMI)	56
Dream Maker (Walbeck — ASCAP)	74	Just Like Me (Al Gallico/Algee — BMI)	43	Run To Her (Screen Gems-EMI — BMI)	66	Wind Is Bound To Change (Larry Gatlin — BMI)	89
Dream Of Me (Sable/Sawgrass — BMI)	46	Keep On Movin' (Phono — SESAC)	78	Seven Days (Onhisown — BMI/Arian — ASCAP)	77	Without You (Blue Book — BMI)	93
Elvira (Acuff/Rose — BMI)	1	Lay Of My Mind (Trimestar — ASCAP)	79	Seven Year Ache (Hotwire/Atlantic Corp. — BMI)	30	You Made It (Warner-Tamertane/Algee — BMI)	68
Evil Angel (Fourth Floor/Hot Kitchen/Blendingwell — ASCAP)	19	Learning To Live (Hall-Clement — BMI)	33	Simple Ways (Jerrimick — BMI)	80	Your Wife Is Cheatin' (Tree/Baray — BMI)	37
Feels So Right (Maypop — BMI)	20	Likin' Him And Lovin' (Southern Nights — ASCAP)	55	Since I Don't (Bonnyview/Southern — ASCAP)	72	You're Crazy Man (Red Ribbon/Hartline/Blackwood — BMI)	35
Fire & Smoke (Blue Moon/April — ASCAP)	21	Longing For The High (Cross Keys — ASCAP/Timber —	—	Slow Country Dancin' (Baray — BMI)	52		
First Cowboy (Boo-Famous — ASCAP)	88						
Flo's Yellow Rose (WB Corp. — ASCAP)	99						

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

COUNTRY

THE COUNTRY COLUMN

REUNION WITH WALKER — It's been almost three years since Jerry Jeff Walker released "Contrary To Ordinary." Walker fans can now rest easy; there is finally new product — "Reunion." For those of you who like to keep running tallies, Walker has released 12 albums in his 13-year recording career, including "Mr. Bojangles" and "Five Years Gone" in 1968 and "Being Free" in 1969, all on the Atlantic label. After that release, Walker moved his talents to MCA in 1973, following a four-year hiatus. Walker debuted on the label with a self-titled album and later that same year released "Viva Terlingua." He followed with "Walker's Collectibles," "Ridin' High," "It's A Good Night For Singin'," "A Man Must Carry On," "Contrary To Ordinary," "Best Of" and his latest, "Reunion," which was recorded at Muscle Shoals Sound Studios and produced by Barry Beckett. There you have it, a complete album discography of an artist who somewhere along the line picked up the moniker the "original redneck mother."



Jerry Jeff Walker

THE BARON ALBUM — As we all thought it would, "The Baron" single project by Johnny Cash and Billy Sherrill has blossomed into an album project, which is slated for release this week. The single and album project marked the first time Sherrill had ever produced Cash (Cash Box, March 21). Material on the album includes "Hey, Hey Train," a natural for Cash, and a couple of up-tempo surprises — "The Blues Keep Getting Bluer" and "The Hard Way." If you're in the area, you can catch Cash at Honolulu's Walkiki Sheraton June 9-11, and a series of Australian dates June 15-24.

HERE AND THERE — Building on its reputation as a solid drawing card for opening new clubs, the Rangers played the newly opened Headless Horseman Club in Greenville, Miss. May 13-17, and, beginning May 25, worked a six-day engagement at the South 40 Club in Burlington, Iowa during the club's second week of operation. Between opening clubs, the group found time to record at Music City Recorders with producers Jerry West and Jack Logan . . . When Network Ink, Inc. president Mike Hyland adopted a little wire-haired puppy named Dolly last year, little did he expect the promiscuous pup would give birth to four little ones less than a year later. In honor of the dog's namesake, Hyland and family have named the three puppies who will remain part of the Hyland clan after the more well-known namesake's siblings — Frelda, Floyd and Stella . . . Ferlin Huskey has signed with the Shorty Lavender Talent Agency in Nashville . . . Roger Miller and Willie Nelson began recording a duet album earlier in May . . . Since signing with the Agency for the Performing Arts, Riders In the Sky has made a number of television and personal appearances, including the Boarding House in San Francisco, Caesar's Palace in Lake Tahoe and the John Davidson Show. Look for the group's second album, "Cowboy Jubilee," to ship this week on Rounder Records . . . The recently released Billy Joe Royal album on Kat Family Records has a little bit of everything on it, from A/C to Top 40 to country. It was produced by Chips Moman . . . During the Piggys' recent concert at Ringside Seat in Nashville, Elvis Costello was seen in the audience, catching the group's show for the second time in less than a year. Also on hand was Doobie Brother John McFee, who was in town playing with Costello. Outside interest in the Nashville rockers seems to be increasing more and more, while the local following remains on a steady upswing . . . In a most unprecedented move, the Statler Brothers and Lester "Roadhog" Moran and his Cadillac Cowboys will appear on the same stage, although they will not go so far as to appear at the same time. Both groups will appear on the upcoming syndicated special, Music City News Awards Show, June 8, which will be broadcast from the Grand Ole Opry House. The Statlers are co-hosting the annual event . . . The Johnny Dollar Company in Nashville is handling production and promotion for the local indie label National Foundation Records . . . For country entertainment in New York, O'Lunney's seems to be one of the places to be. The club will be featuring bands like Blackwater, Saw Back Sally, Jereme and her Band, the Gabe Johnson Band, the Cammie Harper Band, Steel Angel, the Lost Rhythm Boys and Three Penny Opera during June . . . Louise Mandrell and R.C. Bannon have signed with RCA . . . The Corbin/Hanner Band has two new tours booked for the summer — first with Oak Ridge Boys, followed by the New Riders of the Purple Sage . . . Roy Clark's left arm has mended properly, and he opened his late-May stint at the Frontier Hotel in Vegas on schedule . . . Guy Clark recently attended the New York premiere of Heartworn Highways, a documentary music film starring Clark, Townes Van Zandt, the Charlie Daniels Band, David Allan Coe and others. It was like a high school reunion when Clark and Van Zandt got together for a little impromptu performance at City Limits later that evening.

BUILT-IN FOLLOWING — When Terry McMillan's debut single for RCA is released this month, there is no doubt the label will have no trouble at all promoting it. The young percussionist/harmonica player from High Point, N.C. has already built a solid reputation as one of the country's top session musicians, with four NARAS Superpicker Awards to his credit. And during a recent showcase, we saw what a following he already boasts — swarms of fans that range from their teens to 60-plus crowded about McMillan after his performance, asking for autographs and his Fan Fair schedule.

Jennifer Bohler



Terry McMillan



FROM HARPER VALLEY TO THE MOUNTAIN TOP — Jeannie C. Riley, who will long be remembered for her hit, "Harper Valley P.T.A.," recently appeared at an autograph party at Mill's Bookstore in Nashville in support of her autobiography, From Harper Valley to the Mountain Top. The autograph party was the first in a series of promotions for the book, which will include an appearance on the Today Show, as well as other television and radio appearances. Riley (r) is pictured with some fans at the bookstore.

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



BADLANDS (CMH 1540)

The Gettin' Over You (3:06) (Jowag Music/Silver Ridge Music — ASCAP) (J.D. Stiegling) (Producer: J. Wagner)

From out of the west they came, or so it seems with this up-and-coming group on the L.A.-based CMH label. The single, with its solid harmonies, excellent lead vocals and arresting piano and guitar interlude, is commercial and satisfying enough to catch the interest of country radio. Also, jukebox operators should pay close attention.

JOHN REX REEVES (Soc-A-Gee SC 100)

You're the Reason (2:42) (Vogue Music — BMI) (B. Edwards, F. Henley, M. Imes, T. Fell) (Producer: J. Elgin)

Reeves has an easy way about his singing that is reminiscent of Eddy Arnold or Razy Bailey. The catchy melody, punctuation percussion and accompanying female vocalists add punch to Reeves' flowing vocals about sleepless nights. A good tune for drive time.



HITS OUT OF THE BOX

JUICE NEWTON (Capitol 4997)

Queen Of Hearts (3:29) (Drunk Monkey Music — ASCAP) (H. Devito) (Producer: R. Landis)

THE STATLER BROTHERS (Mercury 57051)

Don't Wait On Me (3:14) (American Cowboy Music — BMI) (H. Reid, D. Reid) (Producer: J. Kennedy)

DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS-49745)

A Texas State Of Mind (2:37) (Peso Music/Wallet Music — BMI) (C. Crofford, J. Durrill, S. Garrett) (Producers: S. Garrett, S. Dorff)

FEATURE PICKS

JERRY REED (RCA PB-12253)

Good Friends Make Good Lovers (2:53) (Warner Tamerlane Pub. Corp/Face The Music — BMI) (T. Seals) (Producers: N. Wilson, J. Reed, D. Briggs)

DEBBY BOONE (Warner Bros./Curb WBS-49720)

It'll Be Him (3:01) (Hat Band Music/Baron Music — BMI) (B. R. Reynolds) (Producer: L. Butler)

THRASHER BROTHERS (MCA 51123)

Smooth Southern Highway (3:33) (Tree Publ. Co./Cross Keys Publ. — BMI/ASCAP) (C. Putman, S. Throckmorton) (Producer: J. Foglesong)

THE O'ROARK BROTHERS (Comstock COM-1658)

Can't We Start Over Again (2:39) (White Cat Music — ASCAP) (D. Kalman) (Producer: P. Parker)

BILLY LYERLY (RCA PB-12255)

My Baby's Coming Home Again Today (2:36) (Chaparral Music — ASCAP) (B. Lyerly)

DOUG KERSHAW (Scotti Brothers ZS6-02137)

Hello Woman (3:49) (Doug Kershaw Music — BMI) (D. Kershaw) (Producers: D. Perry, D. Kershaw)

LULA BELLE (Pacific Challenger PC-3516)

Home Made Wine (2:59) (Pacific Challenger Music — BMI) (L.B. Garland) (Producer: C. Whittington)

RAY PILLOW (First Generation FGS-011)

One Too Many Memories (2:48) (Sawgrass Music — BMI) (K. Westberry) (Producer: P. Drake)

CONCRETE COWBOY BAND (Excelsior SIS-1011)

Country Is The Closest Thing To Heaven (You Can Hear) (2:55) (Captar Music — ASCAP) (B. Keeley, S. Vining) (Producers: S. Vining, E. Keeley)

LARRY HEABERLIN (Sungold SG-100)

Too Many Movies (2:50) (Keca Music — ASCAP) (J. Weatherly) (Producer: J. Howard)

ALBUM REVIEWS



PLEASURE — Dave Rowland and Sugar — Elektra 5E-525 — Producer: Jimmy Bowen — List: 8.98

Dave Rowland and Sugar have a new producer, a new label and a new female vocalist, but fans of the group's distinctive boy/girl harmonies can relax — the threesome has retained the sound that has become a popular item on both radio and jukebox. Equally adept at handling up-tempo numbers and the soft ballads, this album gives an ample sampling of both. Cuts to watch in addition to the single, "Fool By Your Side," include "The Pleasure's All Mine," "The First Time All Over Again" and "Once Or Twice."

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. **THEY COULD PUT ME IN JAIL** — BELLAMY BROTHERS — WARNER/CURB — 54 REPORTS.
2. **WILD SIDE OF LIFE/IT WASN'T GOD WHO MADE HONKY TONK ANGELS** — WAYLON AND JESSI — RCA — 45 REPORTS.
3. **RAINBOW STEW** — MERLE HAGGARD — MCA — 44 REPORTS.
4. **RICH MAN** — TERRI GIBBS — MCA — 33 REPORTS.
5. **SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE)** — JOHN DENVER — RCA — 21 REPORTS.
6. **COULD YOU LOVE ME (ONE MORE TIME)** — JOHN CONLEE — MCA — 21 REPORTS.
7. **WIND IS BOUND TO CHANGE** — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 19 REPORTS.
8. **FOOL, FOOL** — BRENDA LEE — MCA — 17 REPORTS.
9. **I STILL BELIEVE IN WALTZES** — CONWAY TWITTY and LORETTA LYNN — MCA — 17 REPORTS.
10. **BEDTIME STORIES** — JIM CHESNUT — LIBERTY — 15 REPORTS.

MOST ACTIVE COUNTRY SINGLES

1. **FEELS SO RIGHT** — ALABAMA — RCA — 78 REPORTS.
2. **I WAS COUNTRY WHEN COUNTRY WASN'T COOL** — BARBARA MANDRELL — MCA — 72 REPORTS.
3. **FOOL BY YOUR SIDE** — DAVE ROWLAND and SUGAR — ELEKTRA — 56 REPORTS.
4. **LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN)** — TOMPALL and the GLASER BROTHERS — ELEKTRA — 52 REPORTS.
5. **DON'T BOTHER TO KNOCK** — JIM ED BROWN and HELEN CORNELIUS — RCA — 51 REPORTS.
6. **THE MATADOR** — SYLVIA — RCA — 44 REPORTS.
7. **SURROUND ME WITH LOVE** — CHARLY McCLAIN — EPIC — 43 REPORTS.
8. **UNWOUND** — GEORGE STRAIT — MCA — 41 REPORTS.
9. **TOO MANY LOVERS** — CRYSTAL GAYLE — COLUMBIA — 41 REPORTS.
10. **LOVE DIES HARD** — RANDY BARLOW — PAID — 39 REPORTS.

Artist Endorsement, Identification Causes Problems At Country Radio

(continued from page 24)

a station and don't see their friendly gesture as a potentially explosive problem.

"It can be a problem. I really don't understand why it should be a problem... I think we're all in the music business together, and we should be working for the same thing," commented Richard Sterban of the Oak Ridge Boys. "I think competition is a healthy thing. It keeps you on your toes and makes you work harder."

Follow Copy

He explained that usually when the Oak Ridge Boys do promos for a station, they read what is on the copy handed to them.

"Possibly that is somewhat of an error on our part," he said. "Maybe we shouldn't read word for word what the copy says. But we try to make the people at the station happy, so we go along with it. It does not always necessarily reflect exactly how we feel; but when a music director or program director has been good enough to play our record, I usually read off the copy that he wants me to read."

"Put yourself in an artist's position. You go into a radio station where your record is Top 10 or even #1 — it's pretty difficult to turn down a guy when he wants you to cut a

spot for him," Sterban said. "There has never been any intention on our part to hurt another station. Anybody who has taken offense should realize that, because if we were at their station, we would go along with what they wanted us to do. We try to make everybody happy if we possibly can. I realize there has been a problem from time to time, and I'm not sure I know what the answer is. Maybe we could use a little more discretion as to what we say and be more thoughtful about the other stations in the market. That may be one area artists can help."

First Generation Show To Be Aired On WSM

NASHVILLE — The First Generation Records showcase, set for June 9 at the Nashville Palace, will be the subject of a live broadcast over WSM here. The showcase, which will take place during Fan Fair, will feature First Generation artists Ernest Tubb, Jean Shepard, Ray Pillow, Jan Howard, Charlie Louvin, Justin Tubb, Stonewall Jackson, the Wilburn Brothers, and the Vic Willis Trio, who are all part of the First Generation's "Stars of the Opry" record series.

"This show will allow the attending fans to hear and meet our artists first hand," said Pete Drake, the label's president and producer of the record series. "The live broadcast over WSM will give fans who can't attend Fan Fair an opportunity to hear our artists."

In addition to the showcase, the record label will also be sponsoring a Fan Fair softball team, which is scheduled to participate in the Fan Fair Celebrity Softball Tournament, set for June 8-9. Playing for the team will be Ernest Tubb, Justin Tubb, Teddy and Doyle Wilburn, Pillow, B.J. Thomas, Cal Smith, Louvin, Willis and Marty Robbins.

There will also be an autograph party for the label's artists at the new Ernest Tubb Western Wear shop on Music Valley Drive June 9 at 3 p.m. Jean Shepard and Tubb are each scheduled to host Fan Club picnics June 9. Shepard's is set for 1 p.m., while Tubb's will begin at 6 p.m.



McCLAIN VISITS KLIF — While in Arlington, Texas on a recent promotional tour for her album, "Surround Me With Love," Epic artist Charly McClain (l) dropped in on KLIF's PD Danny McDuff to chat about the album and her current single, which is the title track of the album.

THE COUNTRY MIKE

NBC COUNTRY SESSIONS MOVES INTO PHASE II — With more than 200 country stations offering *Country Sessions* from coast to coast, the NBC Radio network will continue the popular one hour, recorded-in-concert country music special with a new set of country stars in upcoming months. To date, featured artists now scheduled to be aired include, **Razzy Bailey**, May 30-31; **Mickey Gilley** and **Johnny Lee**, June 6-7; **Billy "Crash" Craddock**, June 13-14; **Brenda Lee**, June 20-21; **T.G. Sheppard**, June 27-28; **Doug Kershaw**, July 4-5; **Donna Fargo**, July 11-12; **Johnny Rodriguez**, July 18-19; **Jerry Lee Lewis**, July 25-26; and **Jacky Ward**, Aug. 1-2. **Morrie Trumble**, director, programs, NBC Radio Network, commented; *Country Sessions* has been a big hit with our affiliates coast-to-coast. More than 200 stations are now offering their listeners top superstar features



Brad Stapleton

each week. We're delighted to continue this ambitious program package." The series is produced through the facilities of NBC Chicago affiliate **WMAQ**, hosted by MAQ morning air personality **Joel Sebastian** and put together by the operations manager **Brian Chau**. **PERSONALITY PROFILE** — Brad Stapleton had always been interested in speech, acting and the theater. But due to the general disposition of theater crowds, which seemed to annoy him, Stapleton turned his sights toward a career in broadcasting. He attended the University of Oregon and attained a degree in broadcasting, while engineering and producing programs for the university's television station, as well as working weekends with Eugene radio stations **KUGN** and **KORE**. Upon graduation, Stapleton had no trouble finding work with his extensive background. In 1972, he briefly took a position with MOR/talk station **KBDF**. After six months, however, Stapleton began his first afternoon shift with **KEED**/Eugene. In two years, he had worked his way into the music director position; then the station switched to a country format. Almost a year later, due to management disagreement, Stapleton went to crosstown rival **KEEN** in January of 1976. After three years of handling the 9 a.m. - 2 p.m. shift, Stapleton was appointed music director. Most recently, he was named assistant program director by present PD, **Jay Albright**. Stapleton will continue his present air shift, as well as assist Albright, which will primarily entail compiling a new innovative computer system that will more effectively assimilate data in market research.

KRMD HOLDS REPORT RADIOTHON FOR ST. JUDES HOSPITAL — In a recent **KRMD**/Shreveport radiothon, \$41,663 was raised during the two-day event for the St. Jude's Children's Hospital of Memphis, Tenn. According to program director/music director **Tom Phifer**, this healthy sum brings the yearly total raised for the charity to nearly \$69,000.

TICKET CONTESTS — **WHK**/Cleveland has mailed out "WHK Money Tickets" to nearly one million area residents in what is said to be an "unprecedented Cleveland area promotion." The "WHK Money Ticket" will give listeners a chance to win \$1,000 in cash, with the person holding the card with the winning raffle number taking the pot. In the promotion, which began May 21, morning jock **Gary Dee** broadcasts the winning number each day during his show until all 10 cash prizes have been awarded, or through Sept. 1, whichever comes first. Winning "Money Ticket" holders must call WHK before 5 p.m. the day of the broadcast and redeem the ticket within three business days of hearing the winning number. **KLAC**/Los Angeles and Stop 'N Go convenience markets throughout Southern California are co-sponsoring a "Hot Ticket" contest through the months of May and June. The more than 100 area markets serve as "Hot Ticket" pick-up points for contest participants, who may win instantly by scratching the upper portion of the ticket to reveal a prize. Listeners may also win by retaining the lower half of the ticket and listening for the winning number to be aired over **KLAC**. Grand prizes include cash, major General Electric appliances and a 1981 L'I Hustler Datsun pick-up truck.

LeGARDE TWINS FINISH RADIO PROMO TOUR — Australia's singing cowboys, **Ted and Tom LeGarde** recently completed a rather hectic 18-day, 100-station promotional tour through Texas, Louisiana, Mississippi and Tennessee, hitting secondary markets and several of the majors. The twins, who have recently met with Top 100 national chart success, were very encouraged by the conversations and reactions with program and music directors. Commenting on their traveling experience, they stated, "If you have a good product and a burning desire to get out and meet the program and music directors personally, they will listen to your record and give you their honest opinion. If they like it, they will play it." The LeGardes primarily concentrated on doing air interviews and shows to promote their newest release, "Wanted," and found jocks mostly interested in having them on their all-night shows. Even if that's the only time available, the LeGardes would enthusiastically accept!

country mike

PROGRAMMERS PICKS

Rob Hough	KTTS/Springfield	Wild Side Of Life/It Wasn't God Who Made Honky Tonk Angels — Waylon and Jessi — RCA
Bob Grayson	WIST/Charlotte	Rich Man — Terri Gibbs — MCA
Jim Bell	WPNX/Columbus	Bedtime Stories — Jim Chesnut — Liberty
Brady McGraw	WQQT/Savannah	They Could Put Me In Jail — Bellamy Brothers — Warner/Curb
Bill Jones	WKSJ/Mobile	Feels So Right — Alabama — RCA
Mike Carta	WIL/St. Louis	Likn' Him And Lovin' You — Kin Vassy — Liberty
Ed Brooks	WDSD/Dover	Right In The Wrong Direction — Liz Lyndell — Koala
Paul Thorne	KUGN/Eugene	They Could Put Me In Jail — Bellamy Brothers — Warner/Curb
Buddy Johnson	KLVI/Beaumont	It's Not The Rain — Music Row — Debut

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	5/30		Weeks On Chart	5/30
1 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	2	7	38 SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	50	3
2 A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	1	8	39 IN OUR LIFETIME MARVIN GAYE (Tamla/Motown T8-374M1)	39	19
3 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	5	6	40 HOTTER THAN JULY STEVIE WONDER (Tamla/Motown T8-373M1)	36	31
4 THE DUDE QUINCY JONES (A&M SP-3721)	4	10	41 GLAD YOU CAME MY WAY JOE SIMON (Posse POS 10002)	43	9
5 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1)	3	14	42 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	41	34
6 GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	6	24	43 PORTRAITS SIDE EFFECT (Elektra 6E-335)	56	3
7 STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8	4	44 NIGHTWALKER GINO VANNELLI (Arista AL 9539)	28	5
8 RADIANT ATLANTIC STARR (A&M SP-4833)	7	14	45 CLOSER GINO SOCCIO (Atlantic SD 16042)	52	2
9 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	10	21	46 EVERYTHING IS COOL T-CONNECTION (Capitol ST-12126)	46	14
10 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	12	30	47 IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	35	13
11 MY MELODY DENICE WILLIAMS (ARC/Columbia FC 37048)	11	10	48 TURN THE HANDS OF TIME PEABO BRYSON (Capitol ST-12138)	45	15
12 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	15	6	49 "RIT" LEE RITENOUR (Elektra 6E-331)	60	2
13 MIRACLES CHANGE (Atlantic SD 19301)	9	8	50 SKYYPORT SKYY (Salsoul/RCA SA-8537)	40	26
14 GRAND SLAM THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	13	13	51 ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	48	15
15 TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	17	11	52 ALICIA ALICIA MEYERS (MCA-5181)	57	7
16 HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	14	12	53 WELCOME BACK BLUE MAGIC (Capitol ST-12143)	58	4
17 CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176)	19	12	54 BARRY & GLODEAN BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS FZ 37054)	54	5
18 VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	20	13	55 TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	—	1
19 NIGHTCLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624)	31	3	56 LOVE LIFE BRENDA RUSSELL (A&M SP-4811)	42	9
20 LICENSE TO DREAM KLEER (Atlantic SD 19288)	16	17	57 THERE MUST BE A BETTER WORLD SOMEWHERE B.B. KING (MCA-5162)	47	16
21 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	21	28	58 FANTASY (Pavillion/CBS JZ 37151)	59	4
22 KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	24	8	59 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	61	6
23 MAGIC MAN ROBERT WINTERS AND FALL (Buddah/Arista BDS 5732)	26	9	60 GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147)	63	2
24 IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	18	21	61 TO LOVE AGAIN DIANA ROSS (Motown M8-951M1)	55	14
25 KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	—	1	62 NEVER GONNA BE ANOTHER ONE THELMA HOUSTON (RCA AFL1-3842)	69	2
26 MAGIC TOM BROWNE (GRP/Arista 5503)	23	16	63 ARETHA FRANKLIN (Arista AL 9538)	53	33
27 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	27	6	64 JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE JOHNNY "GUITAR" WATSON (DJM/PolyGram 501)	—	1
28 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	44	2	65 SUN: FORCE OF NATURE SUN (Capitol ST-12142)	51	10
29 LOVE IS . . . ONE WAY ONE WAY (MCA-5163)	33	15	66 LIVE AND MORE ROBERTA FLACK AND PEABO BRYSON (Atlantic SD 2-7004)	65	25
30 INTUITION LIXX (Chrysalis CHR 1332)	37	3	67 LET'S BURN CLARENCE CARTER (Venture VL 1005)	49	25
31 JERMAINE JERMAINE JACKSON (Motown M8-1499F)	32	27	68 GOLDEN TOUCH ROSE ROYCE (Whitefield/Warner Bros. WHK 3512)	71	18
32 HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	25	20	69 HAD TO SAY IT MILLIE JACKSON (Spring/PolyGram SP-1-6730)	67	21
33 THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	22	21	70 TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	—	1
34 PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	30	12	71 PERFECT FIT JERRY KNIGHT (A&M SP 4843)	64	11
35 STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	34	34	72 TENDERNESS OHIO PLAYERS (Boardwalk FW 37090)	66	9
36 TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5226)	38	7	73 LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1)	—	1
37 'NARD BERNARD WRIGHT (GRP/Arista 5011)	29	11	74 LABOR OF LOVE SPINNERS (Atlantic SD 16032)	68	10
			75 DIRTY MIND PRINCE (Warner Bros. BSK 3478)	74	32



DESTINATION DESTINY — Polydor/PolyGram recording artists Alton McClain & Destiny recently visited the offices of their record company to plan promotion strategy for their album "Gonna Tell The World." Pictured are (l-r): Tommy Young, director of field promotions, black music, PolyGram; Vince Pellegrino, director, national promotion, PolyGram; D'Marie Warren; Alton McClain and Robyrda Stiger of the group; Ernie Singleton, director of black music marketing, west coast, PolyGram.

THE RHYTHM SECTION

GIVIN' IT TO THE MUSIC — Gordy/Motown's Rick James has developed simultaneous skills as an artist and producer, taking the growth of each to their logical extension before transcending to a different level of presentation. He has successfully produced himself with the Stone City Band, as well as two solo efforts by that outfit while producing and co-writing many of the songs on labelmate Teena Marie's debut LP. He is now preparing to produce Stone City Band member Danny Lemell's solo project. James, a Buffalo, N.Y. native who turned the phrase "punk funk" and carved a niche alongside other funk concepts like the Clinton-driven funkateers, said that his outrageous, braided, spangled spaceman image may undergo some changes in the future. "It's hard to stay in one thing too long, so I plan on doing an image change, a change of style, but I'll still be Rick James," he explained. But before he embarks on any image altering, James is slated to strike out on tour the first week in June to support his current LP, "Street Songs," and the current single, "Give It To Me Baby," which is #3 bullet on this week's Cash Box B/C Singles chart. The tour includes the U.S., Europe and then Japan. James is optimistic about overseas markets for his music. "It's very good there, actually it's never been better. The people have always been into black music, sometimes more so than here," he commented. James also said that although reggae forays by current pop artists like Stevie Wonder, Third World and Blondie have made some penetration into the black consumer market here, "I think people would have to be able to dance to reggae before it gets wider acceptance by black listeners." One apt case in point is the Stone City Band's "Funky Reggae" cut from the album "The Boys Are Back," which incorporates the choppy reggae beat with a more danceable rhythmic groove. The funk is a basic element in much of James' music, although he has displayed a knack for melodic and lyrical sensibilities as well. When the next phase of James' emergence is complete, more substantial penetration into the pop market may ensue.

HIBERNATION SWANSONG — The enigmatic Miles Davis is set to release his first studio LP in seven years on Columbia, titled "The Man With The Horn." In contrast to the fusion textures that blanketed his vinyl during the early '70s, sources at the label are saying that this is some straight-ahead, acoustic blowing. Players on the upcoming album consists of a fresh ensemble that includes saxophonist Bill Evans, drummer Al Foster, guitarists Barry Finnerty and Mike Stern and percussionist Sammy Figueroa. Longtime Davis associate Teo Macero produced "The Man And His Horn," which we hope to hear snatches of during Miles' July 5 performance at New York's Kool Jazz Festival.

ALL THAT JAZZ — The Toshiko Aklyoshi/Lew Tabackin Big Band has been signed for encore performances during the 1981 Monterey Jazz Festival Sept. 18-20. The 16-piece outfit follows grand finale performances rendered during the '75 and '76 festivals. Joining the big band during the festival are Mundell Lowe, Clark Terry, Flora Purim & Airto, Richie Cole & Cal Tjader, among others.

AIRWAVES — Programming for L.A.'s KJLH "RadioVision" will take on a new wrinkle shortly as the station's morning personality Levi Booker has been named director of singles and 12" records and music committee coordinator there. Also on the committee is KJLH vice president and general manager Don Mizell and program director Lawrence Tanner. Booker will be responsible for selecting and organizing all singles and 12" records played on the station.

GIFT GIVING IMPERIAL STYLE — The National Assn. of Recording Merchandisers (NARM) would have been proud of President Ronald Reagan recently when he offered Korean head of state Chun Doo Hwan a musical gift during his visit to the White House. In that package were albums by Earth, Wind and Fire, Billy Joel, Queen, Blondie, Chicago and the Bee Gees.

L.A. CONFAB — The recently concluded third annual Black Music Assn. Conference held at Los Angeles' Century Plaza offered more reinforcement of stated future goals and laudatory presentations about the organization's accomplishments. Absent, by and large, were panels of resolve that in the past offered a plan of action toward attaining future goals. Also absent was full representation of the industry's various segments. Although it was evident that steps were taken to insure that many of the major issues pertaining to black music were canvassed, and all segments represented, some levels of the industry were not present. While it is understood that the expense of a four-day weekend in Los Angeles is prohibitive, a more intense focus on specific problems facing black music and some effort to set up the mechanisms to deal with them might attract more conventioners. NARM, NAB and NRB focus on the general problems facing the music industry, but the BMA has an opportunity to avoid the pitfall of focusing too much on generalities.

SHORT CUTS — The soundtrack to the Richard Pryor, Cicely Tyson film *Bustin' Loose* will be released by MCA Records June 12. Produced by Atlantic artist Roberta Flack, the LP features six Flack-penned tunes, all of which are performed by the singer except "Ballad For D," a tribute to the late Donny Hathaway, which is performed by co-writer Peabo Bryson. . . . Atlantic artist Ullanda McCullough recently made the New York radio rounds, stopping in on air personality Chuck Leonard who interviewed her about her self-titled debut LP and single, "Bad Company."

michael martinez

CASH BOX TOP 100

June 6, 1981

	Weeks On Chart	5/30		Weeks On Chart	5/30		Weeks On Chart	5/30
1 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. WBS 49692)	1	12	35 ARE YOU SINGLE AURRA (Salsoul/RCA S7 2139)	44	6	70 FOR YOUR PRECIOUS LOVE THE IMPRESSIONS (20th Century-Fox/RCA TC-2491)	71	4
2 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER, JR. & RAYDIO (Arista AS 0592)	2	14	36 WHAT TWO CAN DO DENIECE WILLIAMS (ARC/Columbia 11-60504)	30	14	71 IT'S YOUR CONSCIENCE DENIECE WILLIAMS (ARC/Columbia 11-02108)	80	2
3 GIVE IT TO ME BABY RICK JAMES (Gordy/Motown G 7197F1)	6	11	37 IS IT YOU LEE RITENOUR (Elektra E-47124)	42	7	72 GROOVE CITY T-CONNECTION (Capitol P-4995)	79	4
4 YEARNING FOR YOUR LOVE GAP BAND (Mercury/PolyGram 76101)	4	11	38 IF I DON'T LOVE YOU RANDY BROWN (Chocolate City/PolyGram CC 3224)	39	8	73 LOVE ON A TWO WAY STREET STACY LATTISAW (Cotillion/Atlantic 46015)	—	1
5 MAKE THAT MOVE SHALAMAR (Solar/RCA YV-12192)	5	13	39 NEXT TIME YOU'LL KNOW SISTER SLEDGE (Cotillion/Atlantic 46012)	40	8	74 HEAVY LOVE AFFAIR MARVIN GAYE (Tamla/Motown T 54326F)	77	4
6 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T 54321F)	3	17	40 KEEP ON IT STARPOINT (Chocolate City/PolyGram CC 3223)	32	15	75 RAZZAMATAZZ QUINCY JONES featuring PATTI AUSTIN (A&M 2334)	87	2
7 TWO HEARTS STEPHANIE MILLS (20th Century-Fox/RCA TC-2492)	12	7	41 IF YOU FEEL IT THELMA HOUSTON (RCA PB-12215)	47	6	76 THIGHS HIGH (GRIP YOUR HIPS AND MOVE) TOM BROWNE (GRP/Arista GS 2510)	52	20
8 SUKIYAKI A TASTE OF HONEY (Capitol P-4953)	7	20	42 TAKE IT ANY WAY YOU WANT IT FATBACK (Spring/PolyGram SP 3018)	49	5	77 KEMO-KIMO WEBSTER LEWIS (Epic 19-02112)	—	1
9 PARADISE CHANGE (RFC/Atlantic 3809)	11	9	43 SUPERLOVE SKYY (Salsoul/RCA S7 2136)	35	11	78 FEEL MY LOVE SLAVE (Cotillion/Atlantic 46014)	86	2
10 WHEN LOVE CALLS ATLANTIC STARR (A&M 2312)	8	15	44 TONIGHT WE LOVE RUFUS (MCA 51070)	33	14	79 LET SOMEBODY LOVE YOU KENI BURKE (RCA PB-12228)	89	2
11 SWEET BABY STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)	14	9	45 TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic 46013)	51	5	80 GOIN' FOR ANOTHER ONE BOHANNON (Phase II/CBS WBS 02062)	88	2
12 HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)	9	18	46 DON'T STOP K.I.D. (Sam 81-5018)	50	8	81 LOC-IT-UP LEPRECHAUN (Citation C1711)	84	4
13 DOUBLE DUTCH BUS FRANKIE SMITH (WMOT 4W85351)	17	15	47 LOVE (IS GONNA BE ON YOUR SIDE) FIREFLY (Emergency EMS 6509)	48	9	82 SIT UP SADANE (Warner Bros. WBS 49727)	85	2
14 PULL UP TO THE BUMPER GRACE JONES (Island IS 49697)	19	9	48 ANY TIME IS RIGHT ARCHIE BELL (Becket BKA 45-4)	57	5	83 MIGHTY BODY (HOTSY TOTSY) LEON BRYANT (De-Lite/PolyGram DE 811)	—	1
15 AI NO CORRIDA QUINCY JONES (A&M 2309)	10	16	49 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	37	28	84 I WANT YOU BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS ZS6 02087)	—	1
16 JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)	15	18	50 TRY IT OUT GINO SOCCIO (RFC/Atlantic 3813)	56	6	85 (HEY WHO'S GOTTA) FUNKY SONG FANTASY (Pavillion/CBS ZS6 02098)	—	1
17 FREAKY DANCIN' CAMEO (Chocolate City/PolyGram CC 3225)	22	5	51 I REALLY LOVE YOU HEAVEN AND EARTH (WMOT WBS 02028)	54	6	86 NEVER UNDERESTIMATE THE POWER OF A WOMAN KLYMAXX (Solar/RCA YB-12223)	90	2
18 MAGIC MAN ROBERT WINTERS & FALL (Buddah/Arista BDA 624)	16	24	52 WE CAN START TONIGHT HARVEY MASON (Arista AS 0593)	58	7	87 FOREVER YESTERDAY (FOR THE CHILDREN) GLADYS KNIGHT & THE PIPS (Columbia 11-02113)	—	1
19 YOUR LOVE IS ON THE ONE LAKESIDE (Solar/RCA YV-12188)	13	11	53 SEARCHING TO FIND THE ONE UNLIMITED TOUCH (Prelude PRL 8029)	61	3	88 SOME CHANGES ARE FOR GOOD DIONNE WARWICK (Arista AS0602)	—	1
20 CALL IT WHAT YOU WANT BILL SUMMERS AND SUMMERS HEAT (MCA 51073)	20	13	54 LOVE'S DANCE KLIQUE (MCA 51099)	60	4	89 WITHOUT YOU I CRY CANDI STATON (LA 0080)	91	3
21 RUNNING AWAY MAZE featuring FRANKIE BEVERLY (Capitol P-5000)	24	4	55 CAN YOU FEEL IT THE JACKSONS (Epic 19-01032)	38	10	90 HIGH ON THE BOOGIE STARGARD (Warner Bros. WBS 49731)	—	1
22 HEARTBEAT TAANA GARDNER (West End WES 1232)	27	7	56 WHEN I LOSE MY WAY RANDY CRAWFORD (Warner Bros. WBS 49709)	59	6	91 ROCK RADIO GENE DUNLAP featuring THE RIDGEWAYS (Capitol 4996)	94	2
23 GET TOUGH KLEER (Atlantic 3788)	21	17	57 JONES VS. JONES KOOL & THE GANG (De-Lite/PolyGram DE 813)	66	3	92 CANDIDATE FOR LOVE T.S. MONK (Mirage/Atlantic WTG 3812)	93	2
24 HURRY UP AND WAIT THE ISLEY BROTHERS (T-Neck/CBS ZS6 02033)	18	8	58 JUST CHILLIN' OUT BERNARD WRIGHT (GRP/Arista GS 2511)	41	8	93 LATELY STEVIE WONDER (Motown T 54323F)	45	10
25 BODY MUSIC STRIKERS (Prelude PRL 8025)	28	9	59 COME TO ME ARETHA FRANKLIN (Arista AS0600)	68	3	94 IF YOU LOVE (THE ONE YOU LOSE) BRENDA RUSSELL (A&M 2326)	55	7
26 IT'S A LOVE THING THE WHISPERS (Solar/RCA YV-12154)	23	21	60 LET'S DANCE TOM BROWNE (GRP/Arista GS2513)	63	4	95 BAD COMPANY ULLANDA McCULLOUGH (Atlantic 3804)	53	12
27 'SCUSE ME, WHILE I FALL IN LOVE DONNA WASHINGTON (Capitol 4991)	31	7	61 HERE IS MY LOVE SYLVESTER (Honey/Fantasy 912)	73	3	96 BON BON VIE (GIMMETHE GOOD LIFE) T.S. MONK (Mirage/Atlantic WTG 3780)	67	28
28 MAKE YOU MINE SIDE EFFECT (Elektra E-47112)	29	12	62 ARE WE BREAKING UP JOE SIMON (Posse POS 5010)	64	5	97 ALL I NEED IS YOU DAVID SANBORN (Warner Bros. WBS 49728)	—	1
29 YOU LIKE ME DON'T YOU JERMAINE JACKSON (Motown M 1503F)	26	15	63 I DON'T REALLY CARE L.V. JOHNSON (ICA 027)	74	4	98 TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram DE 810)	62	15
30 YOU'RE LYING LINX (Chrysalis CHS 2461)	25	15	64 TURN IT OUT JERRY KNIGHT (A&M 2336)	70	5	99 BABY, I DO LOVE YOU GREG PHILLINGANES (Planet/Elektra P-47928)	78	5
31 TELL ME WHERE IT HURTS WALTER JACKSON (Columbia 11-02037)	36	6	65 ALL THE REASONS WHY NOEL POINTER (Liberty 1403)	65	6	100 LADY'S WILD CON FUNK SHUN (Mercury/PolyGram 76099)	69	11
32 NIGHT (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic 19-02053)	43	5	66 SKINNY THE OHIO PLAYERS (Boardwalk WBS 02063)	75	4			
33 TELL 'EM I HEARD IT SANDRA FEVA (Venture V-138)	34	8	67 VERY SPECIAL DEBRA LAWS (Elektra E-47142)	82	3			
34 PUSH ONE WAY (MCA 51110)	46	4	68 SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-02102)	83	2			
			69 I CAN MAKE IT BETTER THE WHISPERS (Solar/RCA YB-12232)	76	3			

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

A Woman Needs (Raydola — ASCAP)	2	ASCAP)	17	Lady's Wild (Val-je-Joe/Felstar — BMI)	100	Sit Up (Frozen Butterfly — BMI)	82
AI No Corrida (Heathwave/ Lazy Lizard — BMI/ASCAP)	15	Get Tough (Alex & Soufus — ASCAP)	23	Lately (Jobete & Black Bull — ASCAP)	93	Skinny (On The Boardwalk/Mistaken — BMI)	66
All I Need Is You (Sunset Burgandy — ASCAP)	97	Give It To Me (Jobete & Stone City — ASCAP)	3	Let Somebody Love You (Jobur — BMI)	79	Some Changes (Price Street — BMI)	88
All The Reasons (Philvin Intl (Admn. by Geffen/Kaye) — ASCAP/Faukner — BMI)	65	Goin' For Another One (April/Bohannon — ASCAP)	80	Let's Dance (Sugar Cone — BMI)	60	ASCAP/Unichappell/Begonia — BMI)	88
Are We Breaking (Sun Up/Plinball — BMI)	62	Groove City (T-Con — BMI)	72	Loc-It-Up (Cittisound — BMI)	81	Sukiyaki (Beechwood — BMI)	8
Are You Single (Lucky Threep/Red Aurra — BMI)	35	Heartbeat (Kenix/Sugar Biscuit — ASCAP)	22	Love (Emergency — ASCAP)	47	Superlove (One To One — ASCAP)	43
Any Time Is Right (WIMOT/Big Seven/B.U.T./Woodbourne — BMI)	48	Heavy Love Affair (Buggie — ASCAP)	74	Love On A Two Way Street (Gambi — BMI)	73	Sweet Baby (Mycenae — ASCAP)	11
Baby, I Do (Irving/Baby Shoes/Braintree/Geffen/Kaye/Poppy's/Jamal)	99	Here Is My (Borzoi/Beekeeper — ASCAP)	61	Love's Dance (Bee-Germaine — BMI)	54	Take It Any Way (Citta — BMI)	42
Bad Company (Nick-O-Val — ASCAP)	95	(Hey Who's Gotta) (Lis-Ti/Pavillion — BMI)	85	Magic Man (Almo/Ray Jay/Similar/Lucky Break — ASCAP/Irving — BMI)	18	Take It To The (Delightful/Fresh Start — BMI)	98
Being With You (Bertam — ASCAP)	6	High On The Boogie (May Twelfth/Warner Tamerlane — BMI)	90	Make That Move (Spectrum VII/Mykinda — ASCAP)	5	Tell Em (Paddle/Simon-Redmond/Gaetana — BMI)	33
Body Music (Trumar — BMI/Memorex — CRA)	25	How 'Bout (Dana Walden — license pending)	12	Make You Mine (Relaxed/Happy Birthday/Tuff Cookie — BMI)	28	Tell Me Where (Angeshell/Six Continents — BMI)	31
Bon Bon (Unichappell/Featherbed/Larball — BMI)	96	Hurry Up (Bovina — ASCAP)	24	Mighty Body (Delightful/Lisette — BMI)	86	Thighs High (Thomas Browne/Roaring Fork — BMI)	76
Call It What (Blisum — BMI)	20	I Can Make (Spectrum VII/Mykinda — ASCAP)	69	Never Underestimate (Spectrum VII — ASCAP)	83	Tonight We Love (Overdue — ASCAP)	44
Can You Feel It (Mijac/Siggy — BMI)	55	I Don't (Alvert — BMI/Tiaura Nikikiki — BMI)	63	Next Time (Walden/Gratitude Sky — ASCAP/Irving — BMI)	39	Try It Out (Good Flavor/Sons Celestes/Shediac — ASCAP)	50
Candidate (Unichappell/Featherbed/Emerald — BMI)	92	I Really Love (Framingreg/Mountain Peak — BMI)	51	Night (Blackwood — BMI/Nigel Martinez/Interworld — ASCAP)	32	Turn It Out (Almo/Crimco — ASCAP)	64
Come To Me (Acoustic/Dobbins/Blue Book/Buttercreek — BMI)	59	I Want You (Ba-Dake/Seven Songs — BMI)	84	Paradise (Little Macho — ASCAP)	9	Turn Up The Music (Two Pepper — ASCAP)	45
Don't Stop (Mideb/Janmar — ASCAP)	46	If I Don't Love You (Backlog — BMI)	38	Push (Perk's/Duchess — BMI)	14	Two Hearts (Frozen Butterfly — BMI)	7
Don't Stop (Total X — BMI)	49	If You Feel It (Brookshore — BMI)	41	Razzamatazz (Rodsongs/Almo — ASCAP)	75	Very Special (At Home/Jeffix — ASCAP)	67
Double Dutch (WIMOT/Frason/Supermarket — BMI)	13	If You Love (Almo/Rutland Road — ASCAP)	94	Rock Radio (MCA/Akerue — ASCAP)	91	We Can Start (Masong — ASCAP/Estus — BMI)	52
Feel My Love (Slave/Cotillion — BMI)	78	Is It You (Rit Of Habeas — ASCAP)	37	Running Away (Amazement — BMI)	21	What Cha' (Average Longdog — ASCAP)	1
For Your Precious (Sunflower — ASCAP)	70	It's A Love (Spectrum VII/Mykinda — ASCAP)	26	'Scuse Me, (Almo/Uncle Ronnie's — ASCAP)	27	What Two (Bellboy/Kee-Drick — BMI)	36
Forever Yesterday (Glenn's Files — ASCAP)	87	It's Your Conscience (Bell Boy/Kee-Drick — BMI)	71	Search Me, (Almo/Uncle Ronnie's — ASCAP)	57	When I Lose (Klongazi — BMI)	56
Freaky Dancin' (Better Days — BMI/Better Nights — ASCAP)	2	Jones vs. (Delightful/Fresh Start — BMI/Double F ASCAP)	58	Searching (Trumar — BMI/Unlimited Touch — ASCAP)	23	When Love Calls (Almo/Newban/Audio — ASCAP)	10
		Just Chillin' Out (Sunset Burgundy — ASCAP)	57	Shake It Up Tonight (April — ASCAP)	68	Without You (D&Ann/Ellipsis — ASCAP)	89
		Just The Two (Antisia/Bleuign — ASCAP)	16			Yearning For Your Love (Total Experience — BMI)	4
		Keep On (Harrindur/Licyndiana/Ensign — BMI)	40			You Like Me Don't You (Jobete — ASCAP)	29
		Kemo-Kimo (Webb/Gatoo's — BMI)	77			Your Love (Spectrum VII/Circle — ASCAP)	19
						You're Lying (Solid/RSM/Martin-Coulter/MCA)	30

BLACK CONTEMPORARY

MOST ADDED SINGLES

- 1. LOVE ON A TWO WAY STREET — STACY LATTISAW — COTILLION/ATLANTIC**
WOKB, WVKO, WWIN, WAOK, WDIA, WGIV, KMJQ, WGCI, WUFO, WDAS-FM, WKND, WWRL, WAWA, WENZ, WILD, WSOK
- 2. NIGHT (FEEL LIKE GETTING DOWN) — BILLY OCEAN — EPIC**
WENZ, WAWA, WKND, WLLE, WPAL, WYLD-FM, KGFJ, WGPR-FM
- 3. FOREVER YESTERDAY (FOR THE CHILDREN) — GLADYS KNIGHT & THE PIPS — COLUMBIA**
WSOK, WWRL, WJLB, WGIV, WDIA, WAOK, WWIN
- 4. SOME CHANGES ARE FOR GOOD — DIONNE WARWICK — ARISTA**
WWRL, WKND, WJLB, WDAS-FM, WWDM, WWIN, WVKO
- 5. HERE IS MY LOVE — SYLVESTER — HONEY/FANTASY**
WKND, WPAL, WYLD-FM, KGFJ, WWDM, WAOK
- 6. VERY SPECIAL — DEBRA LAWS — ELEKTRA**
WDIA, WWDM, WGIV, KMJQ, OK100
- 7. SHAKE IT UP TONIGHT — CHERYL LYNN — COLUMBIA**
WILD, WOKB, WWDM, WATV, WDIA
- 8. RAZZAMATAZZ — QUINCY JONES FEATURING PATTI AUSTIN — A&M**
KMJQ, WSOK, WGIV, WATV, WAOK

MOST ADDED ALBUMS

- 1. TOO HOT TO SLEEP — SYLVESTER — HONEY/FANTASY**
WILD, WWRL, WTLC, WKND, WWDM
- 2. L.J. REYNOLDS — CAPITOL**
WPAL, WGIV, WDIA, WGPR-FM, WWIN

UP AND COMING

- THE ADVENTURES OF GRANDMASTER FLASH ON THE WHEELS OF STEEL — GRANDMASTER FLASH — SUGARHILL**
- AIN'T NO WOMAN LIKE MY BABY — L.J. REYNOLDS — CAPITOL**
- WHEN WILL MY LOVE BE RIGHT — ROBERT WINTERS & FALL — BUDDAH/ARISTA**
- TOGETHER WE CAN SHINE — LINX — CHRYSALIS**
- GOING BACK TO MY ROOTS — ODYSSEY — RCA**

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — CARL CONNOR, PD

HOTS: Aurra, Change, Klique, Strikers, S. Mills, G. Phillianganes, D. Washington, J. Knight. ADDS: G. Knight, Stacy Lattisaw, Atlantic Starr, Sister Sledge, A. Bell, Sylvester, H. Mason. LP ADDS: Mighty Fire, De Barges.

WWIN — BALTIMORE — CURTIS ANDERSON, PD #1 — CHAKA KHAN

HOTS: Taana Gardner, Gap Band, Strikers, R. James, S. Mills, Grandmaster Flash, K.I.D., Persuaders, Aurra. ADDS: Furlous 5, S. Lattisaw, D. Warwick, R. Fields, G. Knight, L.J. Reynolds, Odyssey. LP ADDS: J. Brown, L.J. Reynolds, J. Hoggard.

WATV — BIRMINGHAM — BILL GLOVER, PD

HOTS: Smokey Robinson, Fatback, R. Crawford, Ohio Players, D. Laws, Lakeside, Side Effect, Gap Band, B. Summers, G. Jones, B. Strong, F. Smith, Isley Bros., G. Dunlap, Champaign, Sadane, S. Feva, D. Sanborn, R. Winters, Latimore, L.V. Johnson. ADDS: L.J. Reynolds, D. Ross, S. Lattisaw, Cheryl Lynn, Reddings, Quincy Jones, B.B. King. LP ADDS: Z.Z. Hill.

WILD — BOSTON — BUTTERBALL, JR., MD #1 — TAANA GARDNER

JUMPS: 14 To 7 — Grace Jones, 21 To 14 — Empress, 24 To 15 — G. Soccio, 25 To 16 — B. Ocean, 26 To 20 — D. Laws, 27 To 22 — Cameo, 28 To 24 — Ritenour, 33 To 28 — D. Washington, 36 To 31 — Mystic Merlin, 39 To 33 — Klique, Ex To 37 — One Way, Ex To 38 — R. Winters & Fall, Ex To 39 — Maze, Ex To 40 — Kool & The Gang. ADDS: Linx, Cheryl Lynn, W. Lewis, Victoria Sosa/Isaac Hayes, Stacy Lattisaw, T-Connection, Count Coolout, Barry & Glodean White. LP ADDS: Sylvester, Ramsey Lewis, Elusion.

WUFO — BUFFALO — KEITH POLLARD, PD — #1 — D. LAWS

HOTS: Change, P. Collins, Champaign, T. Gardner, S. Mills, Heaven/Earth, Linx, Sister Sledge, Clarke/Duke. ADDS: Stacy Lattisaw, B. Withers, Fantasy, Unlimited Touch, L. Graham, Bros. Johnson, War, Ohio Players, Fatback. LP ADDS: Archie Bell, Randy Brown, Ramsey Lewis, H. Mason, Mystic Merlin, Barry White, Thelma Houston.

WPAL — CHARLESTON — DON KENDRICKS, MD

HOTS: Chaka Khan, S. Mills, Change, Sister Sledge, Isley Bros., Bernard Wright, Mystic Merlin, Randy Crawford, Raydio, Aretha Franklin. ADDS: Elusion, Bohannon, D. Sanborn, Sylvester, Whispers, Grandmaster Flash, Aurra, Sunday Tucker, B. Ocean, Flight. LP ADDS: L.J. Reynolds, D. Laws, Brenda Russell, M. McLain, D. Washington, Zingara, Linx, High Inergy.

WGIV — CHARLOTTE — JOANN GRAHAM, PD

HOTS: Aurra, R. James, Klique, Sister Sledge, Lakeside, G. Jones, Cameo, Thelma Houston, Fatback Band, Leprechaun. ADDS: Stacy Lattisaw, G. Knight, C. Carlton, R. Winters & Fall, Q. Jones, Count Coolout, D. Laws, Starpoint, Candl Staton. LP ADDS: L.J. Reynolds, Side Effect, L. Bryant, Z.Z. Hill.

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

HOTS: R. James, Quincy Jones, S. Mills, D. Williams, Clarke/Duke, Atlantic Starr, Bernard Wright, Starpoint, Isley Bros. ADDS: Klique, Taana Gardner, Thelma Houston, D. Laws, Joe Simon.

WJMO — CLEVELAND — MICHAEL WHITE, MD — #1 — GAP BAND

JUMPS: 6 To 2 — S. Mills, 12 To 9 — Duke/Clarke, 15 To 12 — R. James, 18 To 13 — Bernard Wright, 19 To 14 — Isley Bros., 20 To 15 — S. Feva, 23 To 16 — Kool & The Gang, 21 To 17 — Fatback, 22 To 18 — Side Effect, 24 To 19 — Maze, 27 To 20 — G. Jones, 25 To 21 — Jacksons, 26 To 22 — R. Crawford, 28 To 23 — L. Ritenour, 29 To 24 — K.I.D., 31 To 25 — D. Washington, 30 To 26 — Strikers, 32 To 27 — Quincy Jones, 33 To 28 — Aurra, 34 To 29 — Noel Pointer, 35 To 30 — Klique, 36 To 31 — W. Jackson, 37 To 32 — D. Williams. ADDS: R. Brown, L.J. Reynolds, One Way, M. Jackson, T-Connection, Aretha Franklin.

WGPR-FM — DETROIT — GEORGE WHITE, PD

HOTS: Strikers, Chaka Khan, Bernard Wright, R. James, Gap Band, Raydio, F. Smith, G. Jones, Junie, Gino Vannelli. ADDS: Change, Al Hudson, Linx, G.A. Bell, O'Connor, Stargard, B. Ocean, Originals, Aurra, R. Winters & Fall, R. Crawford, Klymaxx, D. Williams, R. Fields. LP ADDS: Delegation, L.J. Reynolds, S. Mills, R. James.

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

JUMPS: 14 To 10 — Sister Sledge, 16 To 11 — S. Mills, 17 To 12 — Round Trip, 19 To 13 — Clarke/Duke, 20 To 14 — A. Meyers, 21 To 15 — J. Simon, 22 To 16 — B.B. King, 25 To 17 — Switch, 23 To 18 — Donna Washington, 24 To 19 — M. Jackson, 26 To 20 — Passage, 28 To 21 — Swede, 27 To 22 — M. Gaye, 31 To 23 — W. Jackson, 30 To 25 — Jerry Bell, 32 To 26 — Con Funk Shun, 33 To 27 — S. Feva, 34 To 28 — Aretha Franklin, 35 To 30 — Klique, 36 To 31 — Kool & The Gang, 38 To 32 — Ohio Players, 40 To 33 — L.V. Johnson, 39 To 34 — Barrett Strong, Ex To 35 — D. Laws, Ex To 36 — Linx, Ex To 37 — Maze, Ex To 38 — Bohannon, Ex To 39 — B. Ocean, Ex To 40 — B. Streisand. ADDS: T. Gibbs, Fatback, L.J. Reynolds, K. Burke, TFO, G. Knight & The Pips, C. Mangione, D. Warwick, J. Hoggard, L. Santos. LP ADDS: J. Hoggard, D. Warwick, G. Knight & The Pips.

KMJQ — HOUSTON — ROSS HOLLAND, MD

HOTS: B. Summers, Chaka Khan, Raydio, One Way, Grover Washington, Jr., Taste Of Honey, Atlantic Starr, P. Bryson, Shalamar, Change. ADDS: Whispers, S. Lattisaw, D. Laws, R. James, Quincy Jones.

KACE — LOS ANGELES — ALONZO MILLER, MD

HOT LP'S: R. James, Raydio, Shalamar, Lakeside, Gap Band, A. Mouzon, Atlantic Starr, Chaka Khan, Bernard Wright, Q. Jones. LP ADDS: Blue Magic, S. Mills, H. Mason, L. Ritenour, G. Jones, R. Crawford.

KGFJ — LOS ANGELES — J.B. STONE, PD

HOTS: R. James, Raydio, B. Summers, Shalamar, F. Smith, Gap Band, Chaka Khan, Side Effect, M. Jackson, S. Clarke/G. Duke. ADDS: Maze, Ohio Players, Mass Production, B. Ocean, Sylvester, Lee Ritenour, Aretha Franklin, Tony Chambers. LP ADDS: Stone City Band, C. Mangione, Nancy Wilson.

WDIA — MEMPHIS — MARK CHRISTIAN, PD

HOTS: B. Summers, F. Smith, Gap Band, Raydio, R. James, S. Mills, Clarke/Duke, Cameo, B. Ocean, G. Jones, M. Jackson, L.V. Johnson, Sister Sledge, B.B. King, Bernard Wright, Change, Isley Bros., R. Brown, Shalamar, Rufus, Maze, W. Jackson, Spinners, K.I.D., Slave. ADDS: Cheryl Lynn, D. Laws, G. Knight, H. Mason, One Way, S. Lattisaw. LP ADDS: L.J. Reynolds.

WAWA — MILWAUKEE — JIMMY GOODTIME, PD — #1 — RAYDIO

HOTS: F. Smith, E. Birdsong, Grace Jones, R. James, Atlantic Starr, Chaka Khan, S. Mills, Quincy Jones, Change, J. Knight, Peabo Bryson, Gap Band, W. Jackson, Clarke/Duke, Bernard Wright, Little Milton, Revelation, T. Gardner, K.I.D., Side Effect. ADDS: Donna Washington, Slave, Fantasy, S. Lattisaw, Whispers, M. Gaye, B. Ocean. LP ADDS: Chanae, Fatback, G. Soccio.

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

JUMPS: 8 To 3 — Change, 9 To 4 — Raydio, 10 To 5 — S. Mills, 18 To 12 — R. Brown, 19 To 13 — R. Flack/P. Bryson, 24 To 14 — Lakeside, 27 To 24 — Gino Vannelli, 28 To 25 — Peabo Bryson. ADDS: B. Ocean, Ullanda McCullough, Sylvester.

WWRL — NEW YORK — WANDA RAMOS, MD — #1 — GRACE JONES

HOTS: Chaka Khan, S. Mills, B. Ocean, Whispers, R. Winters & Fall, M. Jackson, Esther Williams, M. Jackson, Taana Gardner, Rick James. ADDS: Dionne Warwick, G. Knight & The Pips, Stacy Lattisaw, Pointer Sisters, Zenith, Thelma Houston, Kool & The Gang, Slave, Unlimited Touch, War. LP ADDS: Chaka Khan, Sylvester, Leon Bryant.

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

HOTS: Chaka Khan, Atlantic Starr, R. James, Isley Bros., Change, T. Gardner, Shalamar, Grace Jones, S. Mills, Gap Band. ADDS: Odyssey, S. Lattisaw, D. Warwick, Skyy, Zenith, P. Tosh, Ecstasy, Passion & Pain, U. McCullough, Pointer Sisters, Lynx.

WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — CHAKA KHAN

HOTS: F. Smith, Raydio, G. Jones, S. Mills, Clarke/Duke, T. Gardner, B. Summers, Gap Band, Change. ADDS: D. Williams, Stone City Band. LP ADDS: Side Effect, Lynx, Round Trip.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — CHAKA KHAN

JUMPS: 13 To 8 — Change, 18 To 15 — Linx, 19 To 16 — B. Summers, 24 To 19 — Cameo, 25 To 22 — Grace Jones, 28 To 25 — Maze, Ex To 28 — Side Effect. ADDS: Stacy Lattisaw, Ohio Players, Stargard, Carl Carlton, B. Ocean, Jerry Knight, Fatback, L.V. Johnson. LP ADDS: De Barges, Starpoint.

KMJM — ST. LOUIS — DICKIE EDWARDS, PD

HOTS: Taste Of Honey, Smokey Robinson, Raydio, Grover Washington, Gap Band, Jermaine Jackson, Whispers, Blondie, Atlantic Starr, Champaign. ADDS: R. James, Chaka Khan.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — LEPRECHAUN

JUMPS: 13 To 9 — A. McClain, 20 To 17 — Cameo, 21 To 18 — Sylvester, 25 To 21 — Cheryl Lynn, 30 To 26 — G. Chandler, Ex To 25 — Deniece Williams, Ex To 30 — Archie Bell. ADDS: Atlantic Starr, G. Knight & The Pips, Quincy Jones, L.V. Johnson, Stacy Lattisaw, Stargard, W. Lewis.

KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — SHALAMAR

JUMPS: 9 To 2 — F. Smith, 12 To 9 — Lakeside, 19 To 11 — Clarke/Duke, 17 To 13 — R. Brown, 21 To 17 — Sister Sledge, 24 To 19 — D. Washington. ADDS: M. Jackson, L. Ritenour, W. Jackson. LP ADDS: N. Pointer, Mass Production, R. Crawford, Kool & The Gang, B. Ocean, Whispers.

KOKA — SHREVEPORT — B.B. DAVIS, MD

HOTS: Gap Band, Shalamar, Jermaine Jackson, Taste Of Honey, Champaign, Raydio, Lakeside, S. Mills, F. Smith, Gap Band. ADDS: R. James, Cameo, Change, Clarke/Duke.

OK 100 — WASHINGTON — JOHN MOEN, PD

HOTS: T. Gardner, B. Ocean, Chaka Khan, F. Smith, Raydio, Aurra, Grace Jones, D. Laws, Shalamar, Change. ADDS: Odyssey, Archie Bell, Unlimited Touch, K.I.D., One Way, D. Laws. LP ADDS: Chaka Khan.

When it comes to black music,

CASH BOX is on the one!

JAZZ

ON JAZZ

DEXTER CLIMBS TO THE TOP — Totin' his axe in lieu of a lady and with nary a fighter bomber in sight, bebop's own King last week made a clean conquest of Gotham's utmost midtown pinnacle. Who? Who but **Dexter Gordon**, performing as part of the 50th anniversary celebration for New York's Empire State Building. While not exactly reaching the stratospheric heights of King Kong, our own King of Cool contented himself with a climb to the observation deck, where he tossed off tunes for an enraptured throng of pleasure seekers. Although there was very little advance notice on the appearance, wedding Dexter to the building's anniversary was reportedly conceived as a promotion for his latest album, "Gotham City." Since the saxophonist will soon be departing these shores for a tour of Europe, it's expected to be his last New York performance for some time. . . . The other side



RAMSEY'S THREE-PIECE SUITE — Columbia recording artist Ramsey Lewis (r) was recently at CRC's Studio D in Chicago completing work on his forthcoming LP, "3-Piece Suite." Tom-Tom 84 (l) produced.

of the Hudson will be doing some celebrating of its own this week. June 1-6 is Jazz Week in Newark, N.J. as per a proclamation issued by Mayor **Kenneth Gibson** during a visit to the Institute of Jazz Studies at the campus of Rutgers University. Public radio station WBGO will co-sponsor a series of free concerts with the city in its Washington and Military Parks featuring drummer **Andrew Cyrille**, the **Rutgers/Livingston Jazz Professors** and pianist **Sallm Wright and the Evening Sun**. . . . While not sponsoring any live events, the metropolitan region's other jazz station, WKCR, recently raffled off everything it could in order to raise money to repair equipment with a "Technical Difficulties Festival." Among the raffled items were **Max Roach** and **Louis Armstrong** T-shirts, a Verve reissue catalog, a complete **Art Tatum** solo masterpiece box, **Miles Davis** discographies and copies of **John Hammond's** autobiography. The station raised over \$30,000. The jazz community wasn't the only sector to benefit from the festival, however. In Touch, a radio reading service for the visually handicapped, relies on the station for its broadcasts and its personnel were able to breathe sighs of relief following the festival. That program has also turned to the jazz community for further support — on June 9, **Harold Danko** and **Teddy Charles** will be among the artists appearing in a benefit for In Touch at New York's Other End. More information is available by calling (212) 586-5588.

RECORDS RECORDS RECORDS — London Records, which took over the marketing of Verve Records back in January, has just made its initial splash in the American market with 25 titles from the Japanese Verve catalog. **David Tow**, national promotion director for London, told me that the \$9.98 LPs will be modified slightly for the American market, but will be pressed and packaged in Japan. There will be additional batches of releases of 10-15 titles each in July and September, with selections gleaned from the Mercury, Limelight and Emarcy labels, as well as Verve. Box sets will also be a part of the series, and a cassette line will make its debut in September. "Since the manufacturing is by our sister company in Japan, and we're paying all royalties in the U.S. instead of overseas, we'll be able to cut corners and get the product out there at the lower price," said Tow, who added that he felt the arrangement was akin to the type PolyGram has with DGG and Phillips. A battery of promotional aids will be employed to introduce the line to the consumer. The familiar Verve two-fer series will continue to be handled by Polydor. . . . Gramavision Records of New York is now distributing Living Music Records, a label formed by saxophonist **Paul Winter**. The first release under the new agreement will be "Callings," by the Paul Winters Consort, a double-pocket digital album recorded in New York's Cathedral of St. John the Divine. The

(continued on page 41)

JAZZ ALBUM PICKS

TATE A TETE AT LA FONTAINE, COPENHAGEN — Buddy Tate Quartet — Steeplechase SLP 4030 — Producer: Not listed — List: 8.98

Two Buddy Tate albums in one month? It must be Christmas! There is some fine ballad work here, particularly on "I Surrender Dear" and "Body And Soul," and violinist Finn Ziegler gets an unusual and husky tone on his instrument, making him a fine foil for Tate. But Tate fans should be forewarned — the leader sits out just a bit too much on this one.



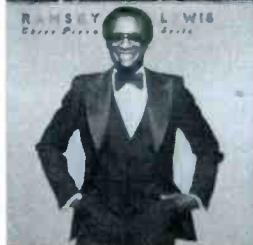
ZOOT SIMS FEATURING BUDDY RICH — 51 West Records — Producer: Sonny Lester — List: 8.98

Not a bad choice for a reissue. Originally on the Groove Merchant label a few years back, this is a relaxed blowing date that suffers a touch from predictability. Otherwise, a very satisfying outing with a rare vocal shot from Zoot. If you're unfamiliar with the company, 51 West is a CBS label.



THREE PIECE SUITE — Ramsey Lewis — Columbia FC 37153 — Producers: Tom Tom 84 and George Butler — List: 8.98

Pianist Ramsey Lewis maintains a relaxed, upfront sound despite the presence of large back-up ensembles. The result is Lewis' patented verve with an extra added spice and festivity. Lewis' gospel bounce holds the core of this one, and everything else is just icing on the cake.



TOP 40 ALBUMS

	Weeks On Chart	5/30	Chart		Weeks On Chart	5/30	Chart
1 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	1	30		20 'NARD BERNARD WRIGHT (GRP/Arista 5011)	14	15	
2 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	2	8		21 M.V.P. HARVEY MASON (Arista AB 4283)	24	3	
3 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	3	6		22 KISSES JACK McDUFF (Sugarhill SH 247)	13	5	
4 "RIT" LEE RITENOUR (Elektra 6E-331)	6	5		23 BY ALL MEANS ALPHONSE MOUZON (Pausa 7087)	21	12	
5 GALAXIAN JEFF LORBER FUSION (Arista AL 9545)	5	7		24 LOVE LIGHT YUTAKA (Alfa AAA-10004)	27	5	
6 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010)	7	14		25 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DELUCIA (Columbia FC 37152)	—	1	
7 TARANTELLA CHUCK MANGIONE (A&M SP-6513)	9	3		26 CARNAVAL SPYRO GYRA (MCA 5149)	22	32	
8 THE DUDE QUINCY JONES (A&M SP 3721)	4	9		27 PATRAO RON CARTER (Milestone M-9099)	28	6	
9 MAGIC TOM BROWNE (GRP/Arista 5503)	8	16		28 INHERIT THE WIND WILTON FELDER (MCA 5144)	19	33	
10 VOICES IN THE RAIN JOE SAMPLE (MCA 5172)	10	18		29 EYES OF THE MIND CASIOPEA (Alfa AAA-10002)	32	2	
11 ALL MY REASONS NOEL POINTER (Liberty LT-1094)	11	9		30 HUSH JOHN KLEMMER (Elektra 5E-527)	—	1	
12 ALL AROUND THE TOWN BOB JAMES (Tappan Zee/Columbia C2X 36786)	15	16		31 WINTER MOON ART PEPPER (Galaxy/Fantasy GXY-5140)	34	4	
13 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC37126)	18	5		32 EASY AS PIE GARY BURTON QUARTET (ECM 1-1184)	33	4	
14 IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	12	17		33 GIVE ME THE NIGHT GEORGE BENSON (Qwest/Warner Bros. HS 3453)	29	44	
15 LET ME BE THE ONE WEBSTER LEWIS (Epic FE 36878)	17	9		34 RAIN FOREST JAY HOGGARD (Contemporary 14007)	—	1	
16 LIVE STEPHANE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	—	1		35 AUTUMN GEORGE WINSTON (Windham Hill C-1012)	38	4	
17 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	23	2		36 ODORI HIROSHIMA (Arista AL 9540)	31	29	
18 ONE NIGHT STAND: A KEYBOARD EVENT VARIOUS ARTISTS (Columbia KC2 37100)	20	7		37 NIGHT PASSAGE WEATHER REPORT (ARC/Columbia JC 36793)	26	26	
19 LATE NIGHT GUITAR EARL KLUGH (Liberty LT-1079)	16	27		38 THIS TIME AL JARREAU (Warner Bros. BSK 3434)	37	51	
				39 FAMILY HUBERT LAWS (Columbia JC 36396)	25	35	
				40 YOU MUST BELIEVE IN SPRING BILL EVANS (Warner Bros. HD 3504)	35	15	

National Jazz Airplay

Artist	Album	Label
Miles Davis	Directions	Columbia
Freddie Hubbard	Live at Northsea	Pablo
Bill Evans	You Must Believe in Spring	Warner Bros.
Richie Cole	Side by Side	Muse
Joe Henderson	Relaxin' at Camarillo	Contemporary
David Sanborn	Voyeur	Warner Bros.
Mingus Dynasty	Live at Montreux	Atlantic
Dexter Gordon	Gotham City	Columbia
Moderate Rotation		
Dan Siegel	Hot Shot	Inner City
Rufus Reid	Perpetual Stroll	Theresa
Art Pepper	Friday Night at the Vanguard	Contemporary
Dave Grusin	Mountain Dance	Arista/GRP
Joe Pass	Live at Donte's	Pablo
Joe Sample	Voices in the Rain	MCA
V.S.O.P.	Live Under the Sky	Columbia
Grover Washington	Winelight	Elektra
Light Rotation		
J.J. Johnson	Concepts in Blue	Pablo
Michael Urbaniak	Music for Violin	JAM
Monty Alexander	Trio	Concord
Roland Hanna	Time for the Dancers	Progressive
Harry Leahy	Still Waters	Omnisound
Art Blakey	Live at Bubba's	Who's Who
Jeff Lorber	Galaxian	Arista
Woody Herman	Jam Session	Concord

Compiled from the following playlists:
KSBR/Orange County, KCRW/Santa Monica, KLCC/Eugene, KMCR/Phoenix, KUHF/Houston, KCMW/Kansas City, WUWM/Milwaukee, WEMU/Denver, WBFO/Buffalo, WBUR/Boston, WBGO/Newark, WYRS/Stamford, KADX/Denver, WBBY/Columbus

New Adds:
Ron Carter/Patrao/Milestone • Jay Hoggard/Rain Forest/Contemporary • Gary Burton/Easy as Pie/ECM • Heath Bros./Expressions of Life/Columbia • Sam Noto/Noto-Riety/Xanadu • George Winston/Autumn/Windham Hill • Simon & Bard/Mosaic/Flying Fish • Johnny Griffin/NYC Underground/Galaxy • Jessica Jennifer Williams/Organic Music/Clean Cuts • Ernie Andrews/From the Heart/Discovery • Jay McShann/Tuxedo Junction/Sackville.



BMA CONFAB — The Black Music Assn. (BMA) Conference held last week at Los Angeles' Century Plaza Hotel encompassed five days of panels, special honors, entertainment and private meetings among some of the industry's most prominent executives. Held May 23-27, with the final day being devoted to BMA board members digesting comments made during the gathering, the event attracted members from all segments of the industry. Pictured in the **top row** are (l-r): Henry Allen, sen. vice president of Atlantic Records and president of Cotillion Records who was honored with the BMA Presidential award during a special presentation at the confab; LeBaron Taylor, BMA president and vice president and general manager of divisional affairs at CBS Records; James Tyrrell, BMA treasurer and president of T-Electric Records; Betty Wright, artist/BMA board member; Ewart Abner, BMA board member and president of Black Bull Music; Tamara Dobson, actress and convention participant; Quincy Jones, BMA panelist and president of Qwest Records/Quincy Jones Prod.; Glenda Gracia, BMA executive director; Jules Malamud, BMA advisor; and Ed Eckstine, BMA panelist and general manager of Qwest/Quincy Jones Prod. Pictured in the **middle row** are (l-r): Jerry Butler, BMA convention keynote speaker; Dick Griffey,

president of Solar Records; Bob Law, BMA panelist and program director at radio station WWRL; Ken Gamble, BMA co-founder and chairman of Philadelphia International Records; Oscar Fields, BMA board member and vice president of special markets at Elektra/Asylum; Eddie Gilreath, director of black music sales at Warner Bros. Records; Vic Faraci, executive vice president of marketing at Elektra/Asylum; Ron Oberman, vice president of merchandising, west coast, Columbia Records; Myron Roth, vice president of west coast operations, CBS Records; and Bruce Lundvall, president of CBS Records Division. Pictured in the **bottom row** are (l-r): Hal Jackson, vice chairman and vice president of Inner City Broadcasting; Allen; Abner; Rod McGrew, BMA secretary and president of Unlimited Gold Records; Don Mizell, vice president and general manager of radio station KJLH; Dr. Barry Johnson, broadcaster; Wright; Webster Lewis, Epic artist; Don Cornelius, host and producer of syndicated TV show Soul Train; Larkin Arnold, vice president of black music A&R at Columbia; Russell Timmons, president of Believe In a Dream Records; and Columbia artist Rodney Franklin during a performance session. New officers and members of the BMA Board were sworn during the event.

MCA Pacts For Custom Pressing With VHD

LOS ANGELES — In a surprise move, MCA, Inc. announced last week that the company has agreed to license programming, including film titles, to rival videodisc software unit VHD Programs for custom pressing.

Under the terms of the agreement, Irvine, Calif.-based VHD Disc Manufacturing, the manufacturing arm for the four-company joint venture supporting the Video High Density (VHD) disc format, will custom press titles selected by MCA. MCA is currently in the process of selecting titles now, according to MCA Videodisc, Inc. president James N. Fielder, and has not announced how many titles will be involved.

"All I can say right now is that this is strictly a manufacturing and distribution agreement and that we'll be choosing the best number of titles we can," indicated MCA's Fielder. "The MCA-licensed programs will be included in the first VHD catalog when it is released in January of 1982."

Fielder added that the decision to license product, on a non-exclusive basis, to VHD Programs was made "because we saw it as a viable business opportunity."

"We have a basic responsibility to exploit our library of films and this move was simply viewed as another avenue," stated Fielder. "I don't quite understand why this

(continued on page 40)

Motown Records Kicks Off Its Year-Long Smokey Campaign

(continued from page 6)

Prod., the label's video division, will be taping selected shows for use by overseas licensees of Motown product and possible pay and cable television usage during the holiday season.

The full thrust of the label's campaign will get under way in the Fall with the release of a new Robinson LP, tentatively slated for October. In support of the new album, Motown is planning a special sales campaign that will include the entire Smokey Robinson solo catalog, and will utilize special in-store displays, such as a newly developed movie, ad mats and an already erected Sunset Blvd. billboard here.

Advertising Campaign

Advertising support for the celebration will cover both trade and consumer publications, in addition to specially-prepared Silver Anniversary radio spots slated to include many of the artists who have covered Robinson's compositions over the years.

Radio syndication firm Westwood One has already completed a special *Silver Anniversary Salute to Smokey Robinson*, to be aired on both pop and B/C formatted stations throughout the month of June. Taping dates are currently being scheduled for several other radio syndication companies

who will also be doing special tributes to Robinson.

The international segment of the celebration begins in November, when Robinson embarks upon a concert tour of the U.K., during which time he is scheduled to make a number of television appearances. Also included in the plans is the taping of a BBC-TV special.

Publishing Involved

Jobete Music is presently preparing a special Silver Anniversary song folio of Robinson's greatest compositions, which is set for release in time for the Christmas holiday season. The publishing company is presently in discussion with ASCAP regarding a tribute in 1982.

The label's publicity and promotion departments will be working in conjunction on receptions to honor the artist in New York, Washington, D.C., Detroit and here in Los Angeles. With regards to consumer press coverage, Robinson has been scheduled to be the subject of both cover and feature stories in major publications throughout the U.S.

The final phase of the Silver Anniversary celebration will begin in March 1982 with Robinson's planned Far East promotional tour throughout Japan, Australia and New Zealand.

Attendance Down At 3rd BMA Conference

(continued from page 14)

last year), the relative absence of panelists with opposing views and very limited question and answer periods following seminars.

One such implied controversy centered around "rap" records. While Bill Haywood, vice president of black music marketing, PolyGram, called rap music "a black art form as legitimate as jazz and blues" at the performing arts forum, at the luncheon and communications forum, moderator Bob Law, program director for WWRL-AM, New York, chastised "hotel-motel," lyrics while distinctly mimicking the rapper's inflection.

Other potentially provocative issues that were skirted included the increasing use of music by white artists on black music formats; the financial squeeze facing small black retailers, which has been intensified by wholesale price increases; and the conflict between economic reality and moral responsibility. On this last question, a one-stop owner told a panel that he would not stock Blowfly's "Dirty Rapping" or Prince's "Dirty Mind" so that children would not have access to them.

At the convention's close the BMA board of directors had concluded a meeting that was expected to democratize the association's voting process and consolidate its structure, but an association spokesperson said that no statement would be released to the press for another week.

INTERNATIONAL



ARGENTINIAN AWARDS — The Ariola International Group was recently awarded a number of gold and platinum discs for its albums by the Argentinian Chamber of Record Producers. The records honored were a single by Angela Carrasco, an Alan Parsons Project LP, Camilo Sesto's "Amaneciendo" LP, and Sesto's and Carrasco's "Bienvenidos vol. 2" (all gold) and "Bienvenidos vol. 1" (platinum). Pictured at the presentation are (l-r): Mario Kaminsky, president, Microfon Argentina; Ramon Segura, vice president, Latin America, Ariola International; and Nestor Kohlhuber, promotion manager, Microfon.

BPI Publishes Trade Views On Proposed Blank Tape Tax In U.K.

by Paul Bridge

LONDON — In advance of the "Green Paper" on a tax to combat home taping currently under preparation by the British government, the British Phonographic Industry (BPI) In-Home Taping Action Committee recently released a booklet on the subject analyzing the positions of various U.K. trade associations.

Chaired by Sir Joseph Lockwood, the BPI In-Home Taping Action Committee's booklet outlined the aggregate views of the BPI, Mechanical Rights Society (MRS), Mechanical Copyright Protection Society (MCPS) and the Musicians Union on a problem that cost the British industry an estimated \$410 million in 1980. In addition, it advanced its own suggestions on the nature of a tax on blank tape.

Presenting the committee's position on a home taping tax, the booklet suggested that "A levy on the retail sale of blank audio and audio-visual tape to compensate rights holders who suffer loss by reason of unauthorized home recording shall be imposed administered and distributed by and in accordance with an order of the Department of Trade after a public inquiry held in a manner prescribed by it."

The suggested legislation continued with certain provisions deeming that any order constructed by the Board of Trade should not be implemented until it has been "approved by resolution of each house of parliament."

It was also stated within the suggested legislation that not less than 10% of the funds raised by the levy should be paid to the national treasury (presumably as payment for the Department of Trades' administrative costs), that any tape purchaser who can prove that the tape will not be used to break any others' rights shall be exempt from the levy, and that once levy has been

paid, no rights holder shall then be able to withhold the rights of someone else who is taping copyright material for private use.

The suggested legislation seemed to acknowledge and endeavour to overcome the primary objections to a blanket tax that have been heard since the MCPS withdrew its home-taping licenses and joined the tax lobby, namely, that an overall tax assumes that all blank tapes are to be used to record material protected by copyright.

The discussion document that precedes the suggested legislation proposes taxes of one pound (\$2.05), two pounds (\$4.10) and three pounds (\$6.15) for C45, C90 and C120 tapes, respectively, which, through careful research, are the sums of equivalent loss to copyright holders. This would double or triple the cost of blank cassettes according to their length.

After considering the alternate method of a tax on taping hardware, this possibility was dismissed. Germany, which has had such a tax for 15 years, now finds the system inadequate; and its European neighbor, Austria, which recently instigated its own tax, also went for one on blank tapes.

It seems likely that the U.K. lobby will also ask for a tax on hardware, though with the frank acknowledgement that this will cover only a small proportion of the annual loss to home taping. Because of the structure of the industry in the U.K. (a little over 45% of U.K.-based record companies are American owned), where it is so rare as to be negligible for foreign-owned companies to remit their profits to their overseas parents, it seems unlikely that monies received as a result of the tax would add to the industry income in the U.S. Of course, overseas shareholders in U.K. companies may benefit from increased dividends.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The local Chamber of Record Producers released the sales figures corresponding to April. Sales of singles amounted to only 115,474 units, while albums were at the 203,000 level. Cassettes stood at the 869,000 mark, but the absolutely disappointing performance of singles and albums has thrown the industry into a gloomy mood.

Spanish kiddie group **Los Parchis** will be arriving in Buenos Aires next month for performances at shows and the premiere of its film *El Inventor Invisible*. The group has received an offer to shoot still another movie in this city, and Tonodisc is releasing its new album. Other Tonodisc artists to come are French pianist **Richard Clayderman** and trumpet player **Jean Claude Boreilly**.

Interdisc is releasing the first album by Puerto Rican group **Menudo**, and the artists are scheduled to arrive in Buenos Aires next week. They will head some programs for ATC and have a press conference.

The first recordings by Spanish company Discosa, to be distributed by Interdisc, are also due this month. There is an album by local chanter **Carlos Javier Beltran**, recorded especially in Spain (he traveled to Madrid for that purpose) and a new single by Spanish chanter **Pablo Abralra**. The Discosa headquarters are located at Tucuman 766, Buenos Aires.

EMI toppers **Alberto Caldeiro** and **Roberto Piny** returned from a trip to the northern provinces of the country, and afterwards joined the sales convention held in Entre Rios. One of the highlights of the meeting had to be the unveiling of all the product to be released through October.

RCA's **Jalro** has been for a short time in Argentina, shooting scenes for his oncoming TV special for Radio Television Luxembourg. He is planning a new visit in a couple of months.

Phonogram's **Aplauso** series has reached a good level of acceptance in the market, according to reports. The series aims at the budget buyers and includes some of the top artists, both local and international, of the company cast.

miguel smirnoff

Italy

MILAN — **Ladislao Sugar**, chairman of the board of CGD Messaggerie Musicali, died in Milan on May 6 at the age of 85. He was one of the most representative and respected personages in the music and record business in Italy. Born in Hungary, Sugar started his activity as music publisher in Italy at the end of the '40s. During the '50s he acquired CGD and soon made it one of the top record companies in Europe.

The Italian rock group **Le Orme**, previously at PolyGram, switched to DDD. It

is recording a new album for the label, which will be out on the market in September.

A new society of production, promotion and management in the music sector, called First Organisation, was founded in Rome by **Mauro Giannelli**, **Stefano D'Orazio** and **Massimo Lazzari**. **Lino Terruzzi**, formerly at EMI Italiana, was named catalog development & import responsible at PolyGram. **Giorgio Loviscek** left his post of assistant to the marketing department at PolyGram to join the Fabbri publishing group as sales head of the record production unit.

Vittorio Salvetti and **Gianni Ravera**, organizers of music festivals in Italy, have decided to continue their collaboration agreement.

marlo de luigi

Canada

TORONTO — A Supreme Court of Canada ruling has put **Gordon Lightfoot's** impaired driving charge back into the lower courts. Talk about adding insult to injury: Lightfoot and band were performing in Belfast when the decision was reached. It was no problem for his fans to enter the show (they were searched); but they were told no one could leave until after the performance. Police said it was a security precaution. Someone could bring a bomb to the show and leave, they said. On other legal fronts, the Best Available Seating Service (BASS) ticket agency has been taken to court by a law student, who says the service is surcharging excessively. That isn't the only bad news BASS has had. The computerized agency got into hot soup with the Onstage '81 theater festival, which withdrew from the distribution deal with BASS after it heard that patrons were being told over the phone that certain events were sold out (but weren't). . . . Attic continues to mine gold from uncharted musical territory. While **Judas Priest** and **Motorhead** both have strong deals in Canada, the label has bowed a best-of from Priest and the first disc from 'Head. Its Stiff deal has seen the label issue an old **Jona Lewie** album, "On The Other Hand There's A Fist."

Bram Tchalkovsky, who split with collaborator **Mick Broadbent** and is on Arista with his "Funland" album, says he "pulled a **Sex Pistols**" to get off Polydor. Seems a day for interviews in Los Angeles was turned into a drunk. Broadbent spilled his lunch on a secretary at the label. "One week later, we were out of a deal," Tchalkovsky quips. A hearty North American tour begins in mid-June. . . . **Rough Trade** enters the studio this month to record its third disc, the second for True North and the first for Stiff America in the U.S. and CBS in Europe.

Expect True North albums this autumn from **Dan Hill** and **Graham Shaw**. . . . **Queen** is in the studio this month to record. No

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 My Turn To Love You — Eddy Grant — Interdisc/ATC
- 2 The Gambler — Kenny Rogers — EMI
- 3 Tremendo Amor — Maria Celeste — CBS
- 4 Living In The Front Line — Eddy Grant — ATC/Music Hall
- 5 Flash — Queen — EMI
- 6 Solo Un Sabado Mas — Leonardo Jury — Microfon
- 7 Lady — Kenny Rogers — EMI
- 8 (Morning Train) 9 To 5 — Sheena Easton — EMI
- 9 Y Apago La Luz — Miguel Gallardo — Microfon
- 10 Santa Maria — Manuela Bravo — Phonogram

TOP TEN LPs

- 1 My Turn To Love You Eddy Grant — Interdisc/ATC
- 2 Estrellas En 45 — various artists — CBS
- 3 Exitos Del Amor 81 — various artists — Microfon/ATC
- 4 Hotline — various artists — K-tel
- 5 Greatest Hits — Kenny Rogers — EMI
- 6 Flash Gordon — soundtrack — EMI
- 7 Para Enamorados — Sergio Denis — K-tel/ATC
- 8 Come Ti Amo — various artists & K-tel/ATC
- 9 Exitos Del Otono — various artists — Microfon
- 10 Fame — soundtrack — Phonogram

—Prensario

Australia

TOP TEN 45s

- 1 Jealous Guy — Roxy Music — Polydor
- 2 Angel Of The Morning — Juice Newton — Capitol
- 3 In The Air Tonight — Phil Collins — Atlantic
- 4 (Morning Train) 9 To 5 — Sheena Easton — EMI
- 5 Keep On Loving You — REO Speedwagon — Epic
- 6 History Never Repeats — Split Enz — Mushroom
- 7 Antmusic — Adam And The Ants — CBS
- 8 Counting The Beat — The Swingers — Mushroom
- 9 Fade To Grey — Visage — Polydor
- 10 9 To 5 — Dolly Parton — RCA

TOP TEN LPs

- 1 The Beatles Ballads — Parlophone
- 2 Corroboree — Split Enz — Mushroom
- 3 Face Value — Phil Collins — Atlantic
- 4 Swingshift — Cold Chisel — WEA
- 5 Arc Of A Diver — Steve Winwood — Island
- 6 Greatest Hits — Dr. Hook — Capitol
- 7 Christopher Cross — Warner Bros.
- 8 Sky 3 — Arlola
- 9 Making Movies — Dire Straits — Vertigo
- 10 Kings Of The Wild Frontier — Adam And The Ants — CBS

—Kent Music Report

Italy

TOP TEN 45s

- 1 Sara Perche Ti Amo — Ricchi e Poveri — Baby Records
- 2 Maledetta Primavera — Loretta Goggi — WEA
- 3 Amoureux Solitaires — Lio — Arlola
- 4 Gioca Jouer — Claudio Cecchetto — Hit Mania
- 5 Johnny And Mary — Robert Palmer — Island
- 6 Tunnel Of Love — Dire Straits — Vertigo
- 7 Woman In Love — Barbra Streisand — CBS
- 8 Semplice — Gianni Togni — CGD
- 9 E Invece No — Edoardo Bennato — Ricordi
- 10 Enola Gay — Orchestral Manoeuvres In The Dark — Dindisc

TOP TEN LPs

- 1 Making Movies — Dire Straits — Vertigo
- 2 Icaro — Renato Zero — RCA/Zerolandia
- 3 Tutto Sanremo 81 — Esecutori Vari — Polydor
- 4 Guilty — Barbra Streisand — CBS
- 5 Rondo Veneziano — Rondo Veneziano — Baby
- 6 Lio — Arlola
- 7 Pleasure — Steven Schlaks — Baby
- 8 Cervo A Primavera — Riccardo Cocciante — RCA
- 9 Amanti — Julio Iglesias — CBS
- 10 Double Fantasy — John Lennon and Yoko Ono — Geffen

—Musica E Dischi

INTERNATIONAL

INTERNATIONAL DATELINE

North American dates are planned this year, according to drummer **Roger Taylor**, whose own "Fun In Space" album is getting strong play here . . . **Frank Sinatra** could make his first Toronto appearance in several years this summer at the Canadian National Exhibition grandstand. The city was involved in a considerable wrangle with the exhibition over control (and how it will be revamped after a miserable losing season last year). Late last week, the city was able to assume control of the annual event, and it appears no expense will be spared to spruce up the two-week fair.

Ontario Place's music schedule at the Forum this year is decisively middle-of-the-road. Last year, two overblown incidents made the provincially-run facility's board run for cover. Worried about a riot this year, Ontario Place ensured fans they will have little to choose from . . . **The Jam** played two sold-out dates here May 23 and 24.

kirk lapointe

United Kingdom

LONDON — In the wake of the recent expansion in the Virgin Organisation's interests in nightclubs and live venues, control of the group has now fallen totally to company head **Richard Branson** following his purchase of the 40% holding of his partner **Nik Powell**. The two teamed up 10 years ago, straight from university, to start Virgin and have been friends since early childhood. They parted amicably, with Powell retaining The Scala Cinema and The Off-line Video studios and heading for a career in politics. Meanwhile, those left at Virgin will find Powell's responsibilities farmed out among the remaining heads of the companies that go to make up the group.

The minefield of rights on video releases of programs with a musical content continues to threaten the speedy development and establishment of the home video market for the music industry. Six films, including *Stardust*, *That'll Be The Day* and *Far From The Madding Crowd*, were recently prevented from continuing manufacture or distribution when an alliance of music publishers involved gained a High Court injunction against their release, because no license has been issued to the distributors, Thorn-EMI. The British Videogram Assn. (BVA) is hoping to formulate a rates scale for video release of music before its annual conference in early June, though **Des Brown**, Chrysalis International director, warned delegates to a recent video conference hosted by *The Economist* magazine that the music industry is already losing out in the race to exploit the new medium. So far there are no agreements for video rights with the British Phonographic Industry (BPI), Equity (the actors' union) or the Mechanical Rights Society. It would seem even more urgent to ease the flow of music-oriented videocassettes onto the market, as plans have been an-

nounced for what is billed the "world's first trade fair for all forms of moving pictures," which is due to take place in London in September 1982 at the Tower Hotel and the World Trade Centre. "The London Media Mart," as it will be known, is being promoted under the tag, "If the picture moves, we're trading in it." The London Screen Market Association, an industry-wide non-profit-making organization that hopes to make the fair an annual event, has been set up to organize the mart. As the home video market grows steadily, the objects preventing the music industry from exploiting it seem to grow accordingly.

Jazz stalwart **Ronnie Scott** has promoted the art of good jazz through his Soho Club for 21 years. The recession forced him to place the business in the hands of a receiver last year, but he was able to start up again with the help of his receiver's accountant under a new name, Badecastle Ltd. Now, however, the venture has faltered again, and Scott is looking for backers to keep going.

The question of the legality of parallel imports to the U.K. will shortly be decided by the European court, yet there remains a major problem for U.K. operators in how to combat the threat. Riva Records recently reduced the dealer price of all **Rod Stewart** product to 1.82 pounds (\$3.73) to combat the flood of imports. In the London High Courts, a case is being fought against Simons Sales Stores Ltd., Simons Records Ltd. and Warrens Records Ltd., who constitute a major wholesaling organization, by Motown and EMI concerning 3,500 records imported from Portugal, which are allegedly counterfeit. The defendants claim that they are bona fide pressings legitimately imported from the continent. The three defending companies, which come together under the ownership of one **Warren Goldenburg**, claim that the records were purchased in the normal course of business from Riso and Ritmo (a Portuguese wholesaler), who in turn had bought them from Motown's Portuguese licensee, Imavox. Motown's general manager, **James Fisher**, had requested the legal action, brought on behalf of all members of the BPI, following his having made several sample purchases after having consulted Imavox on the matter. In evidence, he pointed out a general poor quality of printing on the allegedly counterfeit records and alterations to numbering and lettering on the records themselves. The defense claimed that although the discs were manufactured by another company, Radio Triunfo, this was done on behalf of Imavox and is quite the normal practice in Portugal. The defense also pointed out that matrix numbers on the records were identical with those on other pressings. The case will continue in the high court next month.

paul bridge



MAGIC ON STAGE — London's Apollo Theatre was the site of a climactic concert by PIR recording artist **Teddy Pendergrass** (l), which was topped off with a surprise appearance by Tamla recording artist **Stevie Wonder**.

Gramavision Signs Deal With Living Music Label

LOS ANGELES — Gramavision Records has signed an exclusive worldwide distribution agreement with Living Music Records, a subsidiary of the Living Music Foundation.

Living Music was formed by musician **Paul Winter** and is dedicated to exploring and implementing ways in which music can be used to enhance the lives of people and to create an involvement in the preservation of wildlife and the natural environment.

The first release under the new agreement will be a two-disc digital recording, "Callings," which was recorded in the Cathedral of St. John the Divine. The album, which also contains a 20-page booklet, lists for \$17.98 and is due to ship on June 1.

Gramavision was formed over a year ago by **Jonathan F. P. Rose**. Current releases include the soundtrack to the film *The Europeans* and records by saxophonists **Tony Dagradi** ("Oasis"), and **Ralph Simon** ("Time Being"), and pianist **Earl Rose**. Future recordings will include pianist **Anthony Davis**, a new album by **Dagradi** and an album by **David Tudor** entitled "Rainforest IV."

Kumberger, Slezak Bow New Repertoire Label

HAMBURG — **Killy Kumberger** and **Rudolf Slezak** recently joined to establish a new label, Repertoire Records. The label will be based in Hamburg.

Kumberger is a longtime veteran of the German music industry, having served the last 10 years as head of A&R at WEA Germany's Hamburg branch.

Slezak is another veteran of the business, currently heading his own Hamburg-based publishing company, **Rudolf Slezak Musikverlag GmbH**.

Repertoire Records is located at **Harvester Weg 21, 2000 Hamburg 13**. The telephone number is (010) 44-60-21.

Light Bootlegger Sentence Draws CRIA Criticism

TORONTO — One man was fined \$500 following a plea of guilty to 25 counts of copyright infringement involving songs by **Bruce Springsteen**, **Paul McCartney**, **Bob Dylan**, **Joni Mitchell**, **Elton John** and others.

In addition, **Chris Nissen** of Montreal had 1,326 bootleg recordings involving 75 different artists confiscated and destroyed. Nissen's bootlegging activities were uncovered by a joint investigation involving the Royal Canadian Mounted Police and the Canadian Recording Industry Assn. (CRIA).

However, the relatively mild sentence, a result of lenient Canadian laws regarding copyright infringement, drew fire from the CRIA.

"While we are happy to see this case resolved, the low fine of \$500 only highlights the disparities that exist between the United States and Canada in terms of penalties for violations of copyright," said CRIA president **Brian Robertson**. "If this case had been judged in the United States, the penalties might have been \$25,000 or more, plus a possible jail term."

"The recording and music industries in the country will continue to urgently press for immediate revisions to the Copyright Act, which was created in 1924 and is totally failing to provide copyright owners with any measure of protection against modern day record and tape pirates."

CBS Restructures Sales Unit In Australia

MELBOURNE — **Paul Dickson** was recently appointed national sales manager for CBS Australia in a restructuring of the company to form a national sales division. As head of the new division, Dickson will be responsible for all CBS Australia sales activities concerning retailers.

Dickson was formerly Victorian state manager for CBS Australia. **Ian England** has now assumed that position. England, who joined the company in 1974, has held a series of sales positions. His most recent position was that of Victorian sales manager under Dickson.

Finally, **Gaynor Crawford** was appointed product manager for all artists on the CBS, Epic and CBS Associated labels. Crawford started with CBS New Zealand, where she was in charge of product management and press, and her most recent position with CBS Australia was with its international A&R department.

In an unrelated personnel move, **Robyn Williams** was named artist relations manager for the company. She was most recently promotions manager/artist relations manager.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

- 1 **Ruby No Yubiwa** — Akira Terao — Toshiba/EMI
- 2 **Natsu No Tobira** — Seiko Matsuda — CBS/Sony
- 3 **Nagayori Yoru** — Chiharu Matsuyama — News
- 4 **Shadow City** — Akira Terao — Toshiba/EMI
- 5 **Bugi Wugi I Love You** — Toshihiko Tawara — Canyon
- 6 **Sunset Memory** — Naomi Sugimura — Polystar
- 7 **Okuhida Bojo** — Tetsuya Ryu — Trio
- 8 **Dakaretai Mouchido** — Elkichi Yazawa — Warner/Pioneer
- 9 **Yokohama Cheak** — Masahiko Kondo — RVC
- 10 **Nagisa No Love Letter** — Kenji Sawada — Polydor

TOP TEN LPs

- 1 **Reflections** — Akira Terao — Toshiba/EMI
- 2 **Sexy Music** — Nolans — Epic/Sony
- 3 **Hara Yuko Ga Kataru Hitotoki** — Yuko Hara — Victor
- 4 **A Long V.A.C.A.T.I.O.N.** — Eichi Otaki — CBS/Sony
- 5 **Twilight Dream** — Nahoko Kawayi — Nippon Columbia
- 6 **Modern Girl** — Sheena Easton — Toshiba/EMI
- 7 **Ringetsu** — Miyuki Nakajima — Canyon
- 8 **Heart & Soul** — Channels — Epic/Sony
- 9 **Yumetsuzuri** — Gamu — Telchiku
- 10 **Umiwo Wataru Cho** — Shinji Tanimura — Polystar

—Cash Box of Japan

New Zealand

TOP TEN 45s

- 1 **Counting The Beat** — The Swingers — CBS
- 2 **The Bridge** — Dean Waretini — CBS
- 3 **I Could Be So Good For You** — Dennis Waterman — EMI
- 4 **Jealous Guy** — Roxy Music — PolyGram
- 5 **History Never Repeats** — Split Enz — PolyGram
- 6 **In The Air Tonight** — Phil Collins — WEA
- 7 **One Day At A Time** — Cristy Lane — EMI
- 8 **Rapture** — Blondie — Festival
- 9 **Anti Music** — Adam & The Ants — CBS
- 10 **Duncan** — Slim Dusty — EMI

TOP TEN LPs

- 1 **Walata** — Split Enz — PolyGram
- 2 **The Beatles Ballads** — The Beatles — EMI
- 3 **Classics By Candlelight** — Gheorge Zamfir — PolyGram
- 4 **Making Movies** — Dire Straits — PolyGram
- 5 **Reveries** — Richard Clayderman — WEA
- 6 **Sound Effects** — The Jam — PolyGram
- 7 **Face Value** — Phil Collins — WEA
- 8 **Arc Of A Diver** — Steve Winwood — Festival
- 9 **Hotter Than July** — Stevie Wonder — EMI
- 10 **Flesh And Blood** — Roxy Music — PolyGram

—Record Publications Ltd.

United Kingdom

TOP TEN 45s

- 1 **Stand And Deliver** — Adam & The Ants — CBS
- 2 **You Drive Me Crazy** — Shakin' Stevens — Epic
- 3 **Stars On 45** — Star Sound — CBS
- 4 **Chequered Love** — Kim Wilde — RAK
- 5 **Swords Of A Thousand Men** — Tenpole Tudor — Stiff
- 6 **Bette Davis Eyes** — Kim Carnes — EMI
- 7 **I Want To Be Free** — Poyah — Saffari
- 8 **Keep On Loving You** — REO Speedwagon — Epic
- 9 **Ossie's Dream** — Spurs FA Cup Final Squad — Shell
- 10 **Being With You** — Smokey Robinson — Motown

TOP TEN LPs

- 1 **Wha'ppen** — The Beat — Go Feet
- 2 **Kings Of The Wild Frontier** — Adam & The Ants — CBS
- 3 **Stars On 45** — Star Sound — CBS
- 4 **Roll On** — various artists — Polystar
- 5 **Hotter Than July** — Stevie Wonder — Motown
- 6 **This Ole House** — Shakin' Stevens — Epic
- 7 **Bad For Good** — Jim Steinman — Epic
- 8 **Positive Touch** — Undertones — Ardeck
- 9 **Quit Dreaming And Get On The Beam** — Bill Nelson — Mercury
- 10 **Charlots Of Fire** — Vangelis — Polydor

—Melody Maker

Indie Distributors Optimistic In Wake Of Boardwalk Switch

(continued from page 5)

can see the ball starting to roll now because of this."

"I definitely do believe it's a trend," adds John Salstone, owner of Morton Grove, Ill.-based M.S. Distributing Co. and another new distributor for Boardwalk. "I wasn't surprised to see Bogart come back (to the indies). Indie distributors make more sense in the economic climate today."

"For a guy like Bogart, control of his own destiny is mandatory," Salstone explains. "This is very reminiscent of his leaving Warner Bros. (in 1974) with Casablanca, only this time, I think he's a lot stronger with Boardwalk."

The optimistic sentiments of the indies have been spreading in the past few months, reaching a new level of intensity at the recent National Assn. of Recording Merchandisers (NARM) convention, where an independent distributors committee was formed to more aggressively pursue more accounts (**Cash Box**, April 25). Last week, the committee met in Washington, D.C. to further prepare the groundwork for the launching of specific projects and programs.

Among the stated goals of the committee are the organizing of an effort to make independent distribution more attractive to labels currently serviced by branch operations. Citing a \$200 million annual volume needed to break even with a branch operation, members of the committee have expressed particular interest in labels currently with PolyGram, MCA and RCA.

"The most useful thing the committee can do is to sell the nationwide capabilities of independent distribution," says John Marmaduke, president of Amarillo-based Western Merchandisers and recently elected president of NARM. "The committee could identify all existing independents, where they're located and what services indies can provide."

"They've got to sell the (indie) story," Marmaduke adds. "The story of indies isn't being sold now."

"The committee is a very good idea," says Warren Hildebrand, president of New Orleans-based All South Distributing and another new Boardwalk distributor. "Maybe it should have been done two years ago, when independent distribution was in real trouble, but as far as going after some of the labels currently with branches, I think the committee's the right way to go about it."

"Boardwalk has been a great morale builder for us," Hildebrand adds. "It's the first time in a couple of years that things are beginning to look back upward again. With Chrysalis, Motown and Arista doing so well, the decision by Alfa to go with independent distribution and now, the move by Boardwalk, things are looking very good. We've gained a much stronger position in our market."

Spurred by the apparent crunch at the branches, where existing volumes have led to near constant speculation that one or more will merge or disband, many of the indies surveyed felt that the move back to independent distribution is the natural result of a business cycle that has prevailed in the industry for a number of years.

"It seems like there is a cycle," explains Salstone of M.S. "It will get to the point where the future for independent distribution will look so bleak that a lot of us will be saying, 'This is the end.' Then two years later, it will pick up, and there will be new labels. Later, these labels will get bigger, they'll go to the branches, and the cycle starts over again. It's been like this for the last 30 years or so."

"It isn't just the Boardwalk," Salstone adds. "I got CTI last week, and I suspect that in the next six months or so, I will pick up a lot more new labels."

Branches' Volume Woes

The independent distributors generally agreed that the trend away from the branches could be traced back to the crunch of 1979, when the industry's overall volume dropped by as much as 35-40% according to some estimates, and the corporate nature of the branch system.

"I saw this coming NARM before last (1980 in Las Vegas)," Salstone explains. "The big branches couldn't handle the lower volume, and they had to cut back tremendously, especially in the area of personnel and services. The indies, without entire branch operations to support, didn't have to cut back as much, and as a result, there was less of a drop-off in services."

"More and more labels are complaining of getting lost within the corporate structure (at the branches)," Western Merchandisers' Marmaduke adds. "On the other hand, as a customer of an independent distributor, a label can get better service and response to its questions and problems. The real truth is that the majors just aren't doing that good a job anymore."

Even more optimistic than the other independent distributors was Leonard Singer, owner of Phoenix-based Associated Distributors. "(Neil) Bogart has just seen the light and gone from a lethargic branch to a vibrant network of indies," Singer says. "Of course, vibrant labels like Boardwalk are what indies survive with, but as far as being encouraged by its move to independent distribution, I'm not."

"I'm not encouraged because I was never discouraged, I've always been confident for independent distributors," Singer adds. "We indies have always had this attitude."

Singer's optimism is balanced by Jerry Richman's assessment of the situation. The president of Pennsauken, N.J.-based Richman Bros. feels the move to independent distribution by Boardwalk "doesn't mean a thing."



MILLENNIUM SIGNS CAPTAIN CHAMELEON — Millennium Records has signed Captain Chameleon, who has completed production of his debut single for the label, "Jive Ol' Fo/Grab Them Cakes." Pictured at the signing are (l-r): Reggie Thompson, club and black music promotion, Millennium; Andrew Frances, director of marketing and artist development, Millennium; Jimmy Ienner, president, Millennium; Captain Chameleon and pet; David Wolff and Ed Sprigg, producers, Captain Chameleon.

PolyGram's Braun Is Bullish About Branch Distribution

(continued from page 5)

considerably. People think twice when they've got to pay 20% for money."

Braun is also hoping to institute a new policy in the area of marketing. The program calls for a partnership between the artist's manager and the record company. Braun explained that the label's marketing procedure — how much money it puts into an artist, what kind of priority it has for an artist and what kind of deals it will make in the marketplace for an artist — are keys to an act's survival.

"Companies are really skittish about letting people in on the marketing," offered Braun, "but managers know their artist's market and they should work with the label. How much money a label is putting up for marketing is more important than how much advance or royalty monies you can get."

In addition to pushing for new credit and marketing programs, PolyGram, like the majority of its competitors, has gone through some drastic streamlining in the area of personnel. Braun maintains that layers upon layers of employees and departments are no longer necessary in today's business climate.

"Even today there are too many people who do nothing at the labels but report to each other," insisted Braun. "I spend most

of my day doing nothing but examining distribution and the labels to see how we can bring about a sensible mix between the number of people and the business. I still go by the old 80/20 philosophy — you get 80% of your money from 20% of your people."

Custom Labels Proliferate

This new era of streamlining and rethinking of business practices has also brought a proliferation of custom labels in the past few years. And while Braun is supportive of his company's subsidiary labels, which delivered acts PolyGram could never have otherwise obtained or controlled, he still believes the custom label is an expensive way to do business.

Citing such problems as the custom's difficulty in obtaining money from its parent's marketing department, confusion in promotion coordination with the parent and the custom's role as a supplicant in the major label's manufacturing and distribution plan, Braun also felt that the indie's supposed ability to better hand pick and promote artists was inaccurate.

But Braun did feel that the custom label serves a purpose if it can get an artist a major couldn't obtain. He suggested that artists aren't that easy to get anymore, and that they are smarter than they were in the '50s. "A glad handshake and a smile aren't good enough anymore for an artist; they want the man who can best sell their records."

Profile Records Bows

NEW YORK — Profile Records, a label specializing in R&B-dance oriented music, has been formed by Cory Robbins and Steven Plotnicki. The first artists signed are English television star Grace Kennedy, whose single, "I'm Starting Again," will be released the first week in June, and Lonnie Love, whose rap record, "Young Ladies," will be released in early July.

Robbins comes from MCA Music where he last served as general manager of the RCA-distributed Panorama label. Plotnicki comes from Win Records where he was a sales and marketing representative. Plotnicki previously wrote the disco hit "Love Insurance," which was produced by Robbins.

The firm's address is 250 West 57th Street, New York, NY 10107. The telephone number is (212) 592-3555.

Buffett Set For Denver Kids Diabetes Benefit

NEW YORK — MCA Recording artist Jimmy Buffett will perform at a concert to benefit the Children's Diabetes Foundation at Denver's Red Rocks Amphitheatre on June 24. The show is being presented by Feyline, Inc.



UNDERGROUND BALLET — New York's Underground was the site of the U.S. debut recently of U.K.-based Chrysalis recording group Spandau Ballet. Pictured backstage following the performance are (l-r): Richard Burgess, the group's producer; Steve Norman and Tony Hadley of the group; Jim Fougatt, the show's promoter; John Keeble and Gary Kemp of the group; Rudolf, show promoter; and Martin Kemp of the group.

BMI To Fete Writers

NEW YORK — Broadcast Music, Inc. (BMI) will honor the writers and publishers of the most performed songs in the BMI repertoire during 1980 at an awards dinner to be held at the Beverly Wilshire Hotel, Los Angeles, June 9. BMI awards will be presented by Edward Cramer, president; Theodora Zavin, senior vice president, performing rights; and Ron Anton, vice president, California.

A glass plaque will be awarded in recognition of the single most performed song in the BMI catalog during 1980.

On June 10, BMI will host a dinner honoring the writers of television and feature film scores at the Beverly Wilshire Hotel.

"In honoring our writers and publishers and those who fashion music for film and TV," Cramer noted, "BMI is also honoring Los Angeles as a major center of musical activity."

Prism Signs Loverde

LOS ANGELES — Recording artist Frank Loverde and his group, Loverde, have been signed to Prism Records. The San Francisco-based group, which also features Peggy Gibbins and Linda Imperial, had its first single, "Iko Iko," released last week in the U.S. by Prism and in Europe by EMI Records.

COIN MACHINE



8-BALL TOURNEY HIGHLIGHTS — Some 200 players took part in the Illinois Coin Machine Operators Assn.'s 1981 8-Ball Pool Tournament held at the Holiday Inn-East in Springfield. Pictured above

are (l-r): ICMOA president Walt Lowry (r) awarding trophies to the first place winners in the men's and women's divisions; and an overview of the tournament play area.

Hilltop's Davison Captures Top Award In 1981 ICMOA Pool Tournament

CHICAGO — Finals in the 1981 8-Ball Pool Tournament, sponsored by the Illinois Coin Machine Operators Assn., were held April 26 in the Holidome of the Holiday Inn-East in Springfield.

Some 200 players — including 158 men and 42 women — representing 79 locations throughout the state of Illinois participated in the event.

Ward Brown of Pocket Billiards Association served as tournament director and the finalists competed on 12 Tournament Eight Ball tables. In addition to trophies, cash prizes of \$1000 and \$500 were awarded to the respective first and second place win-

ners in the Men's Division; and \$500 and \$200 to the first and second place winners in the Women's Division.

George Davison, representing Hilltop #1 location (A.H. Entertainers-operator) and Paul Crane of Cal's Place location (A.H. Entertainers-operator) took first and second place honors in the Men's Division; Mary Ann Blean of Top Hat location (Blackhawk Music-operator) and Diana Mine-man, representing Don's Place location (P & M Enterprises-operator) were the first and second place winners in the Women's Division.

Exidy Participates In College Union Annual Confab

SAN FRANCISCO — The Association of College Unions held its 61st annual convention April 12-15 at the Hilton Hotel here. Featured among numerous seminars, tours and banquets was an exhibition of many profit making items for college unions, and among them was Exidy's "Spectar" game in upright, classic and cocktail table models.

Representing Exidy during this four-day college union exhibition were Chris Minarik, Mike Wright and Exidy's newly appointed field service manager, Terry Cunningham.

Wright commented that a variety of unrelated businesses on college campuses have one common problem that a video game solves — a demand for high profits in a minimum space allowance. He added that college unions and other on-campus/near-campus locations are finding Exidy games highly profitable additions to their locations and the perfect solution for high profit requirements.

"The response, enthusiasm and interest shown by the College Union attendees was overwhelming," stated Minarik, "a distinct and definite indication of the demand for Exidy coin-operated video games at college locations around the world."

Cinematronics 'Armor Attack' Brings Combat Action To The City Streets

CHICAGO — A "sensational" new one or two player video game called "Armor Attack" is the latest release from Cinematronics, Inc., announced David Stroud, marketing vice president of the El Cajon, Calif.-based manufacturer. The new game abounds in exciting combat action which takes place right here on earth.

The game begins with the players patrolling city streets in their jeeps and fighting off attacking enemy tanks and helicopters. The destruction of five helicopters awards the player an extra jeep, as the battle continues.

In order to destroy the tanks, the player must make two direct hits. The first hit destroys the tank body, leaving the tank immobile, but the player must remain alert, since the turret is still in pursuit at this point. The second hit, however, will destroy the tank turret, leaving the enemy completely demolished.

When the helicopter is in pursuit it remains on the screen until it is destroyed or it succeeds in destroying the player, thus increasing the action and difficulty.

"The field reports on 'Armor Attack' have been truly amazing," reported Stroud. "When the two-player mode is in operation both players play at the same time, giving the operators double coinage per game."

Tournament Games, Atari Unite For Chicago Tourney

SEATTLE — The first multi-product World Championships, sponsored by Tournament Games and Atari, will be held Oct. 29-Nov. 1 at the Chicago Expocenter. The event will offer competition in five different coin-operated games.

Contenders for the World Championship titles on the four tournament games will vie for \$350,000 in cash and prizes, broken down as follows: Tournament Soccer, \$150,000; Tournament Eight Ball, \$100,000; Tournament Mark Darts, \$75,000 and Tournament Hockey, \$25,000.

In addition, Tournament Games and Atari recently agreed to add a \$50,000 Atari World Championships to the schedule, making it one of the biggest tournaments in amusement game history.

"It is with a great deal of satisfaction that we see our dream of a multi-product World Championships become a reality on AMOA weekend, 1981," said Lee Peppard, president of Tournament Games Inc. "We're moving forward after a year in which our promotional plans had to be put on hold because of the impact that the video boom had on the basic product lines."

The multi-product tournament is meant to introduce thousands of new players and locations, heretofore inactive, to the benefits of promotional involvement. "Considering the extent of today's video market, the addition of the Atari competition greatly enhances the multi-product concept," said Cal Rogers, Tournament Games executive vice president.

Past Tournament Soccer World Championships have had an average attendance of 4,000 participants. With the addition of pool, darts, hockey and video players, the attendance at this year's World Championships is expected to be double.

"The amount of detailed planning that goes into the preparation of an event this size is staggering," commented Kathy Brainard, tournament coordinator. "Over 10,000 players will be competing in 48 events for \$400,000 in cash and prizes in a three and a half day time span. It's a real challenge, but the people on our tournament staff are well trained and experienced."

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **ELVIRA THE OAK RIDGE BOYS** (MCA-51084)
2. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
3. **THEME FROM GREATEST AMERICAN HERO** JOEY SCARBURY (Elektra E-47147)
4. **HEARTS** MARTY BALIN (EMI-America 8084)
5. **BOY FROM NEW YORK CITY** MANHATTAN TRANSFER (RFC/Atlantic 3816)
6. **A LIFE OF ILLUSION** JOE WALSH (Asylum E-47144)
7. **THE STROKE** BILLY SQUIER (Capitol P-5005)
8. **QUEEN OF HEARTS** JUICE NEWTON (Capitol P-4997)
9. **STRONGER THAN BEFORE** CAROLE BAYER SAGER (Boardwalk WS8 02054)
10. **SLOW HAND** POINTER SISTERS (Planet/Elektra P-47929)

TOP NEW COUNTRY SINGLES

1. **FEELS SO RIGHT** ALABAMA (RCA PB-12236)
2. **UNWOUND** GEORGE STRAIT (MCA 51104)
3. **PRISONER OF HOPE** JOHNNY LEE (Asylum/Full Moon E-47138)
4. **DIXIE ON MY MIND** HANK WILLIAMS, JR. (Elektra/Curb E-47137)
5. **TOO MANY LOVERS** CRYSTAL GAYLE (Columbia 11-02078)
6. **I STILL BELIEVE IN WALTZES** CONWAY TWITTY & LORETTA LYNN (MCA-51114)
7. **I SHOULD'VE CALLED** EDDY RAVEN (Elektra E-47136)
8. **WHISKEY CHASIN'** JOE STAMPLEY (Epic 19-02097)
9. **RAINBOW STEW** MERLE HAGGARD (MCA 51120)
10. **COULD YOU LOVE ME** JOHN CONLEE (MCA-51112)

TOP NEW B/C SINGLES

1. **RUNNING AWAY** MAZE featuring FRANKIE BEVERLY (Capitol P-5000)
2. **PUSH ONE WAY** (MCA 51110)
3. **LOVE'S DANCE** KLIQUE (MCA 51099)
4. **SEARCHING TO FIND THE ONE** UNLIMITED TOUCH (Prelude PRL 8029)
5. **JONES VS. JONES** KOOL & THE GANG (De-Lite/PolyGram DE 813)
6. **I DON'T REALLY CARE** L.V. JOHNSON (ICA 027)
7. **VERY SPECIAL** DEBRA LAWS (Elektra E-47142)
8. **SHAKE IT UP TONIGHT** CHERYL LYNN (Columbia 11-02102)
9. **IT'S YOUR CONSCIENCE** DENIECE WILLIAMS (ARC/Columbia 11-02108)
10. **LET SOMEBODY LOVE YOU** KENI BURKE (RCA PB-12228)

TOP NEW A/C SINGLES

1. **PROMISES** BARBRA STREISAND (Columbia 11-02065)
2. **STILL RIGHT HERE IN MY HEART** PURE PRAIRIE LEAGUE (Casablanca/PolyGram NB2332)
3. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49725)
4. **SEVEN YEAR ACHE** ROSANNE CASH (Columbia 11-11426)
5. **SWEET BABY** STANLEY CLARKE/GEORGE DUKE (Epic 19-01052)



'Armor Attack'

COIN MACHINE

Bally Releases New 'Fireball II' Pinball Machine

CHICAGO — Bally Pinball Division announced the release of "Fireball II," a multi-ball fantasy game that is loaded with exciting new features. While the model takes its name from a Bally pin that was produced around 1977, it contains various innovations characteristic of the current generation of pins, including an outstanding voice package.

The game begins with five credits for use on the Little Demon Post, a post between the flippers which can save the ball from dropping. Each time the post is put into action by the Little Demon button on the right side of the flipper, one credit is used. Players can gain two new credits each time they complete the three center drop targets.

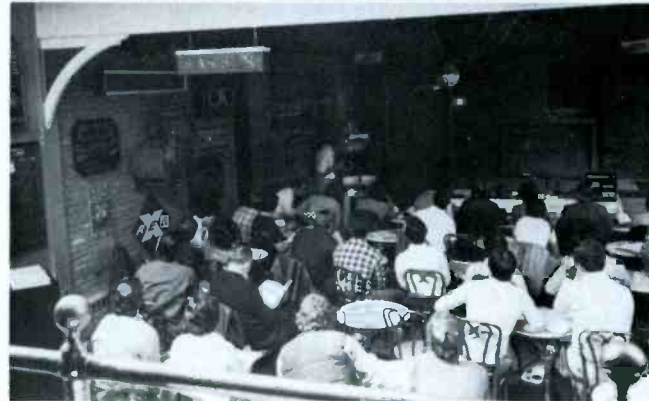
Fireball II has two bonus features and two bonus multipliers. One of these is the Doomsday bonus, which can be activated by the center or right drop targets and contains a multiplier that is also activated by the center drop targets.

The second bonus feature is the Fireball bonus which includes a choice of two maximum bonus score thresholds. It can be scored through the A, B, C or D lanes or the left drop targets. Multiplying this bonus from 2x through 5x can be achieved by completing the A, B, C or D lanes. There is also a unique center captured ball bonus capsule that counts down this hot feature.

The new model has two captured ball saucers that are qualified by the top three targets and is further enhanced by an astounding Bally voice package for luring players into its reach.



'Fireball II'



SCHOOL IN SESSION — Some 110 operators and service people were in attendance at the recent two-day Bally-Midway service school, sponsored by Roth Novelty Co. in Wilkes-Barre, Pa. All classes were held in the unique setting of The Station Restaurant, which is a converted railroad station complete with 15 fully renovated cars and abundant in atmosphere, precious antiques and artifacts. The establishment is owned and operated by Roth president Marvin Roth. Midway's field service manager Andy Ducaay and Arnie Aarstadt of Bally's field service staff conducted the sessions.



The program was coordinated by Lenny Lukas of the Roth sales staff. Instruction dealt with current electronic pinball and video games from both factories, focusing on troubleshooting and comprehensive service and maintenance procedures. Pictured in the top row are (l-r): the student body at the entrance to The Station; and "professor" Ducaay at a demo model of Midway's popular "Gorf" video game. Shown in the bottom row are (l-r): students attending class in the restaurant's Disco Room; and Ducaay with Bally's Aarstadt in front of the station's "Gandy Dancer" car.

INDUSTRY CALENDAR

June 4-7; Music Operators of Texas; annual meeting; Houston.

June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.

June 11-13; Illinois Coin Machine Operators Assn.; annual mtg.; Lincolnshire Marriott; Lincolnshire.

July 24-25; Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn; Missoula.

July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.

Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.

Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.

Sept. 25-26; West Virginia Music & Vending Assn.; annual meeting; Ramada Inn; South Charleston.

Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn; Richmond.

Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago

Oct. 29-Nov. 1; NAMA national convention; McCormick Place; Chicago.

'Gorf' Manual Is Now Available For Video Enthusiasts

CHICAGO — The growing legions of "Gorf" players may now purchase combat manuals to help in mastering this popular Midway video game and also earn classification in the Interstellar Defense Forces.

The "Gorf Combat Manual" contains historical data, tactical information and strategy tips which are geared to assist the player in conquering the Evil Gorfian Empire. The game theme involves a series of missions in which the player must repel Gorfian robot attacks and launch a counterattack to destroy the enemy Flag Ship.

(continued on page 39)

CASHBOX Subscription Blank

1775 Broadway, New York, N.Y. 10019 (212) 586-2640

NAME _____

COMPANY _____

ADDRESS: BUSINESS HOME _____

CITY _____ STATE PROVINCE COUNTRY _____ ZIP _____

NATURE OF BUSINESS _____ PAYMENT ENCLOSED

DATE _____ SIGNATURE _____

USA
 1 YEAR (52 ISSUES) \$100.00
 1 YEAR FIRST CLASS/AIRMAIL \$160.00 (including Canada and Mexico)

OUTSIDE USA FOR 1 YEAR
 AIRMAIL \$175.00
 FIRST CLASS STEAMER MAIL \$145.00

Please Check Classification

- DEALER
- ONE-STOP
- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD COMPANY
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES

OTHER _____

COIN MACHINE

CHICAGO CHATTER

See the new "Fireball II" pingame just released by Bally Pinball Division. It's named after a previous Bally model of the late seventies but very much now in design, play features and sound . . . On the video scene, Cinematronics has introduced its latest entry "Armor Attack," which looks like another winner for the factory.

EVERYONE AT Williams Electronics, Inc. is getting all set for a big event — the firm's Third Annual Accent On Achievement conference, slated for June 12-13 at Pheasant Run resort in suburban St. Charles. This is strictly an in-house function to salute staff achievers and discuss future company strategy. Of course, there'll also be plenty of time set aside for fun and recreation, as well.

AND SPEAKING OF WILLIAMS, World Wide Dist. president **Fred Skor** notes that the newly debuted "Defender" cocktail table is moving very well and far exceeding expectations at this point. Distrib's **Howie Freer** added that business, overall, is very good out there. "We've been writing up a lot of orders," he said, "but are still faced with the situation of demand exceeding supply, especially with new pieces."

STERN'S MARKETING DIRECTOR **Tom Campbell** is back at his busy desk following a recent business trip to visit a few factory distrib's, including Music Vend (Seattle), Dunis Dist. (Portland) and McKee Dist. (Portland). He also made a stopover in San Francisco to attend the wedding of good friend **Gary Slater**, a sales exec at Advance Automatic Sales. An elegant wedding reception was held in Jovanelo's Restaurant. Campbell also said he welcomed the opportunity to spend a little time in the area he called home during the nine years he worked on the coast. . . Stern's field service engineer **Lou Rudolph** represented the factory at the recently held Southwest Vending showing in Dallas (**Cash Box**, May 23), where he conducted a service school as part of the program. We understand this Southwest event is being hailed as one of the industry's biggest and most heavily attended thus far this year. . . On the subject of "Scramble," Stern's latest video game, present indications are it's going the route of "Berzerk" in sales — and might even surpass it, if present demand continues. Watch for late May or early June shipment of the factory's new "Lightning" pinball.

ALSO PRESENT at the Southwest Vending "extravaganza" — and most impressed with this "fabulous" industry function, were Gottlieb's marketing vice president **Marshall Caras** with **Jim Phillips**, western regional sales manager, and **Abi Carmen**, the factory's technical sales rep. Vice presidents **Howie Rubin** (product management) and **Gil Pollock** (product development), meanwhile, just returned from an extensive trip to Japan which they deemed, "a totally exhausting experience, but most exhilarating because of the potential success we achieved in Japan." Sounds interesting, doesn't it?

CASH BOX joins everyone at Stern Electronics, Inc. in extending felicitations to **Ben Rochetti** and his lovely wife, **Doris**, on the occasion of their 28th wedding anniversary. The big day was celebrated on May 30.

EASTERN FLASHES

Royal Dist.-Cinncy really went all out for the recently held OMAA state convention in Columbus. First off, the distrib hosted a suite of seven booths (as opposed to four last year) with a good assortment of current and new equipment on display, enhanced by the presence of four young beauties from the Royal staff — **Lori, Kim, Jan and Connie** — all members of the distrib's Royal's Rookies softball team and attired in their bright red "shortie" uniforms. The gals passed out bumper stickers reading "Pinball players score more often" — as a special pingame promo, of course. On hand to autograph the stickers was Cincinnati Bengals' football star **Ross Browner**. Needless to say, Royal's display attracted throngs of visitors. Company president **Joe Westerhaus, Jr.**, along with sales manager **Jack Schleicher**, controller **Linda Singer** and manager **Claudia Wilson** were on hand to man the exhibit. And hats off to **Wilson** for arranging this year's promotion program.

SPOKE WITH **Tony Yula** of Mondial-Springfield, where activity continues to focus on video games. Current best sellers include Gremlin's "Astro Blaster" and the recently debuted "Zarzon" from Taito America in the standard upright version. However, there's an upcoming pin that's been garnering "fantastic" results on test and its name is "Mars god of war." Yula was all raves about this "great new Gottlieb machine," which should definitely be a big winner for the factory. As we went to press, Mondial was prepping for the arrival of Gremlin's field service rep **Larry Tabler**, who was scheduled to conduct a factory service school in the Springfield showroom . . . **Cash Box** felicitations to **Anthony Yula, Jr.** and his bride, the former **Lynn Henneberry**, who were married on May 16 and are currently honeymooning. The groom is Tony's son, who is chief technician at Mondial.

'Gorf' Manual Available From Midway

(continued from page 38)

Throughout the process the player is constantly taunted by such phrases from the Gorf leader as "Prepare yourself for annihilation" . . . "Survival is impossible" . . . and others.

As a further means of generating full involvement in the entire game concept, players are invited to join the ISDF Pilots Association and qualify for membership cards.

The cover price of the manual is \$1.95 and it is available through Midway's distributor network. Further details may be obtained by contacting factory distributors or the Midway command headquarters at 10750 W. Grand Ave., Franklin Park, Ill. 60131

Kathy Novak of Midway's marketing services department has already received several inquiries resulting from a mid-May distributor mailing. Samples of the manual are being included in the cash boxes of all Gorf's currently in production.



COX BOIN MACHINE

CASH BOX AND MUSIC: THE BEST OF BOTH WORLDS

CLASSIFIEDS

CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$178. Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, or preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

RECORDS-MUSIC

COLLECTORS, DEALERS VISITING N.Y. CALL (516) 623-2247. 1,000s of 45s. LPs — Collectors items. Rock 'n' roll to disco. Buy collections, cutouts, overruns. SEND \$1.00 for giant catalog — foreign \$1.50 or 10 int. reply coupons. VIDEO DISC. BOX 409, N. Baldwin Sta., Baldwin, NY 11510.

EXPORT ONLY. All brands phonograph records and pre-recorded audio and video tapes (NTSC and PAL). Also largest selection of attractive close-out offers. 33 years of specialized service to record and tape importers throughout the world. Overseas dealers and distributors only. **ALBERT SCHULTZ, INC.**, 116 West 14th St., New York, N.Y. 10011. Cable: ALBYREP Telex: 236569 Telephone (212) 924-1122.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. **DARO EXPORTS, LTD.** 1468 Coney Island Avenue, Brooklyn, NY 11230. Cable: EXPODARO, NEW YORK.

HOUSE OF OLDIES: World headquarters for out of print 45s and LPs. catalog is \$1.50. Specials: First American EP & Cover by the Beatles in mint condition — \$20 Vee Jay EP 903 (2). Beatles Christmas LP on Apple SBC100 — Sealed \$12. **HOUSE OF OLDIES** 276 Bleecker St., N.Y., N.Y. 10014.

FREE CATALOG: New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only 100,000 available for a few weeks at 10¢. Write to: Paramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

STUDIO-RECORD of original unpublished BEATLES' song to sell. Send offer to Box 418.

EMPLOYMENT SERVICE

SONGWRITER: Rock, Country, New/Old Wave, Ballads. I am seeking publisher and/or interested parties. CONTACT: Wayne Proseus, 7745 Lake Road, Sodus Point, New York 14555.

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

SERVICES COIN MACHINE

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

COIN MACHINES WANTED

WE WANT TO BUY: Seeburg Phonographs-201-161-AY-Q-DS-KD-R-J-G-LPC480-LPC1 - Electra Fleetwood SS 160-LS1-L S2-LS3-USC1-USC2 - Olympian - STD1 - SPS1-SPS2-STD2-STD3-STD4 - All Ami - Wurlit. 3000-3100-3200-3700-3800 We pay cash and pickup in our own truck. **United States Amusements, Inc.** 2 W. Northfield, Livingston, New Jersey 03079 - Telephone 201-992-7813 or 201-926-0700.

COIN MACHINES FOR SALE

FOR SALE: Cocktail Tables, new and used, Space Invader, Moon Cresta, Asteroid, Galaxians, Space Firebirds, Phoenix, Scrambler, Pucman Defenders, Etc. Low Prices, and on stock immediate delivery **United States Amusements, Inc.** 2 W. Northfield, Livingston, New Jersey, phone and ask for Sal at 201 926-0700.

3 MIDWAY BULL'S EYE Bally Slots: 1 Jokers Wild, 2 Super 7, 1 Las Vegas — stand model. 2 ACE Luna and Zodiac with Bonus. 1 YATZY. 100,000 new brass tokens app dime size. 10,000 used brass tokens quarter size. Give us an offer in cash or barter deal. **HANSA MYN-TAUTOMATER AB**, Box 30041. 400 43 Gothenburg. TEL: Sweden 31/41 42 00.

FOR SALE: Roller Disco \$825, James Bond \$925, Sinbad \$375, Time Line \$1125, Genie \$625, Star Race \$1075, Solar Ride \$525, Panthera \$895, Future Spa \$695, Star Trek \$575, Frontler \$1150, Paragon \$650, Viking \$1125, Space Invaders Pinball \$1175, Sea Witch \$925, Quick Silver \$1075, Flight 2000 \$1395, All \$1025, Galaxy \$795, Scorpion \$925, Alien Poker \$1325, Fire Power \$1195, Lazer Ball \$895, Algar \$1395, Gorgar \$795, Blackout \$1375, Galaxian \$1695, Space Invaders \$1265, Missile Command \$1795, Missile Command, Cabaret Model \$1695, Battlezone \$1695, Battlezone, Cabaret Model \$1595, No Man's Land \$1675, Star Castle \$1825, Intruder \$1695, Targ \$1365, Astro Invader \$1625, Moon Cresta \$1625, Tranquillizer Gun \$1425, Astro Fighter \$1625, Carnival \$1625, Space Firebird \$1775, Lunar Rescue \$1250, Polaris \$1645, Foolsball \$1775, New Sable Maple Model Foolsball \$475, Humpty Dumpty See-Saw \$425. (On Kiddie Rides add \$50 per ride for packing and crating). Call or write **New Orleans Novelty Co.**, (Note New Address) 3030 No. Arnoult Rd., Metairie, LA 70002. Tele: (504) 888-3500.

RECONDITIONED MACHINES/TRADE-INS ACCEPTED Space Invaders, Space Wars, Lemans, Atari Football, Gremlin Head On, Ambush, Strikes & Spares, Paragon, Kiss, Supersonic, Superman, Hot Hand Flash, Star Trek, Count Down, Playboy, Lost World, Mata Hari, Sinbad & 8-Ball. TEL: (N.J.) (201) 729-6171.

WASSICK DIST. I am the operators solution to inflation. I can save you from \$300.00 to \$500.00 on all video screen games. We ship overseas. Call Wassick Distributing, area code 304 292-3791 Morgantown, W. VA. 26505.

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. **C. A. THORP SERVI**, 1520 Missouri, Oceanside, Ca. 92054.

MATA HARI-\$695, Evel Knivel-\$495, Strikes & Spares-\$595, Airborne Avenger-\$295, Atarrians-\$225, Dolly Parton, Getaway-\$395, Thunderbolt-\$395, Nugent-\$695, Hot Tip-\$495, Wheels II-\$395, Sheets-\$295, Racer-\$295, M-4-\$195, Anti Aircraft-\$295. **MICKEY ANDERSON, INC. P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207**

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

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100. **BROWSER**, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors, D & P. **MUSIC 658 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-348-1846.**

FOR SALE: Stock Markets, Ticker Tapes, and HI Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Call Wassick Dist. area code 304 - 292-3791. Morgantown, W. Va. 26505.

FOR SALE: Sircoma Draw Pokers, Bally Lotta Fun, Bally Barrel O Fun, & Bally Shoot A Line. **Frank Guerini Vending**, 1211 W. 4th St., Lewistown, Pa. 17044

PROFESSIONAL

NEED A LAWYER? Call Law Offices of L. Rob Werner, (713) 705-0555, 462-1722. 6255 Sunset Blvd., 20th Floor, Hollywood, CA 90028 or 18075 Ventura Blvd., Encino, CA 91316. We desire to serve the legal needs of entertainers, managers, songwriters and producers.

INCOME TAX SPECIALIST to musicians... Paul Miller, 26 Court St., Brooklyn, N.Y. 11242. By mail or appointment. Tel (212) 339-0447.

COUNTRY SONGWRITERS Now accepting original Country songs for publishing consideration. Send cassette and lead sheet to **NASHVILLE WEST**, 43334 Bryant Street, Suite #7, Fremont, California 94538.

LOOKING FOR ESTABLISHED person in theatrical or music business. To share office Sunset Blvd. Your share \$125.00. Financial references, security. Call (213) 655-1280.

MISCELLANEOUS

JUKEBOX COLLECTOR newsletter. \$15 year, sample \$1. Also Jukebox Saturday Night available at \$12 per copy. **Rick Botts**, 2545CB SE 60th Ct., Des Moines, Iowa 50317.

LEADING RECORD AND ACCESSORY DISTRIBUTOR. Selling current and cut-out LP's and Tapes. All labels. Specializing in hard to get records. Excellent fill, 90% or more. 30 years experience. Also complete line of Audio and Video Accessories, Blank Tape, Green Sleeves, Headphones, etc. **CANDY STRIPE RECORDS, INC.**, 371 S. Main Street, Freeport, New York 11520. Telex, Call or Write. Telex 126851 Canstripe Free (516) 379-5151, (212) 895-3930.

MOVIE MATERIAL (Posters, Stills, Lobby Cards, etc.) For sale and trade. **HOLLYWOOD BOOK AND POSTER CO.** 1706 N. Las Palmas Ave., Hollywood, CA 90028, (213) 455-8764.

HUMOR

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



THE CHRISTIAN WAY — Artist/writer/producer Chris Christian recently entered a songwriter pact with ASCAP. Christian will release debut product in August on Boardwalk. Pictured are (l-r): Christian; Hal David, ASCAP president; Michael Gorfaine, west coast regional director, ASCAP; and Todd Brabec, west coast regional director, ASCAP.

NAIRD Awards Up For Grabs

(continued from page 12)

(*Billboard*) and Fred Goodman (*Cash Box*).

Following is a complete list of the 1980 Indie Awards finalists:

Best Packaging — "Living Chicago Blues Vol. 4 (5&6)," Alligator; "Autumn," George Winston, Windham Hill; and "Pianomelt, Ian Whitcomb, Sierra Briar.

Best Re-Issue — Live At The Apollo," James Brown, Solid Smoke; "Mandolin Virtuoso," Dave Apollon, Yazoo; and "Best Of Love," Rhino.

Best Rock — "Tiddlywinks," NRBQ, Rounder; "Big Twist & the Mellow Fellows," Flying Fish; "Disconnected," Stiv Bators, Bomp.

Best Jazz — "An Audience With Betty Carter," Betty Carter, BetCar; "Solo," Vinny Golia, Nine Winds; and "Daybreak," Chet Baker Trio, SteepleChase.

Best Blues — "Living Chicago Blues Vol. 4 (5&6)," Alligator; "Blues Deluxe," Alligator; and "Crawfish Fiesta," Professor Longhair, Alligator.

Best Instrumental — "Tim Ware Group," Kaleidoscope, "Mar West," Tony Rice Unit, Rounder; and "Autumn," George Winston, Windham Hill.

Best Folk — "Longtime Gone," John Starling, Sugar Hill; "Meeting In The Air," Jim Watson, Mike Craver, & Tommy Thompson of the Red Clay Ramblers, Flying Fish; and "Mist Covered Mountain," DeDaanan, Shanachie.

Most Innovative — "Dementia Royale," Dr. Demento, Rhino; "Voobaha," Barnes & Barnes, Rhino; and "Kilimanjaro," Philo.

Capitol Signs Two

LOS ANGELES — EMI Records has signed both Northern Ireland pop rockers The Undertones and British Blitz band Duran Duran to exclusive worldwide recording agreements.

The Undertones' "Positive Touch" LP and Duran Duran's self-titled debut album, which will be issued by the Harvest label and distributed by Capitol in the U.S., will be available domestically June 8.

MCA Pacts For Custom Pressing With VHD

(continued from page 33)

caught a lot of people off guard, since I have announced on several occasions that we would be pursuing agreements such as this one."

General Electric, JVC, Panasonic, Quasar and Sharp will be among the VHD-affiliated companies to market the videodiscs for "grooveless capacitance" system. VHD Programs, VHD Disc Manufacturing and related companies are part of the joint venture formed by JVC (Victor Co. of Japan), Matsushita Electric Industrial (MEI) Co., General Electric Co. and Thorn-EMI Ltd. of Great Britain.

Fate Of Black Radio Pondered During Day-Long BMA Forum

(continued from page 19)

Rogers exhorted those present to gain control of black radio by refusing to support products advertised on exploitive stations, many of which she described as outlets that are moving more toward general market or mass appeal programming to gain more listeners and advertising dollars.

"Black radio came about when a few Jewish businessmen decided they wanted to expose cheap products they sold in their ghetto stores," Rogers explained.

Economic Base In Jeopardy

She said the early advertising supporters of black radio knew that the new gospel and R&B formats had the ear of the black community but that now, given black radio's move away from the clearly identifiable black format, the economic power foundation of black broadcasters is in jeopardy.

She said that many national advertising agencies will be looking more and more toward segmented, specific programming at stations that are targeting specific audience.

On the buying power of the black consumer, Rogers said, "Black people are not poor; we are poor only in that we don't recognize the resources we do have."

The final radio panel, co-chaired by Don Mizell, vice president and general manager at KJLH/Los Angeles and Rod McGrew, president of Unlimited Gold Records, dealt primarily with the relationship between artists and black radio.

Comprised of artists, broadcasters and label representatives, the panelists agreed it was important to know each others' needs and be in a position to provide what is needed.

Mizell said some of the things that have continued to plague black radio are low advertising time buys and poor, often sporadic support from the labels whose records the stations play.

He said the bottom line was that radio was not created to play anybody's records and that, "technically we are here to reach listeners and attract dollars."

But BMA board member Betty Wright said that from personal experience black radio has helped keep an artist's image firm with the public even when the artist has no current product on the market. She said

that a rapport with black radio helps ensure an artist's longevity.

Other members of the panel felt it was important for black radio to continue to support black music because it meant supporting black culture and helped the enterprise of black music stay healthy.

"People should understand that black music represents a black power base," said Don Cornelius, creator, producer and host of the syndicated TV-series *Soul Train*, who added that black radio must be aware of the young black artists' critical need to be heard on the airwaves.

Larkin Arnold, vice president of Columbia Records black music A&R, said that a young black today can start a record company with relatively little capital and that it was important that black radio support such ventures and the artists involved.

Saying he did not believe in the contention that black broadcasters were only in the business for the money, Arnold said, "It's incumbent upon black radio to promote all black music."

BMA Panel Explores Career Building

(continued from page 8)

heighten an artist's success. As an example he described the \$2 million TV mall order campaign EMIA/Liberty Records backing client Kenny Rogers "Greatest Hits" package. He also discussed the licensing of various products — clothing, belt buckles, buttons, etc. — tagged with Rogers' name. He maintained that it was important to monitor development of all campaigns to ensure quality when a client's name is used to endorse products.

Levy and Kragen agreed that it was important to address the artist's future career by properly investing in it.

"When artists become successes, they usually want to go out and buy a big new car, big house, etc., but rarely do they think of investing in their careers," Levy said.

The starting point for acquiring the means of investment is the basic recording contract. Attorney Sloane stressed that the act should commit its services to a reasonable amount of product and remunerations for services, a fair royalty agreement and have a battery of advisors



MAKING A LIVING — MCA recording artist Jimmy Cliff recently took his reggae act to L.A.'s Roxy, where he did eight sold-out nights in a four-day engagement to support his current MCA album, "I Am The Living." Pictured backstage after one performance are (l-r): Don Taylor, Cliff's manager; Santo Russo, vice president of product development, MCA; Pat Pipolo, vice president of promotion, MCA; Cliff; Bob Siner, president, MCA Records; and Denny Rosencrantz, vice president of A&R, MCA.

who can properly market to interested labels.

Sloane noted that labels usually have the upper hand in new artists' contracts, but that during the end of the contract it is advantageous for the artist to operate as a free agent in order to survey his worth among other record companies.

He noted that the common areas of renegotiation were more money and royalty points and ownership of the masters. "If artists own their own masters, it gives them greater control over how their product is used."

Building for future security after initial success was handled by Weinberg, who said that trust fund investments, income-producing real estate, farmlands and oil and gas land remain viable sources and alternatives to pure stock investments. Weinberg also said that overseas investment of assets was a wise move to insure

against a potential severe breakdown in the U.S. economy.

He said that the business, tax and real estate worlds move too fast for those not working in them as a career, so it was best to employ an advisor with the expertise to insure proper handling of such matters. Weinberg added that the artist should be removed from the daily chores of business management.

Gibson, commenting on the use of bank financing to invest in a career move, said such plans should be studied in joint conference with advisors. He said the artist's past credit history, position to repay and reason for wanting the loan are closely reviewed by the bank.

Summing up the philosophy of music career management, Levy said, "Today it's so expensive to start from scratch in development of a new artist's career, there's little room to make mistakes. It can hurt the artist and the manager."

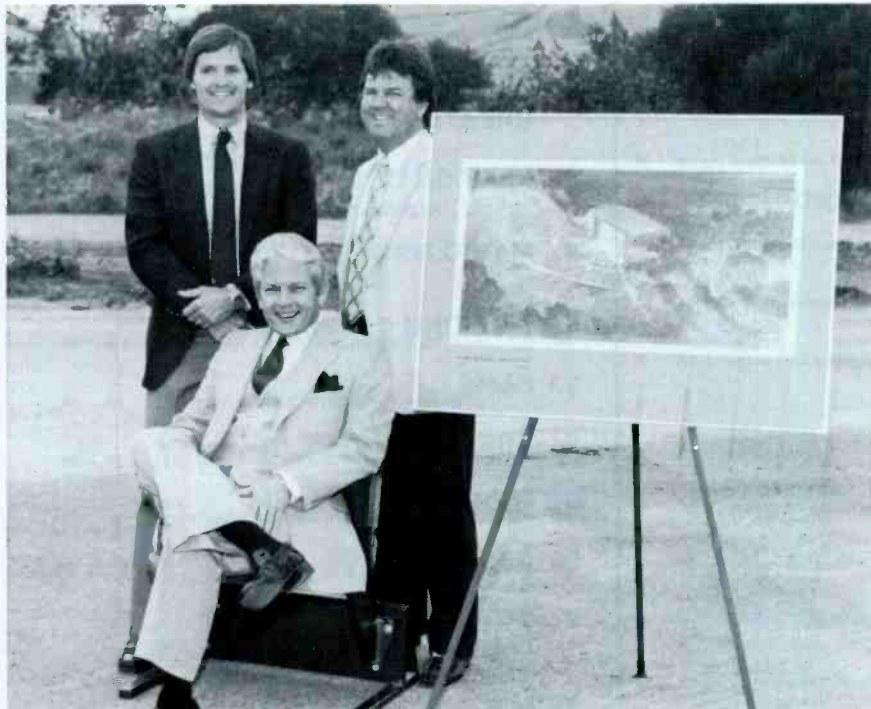
ON JAZZ

(continued from page 32)

compositions on the LP are based on the calls of different sea mammals and employ recordings of the animals as part of the music... A wealth of music awaits the listener willing to track down some of those smaller, hard-to-find labels. A good place to look for them is JCOA/NMBS at 500 Broadway, whose recent titles include Chicago trumpeter **Leo Smith's** "Ahkreation" on his own Kahell label. Other new titles include violinist **Billy Bang's** "Changing Seasons" on the Bellows label; and pianist **Connie Cruther's** "Solo" on the Jazz label. Reed man **Bill Cole's** "The First Cycle" is the first release on the Music From Dartmouth label and features saxophonist **Sam Rivers** and drummer **Warren Smith's** "Live at Leon" by **Beaver Harris** and the **360 Degree Music Experience** features **Grachan Moncur, Ken McIntyre, Rhan Burton** and **Cameron Brown** on the Cadence label. Swiss/American Hat-Hut has four new releases available through JCOA/NMDS: "Jump up/What to do About it" is a duo by drummer **Sunny Murray** and saxophonist **Jimmy Lyons**; "Performance 9/1/79" is by reed master **Anthony Braxton**; "In the Brewing Luminous" is by pianist **Cecil Taylor** and his unit featuring **Ramsey Ameen, Jerome Cooper, Sunny Murray** and **Jimmy Lyons**; and "Mit" is by the German free jazz group **Knotn**. More obscurity is yours for the asking at Daybreak Express Records in Brooklyn. They specialize in imports, exports, wholesale and mail order. Among their new titles are: "**Russell Jacquet with the Town Hall Jazz Festival All Stars**" featuring **Gerry Mulligan, James Moody, Art Farmer, Kenny Burrell, Roy Haynes** and others; singer **Anita O'Day's** "Angel Eyes" on Emily Records; bassist **Slrone's** "Live at the Public Theater" with drummer **Dennis Charles** and saxophonist **Claude Lawrence** on the Serious Music label; and vocalist **Allcra Sherman's** "I'm A Sucker, Too" and Silver Tone Records. The German-based Moers Music label returns with three new titles: "Afro-Algonquin" featuring **Rick and Lee Rozle** with **Rashid Ali**; "This This This This," by the **Rova Saxophone Quartet**; and "Nasty," by drummer **Ronald Shannon Jackson** and the **Decoding Society**.

JAZZ SCHOLARSHIPS — The **Errol Garner Memorial Foundation** is offering three scholarships of \$1,500 each to instrumental jazz students. Awards will be based on talent, need, amateur standing and the desire to continue education. Applicants must be from the United States or Canada and may obtain applications by writing to the Foundation at 521 Fifth Ave., New York, N.Y. 10017... In other scholarship news, the Monterey Jazz Festival recently awarded \$36,200 in grants to benefit music education. The funds came from the proceeds of the festival.

fred goodman



NEW AMPHITHEATRE — Now under construction is a \$6 million outdoor facility in Irvine, Calif., to be named **Irvine Meadows Amphitheatre**, which will open in mid-August. About 35 concert events are planned for the Amphitheatre's debut season. Pictured are (l-r): **Bob Geddes**, managing partner in the venture; **Larry Hoffman**, executive director; and **Terry Bassett**, talent and production consultant.

CASH BOX TOP 100 ALBUMS

June 6, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		5/30			5/30			5/30
1	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	8.98	1	26	36	THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	8.98	43
2	PARADISE THEATER STYX (A&M SP-3719)	8.98	2	19	37	THE NATURE OF THE BEAST APRIL WINE (Capitol SOO-12125)	8.98	37
3	DIRTY DEEDS DONE DIRTY CHEAP AC/DC (Atlantic SD 16033)	8.98	3	8	38	GAP BAND III GAP BAND (Mercury/PolyGram SRM-1-4003)	8.98	39
4	MISTAKEN IDENTITY KIM CARNES (EMI-America SO-17052)	8.98	6	6	39	THE FOX ELTON JOHN (Geffen GHS 2002)	8.98	—
5	ARC OF A DIVER STEVE WINWOOD (Island ILPS 9576)	8.98	4	21	40	SHEENA EASTON (EMI-America ST-17049)	8.98	30
6	WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	8.98	5	30	41	MIRACLES CHANGE (RFC/Atlantic SD 19301)	8.98	46
7	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	7	34	42	ANOTHER TICKET ERIC CLAPTON (RSO RX-13095)	8.98	34
8	HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	11	3	43	VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	8.98	45
9	FAIR WARNING VAN HALEN (Warner Bros. HS 3540)	8.98	14	2	44	WHERE DO YOU GO TO DREAM ANNE MURRAY (Capitol SOO-12144)	8.98	51
10	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-14013)	8.98	8	15	45	EXTENDED PLAY PRETENDERS (Sire MINI 3563)	5.98	40
11	DOUBLE FANTASY JOHN LENNON and YOKO ONO (Geffen GHS 2001)	8.98	9	27	46	DANCERSIZE CAROL HENSEL (Vintage/Mirus VNJ 7701)	8.98	48
12	BEING WITH YOU SMOKEY ROBINSON (Tama/Motown T8-375M1)	8.98	10	14	47	SEVEN YEAR ACHE ROSANNE CASH (Columbia JC 36965)	8.98	52
13	FACE VALUE PHIL COLLINS (Atlantic SD 16029)	8.98	13	13	48	THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577)	8.98	41
14	ZEMBOPI SANTANA (Columbia FC 37158)	8.98	16	8	49	ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98	42
15	FACE DANCES THE WHO (Warner Bros. HS 3516)	8.98	12	15	50	KINGS OF THE WILD FRONTIER ADAM AND THE ANTS (Epic NJE 37033)	5.98	50
16	A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543)	8.98	18	8	51	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	8.98	49
17	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	8.98	22	71	52	WAIATA SPLIT ENZ (A&M SP-4848)	8.98	59
18	WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526)	8.98	19	8	53	DEDICATED THE MARSHALL TUCKER BAND (Warner Bros. HS 3525)	8.98	61
19	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	17	41	54	SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC 36883)	8.98	53
20	THERE GOES THE NEIGHBORHOOD JOE WALSH (Asylum 5E-523)	8.98	23	3	55	TWICE AS SWEET A TASTE OF HONEY (Capitol ST-12089)	8.98	56
21	THE DUDE QUINCY JONES (A&M SP-3721)	8.98	15	10	56	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	—
22	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	20	25	57	RADIANT ATLANTIC STARR (A&M SP-4833)	7.98	54
23	WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835)	7.98	24	17	58	NOTHIN' MATTERS AND WHAT IF IT DID JOHN COUGAR (Riva/PolyGram RVL 7403)	8.98	44
24	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	28	7	59	POINT OF ENTRY JUDAS PRIEST (Columbia FC 37052)	8.98	47
25	DAD LOVES HIS WORK JAMES TAYLOR (Columbia TC 37009)	8.98	21	12	60	NIGHTCLUBBING GRACE JONES (Island ILPS 9624)	8.98	76
26	STARS ON LONG PLAY (Radio Records/Atlantic RR 16044)	8.98	32	4	61	FRANKE & THE KNOCKOUTS (Millennium/RCA BXL 1-7755)	8.98	63
27	LOVERBOY (Columbia JC 36762)	8.98	26	20	62	BAD FOR GOOD JIM STEINMAN (Cleveland Int'l./CBS FE 36531)	8.98	68
28	NIGHTWALKER GINO VANNELLI (Arista AL 9539)	8.98	29	9	63	TWANGIN' DAVE EDMUNDS (Swan Song/Atlantic SS 16034)	8.98	65
29	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	27	42	64	"RIT" LEE RITENOUR (Elektra 6E-331)	8.98	70
30	MODERN TIMES JEFFERSON STARSHIP (Grunt/RCA BZL 1-3848)	8.98	25	8	65	CAPTURED JOURNEY (Columbia KC2 37016)	13.98	60
31	BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 36812)	8.98	35	8	66	JUICE JUICE NEWTON (Capitol ST-12136)	8.98	57
32	STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700)	8.98	38	4	67	AUTOAMERICAN BLONDIE (Chrysalis CHE 1290)	8.98	55
33	GUILTY BARBRA STREISAND (Columbia FC 36750)	8.98	33	35	68	MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048)	8.98	62
34	VOICES DARYL HALL & JOHN OATES (RCA AQL 1-3646)	8.98	31	43	69	TINSEL TOWN REBELLION FRANK ZAPPA (Barking Pumpkin/CBS PW2 37336)	11.98	81
35	DEDICATION GARY U.S. BONDS (EMI-America SO-17051)	8.98	36	6	70	ROCKIHNROLL GREG KIHN BAND (Beserkley/Elektra BZ-10069)	8.98	72
					71	GRAND SLAM THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	8.98	58
					72	DON'T SAY NO BILLY SQUIER (Capitol ST 12146)	8.98	85
					73	CELEBRATE KOOL & THE GANG (De-Lite/PolyGram DE-9518)	8.98	66
					74	SUPER TROUPER ABBA (Atlantic SD 16023)	8.98	71
					75	HOW 'BOUT US CHAMPAIGN (Columbia JC 37008)	8.98	69
					76	ESCAPE ARTIST GARLAND JEFFREYS (Epic JE 36983)	8.98	54
					77	KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019)	8.98	—
					78	SOMETHING IN THE NIGHT PURE PRAIRIE LEAGUE (Casablanca/PolyGram NBLP 7255)	8.98	84
					79	CALL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA 5176)	8.98	83
					80	TARANTELLA CHUCK MANGIONE (A&M SP-6513)	13.98	88
					81	RECKONING GRATEFUL DEAD (Arista A2L 8604)	13.98	67
					82	HOTTER THAN JULY STEVIE WONDER (Tama/Motown T8-373M1)	8.98	75
					83	VERY SPECIAL DEBRA LAWS (Elektra 6E-300)	8.98	93
					84	HORIZON EDDIE RABBITT (Elektra 6E-276)	8.98	78
					85	GAUCHO STEELY DAN (MCA-6102)	9.98	73
					86	REACH UP AND TOUCH THE SKY SOUTHSIDE JOHNNY and THE ASBURY JUKES (Mercury/PolyGram SRM 2-8602)	9.98	90
					87	WILD WEST DOTTIE WEST (Liberty LT-1062)	8.98	91
					88	B.L.T. ROBIN TROWER with JACK BRUCE and BILL LORDAN (Chrysalis CHE 1324)	8.98	77
					89	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110)	8.98	86
					90	KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018)	8.98	92
					91	MAGIC MAN ROBERT WINTERS & FALL (Buddah/Arista BDS 5732)	7.98	94
					92	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	106
					93	FAME ORIGINAL SOUNDTRACK (RSO RX1-3080)	8.98	95
					94	GREATEST HITS THE DOORS (Elektra 5F-515)	8.98	97
					95	I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK 3528)	8.98	104
					96	GALAXIAN THE JEFF LORBER FUSION (Arista AL 9545)	8.98	80
					97	OUT WHERE THE BRIGHT LIGHTS ARE GLOWING RONNIE MILSAP (RCA AL1-3932)	8.98	98
					98	LIVE DEVO (Warner Bros. MINI 3548)	5.98	79
					99	CONCERTS FOR THE PEOPLE OF KAMPUCHEA VARIOUS ARTISTS (Atlantic SD 2-700)	13.98	74
					100	IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	8.98	87

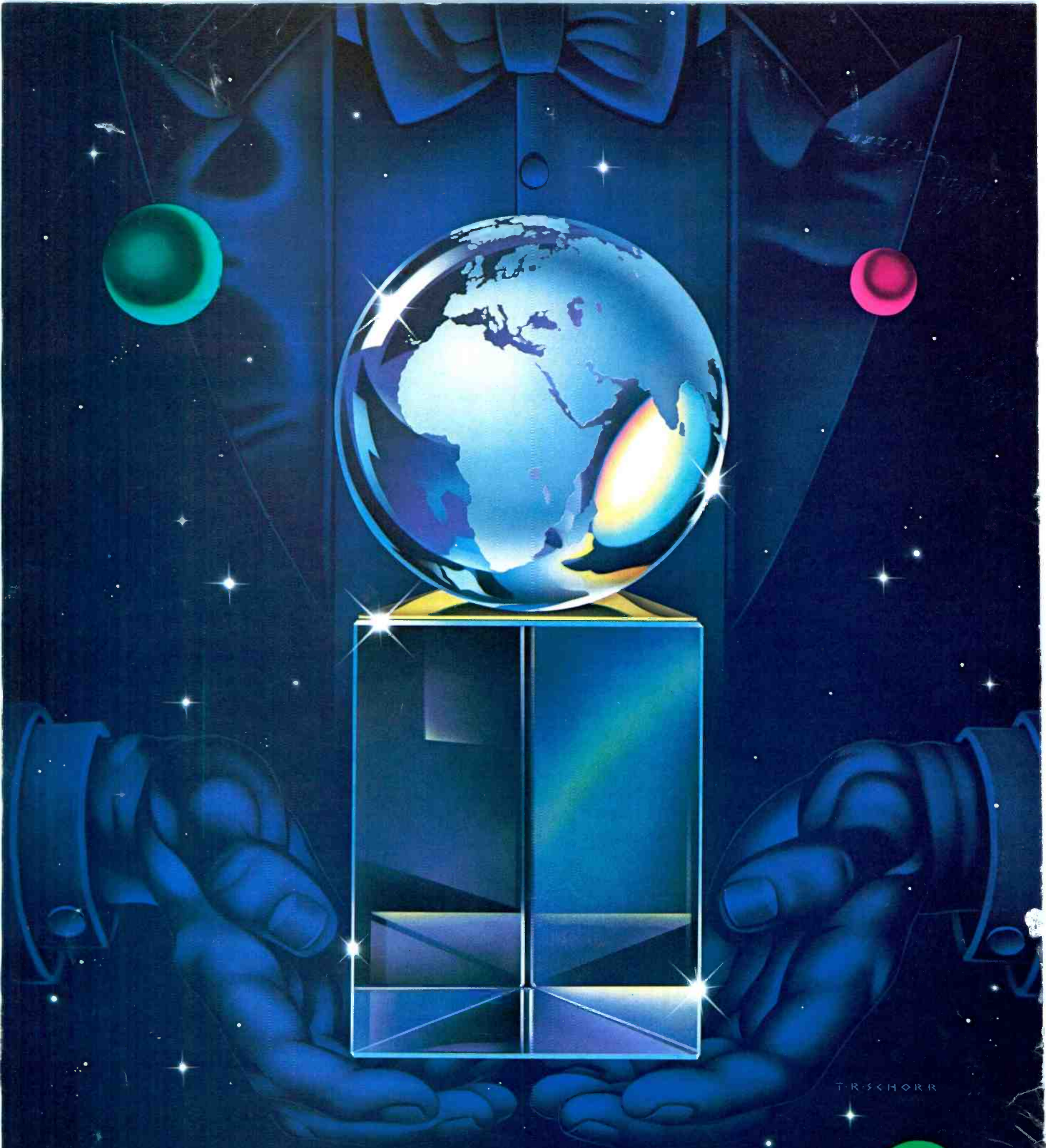
Cash Box Top Albums/101 to 200

June 6, 1981

		Weeks On Chart			Weeks On Chart			Weeks On Chart	
		5/30			5/30			5/30	
101	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	8.98	96	28	134	ONE DAY IN YOUR LIFE MICHAEL JACKSON (Motown M8-956M1)	8.98	139	6
102	THE SECRET POLICEMAN'S BALL — THE MUSIC VARIOUS ARTISTS (Island IL 9630)	5.99	113	3	135	BALIN MARTY BALIN (EMI America SO-17054)	8.98	162	2
103	9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AAL 3852)	8.98	99	27	136	PARTY 'TIL YOU'RE BROKE RUFUS (MCA-5159)	8.98	119	12
104	RADIO ACTIVE PAT TRAVERS (Polydor/PolyGram PD-1-6313)	8.98	89	11	137	UNsung HEROES THE DREGS (Arista AL 9548)	8.98	115	8
105	FLYING THE FLAG CLIMAX BLUES BAND (Warner Bros. BSK 3493)	8.98	116	6	138	LIVE STEPHANE GRAPPELLI/DAVID GRISMAN (Warner Bros. BSK 3550)	8.98	151	3
106	FUN IN SPACE ROGER TAYLOR (Elektra 5E-522)	8.98	109	6	139	SOMETIMES LATE AT NIGHT CAROLE BAYER SAGER (Boardwalk AS 942)	8.98	149	4
107	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518)	8.98	107	30	140	THE MUSIC OF COSMOS VARIOUS ARTISTS (RCA ABL 1-4003)	8.98	144	6
108	EAST SIDE STORY SQUEEZE (A&M SP 4854)	8.98	122	2	141	BOY U2 (Island ILPS 9646)	8.98	127	14
109	EL RAYO-X DAVID LINDLEY (Asylum 5E-524)	8.98	114	5	142	FROM BRANCH TO BRANCH LEON REDBONE (Emerald City/Atlantic EC 38-136)	8.98	147	11
110	HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 13291)	8.98	108	13	143	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3277)	8.98	123	33
111	MAGIC TOM BROWNE (GRP/Arista 5503)	8.98	105	18	144	BILLY & THE BEATERS (Alfa AAA-10001)	8.98	150	6
112	THE COMPLETION BACKWARD PRINCIPLE TUBES (Capitol SOO-12151)	8.98	131	2	145	STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	8.98	134	33
113	LICENSE TO DREAM KLEEEER (Atlantic SD 19288)	8.98	101	16	146	HUSH JOHN KLEMMER (Elektra 5E-527)	8.98	—	1
114	HIGHWAY TO HELL AC/DC (Atlantic SD 12944)	8.98	118	5	147	LEATHER AND LACE WAYLON & JESSI (RCA AAL 1-3931)	8.98	112	13
115	SUCKING IN THE SEVENTIES THE ROLLING STONES (Rolling Stones/Atlantic COC 16025)	8.98	82	10	148	I AM WHAT I AM GEORGE JONES (Epic FE 36586)	8.98	152	3
116	CLOSER GINO SOCCIO (Atlantic SD 16042)	8.98	126	4	149	TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132)	8.98	155	2
117	CHAIN LIGHTNING DON McLEAN (Millennium/RCA BXL 1-7756)	8.98	111	17	150	WASN'T THAT A PARTY THE ROVERS (Cleveland Int'l/CBS JE 37107)	8.98	154	9
118	TO LOVE AGAIN DIANA ROSS (Motown M8-951M1)	8.98	100	14	151	'NARD BERNARD WRIGHT (GRP/Arista 5011)	7.98	121	14
119	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	—	1	152	WELCOME BACK BLUE MAGIC (Capitol ST-12143)	8.98	160	5
120	EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	8.98	102	16	153	ROCK AWAY PHOEBE SNOW (Mirage/Atlantic WTG 19297)	8.98	136	10
121	TURN UP THE MUSIC MASS PRODUCTION (Cotillion/Atlantic SD 5266)	8.98	124	7	154	AMERICAN EXCESS POINT BLANK (MCA-5189)	8.98	161	6
122	HIGH VOLTAGE AC/DC (Atco SD 36142)	8.98	128	4	155	STILL FEELS GOOD TOM JOHNSTON (Warner Bros. BSK 3527)	8.98	158	4
123	LOST IN LOVE AIR SUPPLY (Arista AL 9530)	8.98	117	56	156	THIEF ORIGINAL SOUNDTRACK MUSIC BY TANGERINE DREAM (Elektra 5E-521)	8.98	159	7
124	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4025)	8.98	137	2	157	UPRISING BOB MARLEY and the WAILERS (Island ILPS 9596)	8.98	—	1
125	IN OUR LIFETIME MARVIN GAYE (Tamla/Motown T8-374M1)	8.98	129	16	158	MOUNTAIN DANCE DAVE GRUSIN (Arista/GRP 5010)	7.98	140	13
126	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	8.98	120	111	159	DRIFTER SYLVIA (RCA AHL 1-3986)	8.98	163	7
127	TASTY JAM FATBACK (Spring/PolyGram SP-1-6731)	8.98	—	1	160	JERMAINE JERMAINE JACKSON (Motown M8-1499F)	8.98	125	27
128	IRON AGE MOTHER'S FINEST (Atlantic SD 19302)	8.98	132	4	161	SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538)	8.98	169	5
129	THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	8.98	103	25	162	COCONUT TELEGRAPH JIMMY BUFFETT (MCA-5169)	8.98	165	16
130	SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541)	8.98	141	3	163	GLASS HOUSES BILLY JOEL (Columbia FC 36384)	8.98	143	64
131	DIRTY MIND PRINCE (Warner Bros. BSK 3478)	8.98	133	31	164	ARE YOU GONNA BE THE ONE ROBERT GORDON (RCA AFL 1-3773)	8.98	130	8
132	STARDUST WILLIE NELSON (Columbia JC 36688)	8.98	135	66	165	ROUND TWO JOHNNY VAN ZANT BAND (Polydor/PolyGram PD-1-6322)	8.98	—	1
133	FRIDAY NIGHT IN SAN FRANCISCO AL DIMEOLA, JOHN McLAUGHLIN, PACO DeLUCIA (Columbia FC 37152)	8.98	—	1	166	THE FLOWERS OF ROMANCE PUBLIC IMAGE LTD. (Warner Bros. BSK 3536)	8.98	174	3
					167	SUN: FORCE OF NATURE SUN (Capitol ST-12142)	8.98	142	10
					168	VAN HALEN (Warner Bros. BSK 3075)	8.98	175	177

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Taste Of Honey	55	Cross, Christopher	17	Joel, Billy	163	Monk, T.S.	110	Ross, Diana	118	Tchaikovsky, Bram	176
ABEJA	74	Dave	98	John, Elton	39	Moody Blues	56	Rovers	150	38 Special	23
AC/DC	3,19,114,122	Diamond, Neil	22	Johnston, Tom	155	Mother's Finest	128	Rufus	136	Travers, Pat	104
Adam And The Ants	50	Dimeola, Al	133	Jones Grace	60	Murray, Anne	44,89	Rush	10	Trower, Robin	88
Air Supply	123	Doris	94	Jones George	148	Nelson, Willie	54,132	Russell, Brenda	195	Tubes	112
Alabama	51	Dregs	137	Jones Quincy	21	Newton, Juice	66	Sager, Carole Bayer	139	U2	141
April Wine	37	Dugree, Robbie	173	Jones Tom	171	Nile, Willie	192	Sanborn, David	43	Van Halen	9,168
Atlantic Starr	57	Eason, Sheena	40	Journey	65	Oak Ridge Boys	119,182	Santana	14	Van Zant	165
Aur a	161	Edmonds, Dave	63	Judas Priest	59	One Way	186	Secret Policeman's Ball	102	Vannelli, Gino	28
Balin, Marty	135	Fatback	127	Kampuchea	99	Osbourne, Ozzy	31	Segar, Bob	187	Walsh, Joe	20
Barney & Stampley	200	Frake & The Knockouts	61	Khan, Chaka	18	Parsons, Alan	107	Shalamar	48	Washington, Grover Jr.	6
Beratar, Pat	29	Gang Of Four	177	Kinn, Greg	70	Parton, Dolly	103	Sheppard, T.G.	95	Watson, Johnny "Guitar"	183
Bill & The Beaters	144	Gap Band	38	Kleee	113	Pavarotti, Luciano	175	Side Effect	174	Waylon & Jessi	147
Bloodie	67	Gae, Marvin	125	Klemmer, John	146	Petty, Tom	8	Slave	145	West, Dottie	87
Blue Magic	152	Gibbs, Terri	196	Kool & The Gang	73	Plasmatics	189	Snow, Phoebe	153	Whispers	100
Bonds, Gary U.S.	35	Gordon, Robert	164	Kraftwerk	170	Point Blank	154	Soccio, Gino	116	Whitesnake	181
Browne, Tom	111	Grappelli/Grisman	138	Lakeside	101	Pointer, Noel	197	Southside Johnny	86	Who	15
Bryson, Peabo	193	Grateful Dead	81	Laws, Debra	83	Police	49	Split Enz	52	Williams, Deniece	68
Buhett, Jimmy	162	Griffin, Dave	158	Lennon, John And Yoko Ono	11	Pretenders	45	Springfield, Rick	92	Williams, Hank Jr.	199
Cameo	77	Hal & Oates	34	Lewis Webster	185	Prince	131	Squeeze	108	Winters, Robert	91
Carnes, Kim	4	Harris, Emmylou	120	Lindley, David	109	Producers	172	Squeler, Billy	72	Winwood, Steve	5
Cas, Rosanne	47	Hessel, Carol	46	Lorber, Jeff	96	Public Image, Ltd.	166	Starpoint	90	Wonder, Stevie	82
Champaign	75	Houston, Thelma	184	Loverboy	27	Pure Prairie League	78	Stars On Long Play	26	Wright, Bernard	151
Change	41	Iron Maiden	178	Mangione, Chuck	80	Queen	194	Steeley Dan	85	Yarbrough & Peoples	129
Chipmunks	124	Isley Bros.	71	Marley, Bob	157	Rabbitt, Eddie	84	Steinman, Jim	62	Zappa, Frank	69
Clapton, Eric	42	Jackson, Jermaine	160	Marshall Tucker Band	53	Raydio	16	Streisand, Barbra	33	SOUNDTRACKS	
Cla ke/Duke	36	Jackson, Michael	134	Mason, Harvey	169	Redbone, Leon	142	Styx	2	Cosmos	140
Climax Blues Band	105	Jackson, Walter	149	Mass Production	121	REO Speedwagon	1	Summers, Bill	79	Fame	93
Cockburn, Bruce	180	James, Rick	24	McLean, Don	117	Ritenour, Lee	64	Sun	167	Honeysuckle Rose	190
Cold Chisel	188	Jeherson Starship	30	Mickey Mouse Disco	191	Robinson, Smokey	12	Sylvia	159	Pirates Of Penzance	179
Collins, Phil	13	Jeffreys, Garland	76	Mills, Stephanie	32	Rogers, Kenny	7	Taylor, James	25	Thief	156
Cougar, John	58	Jennings, Waylon	126	Milsap, Ronnie	97,143	Rolling Stones	115	Taylor, Roger	106	This Is Elvis	198



T. R. SCHORR

CBS Records International
presents
The Crystal Globe Award
For Over 5 Million Albums
Sold Outside The USA
to
Billy Joel