

CASHBOX

November 7, 1981

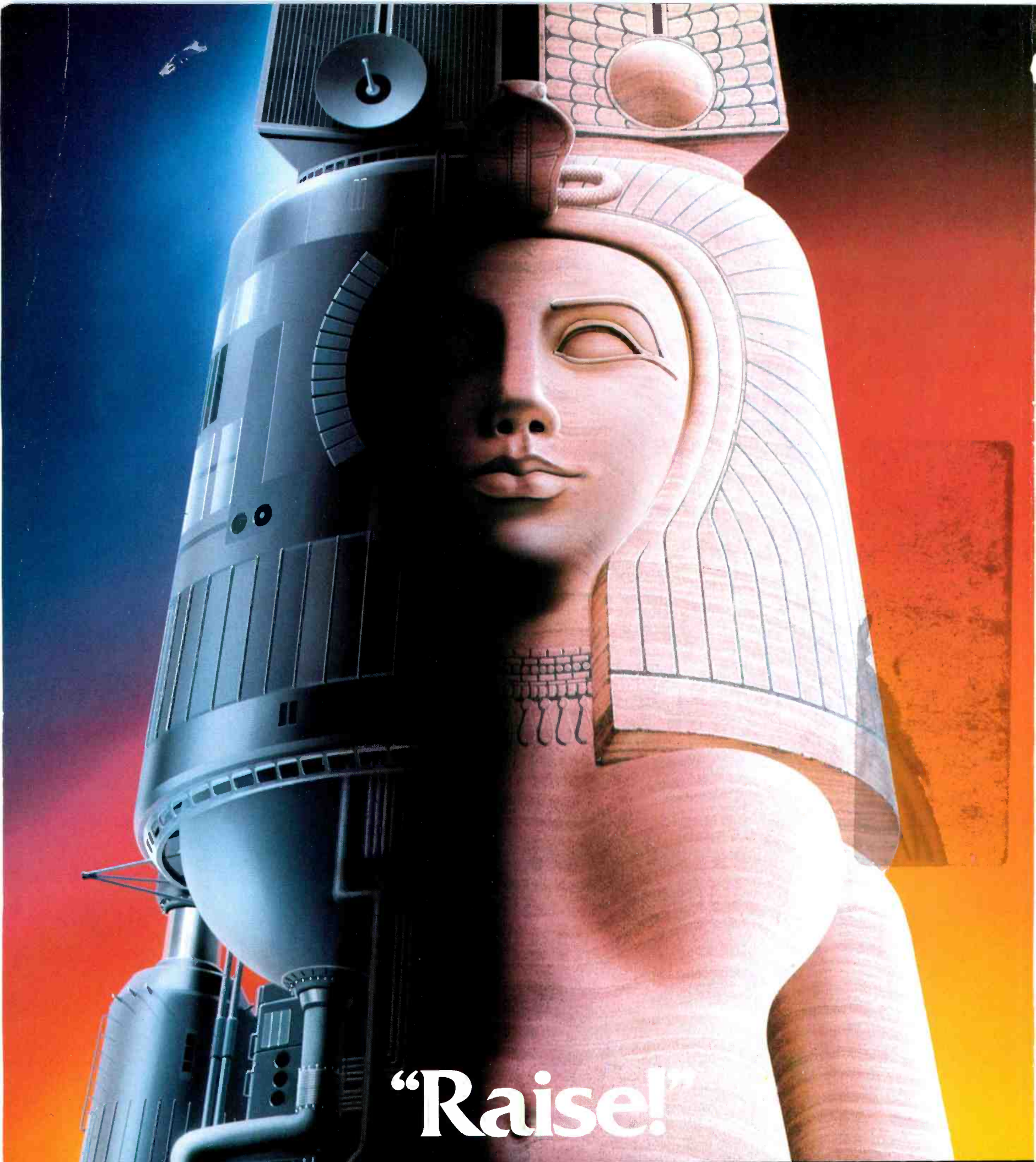
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10/21 Providence, RI	10/29 Atlanta, GA	11/6 St. Louis, MO	11/17 Philadelphia, PA	11/28 St. Paul, MN	12/7 Austin, TX	12/17 San Francisco, CA	12/31 Portland, OR
10/23 Roanoke, VA	10/31 Lakeland, FL	11/7 Kansas City, MO	11/18 Richmond, VA	11/30 Milwaukee, WI	12/8 Shreveport, LA	12/20 Phoenix, AZ	1/2 Seattle, WA
10/24 Hampton, VA	11/1 Miami, FL	11/10 Cleveland, OH	11/20 Hartford, CT	12/1 Champaign, IL	12/9 Baton Rouge, LA	12/21 Los Angeles, CA	1/4 Spokane, WA
10/25 Charlotte, NC	11/2 Jacksonville, FL	11/11 Buffalo, NY	11/22 Nassau, NY	12/3 Indianapolis, IN	12/10 Houston, TX		1/7 Denver, CO
10/27 Greensboro, NC		11/12-13 Detroit, MI	11/24 New York, NY	12/4 Dayton, OH	12/13 Dallas, TX	12/27 San Diego, CA	

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EDITORIAL Give It A Chance

The announcement last week that Island Records will release product in its "One Plus One" cassette format through its Mango Records subsidiary poses several questions for the industry here. The format, which features a high quality cassette with a full LP on one side and blank tape on the other, has already drawn much criticism in the U.K., where it was debuted earlier this year.

The main criticism, of course, has come from those who see the format as an open invitation to home taping. Island and Mango spokesmen readily admit that the blank tape side has been designed to permit taping.

However, Island and Mango spokesmen also say that the format is one of the most effective ways to face up to the reality of home taping. The reasoning

is that because taping hardware and playback units are so common and pervasive among the record and tape buying public, the One Plus One format allows the labels to sell product *and* capitalize on the blank tape boom.

While **Cash Box** reserves judgement on such a fatalistic approach to home taping, we urge the industry to watch the One Plus One experiment closely. If home taping is, indeed, an inevitability, then maybe the One Plus One is the lesser of two evils. The entire industry has suffered under the weight of the home taping plaque long enough to know that a solution must be found. Maybe the One Plus One is that solution, but we at **Cash Box** certainly hope a better way can be found.

NEWS HIGHLIGHTS

- PolyGram, RCA, Columbia revamp executive staffs (page 5).
- Mango readies controversial "One Plus One" cassette for release (page 5).
- Kenny Rogers files \$44 million suit over royalties against Capitol/EMI America/Liberty (page 5).
- "Living Eyes" by the Bee Gees and "Working For The Weekend" by Loverboy (new and developing artist) are the top **Cash Box** Singles Picks (page 13).
- Steve Miller's "Circle Of Love" and "Get Lucky" by Loverboy are the top **Cash Box** Album Picks (page 15).

TOP POP DEBUTS

SINGLES	48	YESTERDAY'S SONGS — Neil Diamond — Columbia
ALBUMS	92	LAW AND ORDER — Lindsey Buckingham — Asylum

POP SINGLE

ARTHUR'S THEME (BEST THAT YOU CAN DO)
Christopher Cross
Warner Bros.

B/C SINGLE

NEVER TOO MUCH
Luther Vandross
Epic

COUNTRY SINGLE

FANCY FREE
Oak Ridge Boys
MCA

JAZZ

BREAKIN' AWAY
Al Jarreau
Warner Bros.

NUMBER ONES



Christopher Cross

POP ALBUM

TATTOO YOU
Rolling Stones
Rolling Stones/Atlantic

B/C ALBUM

NEVER TOO MUCH
Luther Vandross
Epic

COUNTRY ALBUM

FANCY FREE
Oak Ridge Boys
MCA

GOSPEL

THE LORD WILL MAKE A WAY
Al Green
Myrrh

CASH BOX NEWS

PolyGram, RCA, CBS Juggle Exec Staffs

Hensler Succeeds Braun As President At PolyGram Label

by Michael Martinez

LOS ANGELES — On the heels of David Braun's departure from PolyGram Records, Inc., Guenter Hensler has been named president and chief operating officer of the company in his place.

Braun exited his role as head of PolyGram Records last week to return to his family in Los Angeles, where he said that he would continue to work with the company on a consultancy basis.

Hensler most recently held the position of executive vice president of operations, a position where he was responsible for finance and distribution. In his new position, he will report directly to Harvey Schein, president of PolyGram Corp.

The new PolyGram Records head began his career in the industry in 1958 as a trainee at EMI's German Electrola label while earning his masters degree in business and economics from the University of Cologne. The mid-'60s found Hensler in New York, where he became president of Vox Prods. for a short stint.

He first joined PolyGram in 1968 when he returned to Hamburg as Deutsche Gramophon's head of international exploitation. Hensler aided in the acquisition of



Guenter Hensler

MGM and Mercury Records and the United Distributing company after returning to the U.S. in 1972 when he was appointed assistant to the president of the newly created PolyGram Corp. He later returned to Hamburg again to head PolyGram Group's worldwide corporate planning department and in 1977, was named deputy managing director of Metronome Musik GmbH, a

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Mansfield Named VP, Contemporary Music, At RCA

by Fred Goodman

NEW YORK — Joseph F. Mansfield has been named to the newly created post of division vice president, contemporary music, RCA Records U.S.A. and Canada, effective Nov. 9. He will report to Jack R. Craigo, division vice president.

In an interview with *Cash Box*, Mansfield, who will have total responsibility for all contemporary music A&R and marketing functions of the label, lauded his department's prior work and pledged to work closely with all facets of the division.

"I'm not going to be here as a hatchet man," says Mansfield. "I think they've done a terrific job with promotion, especially this year, and the A&R department has done a good job of building the contemporary roster. I think they broke more artists than anyone and signing Diana Ross has only added to the label's overall strength.

In making the appointment, Craigo stressed that consolidation of contemporary A&R and marketing under Mansfield was a logical step in keeping with similar developments for other label departments. The division vice president said that RCA was "expanding on the

(continued on page 10)

Sherwood Named To Marketing VP Post At Columbia

by Richard Imamura

LOS ANGELES — As part of one of the most sweeping changes in upper management at the major labels in recent memory, PolyGram Records executive vice president/general manager Bob Sherwood will move over to Columbia to fill the post of marketing vice president, replacing Joe Mansfield, who will be moving over to RCA (see separate story).

Effective Nov. 2, Sherwood will assume his Columbia post. Reporting to Columbia senior vice president/general manager Al Teller, Sherwood will be responsible for supervising the planning and implementation of all marketing activities for Columbia product in the U.S.

Sherwood will be involved in promotion, product management, publicity, artist development and A&R — supervising and coordinating each department's efforts. Product development vice president Arma Andon, national promotion vice president Ed Hynes and black music and jazz promotion vice president Vernon Slaughter will report to Sherwood.

"I'm not going into the job with any preconceived notions about the job," says

(continued on page 38)



Joe Mansfield



Bob Sherwood



FIRST MUSICIAN — Eric Gale recently became the first artist to sign with the new Elektra/Musicians label, which is headed by Bruce Lundvall, senior vice president at Elektra/Asylum Records. The guitarist's first album for the jazz-oriented label carries the working title of "Open Skies." Pictured are (l-r): Mel Furman, E/A east coast general manager; Glen Orsher, executive vice president, Sanford Ross Management, which handles the artist; Gale; Sanford Ross, president of the management firm; and Lundvall.

Mango Set To Release Island's Controversial 'One Plus One'

Cassette Package To Feature Music And Blank Tape

by Dave Schulps

NEW YORK — Island Records' independently distributed Mango Records line has announced that it will begin releasing tapes this week here in the controversial "One Plus One" configuration. The first issue will be "Red" by reggae group Black Uhuru, to be followed soon by five other titles.

Island created a stir in the U.K. earlier this year when it first announced the One Plus One format (*Cash Box*, March 7), which consists of an entire pre-recorded LP on one side of a high quality tape, with the other side left open for home taping, packaged in a box resembling a flip-top cigarette pack. The tapes initially met with some resistance from certain retail chains there after pressure was brought to bear by the British Phonographic Industry (BPI), which decried the format as an invitation to home taping.

The American One Plus One cassette will differ slightly from its British counterpart. The tape used will be ferric rather than chrome, as the European tapes have been, according to Herb Corsack, vice president of Island and general manager of An-

Kenny Rogers Files \$44 Million Suit Against Liberty

by Michael Martinez

LOS ANGELES — Kenny Rogers and Kenny Rogers Prods. recently filed a \$44 million suit in Los Angeles Superior Court against Capitol/EMI America/Liberty Records charging breach of contract. The suit also asks the court for declaratory relief.

According to the complaint, the suit stems from alleged breach of a series of contractual agreements in which Rogers and his production company agreed to render services to Liberty Records in exchange for certain royalties, the financial terms of which were deleted from the agreements attached to the suit as exhibits.

The suit said that the record companies (including EMI's foreign affiliates) breached the pacts by refusing to pay the plaintiffs royalties and giving Rogers and his company lower royalty statements than were allegedly due.

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tiles/Mango, which will spearhead the introduction of the tapes here. Corsack said the tape used will be BASF DPS Ferric Tape, which he characterized as "their highest quality tape short of chrome."

One Plus Ones will list for \$8.98 here, and will incorporate a feature recently added in the U.K. whereby the featured album will be prerecorded onto both sides of the tape for easier access.

Corsack characterized the initial reaction to the One Plus One cassettes by Mango's distributors as "fantastic." "Look out on the street and what do you see?" he asked. "Walkmans. With the One Plus Ones, we're responding to what we see as a real demand coming from the street. The only people we see getting fat in this business right now are the blank tape manufacturers, and unless they find a way to prevent people from home taping anything, this is the only logical way of fighting it."

No RIAA Comment

A spokesman for the Recording Industry Assn. of America (RIAA), which represents the interest of the recording industry, said that in light of the recent Supreme Court decision regarding home taping and copyrights, this would be an inappropriate time for the organization to comment on the question of the One Plus One cassette.

Corsack said that Mango's plans for introducing the new cassette configuration to consumers, although not finalized at the moment, would probably consist of a major effort aimed at targeting selected high-visibility shops in given cities for special One Plus One displays. He also said he hoped to talk to those stores about slugging print advertising with the tag "We carry One Plus Ones."

Asked how selling higher quality cassettes at the same price as regular pre-recorded tapes could be profitable for Mango, Corsack said that he was considering the tapes a "by-product of the recording process, the cost of which has already been amortized by LP sales." He said that the company was prepared to accept a far lower profit margin on the One Plus One cassettes, which cost "100% more to manufacture than the standard cheapo tape," according to Corsack.

Ron Goldstein, president of Island Records, said that the company had

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Anti-Piracy Bill Expected To Make House Floor This Year

by Dave Schulp

NEW YORK — A spokesman for Rep. Barney Frank (D-Mass.), who is sponsoring a measure calling for stiffer penalties against record and film counterfeiters and pirates that recently won unanimous approval from a House Judiciary subcommittee (**Cash Box**, Oct. 24), said that no serious opposition against the bill is expected at the full committee level. In addition, it is hoped that the bill will reach the floor of the House before the end of this year.

Rick Goldstein, a legislative assistant for Congressman Frank, explained that HR 3530, which seeks to raise maximum counterfeiting fines and increase large scale piracy from a misdemeanor to a felony for the first offense, was prompted by the feeling that federal prosecutors around the country are inclined not to treat counterfeiting cases with the seriousness they demand because the maximum penalties are so low.

"They take this as a signal that Congress

Increased Sales, New Bills Follow Betamax Decision

by Michael Glynn

LOS ANGELES — Brisk VCR sales, a push for new legislation in both the House and the Senate to legalize home videotaping for private use and manufacturer concern over advertising have followed in the wake of a San Francisco court of appeals ruling Oct. 19 that held that home videotaping of copyrighted material is illegal (**Cash Box**, Oct. 31).

Consumer reaction to the ruling, which was followed Oct. 20 by banner headlines in the *Los Angeles Times* and front page coverage in most U.S. daily newspapers including *The New York Times*, was swift. Earl Muntz, owner of Muntz Electronics, one of the largest videocassette recorder dealers in Southern California and Hawaii, said that the chain's main store in Van Nuys, Calif. was "covered with wall-to-wall people" once the story hit the newspapers and the network TV news telecasts.

"We normally do an average of \$40,000 (in dollar sales volume) each day, but during the first week (after the ruling), we had one \$97,000 day and one \$130,000 day," said Muntz. "We did \$630,000 worth of business for the week! I wish they had something that (could stimulate sales) like this every week."

Muntz added that his chain experienced a similar "run" on VCRs when the suit brought by MCA, Inc. and Walt Disney Prods. was originally filed in 1976, but not to the extent of current consumer demand. He

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doesn't think this is a very important problem and, therefore, they don't treat it as such," Goldstein said.

In addition to adding teeth to the battle to prosecute alleged counterfeiters and pirates by increasing penalties, the bill also would close a loophole in the current law whereby a trafficker in counterfeit labels cannot be convicted unless the labels are actually affixed to counterfeit merchandise. The new proposal would make intended use of counterfeit labels grounds for prosecution.

HR 3530 is virtually identical to a bill introduced in the House last year by Rep. Robert F. Drynan, whose seat Rep. Frank now holds. That bill was reported out of committee but defeated by the house at the end of its 1980 session. A similar bill, sponsored by Sen. Strom Thurmond (R-S.C.), is currently pending before a Senate Judiciary subcommittee. Goldstein characterized the two bills as having some "technical differences," but "essentially the same." Although the House and Senate bills were not coordinated from the start, Goldstein said Rep. Frank's office is "in touch" with Sen. Thurmond's and is working toward creating an identically worded bill to go through both branches in order to cut down on the eventual delay that might occur if different versions of the legislation were to pass in each house.

Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA), which has led the industry's fight against record counterfeiting and piracy, said that the RIAA is "highly supportive of the bill."

Gortikov said he felt the legislation would help the anti-piracy battle both by creating more of a deterrent against piracy and by spurring prosecution of counterfeiters in certain areas of the country where it has been difficult to get Federal prosecutors to do so in the past.

Peaches, Creditors Committee Settle On Chap. XI Plan

by Michael Martinez

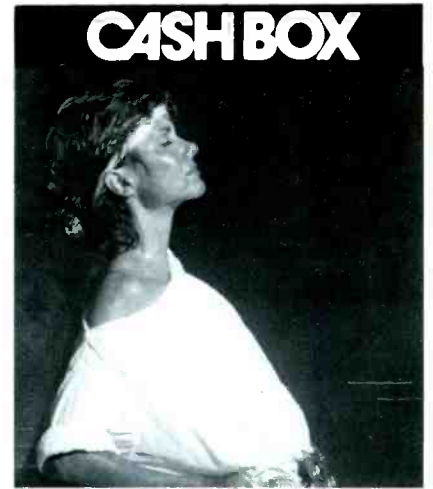
LOS ANGELES — The debtors and creditors committee in the Peaches Records and Tapes/Nehi, Inc. Chap. XI proceedings mutually agreed recently to support a creditors' proposal calling for sale of the 32-store retail chain to a consortium of buyers.

The accord was reached Oct. 23 after Peaches principles, led by the chain's president, Tom Heiman, withdrew a debtors plan calling for sale of the chain to Mr. Wiggs Discount Stores, a 15-store chain

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CONGRATULATIONS — James Bullard (l), general manager of the black music division for Word Records, is congratulated by singer Isaac Hayes after being honored for his achievements in the field of gospel music. The presentation was made at the Georgia Festival 1981 Awards.



Pin-up fans around the world are ecstatic once again. Every year, MCA recording artist Olivia Newton-John comes up with a new sound, a new image and, most graphically, a newer more sensual wall poster. This time out Olivia has taken the look of a sea nymph.

And her music has become, dare we say it, more rock-oriented. It's the most clearly defined change in her illustrious musical career, and lovely Livy is up to the task, handling a new progressive adult pop direction with true panache. Songs like "Landslide" and "Strangers" have an almost hard rock intensity, but producer John Farrar creates a glossy sheen that makes them just ripe for Top 40.

The public also seems to be accepting Olivia's alluring new image and sophisticated sound as the album has already shot to the #28 bullet position on the **Cash Box** Pop Albums chart in its second week of release. The LP's title track is no slouch either, as it's rocketing toward the Top 10 of the **Cash Box** Pop Singles chart at #12 bullet.

Other songs of interest on the bold new LP are the self-penned "The Promise (The Dolphin Song)" and "Silvery Rain." The former was inspired by her love and concern for dolphins, which is also reflected in the graphics of the album. The latter, which was written 10 years ago, deals with pollution and is as relevant in the '80s as it was then.

Ever since the comely lass (who was born in Manchester, England and raised in Australia) hit the U.S. with her country hit "Let Me Be There," she has been bathed in gold and platinum. All of her LPs have gone gold and "Let Me Be There," "If You Love Me Let Know," "Greatest Hits," "Have You Never Been Mellow," *Grease*, "Totally Hot" and *Xanadu* have gone platinum.

Her wildly successful recording career has also given way to leading roles in *Grease*, one of the biggest grossing film musicals of all time, and *Xanadu*. Olivia has made the transition to the video medium as well. Her "Physical" vid is one of the most stunning promo films to spring forth from the fledgling field yet, featuring the lithe lady frolicking in a gym motif. Oh, and the pin-up market is doing pretty well too.

Performance Bill Hearing Delayed By Outside Issues

by Earl B. Abrams

WASHINGTON — The specter of a record industry without music stores or with only one major customer caused a congressional committee to delay considering copyright legislation last week that would have imposed a compulsory license for performance rights.

The committee agreed to delay work on HR 1805 at the request of its sponsor, Rep. George E. Danielson (D-Calif.), who, with 35 of his colleagues, seeks to impose a compulsory license for performances on radio broadcasters, jukebox operators, discos and other purveyors of music services. The bill has been introduced for the last several years by Rep. Danielson, but has so far failed to attract sufficient backing for enactment.

Rep. Danielson told **Cash Box** that he requested postponement because "there have been two developments that require us to take another look: The U.S. Court of Appeals decision in the Universal Vs. Sony case (which held that home taping of video programs without payment of royalties is a violation of the copyright law) and the entry of the 'jukebox from the sky' service (the Digital Music Co. plan to offer two taping

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WEA Int'l, Sire Ink Worldwide Distribution Pact

by Fred Goodman

NEW YORK — WEA International and Sire Records entered a long-term, worldwide agreement for Sire product to be distributed by WEA International outside of the United States. The agreement was announced jointly by Nesuhi Ertegun, president, WEA International, and Seymour Stein, vice president, Warner Bros. Records/president, Sire Records. Sire is the largest label to sign a distribution deal with WEA International, and represents the first worldwide distribution deal for Sire.

The agreement is effective immediately for all new releases, and will cover all back catalog following the expiration of sell-off periods for Sire's previous licensees.

In welcoming Sire to the WEA International distribution network, Ertegun termed the agreement "a most important development which now allows us to coordinate international releases." He added that the companies are "already planning special marketing campaigns for new releases by the Pretenders, the Ramones and the Talking Heads." Ertegun further commented to **Cash Box** that the Sire deal

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PLATINUM TIME — Chrysalis recording artist Pat Benatar and her band recently received platinum awards for their current album, "Precious Time." Pictured at the presentation are (l-r): Sal Licata, president, Chrysalis; Roger Watson, national director of A&R, Chrysalis; Terry Ellis, co-chairman, Chrysalis Int'l; Benatar and Scott Sheets of the band; Dianne Sheets; Neil Geraldo of the band; Rick Newman, manager; Jeff Aldrich, vice president, A&R and artist development, Chrysalis; and Myron Grombacher of the band.

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A New Holiday Tradition



Kenny



Rogers

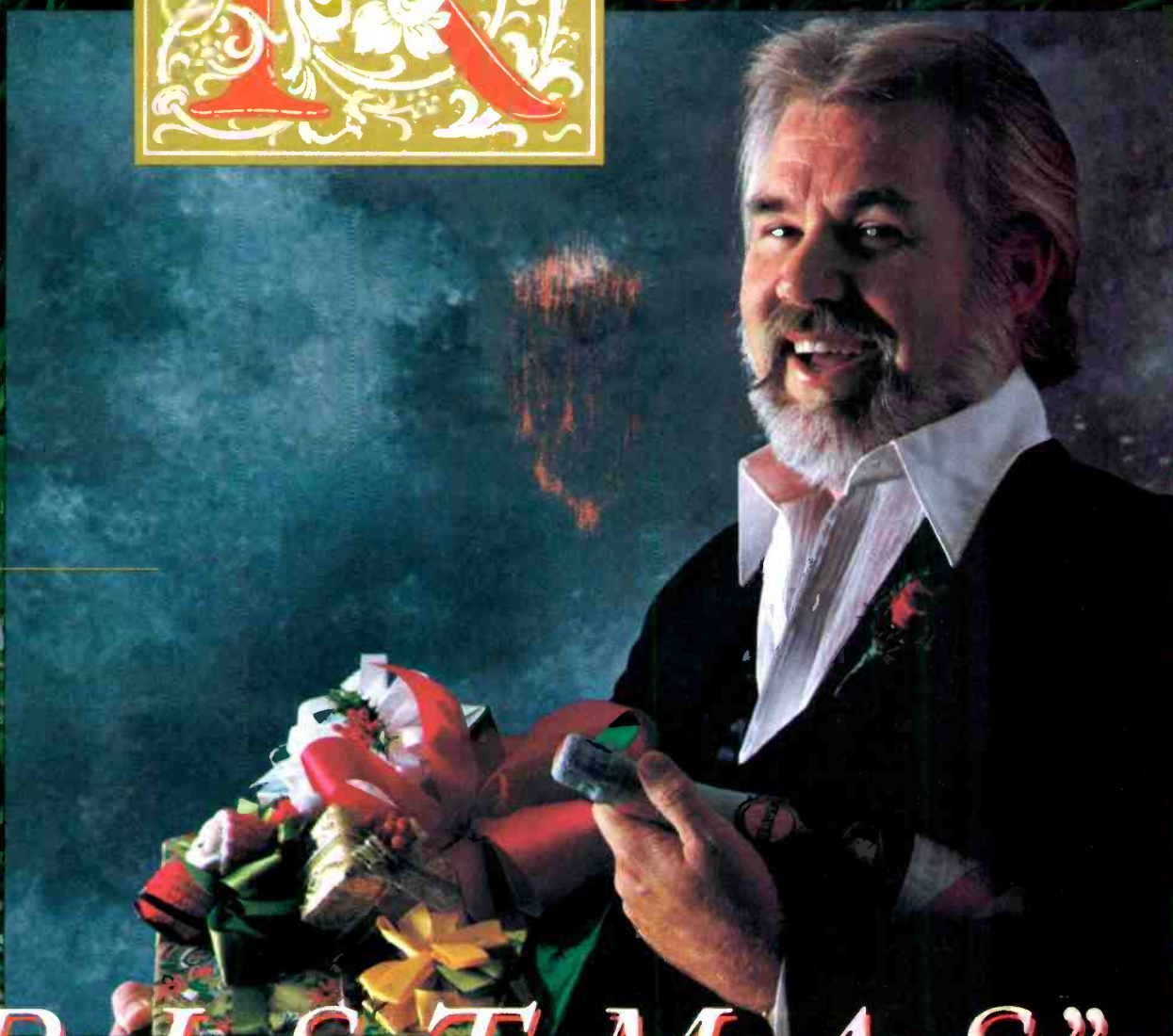


Includes...

- "Kentucky Homemade Christmas"*
- "Carol of the Bells"*
- "White Christmas"*
- "My Favorite Things"*
- "O Holy Night"*

*Produced by
Kenny Rogers*

*Managed by
Krupen & Co.*



"CHRISTMAS"

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1981 LIBERTY RECORDS, a division of Capitol Records, Inc. Printed in U.S.A.



An Album You'll Be Enjoying Years From Now.

NEW FACES TO WATCH

Klique

"Our music is all about love," says Issac Suthers of MCA recording group Klique. "Everyone has problems out there with the economy and the tenuous world political situation, so we're positive and try to sing songs that make people feel good."

That positive attitude is the theme of the L.A.-based trio's debut LP for the label, "It's Winning Time," and shows through brilliantly on songs like "So In Love With You," broken into the Top 40.

My Life." The progressive funk act's good vibrations are also the reasons why it was successful on **Cash Box** B/C Singles chart recently. Its first single, "Love's Dance," shot into the Top 20 and the follow-up, "In The Middle Of A Slow Dance," has just broken into the Top 40.

Comprised of the brother and sister team of Isaac and Deborah Suthers and good friend Howard Huntsberry, the group is a relative newcomer to the contemporary R&B scene, having formed in 1979.

"I've always been involved in music one way or another, but nothing serious," says Suthers, who was working for an independent promotion firm up until the late-'70s. "But in 1978, I cut a 45 for a small label, and through that, I hooked up with George (Murphy), our executive producer and co-manager."

Suthers' sister Deborah had also flirted with singing only occasionally, spending most of her time modeling and acting (that was Deborah alongside Ray St. Jacques in the recent TV movie *Sophisticated Gents*).

However, in 1979, Murphy paired the Suthers with Huntsberry, who had sung with the Gap Band, D.J. Rogers and Carla and Rufus Thomas. The threesome hit it off immediately, and when it came time to concentrate on the debut LP, they received added help from close friends in the Mercury recording act Con Funk Shun, who ended up co-producing and composing half of the songs on "It's Winning Time."

Like Con Funk Shun, Klique plays a similar brand of classy funk. "We're now headed in a direction that emphasizes the rough edge of funk," explains Issac. "We



want people to listen as well as to dance and sing along. Our songs are meaningful and more contemporary. I think that the Funkadelic style is on its way out."

As Klique's chief songwriter, Issac also has a great disdain for the party hearty lyrics that usually go with the funk turf. He maintains that lyrics are very important and that he bases his words on life's important experiences and how he relates to the human race.

Once "It's Winning Time" was finished, Klique recruited a six-piece touring band featuring two guitars, bass, keyboards, percussion, drums and Issac on Liberation synthesizer.

Klique most recently has been on the road opening for acts such as Chaka Khan, Carl Carlton and Maze. "It was really an experience touring with Maze," says Deborah. "They were dynamic and professional and made us feel like part of their band."

Now a seasoned touring band, Klique is back in L.A. and feverishly working on its second MCA album. As Suthers says, "We're continuing on with the theme of the first album and trying both to say something meaningful and make people feel good with our music."

WEA Bows Major Black Music Push

LOS ANGELES — WEA will embark on what it calls "the strongest national black music marketing program ever created" in its 10-year history when it bows a campaign titled "What's Happening For The Holidays," — an overall push aimed at stimulating greater store traffic and sales during the holiday peak sales season.

The promotion, to run from Nov. 26-Jan. 4, will include artists from all of the WCI labels, backing the releases with an advertising-merchandising campaign.

From Warner Bros., product to be featured in the Campaign include Prince's "Controversy," Al Jarreau's "Breakin' Away" and Roger Troutman's "The Many Facets of Roger." The Elektra/Asylum product featured in the program includes "Grover Washington, Jr.'s "Come Morning," Lakeside's Solar album "Your Wish Is My Command" and Twennynine and Lenny White's "Just Like Dreamin'." The Atlantic product in the program includes Chic's

"Take It Off," the Spinners' "Can't Shake This Feelin'" and Slave's "Show Time."

In-store display contest open to members of the WEA Marketeam and personnel from the three labels will be included in the program. The contest criteria for judging winners of the 25 cash prizes totalling \$4,500 are key product placement, maximum visibility, market coverage and visually uncomplicated, attention-getting displays.

Time Is Right

"The economic situation is bad for the discretionary dollar market," noted Hank Caldwell, WEA vice president of black music marketing, commenting on the program.

He added that retailers need help and that WEA has decided to provide as much help as possible. "What's Happening For The Holidays" will contain all the ammunition needed to help the dealers achieve the added store traffic, sales and profits so desperately needed in today's market."



COOLING IT ON THE AIRWAVES — MCA recording artist Donnie Iris was recently interviewed live on the syndicated radio show Rockline, where he discussed his current album, "King Cool," and the single, "Sweet Merilee." Pictured are (l-r): Don Wasley, national promotion album director, MCA; Chris Maduri, Belkin-Maduri, Iris' management company; Iris; B. Mitchell Reed, air personality, KLOS/Los Angeles and Cindy Tollin, associate producer of Rockline.

ARTIST PROFILE

King Crimson: Fripp Returns To Expand Musical Horizons

by Marc Cetrer

LOS ANGELES — When Robert Fripp talks, people listen. He is that rarity of rarities in rockdom — a spokesman for the musical intellectual. Ever since he launched a thousand bands in 1969 by forming King Crimson and introducing the pop world to "art rock," he has been regarded as the professor of that inspired, yet excruciatingly self-indulgent, genre. On top of that, he has built a rather substantial cult of avant gardists, acid casualties and import record buyers who emerge from their cubbyholes whenever he comes forth with another of his wildly inventive recordings, written essays, concert tours or confounding interviews.

The cult is especially alive these days — Fripp has chosen 1981 to revive the legendary King Crimson and release a new LP. Yes, Crimson is alive and well and headed for the pop mainstream. Well, as mainstream as Fripp can get anyway . . . with Fripp offering yet another of his many "programs" revolving around the title of an album, in this case, "Discipline," on E.G./Warner Bros.

Like his avant contemporaries David Bowie, Peter Gabriel and Brian Eno, Fripp doesn't view the process of putting out a record in the normal commercial fashion. He prefers to work on a project because it will be "useful" or a "learning experience." And, again, like those future-oriented contemporaries, he possesses a mystical, elfin quality that neatly complements his reputation.

New Plan

"In 1979, I undertook to enter and learn about the marketplace in a plan that I called 'The Drive To 1981,'" says Fripp. "With that finished, I have now set out to dwell in the marketplace in a plan I am calling 'The Incline To 1983.' While it involves the erosion of a wide range of personal liberties and seems restrictive on the outside, it also involves a discipline that will be remarkably good and provide a framework for future projects."

Central to the plan is the return of King Crimson, which disbanded in 1974. Fripp explains that new line-up — consisting of himself and Talking Heads/David Bowie player Adrian Belew on guitar, former Crimson/Yes drummer Bill Bruford and noted jazz/rock session bassist Tony Levin — is simply the streamlined 1981 Crimson model. This unit, he said, is the "highly evolved, air tight" quartet that Crimson would have become had it remained active all these years.

"It would have been impossible to regroup the former band," says Fripp, "but King Crimson is a way of doing things. Its music has a life of its own and calls on some unlikely characters to give it voice. My real purpose in reforming the band was to assemble a first division band."

"Frippertronics" (1978) was a third division venture," he adds. "It represented the research and development aspect of my drive, using an artistic premise but failing to provide a real living. 'League Of Gentleman' (1980) was a second division venture. It let me work at a level of professional acceptability and provided a living, but I didn't change the world with it. 'King Crimson' (1981) is a first division venture and will allow me to really affect popular culture and strike a chord with a large audience."

His plan could be dismissed as lot of intellectual gobbledegook, but "Discipline" is definitely his most commercial and cohesive outing yet. Featuring the razor sharp guitar interplay of Fripp and Belew, Bruford's most awesome drumming since the days of early Yes and some of



King Crimson

Levin's most challenging bass work ever, the work is Talking Heads modern while still reminiscent of Crimson past.

And Fripp himself remains as elusive as ever. "I have very little faith in language," he says. "You hardly begin to speak when it starts to trick itself. It's really only possible to understand what I try to say if you take it as part of everything I do."

Trandsetter In The '70s

He has done much since that strange and wonderful day in 1969 when he and his brainchild King Crimson came forth with that volcanic brew of classically influenced, manically metal, art rock called "In The Court Of The Crimson King." That music and the forward thinking group's subsequent LPs like "Islands" and "Lark's Tongue In Aspic" were to shape the course of British progressive rock through the 1970s. Not only did the band open the door for bands such as Yes, Emerson Lake & Palmer and Genesis, it also ended up furnishing many of the principals for these Crimson-influenced bands.

Fripp's temperament than was as intense and incendiary as his music, and during the group's six-year existence, Crimson became a revolving door for band members. Finally, in 1975, disillusioned and embittered from the grueling rock lifestyle and touring schedule, Fripp folded the band and retreated to a farm in Sherbourne, England.

"King Crimson was always a very demanding band," Fripp says today. "People didn't last long in it because it was a crew of generally very unpleasant and twisted people. Some of the members just weren't likeable and some I didn't like because of the drug intake."

However, Fripp does point out that Crimson always seemed to know when to move on musically, also when it had run its course. "I think we were the only band in the genre that seemed to know when to stop," he says. "I mean (Greg) Lake's new band is performing '21st Century Schizoid Man' and 'In The Court Of The Crimson King.'"

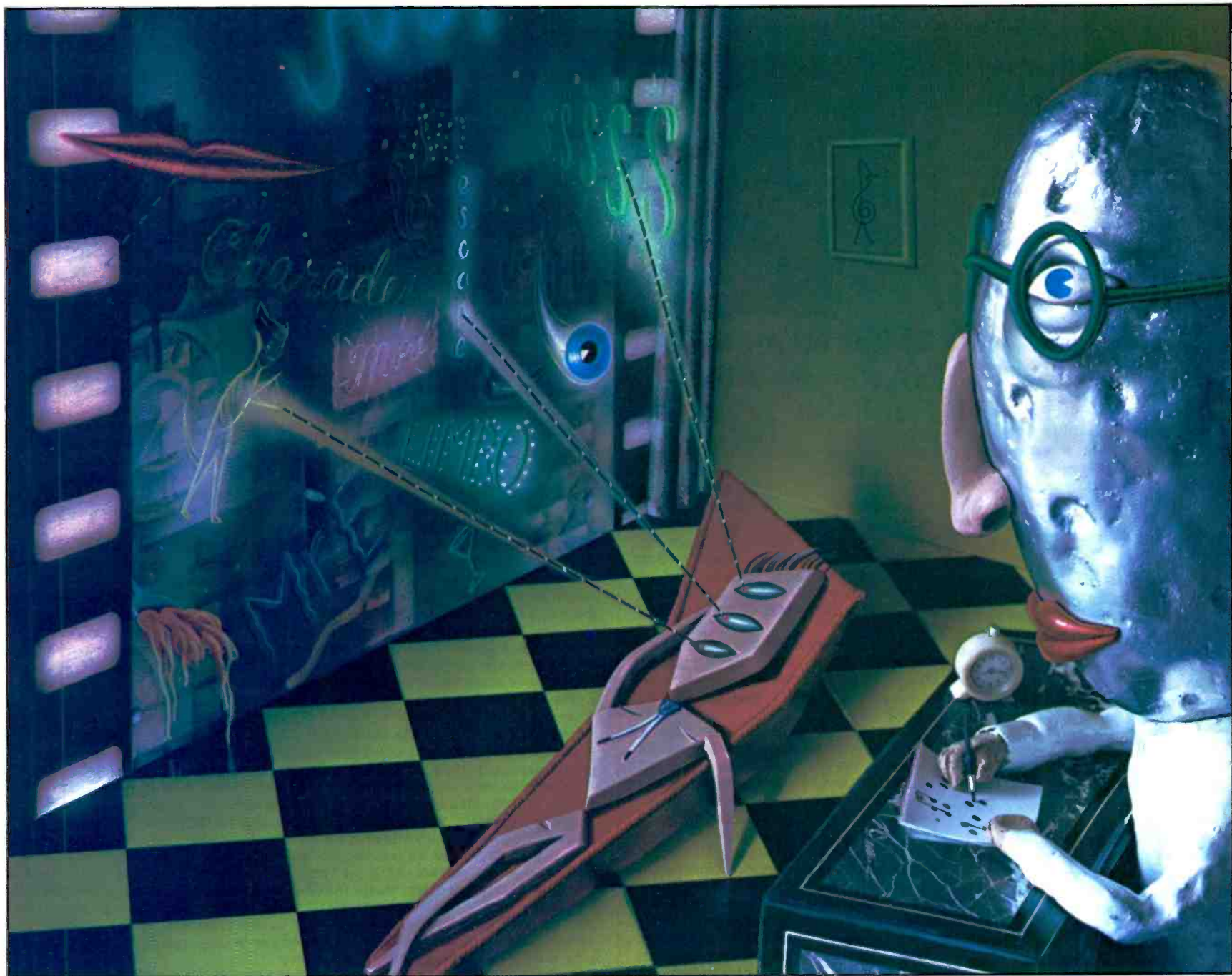
"For better or for worse, the special thing about Crimson was that you always knew that feelings went deep," Fripp adds. "And they didn't always go into places that people wanted to examine. But you knew it wasn't just a rock 'n' roll band, it wasn't just an ego trip, you knew that there was something greater there."

While Fripp did record two cerebral, electronic soundscapes with longtime friend and synthesizer avatar Brian Eno ("No Pussyfooting" and "Evening Star"), he really didn't re-enter the rock marketplace until 1977 and David Bowie's "Heroes" album. That guitar session lead him back into the professional music world, and later that year he produced albums for Daryl Hall and The Roches.

New Concept

In 1978 Fripp unveiled his Frippertronics concept — a musical practice that involves the use of recorded tape loops and live guitar sounds. He also landed a deal with

(continued on page 38)



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Mansfield Named To RCA VP Post

(continued from page 5)

success we have experienced in the A&R/Marketing Center concept in our black, Nashville and Red Seal music operations" through the appointment of Mansfield, which now "implements this organizational concept in the all-important contemporary music segment."

More Cooperation

Mansfield said that "although there's not a direct reporting line to any of these people," he looks forward to working with his counterparts in the label's other departments. He added that vice presidents Jerry Bradley in Nashville, Tom Shepard at Red Seal and Ray Harris at black music will be able to huddle together through their link with Craig. "We all report to Jack," he said, "and I'm sure there'll be a dialogue and a chance for us to help each other. I certainly intend to work closely with all four of these gentlemen, doing what I can with contemporary to get a better chart share on the pop side and a larger percentage of the consumer dollars."

In his role as A&R director, Mansfield said he would be "as active as I can to support the beliefs of the A&R staff." He added that the department would actively pursue new signings at all levels. "There's always room for more artists, and as a label, I think we'll be very aggressive in signing artists of all stature from brand new to middle range to superstar. Jack and I have discussed setting a goal of signing two superstars a year."

On the subject of superstar signings, Mansfield further stressed that by developing all facets of the contemporary department, RCA will be able to attract more artists. "All superstars knock on every door to see who the highest bidder is," he said. "But its never strictly a case of money. They don't always go to the highest bidder. They look at the organization; at the people and what they can do, at the field organization and what it can deliver."

International Emphasis

Mansfield also said that he hopes to sign more international artists to RCA, and added that he would be working very closely with the international department. "I'll be travelling extensively here in the U.S. and be in England and Europe too, working with our A&R people. I think that's going to be a gap that will be closed dramatically."

Mansfield comes to RCA Records after 16 years with CBS Records, the last several of which were spent as vice president, marketing, Columbia Records. Prior to that, he was vice president, merchandising, CBS Records.

Mansfield joined CBS in 1965 as a salesman in San Antonio, Texas and later became a promotion manager for the Dallas branch office, rising to the post of branch manager in 1970. In 1974 he became the Atlanta branch manager, a position he held until becoming vice president, merchandising, in 1977.

Maze LP Goes Gold

LOS ANGELES — The "Live In New Orleans" LP by Capitol recording group Maze Featuring Frankie Beverly was recently certified gold by the RIAA, signifying sales of 500,000 units.



Lorne Saifer

Saifer Named To Head New Alfa Publishing Firm

LOS ANGELES — Alfa Music Group has been formed as the publishing arm of the U.S. Alfa Records operation. Lorne Saifer, currently A&R vice president for the label, will head the new company.

The publishing company will function on a worldwide basis, except for Japan, according to Alfa Records president Bob Fead. The Alfa-Japan catalog will be represented by the Music Group outside of Japan through Joss Music (BMI) and 1980 Music (ASCAP).

First writers signed to Alfa Music Group are Teresa Straley and recording groups DVC and Casiopea (the latter two also having current LPs and singles released by Alfa).

"Establishment of a music publishing wing is the latest step in a master design created at the inception of Alfa Records," said Fead. "Lorne Saifer's background and expertise in this area, as well as in record production, makes him the ideal choice to administer these new programs."

"Additionally," Fead added, "his rapport and daily contact with artists makes for the perfect balance this industry regularly seeks and rarely finds between music publishing and music production."

The creation of Alfa Music Group follows closely the announcement that the label had pacted for worldwide distribution with CBS Records International, outside of the U.S. and Japan. "We are not taking growth for granted," Fead added. "But rather by increment. The moves we make are in the business rather than sounding-off to the business."

Red Dog Label Bows

NEW YORK — Red Dog Records was formed recently by FilmSpace, a motion picture and audio-visual production firm, and FilmSpace Studio, both based in State College, Pa. A primary thrust of Red Dog will be the promotion and distribution of music produced in the Central Pennsylvania region.

A wide range of musical styles will be represented in the label's catalog, which will include at least six releases by the end of 1981. Currently available on the label are releases by Menagerie and Whetstone Run. Scheduled for November release are albums by songwriter/performer Tim Craven and the group Archie Blue, whose "New Day Comin'" LP is produced by Van Dyke Parks.

Red Dog Records can be reached at 615 Clay Lane, State College, Pa. 16801. The telephone number is (814) 237-8400.

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T.V. Production Company seeks innovative, insightful person with strong rock music credentials (Top 40 radio, record company promotion or programming, concert mgt., etc.) to assist in the production of new weekly T.V. series. T.V. Production experience not necessary, but strong rock music background essential. Send resume and salary requirements to: CASH BOX — Box 201, 1775 Broadway, New York, NY 10019.

Frazier Promoted — A&M Records has announced the promotion of Boo Frazier to national promotion and marketing director. He is a five year veteran of A&M and will operate out of the east coast.

Erect Announces Appointments — Erect Records has announced that Alonzo King has been appointed vice president of special markets for Erect Records. He was formerly midwest promotion manager for Motown Records and for Liberty prior to that time. Also appointed was Greg Dodd to vice president of pop promotion. He was formerly midwest regional sales manager for Inner City. Prior to that, he worked national promotion for Ovation Records.

Minger Joins E/A — Darryl Minger has joined Elektra/Asylum Records as tour press manager. In 1977-78 he was music promotion assistant with *The New York Daily News*. Most recently, he was vice president/public relations with the public relations/advertising/marketing firm of Minger, Allen & Patton in New York.

Madison Appointed At CBS — John Madison has been appointed branch manager, New England branch for CBS Records. His most recent position with CBS Records was branch manager, Chicago branch. Prior to that, he was Houston branch manager and sales manager for the Dallas branch.

Tully Appointed At E/P/A — Janice Tully has been appointed manager, west coast secondary promotion for Epic/Portrait/CBS Associated Labels. Since 1980 she has been with Casablanca Records working in National Secondaries Promotion and from 1978 - 1980 she worked at Mushroom Records in national secondary promotion.

DeVito Named — CBS Records has announced the appointment of George DeVito as director, music packages. He rejoined Columbia House after a five year absence during which he served as vice president, Adam VIII Ltd., and TeeVee Records, Inc.

Meljer To MCA — Bert Meijer has been appointed European Marketing Manager for MCA Records. He will be responsible for coordinating, instituting and implementing all MCA marketing activities within Europe and will be based in Holland.

Sinooff Named At Arista — Arista Records has announced the promotion of Milton Sinooff to vice president, manufacturing and purchasing for the label. He joined Arista in September, 1978 as the company's director, manufacturing and purchasing.

Angle Appointed — First American Records, Inc., has announced the appointment of Bill Angle as corporate counsel for the First American Record Group. He has been with First American for over a year, most recently in the publishing division.

Changes At Flying — Jon Fox has left his post as director of promotion for Flying Fish Records. He will be founding his own bluegrass booking agency, Turtle Creek Music. Promotional activities for the eastern United States will be handled by Chris Heim; the western part of the country will be under the direction of Rick Swenson.

Changes At WEA — The WEA Atlanta branch has announced the addition of Jarvis Shelton to the WEA Atlanta Marketteam as a field merchandiser covering the R&B marketplace. Shelton, who joined WEA three years ago, most recently served as a shipping supervisor in the warehouse. He replaces Myron Stodghill, who takes over as the Atlantic promotion representative in the Atlanta market. Also Alan Benjamin, a WEA Atlanta Branch video sales representative since early 1981, has been appointed WEA's southeast regional video specialist. Prior to joining the WEA Miami sales staff in 1977, he attended the University of Miami, served as a promotion representative for Tone Distributors, and operated his own record/tape/audio appliance retail store.

Terry Named At Crescent — Marcus Terry has been named vice president and general manager of Country Moon Music (ASCAP) and Maplesville Music (BMI), the music publishing arms of the Crescent Music Group. He comes to the Crescent Music Group from Morning Productions of Detroit where he was president.

Jaffe Named — Ira Jaffe has been appointed senior vice president, creative, for Inter-song Music. He will be based in Los Angeles.

Panasonic Appoints Pagliaro — The Panasonic Company has announced the appointment of James Pagliaro, Jr. to national market development manager, Video Systems Division. He came to Panasonic in 1977 as a district sales manager for the Video Systems Division. He was promoted to manager, market development in the eastern United States before assuming his new post.

Eisele Named At Compact Video — Colette Eisele has been named advertising manager for Compact Video Systems, Inc. Before joining Compact, she was a partner in the advertising agency of Kessler & Eisele Advertising in Los Angeles. Earlier, she served as advertising and promotion director for Sierra Charter Corporation.

VHD Appoints Schwarz — VHD Programs, Inc. has appointed Haller Schwarz of Beverly Hills to develop and implement its national advertising program. He will direct both consumer and trade advertising for VHD Programs as well as provide dealer sales promotion, display and merchandising support.

Changes At Nickelodeon — Nickelodeon Records and Video of Century City, Calif., has announced the appointment of Chaz Austin to Video merchandise manager. He was director of merchandising, Rhino Records and writer-producer for Promos, CBS Television Network. He replaces Susan Hatfield, who will join CBS Video Enterprises. She was most recently in video sales and buying with Nickelodeon.

VHD Names Bresler — Joel Bresler has been named assistant to the president of VHD Programs Inc. Recently he conducted a study for the Marvel Comics Group, New York City, investigating emerging markets in cable television and home video.

Branton At Scene Three — Vicky C. Branton has been promoted to client services manager at Scene Three, Inc. She has spent the last three years working with the Country Music Association, a recording studio and publishing house as well as a local book-ing agent and independent production company.

Shore Named — Bobbe Shore has been appointed national advertising manager for Largo Music Corp., the Columbia, Maryland rackjobber. Prior to joining Largo, Shore was advertising manager for Richman Bros. distributors in Pennsauken, N.J.

Russick Joins Sound Investments — Bert Russick, Jr. was appointed A&R director, Special Markets Division, for Sound Investments, Inc., a Minneapolis-based promotional marketing company. Russick will handle the singles division and the recording of local talent. He will also handle music licensing for TEM Publishing. He can be reached at (612) 541-9947.

Mullin To Kenton — Molly Mullin will leave her post in the Warner Bros. Records publicity department to become associate director with Gary Kenton Public Relations. She went to Warner Bros. from Cleveland International Records, for whom she worked from 1978-80.

Laws Named At ATV — The appointment of Richard Laws as director of copyright and mechanical licensing has been announced by the ATV Music group of companies. Laws, as Director, will oversee all aspects of copyright administration and matters dealing with the issuance, execution and payment of all mechanical licensing and the review of all revenues derived therefrom.

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Benefits Of College Market Stressed At Radio Convention

by Larry Riggs

NEW YORK — Discussions on artist development in college markets, college radio promotion, record company/college station relations and alternative radio programming highlighted the first annual *CMJ Progressive Media* college radio convention Oct. 24 at the New York Sheraton Hotel.

Over 250 general managers, program and music directors from American college stations ranging in size from carrier current to 10,000 watts attended the day-long confabvention, according to Rich Frank, *CMJ Progressive Media* promotion director.

The consensus among the panelists in the workshop entitled "Artist Development Within the College Market" was that the college market is an important place to break new acts and sell records. "We feel that the college market is a perfect place to build new and developing artists," said Barry LeVine, manager, national promotion, CBS Records, a member of the eight person panel consisting of both label and independent record promoters and marketing companies. "One example of an act we broke through college is Adam and The Ants."

The panelists seemed to favor breaking acts on non-commercial college stations because of more liberal playlists than commercial AOR stations. "On college radio, there are some great sounds that you never hear on WPLJ," said Jerry Jaffe, vice president of the rock department of PolyGram. However, despite the use of the college market by labels to break new acts, none of the record company panelists expected to sell many records through it. Instead, they favored using it to establish a base for artist development. "We're not out to break gold or platinum records there," said LeVine.

Lack Of Professionalism

The panelists' two chief complaints with college radio were a lack of sufficient feedback and lack of professionalism among the staffs. "Any college can call me to let me know what they need, but I need to know

Metromedia Agrees To Buy Vehicles For Tax Purposes

NEW YORK — In an unusual move for a broadcasting corporation, Metromedia agreed last week to purchase 620 buses and 12 railroad cars from the Metropolitan Transportation Authority (MTA) of New York and lease them back to the agency for a fee. The transaction reportedly will save the authority money while giving Metromedia a \$20 million tax write-off for five years.

Under the agreement, Metromedia holds title to the vehicles, but the MTA will operate them. A provision in the Economic Recovery Act of 1981, passed by Congress earlier this year, made this arrangement possible. "In this environment of shrinking federal funding," said a Metromedia spokesman, "it is the responsibility of the private sector to provide capital for the public sector's needs."

BMI To Hold Awards Ceremony In Miami

NEW YORK — Broadcast Music, Inc. (BMI) will hold its ninth annual south Florida awards luncheon Nov. 11 at the Omni International Hotel in Miami. Awards will be presented to Bill Ledue, music director of the Orange Bowl Committee; Bill Russell, director of bands of the University of Miami; Earnie Seiler, executive vice president of the Orange Bowl; and Bernie Switzer, director of the Miami Dolphin band. William F. Lee, dean of music of the University of Miami will act as master of ceremonies.

what they're doing," said Dean Alexenberg, director of marketing and sales of Handshake Records.

On radio professionalism, Peter Leak, president of The Business End, Ltd., a band management firm, said, "if college radio wants to be a major force, it has to become less amateurish and has to be more competitive with commercial radio." Said Peter Gordon, general manager of Thirsty Ear Prods., an independent record promotion outfit, "The record industry is in a basic disaster now because of AOR, so now is your golden opportunity to make innovations."

The remainder of the panel dealt with such issues as using national advertising in college markets to promote music, advertising records in college newspapers and finding ways for non-commercial college stations to participate in music promotions without "selling out."

This theme of tight commercial radio playlists was echoed in the panel discussion entitled "The Viability and Promotion Of College Radio," which was also staffed by label and independent promotion people and Robert Christgau, music columnist for the *New York Village Voice*. "Commercial AOR radio is getting tighter and tighter every year," said Roy Rosenberg, national promotion director of Stiff-America. "It's relying more on traditional acts than on the hits of today."

All these panelists felt the best way a college station can promote itself is by not imitating its commercial counterparts. "There's no reason to think about WNEW or WPLJ," said Jim Sotet, national album promotion director of PolyGram. "A college station in Iowa should try to be the best college station in Iowa."

Be Adventurous

"You should think aesthetically because the commercial mentality comes later," said Linda Kirishjian, manager of national album promotion of Columbia. "You've got to take the bull by the horns and let the people know you're out there." Independent record promoter Steve Leeds echoed this sentiment. "Don't put hot clocks or use flash cards in your stations," he said.

Despite the record companies' recognition of college radio's importance, the 12-member panel on station-record company relations — the largest of the six panels — showed some of the strains between the two groups, as well as positive elements. Most of the companies represented on this panel said they service records to college stations free of charge, but expect to receive some feedback from the stations. Some feared that the records they service are never used for airplay but end up in personal collections.

For that reason several of the companies charge stations a nominal subscription fee. "We charge a \$25 fee so we can make sure that you really want our product," said Cindy Redmond, assistant national album promotion director, RCA Records. Most other panelists said they serviced college stations regardless of size, but Mike Bone, vice president of AOR promotion at Arista Records, voiced a different policy. "If you have 1,000 watts of power and program rock 'n' roll 12 hours a day, you'll get records free of charge," he said. "Carrier current stations and 10 watters are just not important enough for us to consider." Besides this, the only other major complaint of the record company representatives was, again, a lack of feedback from college stations.

The remaining panel discussions dealt with alternative radio programming, commercial radio in the 1980s and managing a college radio station.

In the discussion entitled "Alternative Radio Programming: Music, News, Special

(continued on page 19)

EAST COASTINGS

IN CLUBLAND — Salsoul Records has come up with a rather unusual promotional contest for its new "Christmas Jollies II" LP. Any New York area disco DJs caught playing any cut from the album by Salsoul "spotters" between Nov. 25 and Dec. 25 will receive a lottery postcard to fill out and return. On Jan. 5, 1982 WKTU's Michael Ellis will pull three winners from the lottery, with cash prizes of \$1,000, \$250 and \$150 going to the DJs chosen. Ten area DJ pools are participating in the Salsoul promotion . . . S.U.R.E. Record Pool is celebrating the second anniversary of its *Sureshot* tip sheet with a party at the Spin Easy Skatin' Rink in uptown Manhattan Nov. 2 . . . Peppermint Lounge's Tom Goodkind has started programming an hour of Meg Griffin's Sunday night WNEW-FM slot (7-8 p.m.) with club-oriented dance music. Goodkind says the



JACK'S JUNKET — *The Creative Music Studio* in Woodstock, N.Y. recently held a benefit concert to help defray costs for the coming year. Drummer Jack De Johnette is pictured here performing in the all-day, allstar program.

Cash Box photo by Alan Carey

new arrangement, which began with a Nov. 1 show, will emphasize local talent, which often gets slighted in the rock clubs in favor of more chic Anglo acts . . . Ray Barretto will headline a WHKS (KISS-97)-sponsored dance at Bond International on Nov. 13 along with Jimmy Ross, Gayle Adams and Hi-Gloss. Barretto's new CTI single, "La Cuna," has been receiving heavy airplay on local urban contemporary outlets.

SHOOTING STAR IN IT FOR THE LONG HAUL — Despite the group's name, Shooting Star's Van McLain says his band doesn't necessarily expect a meteoric rise to the top. "We always thought it might be a slow climb," McLain told *Cash Box* recently. "If your expectations are that you have to go triple platinum on the first album, you're

really crazy." The first American act ever signed by London-based Virgin Records, Shooting Star's second LP, "Hang On For Your Life" (their first via the Virgin/Epic logo arrangement), was recently released and they played Trax here not long ago in support of it. The group recently trimmed down from a sextet to a quintet, a move McLain says was the result of former keyboard player Bill Guffey's disillusionment with the road. That leaves the current line-up with McLain on guitar and lead vocals; Gary West, who co-writes the songs with McLain, on keyboards, guitars and lead vocals; Ron Verlin on bass; Steve Thomas on drums; and Charles Waltz on violin and vocals. McLain says that although Waltz's violin gives the band much of its distinctive sound, he was initially brought in more for his vocal abilities. "The violin was an extra dimension that we've tried to utilize as much as we can," McLain says. However, he adds, "The thing we try to stay away from is sounding like Kansas. We're not influenced by them and never have been, but people tend to make the obvious connection. We try to use the violin in different ways than they do. I think Charles' playing has a much more rock and roll flavor to it, more along the lines of what Jerry Goodman did with the Flock." McLain cites the Beatles and Stones as the group's two major influences. "We grew up playing them; they're our roots," he says, but adds that "when you play in copy bands for 15 years, you can't help being influenced by whatever you're playing, whether you like it or not. We're products of 15 years of rock 'n' roll."

DRIBBLE-N-BITS — Doo-woppers Fourteen Karat Soul have been signed to star in a film titled *The Thrushstones*. Filming for the movie is set for March and April in New York and Boston. It's about — you guessed it — a doo-wop group . . . Riva Records will release the original cast LP of the rock musical *Marlowe*, currently running at the Rialto Theatre on Broadway . . . Mike and Brenda Sutton, whose past credits include songwriting and production for Smokey Robinson, Thelma Houston, Jerry Butler, Michael Jackson and the Supremes, are finishing up their debut album for Sam Records. They'll also produce Lee Genesis for Sam in the near future. . . David Bowie's next film appearance will be in *Christiane F.*, a graphic German film about a 13-year-old Berlin heroin-addicted prostitute. It's expected to open here in January . . . 99 Records

is releasing "The Ascension," the debut album by local avant garde composer-guitarist Glenn Branca later this month . . . Debbie Harry will star in a horror movie titled *Video Drome* . . . Squeeze's new keyboard player is Don Snow, most recently of the Sinceros. Snow recently played in town with Bill Nelsen's touring band. Squeeze also named a new manager, David Entoven, who previously worked with Roxy Music and King Crimson . . . The Asbury Jukes Horns recently finished recording the "New Jersey Nets Anthem" at Eastern Artists Recording Studios in East Orange. Dean Freidman is currently working on a LP there, too. . . Harry Chaplin's former backing band has changed its name to the Strangers and is debuting at the Other End Nov. 14 . . .



HE KNOWS HOW TO SHAKE — Records International (CRI) recording a, Shakin' Stevens recently performed at the Palace Theatre in Paris. Pictured after the concert are (l-r): Freya Miller, Stevens' manager, Stevens and Dick Asher, deputy president and chief operating officer, CBS Records Group.

The Blues Foundation in Memphis will present its second annual W.C. Handy Blues Awards on Nov. 16 . . . Piers Plaskett, formerly of Celebration Studios in New York, is now studio manager at the new Bullet Recording in Nashville, which hopes to attract business from the coasts by offering a full line of video and music services at low rates . . . Victoria Rose's indie publicity firm, the Media Connection, has abandoned sunny L.A. for the Big Apple. The new address is 171 E. 77th Street, suite 4F, New York, N.Y. 10021. The telephone number is (212) 472-1022 . . . Making Waves, a new indie publicity firm started by Louise Greif, is currently handling mostly British independent label accounts, such as Mute Records and Manchester-based New Hormones Records, out of the Stiff/Bonaparte loft, 5 Crosby St., New York, N.Y. 10003.

dave schulps

NEW AND DEVELOPING ARTISTS

LOVERBOY (Columbia 18-02589)
Working For The Weekend (3:39) (Blackwood Music, Inc./Dean of Music — BMI) (P. Dean, M. Reno, M. Frenette) (Producers: B. Fairbairn, P. Dean)

On the first single from its second LP, "Get Lucky," Loverboy proves that the platinum success of its debut album and the singles "Turn Me Loose" and "The Kid Is Hot Tonight" was no fluke.



GREG LAKE (Chrysalis CHS 2517)
Let Me Love You Once (4:16) (Peso Music — BMI/Almo Music Corp. — ASCAP) (S. Dorff, M.A. Leiken) (Producer: G. Lake)

After lead roles in Emerson, Lake and Palmer and King Crimson, Lake is no stranger to most progressive rock fans but on the first single from his debut solo album, he goes for a decidedly pop-oriented approach with a direct, no-nonsense love song. The mid-tempo ballad is melodically simple yet produced and played with sophistication.



CARL CARLTON (20th Century-Fox TC-2513)
Sexy Lady (3:37) (Jim-Ed Music — BMI/Mikel Nicel Music — ASCAP) (M. McGloiry) (Producer: L. Haywood)

To settle any confusion, this is the one and only new single from Carlton, an uptempo dance song sprinkled with strings and a liberal helping of quacking synthesizers. Looking for immediate B/C action on this as well as Pop crossover.



BILLY THORPE (Pasha/Epic ZS5 02562)
You Touched Me (3:45) (21st Century Man Music Co./The Grand Pasha Publisher — BMI) (B. Thorpe) (Producers: B. Thorpe, S. Proffer)

Thorpe, on the second single from his "Stimulation" LP, mixes a bit from Lennon's "Just Like Starting Over" with some decidedly Beatlesque guitar work on what is part love song/part homage. Billy's quivering vocals pack some real emotional power here. Cue it up for AOR and Top 40.

BALANCE (Portrait 24-02608)
Falling In Love (3:17) (Daksel Music Corp. — BMI) (P. Castro) (Producers: Balance, T. Bongiovi)

Following the Top 25 performance of the pop/rocker "Breaking Away," Balance mixes up its pitches and comes back strongly with a breathtaking power ballad laden with the sort of harmonies that would make the Bee Gees jealous. Ultramelodic and easy, this will undoubtedly expand the band's following. An unreserved Top 40, A/C smash.



YELLOWJACKETS (Warner Bros. WBS 49862)
Matinee Idol (3:40) (Teeth Music/Barracuda Music — BMI) (R. Ferrante) (Producer: T. Lipuma)

Although the four-man fusion outfit Yellowjackets is often recognized for the presence of guitarist Robben Ford, in fairness, all members contribute equally to compositions such as this breezy exercise in light jazz/funk. In fact, keyboardist Russell Ferrante leads on this Spyro Gyra-like tune.



LULU (Alfa ALF-7011)
If I Were You (3:17) (Blackwood Music, Inc./Fullness Music — BMI) (J. Fuller, J. Hobbs) (Producer: M. London)

Re-developing artist Lulu builds on the Top 20 success of "I Could Never Miss You" with a stylish and well-produced pop/R&B song that could easily see B/C crossover action. Strings sweeten the thick bottom, while Lulu herself receives ample backing vocal support from several chorines.



THE BENDETH BAND (Ensign/RCA JH-12337)
Love Collect (3:57) (Dizzy Heights Music Publishing Ltd. — MCPS) (D. Bendeth) (Producer: D. Bendeth)

The initial single from RCA's new association with the U.K.'s Ensign label is also the debut for guitarist David Bendeth's seven-man aggregation. Opening with a snappy jazz fusion intro, the song settles into a smooth mid-tempo R&B vocal groove, while retaining its jazzy rhythmic punch. A smart B/C pick.

FEATURE PICKS

THE JONES GIRLS (Epic/PIR ZS5 02618)
(I Found) That Man Of Mine (3:35) (Mighty Three Music — BMI) (K. Gamble, L.A. Huff) (Producers: K. Gamble, L.A. Huff)

A thick wedge of mid-tempo, dance-oriented R&B is served up by the Jones Girls on this smokey slice of wax. From the "Get As Much Love As You Can" LP, the tune combines a rich organ sound with synthesizer over the crack rhythm work for a B/C delight.

TEENA MARIE (Gordy G 7216F)
Portugese Love (3:20) (Jobete Music Co., Inc. — ASCAP) (T. Marie) (Producer: T. Marie)

There is a decided Brazilian influence, embellished by strings, in this swaying third single from Marie's current album.

DELBERT MCCLINTON (Capitol/MSS A-5069)
Sandy Beaches (3:00) (Narcolepsy Music/Steve Morris Music/Duchess Music Corp. (MCA) — BMI) (D. McClinton, J. Jarvis) (Producers: B. Beckett, the Muscle Shoals Rhythm Section)

As you might imagine from the title, McClinton's newest conjures up images of dreamy days and nights in an idyllic coastal setting.

BOB WELCH (RCA JH-12356)
Two To Do (3:33) (Warner-Tamerland Pub. Corp./Flying Dutchman Music — BMI) (M. Clark) (Producer: M. Verdick)

Welch packs plenty of pop/rocker power into his debut single for RCA, as rolling electric guitar riffs set the constant pace of the cut, while Welch snaps out the high hook. This should be more than accessible for both AOR and pop lists.

IAN HUNTER (Chrysalis CHS-2558)
Central Park N'West (3:58) (April Music Inc./Spiv Music — ASCAP) (I. Hunter) (Producers: M. Ronson, M. Jones)

The bedrock, so to speak, of Hunter's latest from the "Short Back N' Sides" LP is a marching pop/rock beat and an exhilarating vocal chorus yelling "New York City's the best."

ICEHOUSE (Chrysalis CHS 2568)
Can't Help Myself (3:47) (Rare Blue Music, Inc. — ASCAP) (I. Davies) (Producers: C. Allan, I. Davies)

A quick-stepping rhythm, embellished by both guitar and synthesizer, draws the listener into the latest high tech pop/rock offering from Australia's Icehouse. Perhaps the most accessible of Icehouse's U.S. singles, this is a must listen.

PATTI AUSTIN (Qwest/Warner Bros. QWE 49854)
Every Home Should Have One (3:30) (Blackwood Music, Inc. — BMI) (D. Bugatti, F. Musker) (Producer: Q. Jones)

The title track from Austin's album is a festive affair, with a hopping pop dance beat and Patti's crystalline vocal work. The skipping percussives give it an almost contemporary dance hall quality that should appeal to Top 40 programmers.

PRETENDER (Sire SRE 49861)
I Go To Sleep (2:54) (Jay Boy Music Corp. — BMI) (R. Davies) (Producer: C. Thomas)

Covering one Kinks song per LP seems to be becoming a tradition with the Pretenders. Here, Crissie Hynde & co. do a positively haunting version of an obscure B-side by the group. Hynde is at her sexiest on one of the few unabashedly romantic numbers the band has recorded.

RANDY CRAWFORD (Warner Bros WBS 49857)
You Might Need Somebody (3:54) (Braintree Music/Snow Music/Neeches River Pub. — BMI) (T. Snow, N. O'Bryne) (Producer: T. Lipuma)

Ms. "Streetslife" delivers more of that sultry R&B fusion from her "Secret Combination" LP. This Tom Snow/Nan O'Bryne song was pretty suspenseful to begin with, but Crawford's torrid vocals across a slashing lead guitar have a chilling affect.

THE CHIPMUNKS (RCA-JB-12354)
Sleigh Ride (2:00) (Mills Music — ASCAP) (M. Parish, L. Anderson) (Producers: R. Bagdasarian, J. Karman)

Alvin, Simon, and Theodore punked out and then went country. Now the loveable, tree climbing trio is checking in early with this classic yuletide carol. A must for the holidays.

HITS OUT OF THE BOX

BEE GEES (RSO RS 1067)
Living Eyes (4:15) (Gibb Brothers Music, admin. by Unichappell Music — BMI) (B. Gibb, R. Gibb, M. Gibb) (Producers: Bee Gees, K. Richardson, A. Galuten)

QUEEN and DAVID BOWIE (Elektra E-47235)
Under Pressure (4:05) (Queen Music Ltd./Beachwood Music Corp./Bewlay Bros. Music/Fleur Music Ltd. — BMI) (Queen, D. Bowie) (Producers: Queen, D. Bowie)

DARYL HALL & JOHN OATES (RCA JB-12361)
I Can't Go For That (No Can Do) (3:39) (Fust Buzza Music/Hot-Cha Music Co./Six Continents Music Pub. Inc. — BMI) (D. Hall, J. Oates, S. Allen) (Producers: D. Hall, J. Oates)

EDDIE RABBIT (Elektra E-47239)
Someone Could Lose A Heart Tonight (3:26) (Briarpatch Music/Debdave Music Inc. — BMI) (E. Rabbitt, D. Malloy, E. Stevens) (Producer: D. Malloy)

RINGO STARR (Boardwalk NB7-11-130)
Wrack My Brain (2:20) (Ganga Publishing B.V. — BMI) (G. Harrison) (Producer: G. Harrison)

Rogers Files \$44 Million Suit Against Liberty For Royalties

(continued from page 5)

Such actions by the record companies, according to the suit, were carried out in a manner that constituted "a willful, bad faith breach of the covenant of good faith and fair dealing" that was allegedly intrinsic to the four agreements entered by Rogers, the production company and the label.

Based on the issue of irregular accounting, the suit demands \$4 million in compensatory damages, in addition to any monies owed the plaintiffs. The suit also asks \$40 million in exemplary and punitive damages.

Since the case appears to be a dispute over the respective rights and obligations of the parties, according to the suit, the complaint asks the court to determine the current nature of the relationship between the parties. The complaint further said that, because of the breach, the agreements entered by Rogers and company should be terminated.

Series Of Agreements

The first agreement in question was entered by Rogers Oct. 1, 1975. Subsequent agreements were entered by Rogers Prods. March 31, 1977; May 24, 1977 by Rogers (an agreement that called for the singer to deliver three master recordings of his performances); and by Rogers Prods. on Sept. 28, 1977 (a pact that covered recordings of performances made jointly by Rogers and Dottie West).

Regarding the claim of material breach, the suit listed 17 actions constituting the charge, including refusing to pay royalties, failing to pay increased royalties from jumps in suggested retail prices and other escalated payments written into the agreements; failure and refusal to pay monies due from the sale of product mislabeled as free and promotional goods, both domestically and in foreign markets; underrepresenting and underpaying foreign royalties; and failing to account for or pay

RCA To Reduce Video Production At Indiana Plant

LOS ANGELES — In a move that a spokesman for RCA's consumer electronics division called "keeping inventory in line with fourth quarter demand," RCA will cut back on the production of videodisc players at its Bloomington, Ind. plant as of Nov. 6. The reduction will call for the temporary layoff of approximately 300 of the 4,100 employees at the manufacturing facility.

The RCA spokesman said that the cutbacks are in keeping with the production of the videodisc player. He pointed out that distributor and factory inventory are such that they are now sufficient for anticipated fourth quarter retail sales.

He also said that the temporarily furloughed workers would be back in early 1982 to start production on new videodisc models, including the first stereo videodisc player. The stereo players will be introduced to the consumer market by mid-year, the spokesman added.

RCA recently launched a \$20 million ad campaign behind the disc player, which has been selling slowly since it was introduced seven months ago. The company is also offering a \$50 rebate to buyers for each player sold. An estimated 50,000 videodisc players have been sold by retailers to date.

Additionally, RCA will lay off about 100 employees in the color TV chassis manufacturing division at the Bloomington plant. The color TV layoffs, not related to the videodisc furlough, are the result of scheduling variations.

royalties due from sales through the Columbia Record Club.

On the issue of good faith and fair dealing, the complaint said Liberty's violation of duties and obligations under the agreements, "were done with oppression, fraud and malice, with intent to vex, injure and harass plaintiffs and with conscious disregard of plaintiffs' rights."

On this count, the suit further said that the plaintiffs contended that such actions were "part of its general policies and practices" followed by the label in its dealings with all or most of its artists.

The complaint continued, alleging, "when and if an artist is able to overcome the obstacles and demonstrate a right to additional monies, Liberty generally 'negotiates' a 'settlement' which enables it to retain a portion of the wrongful gain..."

On or about May 20, 1981, according to the complaint, Liberty was sent an audit report detailing the alleged contract breaches, but refused to account properly or pay to plaintiffs any monies due them.

In a statement released through his management firm, Krage & Co., Rogers said, "Over the years, I've developed a valued artistic and close working relationship with all the people at Liberty and Capitol... and it would bother me greatly if there were any misunderstanding of the issues."

"I'm a performer, and this is a dispute between accountants and attorneys. I trust this will be resolved shortly to our mutual satisfaction," he added.

In a statement released from the corporate headquarters of Capitol Records, the label expressed surprise over the filing of Rogers' suit and noted that Liberty Records and the artist had negotiated a settlement regarding audit claims for a prior period which lead to an amicable resolution.

The statement also noted that Liberty was in the process of negotiating a new recording contract with Rogers to begin at the expiration of his current contract when it learned that a "third party had entered into negotiations" for Rogers' future recording services. The statement said that it was only after learning this that the legal action by Rogers was brought against Liberty.

"Liberty Records values its successful relationship with Mr. Rogers and looks forward to the release of three new studio albums to which it is entitled, one of which has already been recorded and is scheduled for November release," the statement said, continuing that the label was prepared to assert through outside counsel that Liberty has an ongoing right to Rogers' exclusive services.

"Liberty is determined to defend its position with every measure available to it under law and is confident that it will retain the full benefits of its agreement with Mr. Rogers," the statement said.

CRT Receives Royalty Inflation Proposal

WASHINGTON, D.C. — Record manufacturers, music publishers and authors and composers have agreed upon a stepped increase in mechanical royalty rates for the next five years to take into account inflation. The agreement was filed with the Copyright Royalty Tribunal (CRT) in Washington, D.C. last week. The CRT has scheduled a hearing for Nov. 3, at which time it will rule whether or not to accept the plan.

The proposal, sponsored by the Recording Industry Assn. of America (RIAA), the National Music Publishers Assn. (NMPA) and the American Guild of Authors and Composers (AGAC), as well as

(continued on page 38)

WESTWORDS — Blondie's blonde, **Debbie Harry**, will star in the new Universal Pictures film entitled *Video Drome*. The film will be directed by **David Kronenberg** (*Scanners*, *The Brood*) and produced by **Scott Heroux**. Kronenberg also wrote the screenplay that deals with the influence of television on the home viewer and how communications technology alters the nervous system. The film will co-star **James Woods**, who has appeared in *The Onion Field* and *Holocaust*... The new **Cars LP**, "Shake It Up," will be out Nov. 6. The title track will be the first single, and it's a real scorcher featuring a guitar lick by **Elliott Easton** that gets our nomination for solo of the year... It's been sitting on the shelf for months, but Lorimar has finally decided that the controversial *Urgh! A Music War* is fit for the public. The film, which features virtually every major new wave act in live performance, including **The Police**, **XTC**, **X**, **Devo** and **Gary Numan** will open a limited engagement run in the test cities of Boston, Atlanta and Austin Nov. 13.

GOT LIVE IF YOU WANT IT — Nice to see **Heart** sneak into The Whisky last Saturday for an unannounced gig. The band, which is recording at L.A.'s Studio 55 with production kingpin **Jimmy Iovine**, decided to get the juices flowing for the recording production by doing a club date, and such folks as **Stevie Nicks** and **Queen's Brian May** were on hand for the gig. Heart's next LP will be ready for a February release... Hollywood's most fashionable new club, *Lingerie*, has a pretty eclectic schedule set for the month of November. Highlights of the schedule are as follows: San Diego's own **Unknowns**, Nov. 7; **Fast Phredde** and **The Precisions**, **Hunt Sales** and **The Big Nine** and **Top Jimmy** and **the Rhythm Pigs** in a Fall Dance Marathon, Nov. 14; jazz spaceman **Sun Ra**, Nov. 21-22; and **Blurt**, Nov. 28... Big nights at The Whisky in November include **Edith Massey** (Edie The Egg Lady from *Pink Flamingos*) Nov. 19 and precision rock guitarist **Chris Spedding**, Nov. 20-21.



RETURN OF THE MOTELS — *Motels* lead singer **Martha Davis** (r) was greeted after the group's recent return to L.A.'s *Greek Theatre* by **Don Zimmermann** (l), *Capitol Records Group* president, and **Mary Edith Burrell** of ABC-TV's *Fridays* show.

music's purveyors will be forgotten by the time next year rolls around, a few have a chance for lasting impact. One of the most musically sound groups to be linked with the new romantics is **Duran Duran**, which recently held court at the Roxy in L.A. Named for a character in the kitsch/chic 1960s film *Barbarella*, the band really shows signs of being able to transcend the Blitz trend. "It's something we're growing away from naturally," said Duran Duran bassist **John Taylor**. "When it started, we thought the disco kids wouldn't like it because it was to rock and vice versa. We now think of it as something to build upon." Songs like "Girls On Film" and "Careless Memories" have already proven that the lads are more than just weekend poseurs. And the group's recent "Girls On Film" promo vid (produced by **10cc** principals **Godley** and **Crème**) shows that the band should also make the imminent move to video with style. While in New York, even **Andy Warhol** showed interest in the quintet. When the boys from the Industrial North began, Taylor explained "we thought if we took the rhythm section from **Chic**, the guitar from the **New York Dolls**, the synthesizer from **Eno** and put it all together, we'd really have something. But now we're heading in our own direction and really developing a distinct style."

FIRSTS AND LASTS — **The Rolling Stones** will cap their triumphant U.S. concert tour with a closed circuit satellite party Dec. 18. The event, entitled "The World's Greatest Rock 'n Roll Party," will beam from a yet undisclosed site in New York City. The happening will be broadcast in 200 venues around the United States and Canada and presented in each market by a local promoter in a regular concert hall of 3-4,000 seats. Each venue will be equipped with stereo concert sound systems and color projected on large monitor screens. The party/concert will feature guest appearances by a bevy of superstars. **Hal Ashby**, who is making a film of the '81 Stones Tour, will direct the proceedings. **John Scher** of New Jersey's Monarch Entertainment will coordinate the event... *McVicar*, the British made film starring **The Who's** lead screamer **Roger Daltrey**, is finally going to see a North American release. The movie about Britain's public enemy No 1, **John McVicar**, will open in Los Angeles, Detroit, San Diego, Las Vegas, Phoenix and Tucson Nov. 13. The film features the songs "Free Me" and "Without Your Love"... **Grand Funk Railroad**, that mad band from Flint, Mich., will be a bundle of nerves Nov. 5 as it plays its first live gig in more than five years in Dayton, Ohio... **Tim** "I Do The Rock" **Curry** will co-star with **George C. Scott** in a CBS-TV holiday version of *Oliver Twist*... **Soft Cell**, the top flight British duo comprised of vocalist **Marc Almond** and synthesist/percussionist **David Ball**, has signed with Sire... Good news for metal merchants — Australia's own AC/DC will be unleashing its special brand of mayhem in the form of "Those Who Are About To Rock, We Salute You." The LP will be released globally on Nov. 16.

INSTANT REPLAYS — We've seen professional sports teams adopt many pop hits as club themes over the past few years. The World Series-winning Pittsburgh Pirates danced to **Sister Sledge's** "We Are Family" and The Detroit Lion's were gaga for **Queen's** "Another One Bites The Dust" last year. Lately we heard, courtesy of the Los Angeles Dodgers' outfielder **Dusty Baker**, that the club warms up to the strains of **Carl Carlton's** "She's A Bad Mama Jama." We think the most fitting theme for the clash between the Yankees and the Dodgers in the World Series is the dynamic new **David Bowie/Queen** collaboration "Under Pressure." What with the close calls, awesome pitching performances and unexpected turnabouts, the song seems to be the perfect ode to the 1981 baseball championship.

marc ceter

CIRCLE OF LOVE — The Steve Miller Band — Capitol ST-12121 — Producer: Steve Miller — List: 8.98 — Bar Coded

It's been four years since Steve Miller's platinum "Book Of Dreams" album and his style is still that distinctive, thickly produced roots rock 'n' roll. Simplicity is the key to Miller's compositions. Oh, he uses an interesting phased vocal effect, and gets a full production quality that sounds as if the album was recorded underwater, but his simple relaxing vocal delivery and lazy Southern-influenced rock are what make his music so ingratiating. Fans of "Rockin' Me Baby" will love "Heart Like A Wheel" and "Get On Home."



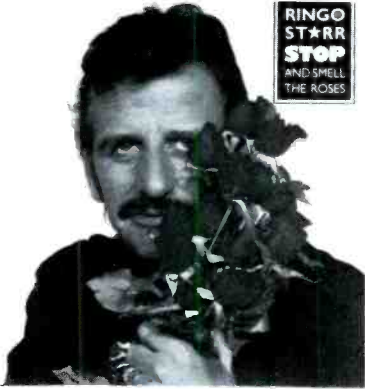
GREATEST HITS — Queen — Elektra 5E-564 — Producers: Various — List: 8.98

Queen has grown from a promising heavy metal band into one of the most sophisticated and heralded groups in the world of rock. From album to album the only constants that one can expect from Queen is Freddie Mercury's high piercing falsetto, state of the art technology and wildly inventive compositions that run the gamut from rockabilly to art rock. This best of package is a testimony to Queen's eclecticism and greatness. And the bonus song in the package, a recently recorded effort that features David Bowie, is proof that the band continues to grow. One of Britain's most lasting bands.



STOP AND SMELL THE ROSES — Ringo Starr — Boardwalk NBI 33246 — Producers: Various — List: None — Bar Coded

Ringo's debut LP for The Boardwalk features such friends as Paul McCartney, George Harrison and Stephen Stills, and it's his most pleasant work in years. The celebrated Beatles stickman and well known cutup comes forth with a passle of humor-oriented songs that lend themselves to ragtime like singalongs. The lyrics, penned by some of rock's most respected writers, are also engaging. The title cut, written by Harry Nilsson and Richard Starkey, is one of the best novelty rock tunes to come along since "Octopus' Garden."



RINGO STARR STOP AND SMELL THE ROSES

FREEZE FRAME — The J. Geils Band — EMI America S00-17062 — Producer: Seth Justman — List: 8.98 — Bar Coded

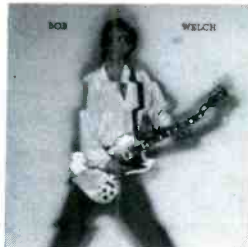
Few American bands have remained as true to the essence of rhythm and blues as those bad boys from Boston, The J. Geils Band. The band has refined its sound since the days of "First I Look At The Purse" and "Lookin' For Love," but its emphasis is still good time, house party R&B rock. Wild man lead vocalist Peter Wolf and keyboardist/producer Seth Justman lead the boys through another plethora of chugging, harmonica heavy rockers, but also infuse the sound with a little modern jazz and techno rock. Top flight for AOR.



FEATURE PICKS

CHARIOTS OF FIRE — Vangelis — Polydor PD-1-6335 — Producer: Vangelis — List: 8.98

The soundtrack to this superb new film dealing with the lives of two British runners in the 1924 Olympics is a stunning example of synthesizer taste. Instead of the usual, intense sequencer effects that are usually employed in the film score medium, Vangelis subtly weaves electronic keyboard through an orchestral setting. The opening theme is one of the most elegant, and memorable synth works since Mike Oldfield's "Tubular Bells." A sure nomination come Academy Award time.



BOB WELCH — RCA AFL1-4107 — Producer: Michael Verdick — List: 8.98 — Bar Coded

Welch has faded from the scene somewhat since the glory days of "French Kiss" and "Three Hearts," but he comes back proud and rockin' on his debut for RCA. The ex-Fleetwood Mac axeman plays his cards close to the chest and comes forth with a high-tech, '80s mainstream rock effort. With Welch's charming voice, the music is more easily termed pop, but those expecting "Sentimental Lady" will find instead a hot electric Gibson sound.

JOSE FELICIANO — Motown M8-953 M1 — Producers: Berry Gordy and Suzee Ikeda — List: 8.98

Feliciano's debut for Motown is right in the pocket for A/C listeners — rife with building love ballads and Las Vegas-styled R&B. "I wanna Be Where You Are" features some of that brilliant Feliciano acoustic guitar and a nice poppy hook line that makes it the album's premier track. The strings are a taste heavy, and the backing vocals a little schmaltzy, but Feliciano's vocal chops are in fine form here.

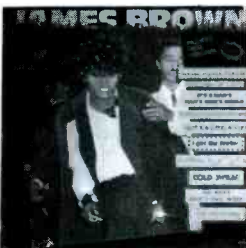


EXIT — Tangerine Dream — Elektra 5E-557 — Producers: Edgar Froese and Chris Franke — List: 8.98

Edgar Froese and his trio have been synthesizing away for almost 15 years and the world has just begun to catch up with their cerebral soundscapes. Last time out the band came up with a stunning score to the James Caan movie *Thief* and "Exit" would also have been an appropriate soundtrack. The Germans have always been leaders in electronic music, and this building, buzzing album that brims over with bold new effects proves why.

CAN YOUR HEART STAND IT — James Brown — Solid Smoke 8013 — Producer: Not Listed — List: 8.98

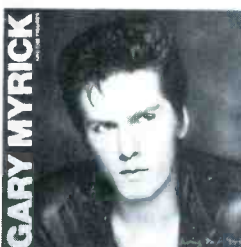
This is the perfect companion to last year's re-release of Brown's "Live and Lowdown At The Apollo" album in that it is part of pop history. These studio sessions were recorded when Brown was earning the title "The Godfather Of Soul," and they are rippling with animal passion and R&B bravura. The original classic performances of "I Got You (I Feel Good)" and "Papa's Got A Brand New Bag" can be found on this classic re-release.



NEW AND DEVELOPING ARTISTS

GET LUCKY — Loverboy — Columbia FC 37638 — Producer: Bruce Fairbairn and Paul Dean — List: None — Bar Coded

"Get Lucky" is more than just the motto of the red blooded American male on the prowl — it's Loverboy's way of saying that they hope they can overcome the sophomore jinx. Last year's stunning debut for this Canadian band earned them a platinum award. And from the sound of things here, the band has come up with some material that does indeed match "The Kid Is Hot Tonight" and "Turn Me Loose." The fivesome really does play '90s hard rock flawlessly. AOR natch.



LIVING IN A MOVIE — Gary Myrick And The Figures — Epic ARF 37492 — Producer: Geoff Workman — List: None — Bar Coded

Myrick showed promise with last year's debut album and taut modern pop tunes like "She Talks In Stereo" and "The Party." He has a spirited nasal voice that will immediately remind one of Tom Petty, and his fine band also rocks in a powerful Heartbreakers mode. This is the type of band that both mainstreamers and new wavers can find to their tastes. Top tracks include "Romance" and "Living In A Movie."

LIVE SHOTS — The Joe Ely Band — Southcoast/MCA MCA-5262 — Producer: Michael Brovsky — List: 8.98

This album has been out as an import for awhile, and it's fortunate that MCA decided to release it stateside — it's one of the most exciting live albums to be recorded in the past five years. Ely has a Texas rock 'n' roll sound that embraces the styles of honky tonk, roots rock 'n' roll and country swing like few others alive. And, boy, was he wound up on this 1980 tour with The Clash. Powerful and passionate, this album has Ely's soul in it. It also features a bonus EP produced by Al Kooper.



YOU DON'T KNOW ME — Michael Parks — First American FA-7781 — Producer: Virginia Carlile — List: 8.98

Michael Parks stood as the classic mellow drifter when he rode into America's homes several years ago on *Then Came Bronson*. And he's a pretty mellow singer as well. But the soft voiced Parks has surrounded himself with some of the finest players in the land for this laid back effort that touches cool jazz, folk and acoustic blues. This is late in the evening music meant for lovers with a jug of wine.



PARTY SAFARI — Joe King Carrasco and the Crowns — Hannibal HNEP 3301 — Producer: Tony Ferguson — List: 5.98

The self-crowned king of modern Tex Mex rock 'n' roll has become a club favorite throughout the nation, and this farfisa filled EP picks up where last year's debut left off. Nobody works up a sweat like Carrasco in concert, and some of that energy translates pretty well to vinyl. "Party Safari" features both Tostada and Tortilla sides, and fans of nuevo wavo will find it to be hot sauce.



MERCHANDISING

Mango Set To Release Island's Controversial 'One Plus One'

(continued from page 5)

chosen this particular time to release its first One Plus One in the U.S. partially because the group Black Uhuru had been attracting the kind of attention and sales lately that would enable the release to "have some kind of an impact on the marketplace." The release of the group's current album, "Red," as the initial One Plus One, Goldstein said, was planned to "simultaneously draw attention to the One Plus One idea and the group."

Goldstein said that regardless of whether the first One Plus One release is a success, the Antilles and Mango labels will be releasing more in the future. Corsack added that he is currently in the process of choosing the rest of the first half-dozen releases and that he eventually expected the entire catalog to become available in the format. Goldstein also said that tape-only projects on One Plus One cassettes are a possibility for the future.

Warner Bros., which distributes the Island label but not its Mango and Antilles lines in this country, has refused to distribute the One Plus One format here, making its release through Mango. Island's all-reggae arm, or Antilles, which releases product considered too esoteric for WEA to distribute, a necessity for Island. In an interview with **Cash Box** earlier this year (**Cash Box**, March 21), Island founder Chris Blackwell, who devised the configuration, predicted that Warner Bros. would eventually allow him to issue the cassettes here. However, that approval has not as yet been forthcoming.

Goldstein said that Warner Bros. has "what they feel are very valid reasons for

BASF Systems Bows Two-Pack Bag For Tapes

LOS ANGELES — A new line of promotional two-pack bags for the Performance cassette series of BASF Systems Corp. was recently introduced. The cassette series, a ferric-oxide tape used for general recording purposes, is now available in "Buy Two and Save" poly bags.

The performance tape has been reformulated to deliver 3dB more sensitivity in the critical mid-range with less distortion and better signal uniformity.

According to Mark Dellafera, BASF director of marketing, "Our new Performance bags literally sell themselves. The front of the sturdy bag conveys the savings message, while the entire back panel is designed to communicate in detail the consumer benefits of the cassettes within."



'Two-Pack'

not going with the program," but that Island hoped that the "reaction and success" of the Mango release would eventually "change Warner Bros.' mind." Goldstein stressed that the atmosphere between Island and Warner Bros. "couldn't be better," despite their disagreement over the One Plus One.

No executive could be reached at Warner Bros. for an official response.

Pickwick Rack Division Runs 'Class' Campaign

LOS ANGELES — To take advantage of the back-to-school sales season, Pickwick Rack Services Division recently embarked upon a comprehensive advertising and merchandising campaign entitled "Music... A Class Act."

The seven week promotion tied all product lines, featuring television packages, midlines and children's records as well as hit and new release product, together with similar graphics under three art design utilizing the "Music... A Class Act" theme. Print ads, in addition to radio and TV spots, were supported by a variety of point-of-purchase displays. The in-store display material not only tied product in each record and tape department together, but also cross-merchandized records with other departments' products.

In-store merchandising material included, among other things: handouts for three of the featured product lines; a four-color new release brochure, which included a school calendar for 1981-1982; a similar handout for midline product that gave a brief history of rock 'n' roll, as well as highlighting featured artists in the campaign; and a 12-page coloring book of the most current children's records, with easily readable product information. Handouts were distributed in the record departments as give aways, as well as at main check-out stations.

A special display contest was run simultaneously with the campaign to encourage full participation of Pickwick's branches and accounts. Branches competed by compiling photographs of all special in-store displays, promotions and special events for a "presentation book," which was submitted to Pickwick's national offices. Three branches overall were to be chosen as winners, while additional prizes were to go to sales representatives from those branches.

E/A To Release 9 LPs

LOS ANGELES — Elektra/Asylum Records recently announced plans for release of nine new albums throughout November, five on Nov. 6 and the balance on Nov. 20.

Among the releases are "Shake It Up" by the Cars; "Trak'n" by Five Special; "Here" by Godmama; the soundtrack from the film *Ragtime*; and "Just Like Dreamin'" by Twennynine with Lenny White.

The Nov. 20 release features "Echoes and Images" by Sylvia St. James; "Life" by John Klemmer; "Your Wish Is My Command" by Lakeside; and "Come Morning" by Grover Washington, Jr.

Audiofidelity To Issue Brown Double Album

NEW YORK — A two-album set of James Brown hits entitled "Live at Studio 54" is slated for release in mid-November by Audiofidelity Enterprises. The package will contain Brown's hits from the 1960s in addition to more recent material recorded live at Studio 54 in New York. The suggested retail price is \$8.98.

SINGLE BREAKOUT OF THE WEEK

HARDEN MY HEART • QUARTERFLASH • GEFEN GEF 49824

Breaking out of: Peaches — Columbus, Popular Tunes — Memphis, Waxie Maxie — Washington, Turtles — Atlanta, Radio Doctors — Milwaukee, Alta — Phoenix, Karma Records — Indianapolis, Rhody Records — Rhode Island, Sound Video Unlimited — Chicago, Harmony House — Detroit, Cavages — Buffalo, Tower — Seattle

SINGLES BREAKOUTS

YOUNG TURKS • ROD STEWART • WARNER BROS. WBS 49843

Breaking out of: Central One Stop — Connecticut, Sam Goody — New York, Record Theatre — Cincinnati, Lieberman — Dallas, Tower-Sacramento, Popular Tunes — Memphis, Karma Records — Indianapolis, Sound Warehouse — San Antonio, Kemp Mill — Washington, Charts — Phoenix

WHY DO FOOLS FALL IN LOVE? • DIANA ROSS • RCA PB-12349

Breaking out of: Record Theatre — Cincinnati, Popular Tunes — Memphis, Karma Records — Indianapolis, King Karol — New York, Hotline — Memphis, Peaches — Columbus, Central One Stop — Connecticut, Sam Goody — New York, Lieberman — Dallas

LEATHER AND LACE • STEVIE NICKS (with DON HENLEY) • MODERN/ATLANTIC MR7341

Breaking out of: P.B. One Stop — St. Louis, Turtles — Atlanta, Alta — Phoenix, Karma Records — Indianapolis, Rhody Records — Rhode Island, Radio Doctors — Milwaukee, Record Theatre — Cincinnati

HEART LIKE A WHEEL • THE STEVE MILLER BAND • CAPITOL P-A-5068

Breaking out of: Alta — Phoenix, P.B. One Stop — St. Louis, Waxie Maxie — Washington, Tower — San Francisco, Stratford One Stop — New York, Tower — Sacramento, Karma Records — Indianapolis

DON'T STOP BELIEVIN' • JOURNEY • COLUMBIA 18-02529

Breaking out of: Waxie Maxie — Washington, P.B. One Stop — St. Louis, Alta — Phoenix, Oz — Atlanta, Popular Tunes — Memphis, Turtles — Atlanta

FASTEST MOVING MIDLINES

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

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

BEATLES • Rock 'n Roll Vol. II • Capitol SN/16021

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

DEVO • Q: Are We Not Men? A: We Are Devo. • Warner Bros. BSK 3239

THE DOORS • Elektra EKS 74007

DAN FOGELBERG • Netherlands • Full Moon/CBS PE 34185

DAN FOGELBERG • Souvenirs • Full Moon/CBS PE 33137

BILLY IDOL • Don't Stop • Chrysalis CEP 4000

☞ **IRON MAIDEN • Maiden Japan • Harvest/Capitol MLP-15000**

BILLY JOEL • Piano Man • Columbia PC 32544

CAROLE KING • Tapestry • Columbia PE 34946

JOHN LENNON • Mind Games • Capitol SN/16068

LENE LOVICH • New Toy • Stiff/Epic 5E 37452

TOM PETTY AND THE HEARTBREAKERS • MCA SR 52006

☞ **RAINBOW • Jealous Lover • Polydor/PolyGram PX-1-502**

SHOOTING STAR • Hang On For Your Life • Virgin/Epic NFR 37407

WHO • Meaty, Beaty, Big & Bouncy • MCA 37001

WHO • Who Are You • MCA 3050

COMPILED FROM: Musicland Group — National, Sound Warehouse — San Antonio, Cutler's — New Haven, Radio Doctors — Milwaukee, Tower — San Diego, Peaches — Cincinnati, Lieberman — Portland, Alta — Phoenix, Disc Records — Dallas, Musicland — St. Louis

TOP SELLING ACCESSORIES *

Allsop 3 Cassette Head Cleaner 70300

Audio Technica Sonic Broom AT 6012

Bowers Anti-Static LP Inner Sleeve

Discwasher DW Record Care Kit

Discwasher D-4 Fluid Re-Fill 1 1/4 oz.

Discwasher VRP Anti-Static LP Inner Sleeve

Eveready Alkaline D-Cell Battery 2/Card

Le-Bo Cassette Carrying Case TA256

Le-Bo Protective Outer LP Cover

☞ Maxell UDXL II C-90

☞ Maxell UDXL II C-90 Twin Pack — Promo Item

Maxell UD C-90

Memorex MRX1, C-90 3/Bag

☞ Memorex Cassette Head Cleaner 0300

Recoton Record Guard Anti-Static LP Inner Sleeve

Savoy Cassette Carrying Case 2330

☞ TDK SA C-90

TDK DC-90 2/Bag

TDK Cassette Head Cleaner HC-01B

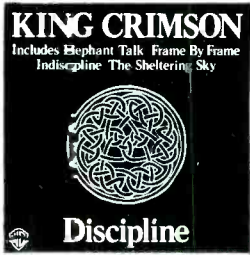
COMPILED FROM: Musicland Group — National, Sound Warehouse — San Antonio, Cutler's — New Haven, Radio Doctors — Milwaukee, Tower — San Diego, Peaches — Cincinnati, Lieberman — Portland, Alta — Phoenix, Disc Records — Dallas, Musicland — St. Louis

* Excludes T-Shirts & Paraphernalia

☞ Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



DISCIPLINE • KING CRIMSON • WARNER BROS. BSK 3629

Breaking out of: Sound Unlimited — National, National Record Mart — Midwest, Peaches — Cleveland, Harmony House — Detroit, Record Theatre — Cincinnati, Flipside — Chicago, Radio Doctors — Milwaukee, Great American Music — Minneapolis, Streetside — St. Louis, Harvard Coop — Boston, Strawberries — Boston, Leclerc Sales — Boston, Rhody Records — Rhode Island, Central One Stop — Hartford, Cutler's — New Haven, Disc'O' Mat — New York, Crazy Eddies — New York, Stratford One Stop — New York, Record & Tape Collector — Baltimore.

MERCHANDISING AIDS: 1x1 Flats, Off Size Poster.

ALBUM BREAKOUTS

LAW AND ORDER • LINDSEY BUCKINGHAM • ASYLUM SE-561

Breaking out of: Record Bar — National, Sound Unlimited — National, Record Theatre — Cleveland/Cincinnati, Peaches — Cleveland, Karma — Indianapolis, Flipside — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis, Musicland — St. Louis, Popular Tunes — Memphis, Turtles — Atlanta, Tape City — New Orleans, Wilcox — Oklahoma City, Mile Hi — Denver, Big Apple — Denver, Independent — Denver, Licorice Pizza — Los Angeles, Tower — San Diego/Los Angeles/Seattle, Waxie Maxie — Washington, Stratford One Stop — New York, Crazy Eddies — New York, Disc 'O' Mat — New York, Bee Gee — Albany, Strawberries — Boston.

MERCHANDISING AIDS: 1x1 Flats, 30x40 Poster.



ROUND TRIP • THE KNACK • CAPITOL ST-12168

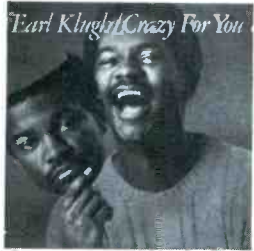
Breaking out of: Sound Unlimited — National, Flipside — Chicago, Karma — Indianapolis, Harmony House — Detroit, Record Theatre — Cincinnati, Streetside — St. Louis, Poplar Tunes — Memphis, Tape City — New Orleans, Disc — Dallas, Mile Hi — Denver, Big Apple — Denver, Charts — Phoenix, Tower — Campbell/Sacramento, Licorice Pizza — Los Angeles, Stratford One Stop — New York, Disc 'O' Mat — New York, Central One Stop — Hartford.

MERCHANDISING AIDS: 1x1 Flats, 20x30 Poster, 3x3 Poster, Ad Mats, Buttons, Radio Spots.

CRAZY FOR YOU • EARL KLUGH • LIBERTY LT-51113

Breaking out of: Sound Unlimited — National, Waxie Maxie — Washington, Record & Tape Collector — Baltimore, Kemp Mill — Washington, Webb's — Philadelphia, Crazy Eddies — New York, Port 'O' Call — Nashville, Turtles — Atlanta, Boatners — New Orleans, Karma — Indianapolis, Rose Records — Chicago, Mile Hi — Denver, Big Apple — Denver, Lieberman — Portland, Tower — Seattle/San Francisco/Los Angeles.

MERCHANDISING AIDS: 1x1 Flats, 20x30 Poster, Radio Spots.



CAMOUFLAGE • RUFUS with CHAKA KHAN • MCA 5270

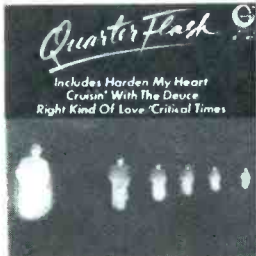
Breaking out of: Record Bar — National, Disc-O-Mat — New York, Webb's — Philadelphia, Soul Shack — Washington, Kemp Mill — Washington, Waxie Maxie — Washington, Record Theatre — Cincinnati, Karma — Indianapolis, Rose Records — Chicago, Radio Doctors — Milwaukee, Wilcox — Oklahoma City, Mile Hi — Denver, Big Apple — Denver, Tower — San Francisco/Sacramento

MERCHANDISING AIDS: 1x1 Flats, Album Cover Front Board, 2x2 Announcement Poster, Country Display

QUARTERFLASH • GEFEN GHS 2003

Breaking out of: Everybody's — Northwest, Lieberman — Portland, Alta — Phoenix, Tower — Sacramento, Mile Hi — Denver, Great American Music — Minneapolis, Wilcox — Oklahoma City, Flipside — Chicago, Karma — Indianapolis, Waxie Maxie — Washington, Kemp Mill — Washington, Gary's — Virginia

MERCHANDISING AIDS: 1x1 Flats, Poster



GREG LAKE • CHRYSALIS CHR 1357

Breaking out of: Licorice Pizza — Los Angeles, Tower — Los Angeles/Campbell, Flipside — Chicago, Radio Doctors — Milwaukee, Karma — Indianapolis, Wilcox — Oklahoma City, Waxie Maxie — Washington, Central One Stop — Hartford

MERCHANDISING AIDS: 1x1 Flats, 2x3 Poster

CHARIOTS OF FIRE • ORIGINAL SOUNDTRACK MUSIC BY VANGELIS • POLYDOR/POLYGRAM PD-1-6335

Breaking out of: Disc-O-Mat — New York, Crazy Eddies — New York, King Karol — New York, Rhody Records, Rhode Island, Chicago One Stop, Wilcox — Oklahoma City, Tower — Los Angeles/Campbell/Sacramento/Seattle.

MERCHANDISING AIDS: Trim Fronts



TARGET HITS — WEA vice president of black music marketing Hank Caldwell recently attended a gala grand opening of Target Record Store in San Diego, where a special WEA promotion was held in conjunction with radio station 92.5 FM highlighting the opening. Pictured at the display are (l-r): Target owner Downs and Caldwell.

WHAT'S IN-STORE

MTV AND THE RETAILER — The Warner Amex Satellite Entertainment Co., owner of the MTV: The Music Channel satellite cable TV program, reports that it's been receiving an excellent response from record retailers in its test markets. Although the network is far from the national saturation point and, subsequently, has yet to exert any muscle on the national charts, programming seems to be having a positive effect on regional sales. "We're selling stuff we never sold until MTV came along and started featuring these new performers," said Bob Smith, manager of the Peaches outlet in Tulsa, Okla. "We had 15 Buggles albums sitting here for seven months and all sold in just the last three weeks. We just had to reorder Squeeze albums, and they get no airplay here. It's MTV exposure." In Des Moines, Iowa, four record stores have installed monitors that continually show MTV. One store, the **MUSIC FACTORY**, offers one dollar off on any record purchased while the group is playing on MTV.

SOLID SMOKE DISPLAY CONTEST — Solid Smoke/WAR Bride Records is sponsoring a display contest in support of four releases on the Solid Smoke label. The contest, entitled "Soul Explosion," focuses on "Can Your Heart Stand It!!" and "Live and Lowdown at the Apollo, Vol. 1" both by James Brown, "Hello Stranger" by Barbara Lewis and "Follow Your Heart" by the Manhattan. Display material includes covers, display jackets and posters, all available from regional distributors. Displays must be exhibited between Nov. 5-20, and remain in the store for a minimum of 10 days. Color photographs of the displays must be submitted to the distributor for evaluation. A national grand prize winner will be selected by Solid Smoke. Three prizes will be awarded in each region including a Sony Walkman FM radio (first prize), choice of eight LPs from the Solid Smoke/War Bride catalog (second prize) and choice of any five \$8.98 list LPs (third prize). The national grand prize is a VHS video tape recorder. Participating distributors are: Action (Cleveland), Back Room (Northern California), CRD (Southern California), House (Kansas City), MS (Chicago), Richman Brothers (Philadelphia) and Rounder (Boston).

A NEW MODE OF MERCH. — Warner Bros. will be trying a new approach to competing against import copies of new releases. Since LPs by European artists are frequently released overseas several weeks in advance of their American release, U.S. sales are frequently cut into. Warner is presently looking at a release date of Jan. 1 in the U.S. for Sire recording artists **Depeche Mode**. The LP will be released in Europe on Nov. 11. As a stop-gap, Warner will issue 15,000 copies of the LP here on Nov. 11, with the regular run scheduled to hit in January. Stay tuned.

CONTROVERSY — Perhaps you noticed that last week was National End Handgun Violence Week (here in Gotham it was business as usual, with several cabbies shot, threats being made to Yankee outfielder Dave Winfield and the "normal" assortment of social club scrapes, marital misunderstandings and tabloid fodder homicides). But out in the Sunshine State, Los Angeles-based **Licorice Pizza** got behind the National Coalition to Ban Handguns by placing the organization's fundraising posters in its stores. The posters, which feature a Doonesbury cartoon, were all hand-signed by Harry Nilsson and carried a personal pitch for contributions from the singer. "We feel it's something we want to be involved with, so we're making sure all our stores have them up," said Licorice Pizza ad director Rick Zeff. ... On the lighter side, the chain has also gotten together with radio station KRLA to promote the new **Bernadette Peters** LP. The stores will be awarding some lucky couple a dinner with Bernadette, and each outlet is giving away poster-sized reproductions of Peters' recent *Playboy* cover. ... Regular readers of this column will recall that the chain frequently sponsors "guaranteed sales" on new and developing artists, which allows customers to return featured titles if not totally knocked out by the music. This week's special is Geffen recording artists **Quarterflash**.

ATTENTION JAZZERS: — Seattle-based First American's Jazz Man label has just bowed a very nice line of re-issues culled from the Candid, Storyville, Black Lion and Black and Blue catalogs. A sampler slick listing the label's first 16 titles will soon be available as a march aid. Bug your distributor.

fred goodman

RCA Plans Sampler As Holiday Merchandising Aid

NEW YORK — RCA Record's black music department will release a special in-store sampler for Christmas entitled "Gift Trip." The LP features 16 different black artists on RCA and associated labels, including Evelyn King, Dream Machine, the Main In-

redient, the Whispers, Shalamar, Carl Carlton, Skyy, Lakeside and others.

The sampler, produced by Basil Marshall, manager, black music merchandising, and engineer Pat Martin, will be serviced to stores, disco pools, and radio.

AUDIO / VIDEO

Costs Vs. Creativity Mulled At SPARS N.Y. Road Show

by Michael Glynn

NEW YORK — The creative process versus rising costs, studio rate slashing and its implications, perceptions of the producer's role and the question of whether new recording technologies are affordable in today's economic climate were among the key topics discussed during the opening panel session of the Society of Professional Audio Recording Studios (SPARS) New York Road Show Oct. 29.

The discussion entitled "Query: Are Producers, Artists, Studios and Labels Kidding Each Other?" drew some lively exchanges of opinion from a panel consisting of Ron Alexenburg, Handshake Records president; Mack Evans, Masterfonics, Inc. president; Moogy Klingman, Hi-Five Audio/Video Studios president; Bob Walters, Power Station recording studio co-owner and president; James Mtume, artist/producer, Mtume-Lucas Prods.; Paul Sloman, Arista vice president of A&R; John Hammond, John Hammond Records president; and Bob Curlee, Strawberry Jamm Recording owner and president. Tom Noonan, *Billboard* Publications associate publisher, moderated.

From the studio side of the panel, a basic concern seemed to be that although labels, artists and producers are demanding state of the art technology, forcing studios to invest in the latest hardware in order to remain competitive, low rates are severely cutting into profit margins and the capital needed to purchase such equipment.

Prices Rising

"Our prices have gone up just 25% in the past five years," said the Power Station's Walters, "but the cost of living has gone up a heckuva lot more than that."

On the question of "Are we hyping our own industry by going to higher and higher technology?," the highly vocal Walters stated that "technology is foisted upon us."

While industry veterans on the panel, such as John Hammond, reminisced about the early days of recording, noting that many hit songs were recorded on two and four tracks, as opposed to the 24- and 48 tracks utilized today. Mtume pointed out that "to compare the sound of, say, Motown to the sound of today is a bit difficult." He reasoned that "the fact of the matter is that we progress towards perfection" in recording.

From the floor, SPARS chairman and Sigma Sound president Joe Tarsia also took the creative viewpoint, adding, "We're not in the business of laying bricks. It's an art we're talking about here."

Speaking to Handshake's Alexenburg, Tarsia stated, "It's time for the record companies to tell us if they're ready for the next generation of digital machines."

In answer to Tarsia, Alexenburg later said that while he personally wanted to see "healthy" studios, his priority was to obtain a list of demonstration recording rates for studios in each city. He added that his role in the creative activities of studios, producers and engineers was purposely limited to what was asked of him.

"I hear the songs before an (act) goes into the studio," noted Alexenburg, "but I only go down to the studio when a producer invites me down. A record company can put so much pressure on a producer or engineer. I don't want to tell a producer how, or where, to make a record."

Several SPARS members in the audience, as well as panelists from the studios, bemoaned the fact that the producer's role had moved farther and farther away from the creative end of shaping an act's sound to, as Motown Recording Studios' Guy Costa put it, "playing the

politician."

"We have to address problems to the producer," said Costa from the floor. "The real focus has to be on *making* the record."

As a producer himself, James Mtume said that "a very real problem" in the industry was a "lack of skill" on the part of both producers and label executives. "Many people in this business have absolutely no criteria for their jobs," Mtume pointed out emphatically, to a round of applause. "This industry was built on the backs of creative people while some (decision-makers) simply have no experience."

On the issue of rate slashing, the Power Station's Walters spoke up again, saying the industry would be in big trouble "if we all dropped our prices to \$50 per hour." Hi-Five's Klingman opined that "the record companies are trying to create a price war between studios," although he recognized that the "label does what it has to survive."

Seminars Needed

Mtume suggested that "seminars have to be developed" for both label execs, particularly A&R personnel, and studio technicians to provide ongoing dialogue concerning recording techniques. He also wondered "whether all studios are qualified to be studios."

There was some question over attorneys' roles in the industry. The Power Station's Walters said that "studios don't need attorneys" to the same extent that labels and artists might need them, but SPARS legal counsel Malcom Rosenberg noted from the floor that "attorneys are a necessary evil" in the industry as a whole.

The second half of the SPARS New York Road Show was devoted to "A Computer Tutorial: How To Use A Computer And Make It Work For You." A practical approach to the current and potential uses of computers in studios, with moderators Robert Liftin, SPARS regional vice president and president of Regent Sound Studios and Chris Stone, SPARS asst. to the president and president of the Record Plant Los Angeles. Panelists included Zumaudio president John Bittner; The Computer Store manager Hank Epstein; Rupert Neve Inc. president Tore Nordahl; and Micro Research president Jerry H. Styner.

NY Studio Seminar Set

NEW YORK — Harry Hirsch, founder/designer and past president of Mediasound and Soundmixers Studios in New York, will conduct an intensive series of one-day seminar/workshops on the workings of a professional recording studio, starting in November.

Designed for producers and assistant producers in allied fields of communication, ad agency creative teams, directors, film editors, technicians and students of the communication arts, "All About the Professional Recording Studio" will be held on Nov. 14 and repeated Nov. 21, Dec. 5, 12, 19 this year and Jan. 9, 1982 at Mediasound's Studio A at 311 West 57th Street.

Hirsch is chairman of education for the New York chapter of the National Assn. of Recording Arts and Sciences (NARAS) and a member of the advisory council of New York University School of Music Business Technology.

Each all-day seminar will be limited to 30 participants and will cost \$145. For further information, contact Media/Skills Group, Inc., 250 W. 57th Street, suite 1716, New York, NY 10019. The telephone number is (212) 245-2260.

SOUND VIEWS

B STANDS FOR BETA — Timing is everything in business and Sony's adoption of a new logo for its Beta format video products is nothing if not timely, considering the publicity generated by the Betamax ruling. The new symbol of a bold "B" inside a square topped by the word "Beta" will be stamped on all products by Sony and other manufacturers (i.e. Zenith, NEC, Sears, Toshiba and Sanyo) utilizing the Beta format to end consumer confusion and reinforce brand awareness. The monochromatic design will appear on videocassette recorders and tapes, as well as on advertising and promotional materials.

VCR SALES UP AGAIN IN SEPTEMBER — It will be interesting to see how VCR sales



LAWFUL AND ORDERLY LISTENING — Wally Heider's Hollywood studios was the site of a listening party for Lindsey Buckingham's solo Elektra/Asylum LP, "Law And Order." The party attracted between 75-100 people. Pictured are (l-r): Christine McVie, Fleetwood Mac member and backing vocalist on Buckingham's LP; Buckingham; and Carol Harris, backing vocalist.

go in October and November (our guess, in light of the Appeals Court ruling, is that they'll skyrocket), but they weren't too shabby for September. According to the Electronic Industries Assn. (EIA) Consumer Electronics Group, sales to retailers were up 63.9% over the same period last year, rising from 93,747 to 153,680. The videocassette recorder is drawing close to its very first million unit sales year, hitting 883,729 units for the first nine months of '81. That figure represents an 81.4% jump over the 487,267 sold during the same period last year. Color TV sales were off .8% last month, compared with September '80, while monochrome (B&W) TV sales were down 32.7%.

VIDEO SOFTWARE NOTES

Optical Programming Assoc.'s first participative optical laser videodisc, *The First National Kidisc*, is now available to the home market. First announced at the International Tape/Disc Assn. (ITA) gathering in Hollywood, Fla. earlier this year, the *Kidisc* utilizes all the various features of the LaserVision videodisc system, providing active home entertainment as well as a learning experience for children 5-12 years of age... A wrap-up of new releases from The Nostalgia Merchant shows that the company now has 12 new titles, all of which are in the sci-fi thriller genre (including both film and TV series compilations). Titles and codes are: *Destination: Moon* (3901); *Invaders From Mars* (3902); *Rocketship X-M — Special Edition* (3903); *Kronos* (3904); *Flight To Mars* (3905); *Hideous Sun Demon* (3906); *The Crawling Eye* (3907); *Plan 9 From Outer Space* (3908); *Stranger From Venus* (3909); *Space Patrol — Vol. 1 & 2* (3910/3911); *Tom Corbett — Space Cadet — Vol. 1 & 2* (3914/3915); and *Tales Of Tomorrow — Vol. 1 & 2* (3918/3919). All titles list for \$59.95... The Videography Co., which publishes *Videography* magazine, has produced a music video featuring the **Chuck McDermott Band** specifically for videodisc and includes both live performances (taped Oct. 24 at Videography Studios in 24-track stereo) and concept footage.

VIDEO CLIPS — **Chuck Staller**, director behind many of the classic **Devo** clips (several of which you can see in the WHV title *The Men Who Make The Music*, in full Devovision), has just wrapped up shooting two songs from Casablanca recording act **Lipps, Inc.**'s "Designer Music" LP. Included are the title track and the new single "Hold Me Down," featuring vocalist **Cynthia Johnson** (as well as Lipps mastermind **Stephen Greenberg**)... **John Weaver** from Keefco checked in with us last week to say that the video production firm had just finished shooting additional material for *The Best Of Blondie* videocassette, including videos for "Sunday Girl" and "Call Me." **Keith Macmillan** served as director, with Weaver himself as producer. Executive producer is Chrysalis Records. Contrary to published reports, there is no release date set for the video, according to Alive Mgmt., Blondie's personal management company, although those involved in the shooting of the package expect a November U.K. release and January 1982 U.S. release... Keefco also recently completed videos for two songs from Boardwalk recording artist **Ringo Starr**'s new "Stop And Smell The Roses" LP, including the title track and the new single "Wrack My Brain." Previous to the Starr videos, Keefco taped a video for the second single from **Cliff Richard**'s EMI America LP, "Wired For Sound." Look for Keefco to produce **Sheena Easton** and **Billy Squier** vids next... Century Video Prods. recently completed a one-hour performance video of E/A recording group **The Rockets** live at the Country Club in Reseda, Calif. Sept. 25. The four-camera shoot of the concert, which was also recorded on 24-track audio, was produced by **Craig Martin** and directed by **Denis deVallance**... EUE/Screen Gems Video Music has been tapped to produce two **Steve Martin** videos. The two separate productions will represent the different sides of comic/musician Martin, as well as his current Warner Bros. LP, "The Steve Martin Brothers." **Alan Metter** directs, with **Larry DeLeon** as executive producer, on the two tracks, "What I Believe" (Martin's current single and the comic segment) and "Freddie's Lilt, Part 1" (the single's B-side and the musical cut), at the Burbank Studio Ranch... Kramer/Rocklen Studios videotaped two nights of the **Jacksons** in concert at the Los Angeles Forum. The production was directed by **Jerry Kramer** and co-produced with **Gary Rocklen** for Weiser-DeMann Entertainment.

CABLE BABBLE — MCA, Inc. entered the cable TV business two weeks ago with its purchase of one-third interest in the USA Network from present owners Time Inc. and Paramount Pictures Corp. Perhaps the most unusual aspect of the arrangement is that it represents the second time that MCA and Paramount have been involved in a pay TV venture, the first being ill-fated *Premiere* along with two other movie studio units (MCA owns Universal) and Getty Oil. No cries of anti-trust for this new partnership, however. The companies involved are currently mulling over a "pay-per-view" service... Lexington Broadcast Services (LBS) Video has obtained exclusive rights to simulcast Barking Pumpkin recording artist **Frank Zappa**'s annual Halloween show at the Palladium in N.Y.C. Oct. 31. The concert will be shown (and heard) over Warner Amex's MTV: The Music Channel. LBS is also planning to market the Zappa special on a worldwide basis for home video... We've been remiss in mentioning that Hollywood Cable Programming has acquired national distribution rights for a number of feature length motion pictures, including the concert film *The Merle Haggard Festival*.

michael glynn



NEW TOYS IN THE ATTIC — Stiff Records recently celebrated its move to a spacious downtown loft by throwing a party at which Stiff/Epic recording artist Lene Lovich performed. Shown at the party are (l-r): Lovich, Courtisane recording artist Elliott Murphy; and Epic recording artist Karla De Vito.

Benefits Of College Market Stressed At CMJ Convention

(continued from page 12)

Programming and More," the aim was to define alternative programming relative to one's market, and to provide alternatives to radio consultants. "Alternative means, to me, something different from the local 'Superstars' station," said Patty Di Salvo, music director of WAER/Syracuse, N.Y. "You've also got to keep in mind the local nature of radio." Alternative program-

Performance Bill Hearing Delayed By Outside Issues

(continued from page 6)

channels to cable TV subscribers).

The California Democrat said he could not estimate when the committee might get together to consider these two new developments. Rep. Danielson also said that the prospective agreement between cable TV industry and the motion picture industry on royalty payments also required the committee to defer further meetings for a while.

The House copyright subcommittee, which has been scrutinizing revisions of cable TV copyright provisions as well as other aspects of copyright, is chaired by Rep. Robert W. Kastermeier (D-Wis.). It is a unit of the House Judiciary Committee.

The Digital Music proposal (**Cash Box**, Oct. 24) is for a satellite distribution service to cable TV systems consisting of five separate music channels (rock, pop, country, etc.), and two "recording" channels from which home tapers will be able to record music of their choice. There will be a fee for the audio service, plus an extra charge for the recording element, which, according to Richard F. Royer, DMC executive vice president, finance, should be from 20-60% cheaper than the retail price of the album. Royer also emphasized to **Cash Box** last week that it was prepared to assume copyright royalty payments on a "negotiated" basis with music copyright groups. He added that fears that the taping service will impinge on record sales are erroneous because the service will appeal to adults and others who are not now regular music store customers.

A hearing on H.R. 1805 was held last Spring. It found music industry recording and union officials in favor; broadcast and jukebox representatives opposed.

Earlier, the copyright subcommittee, at its first "markup" meeting, agreed to strengthen the penalties for piracy and/or counterfeiting of records and motion picture films. It accepted, with some changes, the proposal (H.R. 3530) sponsored by Rep. Barney Frank (D-Mass.) that would impose penalties of up to \$250,000 and/or five years in jail for these violations — up from the present first offense penalty of \$10,000 and/or one year in jail.

ming to Di Salvo is "getting on music like black music that is not heard on stations outside of major metropolitan areas," she said. "No station around us is playing for minorities."

"College radio should not mimic commercial radio," said Jim Cameron, director of program information, NBC's The Source. "You should also recognize that the old definitions don't work anymore and that what makes good radio is what is entertaining and informative." Adding that "the consultants like John Sebastian and Burkhart/Abrams are the people who are going to be the death of the industry," Cameron urged the college programmers to "bite the bullet and dedicate yourselves to radio as do the people at Pacifica and National Public Radio."

Sacrifices Needed

"If you really want to do it," Cameron added "you'll have to make sacrifices but you'll end up having a much more rewarding career by doing what you want. The last hope of creative radio is in your hands."

Mike Dugan, program director of WNYU/New York, defined alternative programming on his station as "programming by ear." He added that his station does not play classical music because there are already two classical stations in the New York Market (WNCN and WQXR).

Dugan also emphasized that his station is run professionally partly because most of its staff wants to follow careers in commercial radio, the subject of the panel discussion entitled "Commercial Radio In The '80s." Here, too, individual creativity was emphasized. "What you need is creativity and dedication and persistence," said Bill Ayres, on-air personality of WPLJ/New York. "The profession is open to somebody with idealism, professionalism and guts that can take a gig for awhile."

"I look for basic skills," said John Cooper, music director of WQBK/Albany. "Get involved with music, news and sports and get a liberal arts education. Get a working knowledge of the whole business." Pete Fornatale, on-air personality of WNEW/New York stressed this point as well. "There's 60 years of history in this medium," he said.

Personality development was what Rick Petrone, program director of jazz-outlet WYRS/Stamford, Conn., stressed. "In college, you've got four years to work on personality radio and talk station programming," he said. "You've got a chance on a college radio station to make an idea develop and grow."

Other highlights of the convention included a workshop on college radio station management and a showcase at a Manhattan nightclub featuring Blotto, Hurricane Jones and Phil 'n' the Blanks. *CMJ Progressive Media* is a bi-weekly magazine reporting on college radio and charting college radio airplay.

Increased Sales, Ad Changes, New Laws Follow Sony Ruling

(continued from page 6)

did note, however, that heaviest sales were confined to the San Fernando Valley area store near Los Angeles, while sales in the Muntz Huntington Beach store were up "about 1½ times what we normally do" and, in San Diego, sales "were hardly up at all." Sales also increased substantially at Muntz' Honolulu, Hawaii store.

"We had people in here who probably wouldn't have purchased a VCR for another year or so from now and many folks knew very little about the machines at all," Muntz pointed out. "They'd ask for a Betamax, the same way people would ask for a Frigidaire in the old days or a Kleenex. Up to this point, as much as 95% of our VCR business was in VHS format units."

Peaches, Creditors Committee Settle On Chap. XI Plan

(continued from page 6)

based in Cleveland, which also operates the rack jobbing outfit, Arrow Distributing.

The creditors' plan must first be confirmed by Peaches' unsecured creditors, an action that must be taken by creditors comprising at least two-thirds of the unsecured dollar amount. The chain is indebted to a total of \$22 million.

Following creditor confirmation, which requires a series of steps, the court must hear any plan advanced by the creditors.

Peaches submitted its Chap. XI filing June 1 (**Cash Box**, June 13).

The creditors' plan would require the chain be split among four separate entities. Under the plan, Neil Heiman, executive vice president of the chain, would acquire the Seattle and Tacoma stores, which would require the immediate payment of \$100,000 and a remainder of \$400,000 over five years.

Taking over 10 of the stores would be Florida-based United Records and Tapes, a rack jobbing operation that would pick up \$1.7 million of the debt and an undetermined remainder over a five year period. The stores United would absorb will stretch through the south from Rockville, Md. to south Florida.

While financial data in the bid was unavailable at press time, Oklahoma City-based Bromo Distributing, home of the Sound Warehouse superstores, would acquire 10 stores based primarily in the Southwest and in Colorado.

Peaches vice presidents Vince Mauch and Dave Neste, under the plan, would take over 10 stores in the Great Lakes region, requiring the pair to immediately pay \$40,000, with \$400,000 due in January 1982 and the balance over five years.

From the outset, Tom Heiman expressed a desire to see the chain sold en masse, contending that the sale of the company to one buyer would generate more money for the creditors.

The Peaches plan called for the Cleveland-based Mr. Wiggs, upon confirmation, to place \$2.5 million with the Citibank and cover the chain's obligations for payment to vendors due since the chain began the bankruptcy proceedings. Mr. Wiggs would also be responsible for other costs, such as employee benefits and consumer deposits, pre-bankruptcy taxes, \$1.7 million in obligations of Peaches secured by liens and mortgages on real estate and monies due creditors owed claims or who have reduced claims to \$250 or less.

In a separate hearing Oct. 23, Heiman denied a contention raised by creditors committee attorney Irving Sulmeyer inquiring whether the Peaches president was promised anything by Mr. Wiggs contingent on sale of Peaches to the company.

A Muntz sales person indicated that sales were "tapering off now a bit."

At the manufacturer end, there has been some concern over the marketing of VCR product now. In an effort to avoid any possible legal problems, a spokesman for RCA Corp. stated that the company is "giving consideration to reinstating a warning" on both advertising and products that taping could violate copyright laws.

"We've been cautious from day one about the marketing of this product," said Frank McCann, RCA vice president of public affairs. "Originally every machine and blank videocassette carried a warning which stated 'Caution: The unauthorized recording of television programs and other materials may infringe the rights of others.' However, we dropped it after Sony won the district court suit (in Los Angeles in October 1979)."

McCann added that the company is currently advertising its portable VCR and camera system heavily right now, explaining that popularity of such units is evidence of how "dramatically" the product has changed in its use since it was first introduced. He summed up RCA's position by saying that the company is "essentially optimistic" that the suit will be resolved in favor of manufacturers and consumers, either through a Supreme Court decision or federal legislation.

Other manufacturers of videocassette recorders, including Sanyo, Hitachi and Sony, defendant in the suit, however, are not presently planning to tag advertising and products with a warning.

"There is no plan to (tag) at this point," said Bill Baker, Sony Corp. vice president of corporate communications.

Legal Options Examined

Sony's Baker did state, though, that the company is taking "every possible legal action available to us to preserve consumers' right to utilize this technology to the fullest extent permissible by law." When asked whether Sony would request an *en banc* hearing on the decision before all 24 judges on the panel of the Ninth U.S. Circuit Court of Appeals, Baker noted "that's one of the options being pursued now."

A spokesperson for the Electronic Industries Assn.'s Consumer Electronics Group said that the trade group is "looking at filing an *amicus curiae* brief in support of the appellees' request for an *en banc* hearing" should Sony or one of the other defendants file for it.

On Capitol Hill, legislative proposals to amend the 1976 Copyright Act were in both the House of Representatives and the Senate were introduced by Oct. 21. According to an aide to Rep. Stan Parris (R-Va.), who introduced H.R. 4808 in the House, the genesis of both Parris' amendment and the one introduced by Sen. Dennis DeConcini (D-Ariz.), and co-sponsored by Sen. Alfonse D'Amato (R-N.Y.), S. 1758, came about via an Oct. 21 meeting between the staffs of Rep. Parris and Sen. DeConcini.

The result of the meeting was that both amendment proposals had similar, but not the same, wording. Parris' amendment, at presstime, had approximately 15 co-sponsors, while DeConcini's proposed amendment has received solid support in the Senate. DeConcini's proposal asks for a separate section to be amended to Title 17 of the U.S. Code Annotated, which states: Section 119, Limitation on Exclusive Rights, Exemption For Certain Video Recordings:

"Notwithstanding the provisions of Section 106, it is not an infringement of copyright for an individual to record copyrighted works on a video recorder if 1) the recording is made for a private use, and 2) the recording is not used in a commercial nature."

RADIO

Bills To Deregulate Radio, Temper Fairness Doctrine Bowed In House

by Larry Riggs

NEW YORK — Two bills aimed at tempering the fairness doctrine, equal time clause and other provisions of the Communications Act of 1934 were introduced Oct. 20 by Rep. James Collins (R-Texas). In addition, the bills, currently waiting for consideration by the House Energy and Telecommunications subcommittee, also attempt to put into law many of the radio deregulation measures proposed administratively by the Federal Communications Commission (FCC).

The first bill, HR 4781, would end fairness doctrine provisions requiring radio and television broadcasters to donate equal time for rebuttal to opposition candidates if one candidate is presented. The bill, however, will not prohibit stations from selling time.

In addition, HR 4781 would put many of the FCC's radio deregulation proposals into statute form. Among the proposals in the bill are provisions to:

- eliminate station owner requirements to seek FCC approval before selling a station;
- change broadcast license renewal procedures to make renewal automatic

NAB Asks FCC To Drop Hearings On AM-FM Firms

NEW YORK — The National Assn. of Broadcasters (NAB) last week asked Mark Fowler, chairman of the Federal Communications Commission (FCC), to kill proceedings to prohibit single ownership of AM-FM combinations in the same market. In a letter to Fowler, NAB president Vincent T. Wasiliewski called on the FCC to formally retract its stated intention of holding hearings on possible rules changes for combinations.

"In 1975, the Commission specifically rejected the notion of banning future AM-FM combinations or requiring existing combinations to be broken up," Wasiliewski wrote. "However, by Public Notice as of July 8, 1979... the Commission indicated that all FCC grants of new or transferred AM-FM combinations would be 'conditioned' on the outcome of any proceeding which might inhibit such combinations in the same market.

"In view of the lengthy passage of time since the Commission's Public Notice, it appears that the Commission does not favor initiating any rulemaking proceeding to examine possible AM-FM divestiture," Wasiliewski concluded by asking the FCC to take immediate action on this issue, "for the sake of the public interest."

At issue is a petition for rulemaking filed in June 1979 by the National Assn. for the Advancement of Colored People (NAACP) asking the commission not to allow any further sales of AM-FM combinations and to break up existing combinations. According to Martin Bluemthal, acting director of the Broadcast Bureau's policy and rules division, the NAACP's reasoning was that without combinations, a greater number of stations would be available to minority purchasers and that those selling stations may be more inclined to sell one to a minority member because they would receive a tax break for doing so.

No action has been taken on the subject since then.

Despite Wasiliewski's letter, Bluemthal does not believe he will get to the problem immediately. "We hope to get something going in the near future," he said. "But a lot depends on what the budget cuts will do to our department."

unless the owner has been charged with acting in "bad faith" as far as the FCC's regulations are concerned;

- prohibit the FCC from making ascertainment requirements; and
- remove the logging requirements currently enforced by the FCC.

One additional proposal in the bill is to eliminate anti-trust provisions in the Communications Act, leaving such matters to the U.S. Justice Department and the Federal Trade Commission.

The second bill, HR 4780, states that nothing in HR 4781 can be used to require any broadcaster to open his facilities to allow spokespersons for various causes, viewpoints or candidates to modify previous statements on the same issue.

According to Renee Haire, legislative assistant to Rep. Collins, the bills have been submitted to the House Energy and Telecommunications Subcommittee. She did not expect the bill to go to the floor soon. "We're still signing up co-sponsors," she said.

Marilyn Dimling, director of media relations of the National Assn. of Broadcasters who had not read the bills, said that "as far as the fairness doctrine goes, we certainly support anything to (repeal) that and Section 315A."

Abe Voron, executive vice president of the National Radio Broadcasters Assn. (NRBA), said he doubts the bill will get far beyond the subcommittee. "It seems very promising," he said. "But I don't know if it will get past Tom Wirth. He's got the power and that's the problem." (Rep. Thomas Wirth, a democrat, chairs the subcommittee).

Voron added that he had some reservations about the bills because they do not completely eliminate the fairness doctrine. "We'd like to see the fairness doctrine eliminated," he said. "It's just ridiculous."

WWRL Donation Talks Blasted By Station's PD

NEW YORK — Negotiations between Viacom, owner of WWRL/New York, and the United Negro College Fund (UNCF) to arrange donation of the station to the fund, ran into unexpected difficulties last week when Bob Law, program director and head of an employee group wanting to buy the station, charged that Viacom had excluded his group from negotiations.

Both Ken Harris, New York campaign director of UNCF, and Fran Hession, Viacom director of communications, confirmed that the negotiations had been under way since last Spring.

In an Oct. 24 article in the *New York Amsterdam News*, Law said that "we have been frozen out of the picture and we are unclear about how it happened." Law declined to comment to *Cash Box* but said that his group is currently working on a written statement.

Harris said little about the negotiations because they are still in progress, but confirmed that the UNCF had approached Viacom when "we found out the station was available." He declined to elaborate how or when he learned of the station's availability. He added that the fund would sell the station to a black broadcaster rather than let a member college use it.

Viacom will reportedly receive a tax break of nearly \$9 million for donating the station to a non-profit organization, while the UNCF receives a capital gift to sell for its own fundraising purposes.

This is not the first time that Viacom has run into opposition over its dealings in New York radio stations. Less than two years ago, it came under fire from jazz fans when it switched all-jazz WRVR to country.

AIR PLAY

THE NUMBERS GAME — In an effort to reduce protests against its use of the Consumer Price Index (CPI) for inflation adjustment of its long-term contracts, Arbitron is offering its clients a choice in its new contracts. Clients can now use either the CPI or the Gross National Product Price Deflator for that purpose. The latter typically runs about three percentage points lower than CPI, but in 1979 and 1980, it fell to considerably less... Media Service Concepts of Chicago recently introduced a radio ratings analysis software package for use on Apple II and other microcomputers. Dubbed "recall," the package allows radio stations to quickly organize and interpret Arbitron data. For more information, call (312) 951-2680.

AND THE BEAT GOES ON — Following up on the success of its "Endless Summer Party" Sept. 21 at the Sunspot Patio restaurant overlooking the Pacific Ocean, KHTZ/Los Angeles threw another party for its listeners Oct. 29. Dubbed the "Halloween Gala Celebration," the party featured all of the station's jocks in attendance at the buffet function, with **Charlie Tuna** acting as official host. Designed to bridge the gap between the station and its listeners, according to publicist **Don Janklow** of Don Janklow Prods., the event drew "over 40,000 requests for tickets" from KHTZ listeners. Due to the response so far, the station also announced plans for another Sunspot Patio function for the Christmas season.

NETWORK NEWS — RadioRadio, CBS Radio's new youth-oriented network that debuts next Spring, will premiere the first live phone-in music specials in May. According to **Robert P. Kipperman**, vice president and general manager of the web, the specials will run for an hour-and-a-half and will be produced by **Leslie J. Corn**, program director. The specials will be produced by L.A.-based Creative Factor... The Satellite Music Network (SMN), which debuted in August with 24 hours of country and adult contemporary music delivered via satellite, plans to launch two additional formats in the



NO DEAD PUPPIES HERE — *Dr. Demento (l) is shown here signing what is reported to be the world's biggest radio syndication contract, as Norm Pattiz, president of Westwood One, and Roby Wiener, director of radio for the Ted Bates Advertising Agency, look on.*

and satellite uplink facilities are located outside Chicago... In a speech before the Ohio Assn. of Broadcasters, **Martin Rubenstein**, president of the Mutual Broadcasting System, cautioned against too great a dependence on satellite technology in the radio industry, stressing again the importance of local programming. "Program services should be carefully selected and judiciously used to enhance a local marketing plan rather than substitute for it. Nationally supplied programming is simply a tool to be used in constructing a local marketing strategy and a local station's sound."

SYNDICATION INDICATIONS — Four stations have adopted the "Unforgettable" format of Toby Arnold & Assoc. The format, run on a random-select basis which includes hits from the big band era through today's adult contemporary sound. The stations are **WABB/Mobile, Ala.**, **KUAD/Windsor, Colo.**, **WINW/Canton, Ohio** and **WNAK/Nanticoke, Pa.** This brings to 32 the number of stations on this format... Drake-Chenault's *History of Country Music* will be produced with the assistance of the Country Music Foundation Hall of Fame and Museum. The 52-hour show is slated for release next spring. Longtime Drake associate **Bill Watson** is executive producer... The company is also working with Tuesday Prods. of San Diego, Calif. to make **Bill Drake** jingles available for sale. These jingles, commonly referred to as the "Drake jingles" and/or "The Motown series," were used on **KHJ/Los Angeles**, **KFRC/San Francisco** and **WRKO/Boston**, as well as many others in the RKO chain. For more information, contact **Bo Donovan** at Tuesday Prods. in San Diego, (714) 272-7660... Burkhart/Abrams/Michaels/Douglas has signed five stations to its "Superstars II" format. They are: **KCPX/Salt Lake City**, **KZEL/Eugene, Ore.**, **WAPI/Birmingham, Ala.**, **WKZL/Winston-Salem N.C.** and **WWTR/Ocean City, Md.**

FOR YOUR INFORMATION — **KRBE/Houston, Texas**, changed its format from rock to something described as "filling the gap between rock and beautiful music," in an attempt to capture older listeners. They've also moved their offices to 9801 Westheimer... The National Black Network (NBN), America's first black-owned-and-controlled radio network, recently moved its headquarters to 10 Columbus Circle in New York. The web now occupies 10,000 square feet of space, more than doubling its previous facility... **WLPX/Milwaukee** morning men **Max Holzel** and **Duane Gay** recently bet a day off with **WPLJ/New York** morning man **Jim Kerr** over the outcome of the so-called mini-playoffs between the New York Yankees and Milwaukee Brewers. The Milwaukee duo flew to N.Y. to do Kerr's show Oct. 13. Although Kerr officially had the day off, he decided to join the pair on the air anyway. Kerr reportedly also bet **KLOS/Los Angeles** morning man **Frazier Smith** the Statue of Liberty against the Hollywood Sign for the World Series... Modern recording artist **Stevie Nicks** is scheduled to appear on RKO Network's *StarSound* series on the weekend of Nov. 21-22. The two-hour show will feature an interview with her as well as cuts from her recent album, "Bella Donna."

STATION-TO-STATION — **Gov. Jerry Brown** of California tried his hand as a talk show host on KGO/San Francisco last Monday. Brown did a similar stint last Aug. 24, when he subbed for **KABC/Los Angeles** air personality **Michael Jackson**.

THE IMMEDIACY OF RADIO COVERAGE — For best results, send all radio-related correspondence to *Air Play*, *Cash Box*, 1775 Broadway, New York, New York 10019.

Larry Riggs

CASH BOX ROCK ALBUM RADIO REPORT

THE J. GEILS BAND



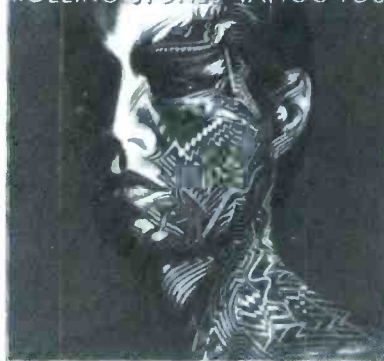
Freeze-Frame

— THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA

ADDS: KROQ, WHFS, KMET, WLWQ, WBAB, WABX, KZEL, WROQ, WNEW, KSJO, WGRQ, WYSP, KMGH, WLIR, WRNW, WPLR, KOME, KMEL, KNCN, WBLM, KBPI, KZEW, WCCC, WSHE, WOUR, KEZY, WMMS, WKLS, WCOZ, KLLO, KSHE. **HOTS:** WLWQ, WBAB, WNEW, WLIR, WRNW. **MEDIUMS:** KMET, WABX, WYSP, KOME, KMEL, KEZY. **PREFERRED TRACKS:** Centerfold, Title. **SALES:** Just shipped.

1 MOST ADDED

ROLLING STONES TATTOO YOU



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

ADDS: None. **HOTS:** KROQ, WHFS, KMET, WLWQ, WBAB, WABX, KZEL, WROQ, WNEW, KSJO, WGRQ, WWWW, WYSP, KMGH, WLIR, WRNW, WPLR, KOME, KMEL, KNCN, WBLM, KBPI, KZEW, WCCC, KSHE, WOUR, KEZY, WMMS, WKLS, WCOZ, KLLO, WSHE. **MEDIUMS:** None. **PREFERRED TRACKS:** Start, Limousine, Slave. **SALES:** Good in all regions.

1 MOST ACTIVE

LP Chart Position

69 ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA

ADDS: None. **HOTS:** KZEL, KZAM, KNCN, KBPI, KEZY, WKLS, WCOZ, WPLR, KMGH. **MEDIUMS:** KMET, WLWQ, WBAB, WROQ, KOME, WBLM, KZEW, KSHE, KLLO, WSHE, WYSP, WNEW. **PREFERRED TRACKS:** Alien. **SALES:** Fair in all regions.

8 PAT BENATAR • PRECIOUS TIME • CHRYSALIS

ADDS: None. **HOTS:** KMET, WBAB, KOME, KMEL, KNCN, KBPI, KEZY, WMMS, KLLO, WLIR, KMGH, WWWW, WGRQ. **MEDIUMS:** WBLM, WCOZ, KSJO, WNEW, WABX. **PREFERRED TRACKS:** Promises, Fire, Ju st. **SALES:** Good to moderate in all regions.

92 LINDSEY BUCKINGHAM • LAW AND ORDER • ASYLUM

ADDS: WYSP, WPLR, WSHE, KSHE, KZAM, WRNW, WLIR, KNX, WGRQ, WLWQ. **MEDIUMS:** KROQ, KBPI, KZEW, KEZY, WMMS, KLLO, WSHE, WPLR, WWWW, WBAB, KMET, WHFS. **PREFERRED TRACKS:** Trouble. **SALES:** Good initial response in all regions.

120 CHILLIWACK • WANNA BE A STAR • MILLENNIUM/RCA

ADDS: KBPI. **HOTS:** WMMS, WYSP, WWWW, KZEL, WLWQ. **MEDIUMS:** KOME, KNCN, WBLM, WKLS, WPLR, WLIR, KMGH, KNX, WGRQ, WNEW, WABX. **PREFERRED TRACKS:** My Girl. **SALES:** Fair in all regions; strongest in Midwest.

4 MOST ADDED

— ELVIS COSTELLO & THE ATTRACTIONS • ALMOST BLUE • COLUMBIA

ADDS: KROQ, WBAB, KNAC, WNEW, WYSP, WLIR, WRNW. **HOTS:** WRNW. **MEDIUMS:** KNAC, WNEW, WLIR. **PREFERRED TRACKS:** Honey Hush, Why Don't You, Roses. **SALES:** Just shipped.

26 DEVO • NEW TRADITIONALISTS • WARNER BROS.

ADDS: WSHE, WMMS. **HOTS:** WRNW, WWWW, WNEW, KNAC, WBAB, WHFS, KROQ. **MEDIUMS:** KOME, KNCN, KLLO, WPLR, WLIR, KMGH, WGRQ, KMET. **PREFERRED TRACKS:** Through, Anger. **SALES:** Good to moderate in all regions.

100 JOHN ENTWISTLE • TOO LATE THE HERO • ATCO

ADDS: None. **HOTS:** WMMS, WPLR, WLIR, KMGH. **MEDIUMS:** KROQ, KMET, WLWQ, WBAB, WROQ, KOME, KNCN, WBLM, KBPI, KZEW, KEZY, KLLO, WSHE, WYSP, WGRQ, WNEW. **PREFERRED TRACKS:** Title. **SALES:** Fair in Midwest; weak in others.

5 DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC

ADDS: None. **HOTS:** WLWQ, WBAB, KOME, KZAM, KNCN, KBPI, KZEW, KSHE, KEZY, WMMS, WKLS, WRNW, WLIR, WWWW, KNX, WGRQ. **MEDIUMS:** KZEW, WROQ, WNEW, WBLM, WPLR. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

2 FOREIGNER • 4 • ATLANTIC

ADDS: None. **HOTS:** KMET, WLWQ, WBAB, KZEL, WROQ, WNEW, KSJO, WGRQ, WWWW, WYSP, KMGH, WLIR, WRNW, KOME, KMEL, KNCN, KBPI, KZEW, WCCC, KSHE, WOUR, KEZY, WMMS, WKLS, WCOZ, KLLO, WSHE, WPLR. **MEDIUMS:** WABX, WBLM. **PREFERRED TRACKS:** Urgent, Waiting, Juke, Night. **SALES:** Good in all regions.

10 GENESIS • ABACAB • ATLANTIC

ADDS: None. **HOTS:** KROQ, WHFS, WLWQ, WBAB, KZEL, WNEW, WGRQ, WWWW, WYSP, KMGH, KOME, KNCN, WBLM, KSHE, WOUR, KEZY, WMMS, WKLS, KLLO, WSHE, WPLR, WRNW, WLIR. **MEDIUMS:** WABX, WROQ, KSJO, KMEL, KBPI, WCCC, WCOZ. **PREFERRED TRACKS:** No Reply, Title, Another. **SALES:** Good in all regions.

LP Chart Position

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

ADDS: WLWQ. **HOTS:** KZEW, WMMS, WLIR, KNAC, WBAB, WHFS, KROQ. **MEDIUMS:** KOME, KMGH, WWWW, WNEW, KMET. **PREFERRED TRACKS:** Lips, Town, Beat. **SALES:** Moderate to fair in all regions; strongest in East and West.

12 DARYL HALL & JOHN OATES • PRIVATE EYES • RCA

ADDS: None. **HOTS:** KOME, KNCN, WOUR, KEZY, WMMS, WRNW, WLIR, WYSP, WWWW, KNX. **MEDIUMS:** KBPI, WBAB, KROQ. **PREFERRED TRACKS:** Eyes, I Can't. **SALES:** Good to moderate in all regions.

27 HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM

ADDS: None. **HOTS:** KOME, KZAM, WMMS, WKLS, WLIR, KMGH, WABX, KMET. **MEDIUMS:** WBLM, WCOZ, KLLO, WWWW, KSJO, WBAB. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions; weakest in East.

85 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA

ADDS: None. **HOTS:** WMMS, WLIR, WWWW. **MEDIUMS:** KOME, KBPI, WCOZ, WSHE, WPLR, KMGH, KZEL, WBAB, WLWQ. **PREFERRED TRACKS:** Merilee, Promise. **SALES:** Moderate in Midwest; fair in others.

9 BILLY JOEL • SONGS IN THE ATTIC • COLUMBIA

ADDS: None. **HOTS:** KOME, KNCN, KEZY, WMMS, WSHE, WRNW, WWWW, KNX, WNEW, WBAB. **MEDIUMS:** KZAM, WCCC, WPLR, WLIR. **PREFERRED TRACKS:** Hollywood. **SALES:** Good to moderate in all regions.

4 JOURNEY • ESCAPE • COLUMBIA

ADDS: None. **HOTS:** KMET, WLWQ, WBAB, WABX, WROQ, WNEW, KSJO, WGRQ, WWWW, KMGH, WLIR, KOME, KMEL, KNCN, KBPI, KZEW, WCCC, KSHE, WOUR, KEZY, WMMS, WKLS, WCOZ, KLLO, WSHE, WRNW. **MEDIUMS:** KROQ, KZEL, WBLM. **PREFERRED TRACKS:** Crying, Believin'. **SALES:** Good in all regions.

34 THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA

ADDS: None. **HOTS:** KROQ, KMET, WBAB, KZEL, WNEW, WGRQ, WWWW, KOME, KNCN, KZEW, WCCC, KEZY, WMMS, WKLS, WCOZ, KLLO, WPLR, WRNW, WLIR, KMGH, WYSP. **MEDIUMS:** WHFS, WLWQ, WABX, WROQ, KSJO, WBLM, KBPI, KSHE. **PREFERRED TRACKS:** Better, Destroyer, Dial. **SALES:** Moderate to fair in all regions; strongest in East and West.

129 GREG LAKE • CHRYSALIS

ADDS: KLLO. **HOTS:** WPLR, WRNW. **MEDIUMS:** WHFS, KMET, WLWQ, WBAB, KZEW, KSHE, KEZY, WMMS, WKLS, WSHE, WLIR, KMGH, WYSP, WWWW, WGRQ, WROQ, KZEL. **PREFERRED TRACKS:** Nuclear. **SALES:** Moderate to fair in all regions.

21 LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL

ADDS: None. **HOTS:** WABX, KOME, KZAM, WBLM, KZEW, KEZY, WPLR, KMGH, WWWW, KNX, KSJO, KZEL. **MEDIUMS:** WBAB, KMEL, WCCC, WCOZ, WGRQ. **PREFERRED TRACKS:** Owls. **SALES:** Good to moderate in all regions.

191 NILS LOFGREN • NIGHT FADES AWAY • BACKSTREET/MCA

ADDS: KSJO. **HOTS:** WBLM, WCOZ. **MEDIUMS:** KOME, KZEW, WOUR, KEZY, WPLR, WLIR, KMGH, WYSP, WHFS. **PREFERRED TRACKS:** Title, Pieces. **SALES:** Fair in West; weak in others.

2 MOST ADDED

— LOVERBOY • GET LUCKY • COLUMBIA

ADDS: KROQ, WHFS, KMET, WLWQ, WBAB, KZEL, WROQ, WNEW, WGRQ, KOME, KMEL, KNCN, WBLM, KBPI, KZEW, WCCC, WSHE, WOUR, WMMS, WKLS, KLLO, KSHE, WRNW, KMGH, WWWW. **HOTS:** KZEW. **MEDIUMS:** WLWQ, KOME. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

LP Chart Position

3 MOST ADDED

— THE STEVE MILLER BAND • CIRCLE OF LOVE • CAPITOL

ADDS: WROQ, WNEW, WGRQ, KNX, WWWW, WYSP, KMGH, WLIR, WRNW, WPLR, WSHE, WKLS, WMMS, KEZY, WCCC, KZEW, KZEL, WBAB, WLWQ, WHFS. **HOTS:** WLIR, WRNW. **MEDIUMS:** WNEW, KEZY, KZEW, WBAB, WLWQ. **PREFERRED TRACKS:** Heart, Baby, Title. **SALES:** Just shipped.

6 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC

ADDS: None. **HOTS:** KROQ, KMET, KSJO, WGRQ, KOME, KZAM, KMEL, KNCN, KBPI, KEZY, WWWW, KLLO, WRNW, WLIR, KMGH, WWWW, KNX. **MEDIUMS:** WBAB, WABX, WROQ, WNEW, WBLM, WCOZ. **PREFERRED TRACKS:** Leather, Edge, Draggin'. **SALES:** Good to moderate in all regions.

7 THE POLICE • GHOST IN THE MACHINE • A&M

ADDS: None. **HOTS:** KROQ, WHFS, KMET, WLWQ, WBAB, KZEL, WROQ, KNAC, WNEW, WGRQ, WWWW, WYSP, KOME, KNCN, KSHE, WOUR, KEZY, WMMS, WKLS, WSHE, WPLR, WRNW, WLIR, KMGH. **MEDIUMS:** WABX, KSJO, KMEL, KBPI, WCCC. **PREFERRED TRACKS:** Every, Secret, Invisible, One World. **SALES:** Good in all regions.

127 QUARTERFLASH • GEFFEN

ADDS: KSJO, WYSP, WPLR. **HOTS:** WLWQ, KZEL, WGRQ, WWWW, KZAM, WOUR, KEZY, WMMS, WCOZ, WLIR, KNX. **MEDIUMS:** KMET, WBAB, WABX, WROQ, KMGH, KNCN, WBLM, KBPI, KZEW, WKLS, KLLO, WSHE, WPLR. **PREFERRED TRACKS:** Harden. **SALES:** Good to moderate in all regions; strongest in West and Midwest.

5 MOST ADDED

— RAINBOW • JEALOUS LOVER • POLYDOR/POLYGRAM

ADDS: WBAB, WNEW, KSJO, WCOZ, WKLS, WCCC. **HOTS:** KSJO, KLLO, WLIR. **MEDIUMS:** None. **PREFERRED TRACKS:** Title. **SALES:** Fair initial response in West and Midwest.

81 RED RIDER • AS FAR AS SIAM • CAPITOL

ADDS: None. **HOTS:** WLWQ, WROQ, KSJO, WGRQ, WBLM, KZEW, WCOZ, WPLR, WRNW, KMGH. **MEDIUMS:** WBAB, KZEL, KOME, KNCN, KBPI, WCCC, WMMS, WKLS, KLLO, WSHE, WWWW. **PREFERRED TRACKS:** Lunatic. **SALES:** Good to moderate in all regions; strongest in Midwest.

30 ROSSINGTON COLLINS BAND • THIS IS THE WAY • MCA

ADDS: None. **HOTS:** KZEL, WGRQ, KMGH, KNCN, WSHE, WPLR, WRNW. **MEDIUMS:** KMET, WLWQ, WBAB, WNEW, WYSP, KOME, WBLM, KBPI, KZEW, WCCC, WOUR, KEZY, WMMS, WKLS, WLIR. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions; strongest in South.

3 BOB SEGER & THE SILVER BULLET BAND • NINE TONIGHT • CAPITOL

ADDS: None. **HOTS:** WHFS, KMET, WBAB, WABX, WNEW, WWWW, WYSP, KMGH, WLIR, KOME, KZAM, KNCN, WBLM, KBPI, KSHE, WMMS, WKLS, WCOZ, KLLO, WSHE, WRNW. **MEDIUMS:** KROQ, WROQ, KSJO, KMEL, WCCC, WPLR. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

33 TRIUMPH • ALLIED FORCES • RCA

ADDS: None. **HOTS:** WBAB, KZEL, KSJO, WGRQ, KOME, KNCN, WBLM, KZEW, WCCC, WMMS, WCOZ, KLLO, WPLR, WRNW, WLIR, KMGH. **MEDIUMS:** KMET, WLWQ, WABX, KSHE, WKLS, WWWW. **PREFERRED TRACKS:** Magic. **SALES:** Moderate in Midwest and South; fair in others.

November 7, 1981

- 1 **1 ARTHUR'S THEME (BEST THAT YOU CAN DO)** CHRISTOPHER CROSS 13
- 4 **2 PRIVATE EYES** DARYL HALL & JOHN OATES 11
- 2 **3 ENDLESS LOVE** DIANA ROSS and LIONEL RICHIE 19
- 3 **4 FOR YOUR EYES ONLY** SHEENA EASTON 16
- 6 **5 START ME UP** ROLLING STONES 12
- 7 **6 STEP BY STEP** EDDIE RABBITT 16
- 8 **7 HARD TO SAY** DAN FOGELBERG 11
- 9 **8 THE NIGHT OWLS** LITTLE RIVER BAND 12
- 10 **9 TRYIN' TO LIVE MY LIFE WITHOUT YOU** BOB SEGER 9
- 11 **10 I'VE DONE EVERYTHING FOR YOU** RICK SPRINGFIELD 12
- 12 **11 WHEN SHE WAS MY GIRL** THE FOUR TOPS 12
- 18 **12 PHYSICAL** OLIVIA NEWTON-JOHN 6
- 16 **13 EVERY LITTLE THING SHE DOES IS MAGIC** THE POLICE 7
- 15 **14 JUST ONCE** QUINCY JONES featuring JAMES INGRAM 13
- 19 **15 HERE I AM** AIR SUPPLY 8
- 25 **16 WAITING FOR A GIRL LIKE YOU** FOREIGNER 5
- 17 **17 SUPER FREAK (PART 1)** RICK JAMES 14
- 21 **18 OH NO** COMMODORES 8
- 22 **19 THE THEME FROM HILL STREET BLUES** MIKE POST featuring LARRY CARLTON 12
- 20 **20 SAY GOODBYE TO HOLLYWOOD** BILLY JOEL 9
- 13 **21 WE'RE IN THIS LOVE TOGETHER** AL JARREAU 15
- 5 **22 WHO'S CRYING NOW** JOURNEY 17
- 29 **23 WHY DO FOOLS FALL IN LOVE?** DIANA ROSS 4
- 31 **24 THE OLD SONGS** BARRY MANILOW 5
- 35 **25 YOUNG TURKS** ROD STEWART 4
- 26 **26 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)** MARTY BALIN 9
- 28 **27 ALIEN** ATLANTA RHYTHM SECTION 11
- 30 **28 SAUSALITO SUMMERNIGHT** DIESEL 9
- 14 **29 SHARE YOUR LOVE WITH ME** KENNY ROGERS 10
- 23 **30 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)** CARL CARLTON 12

- 39 **31 LET'S GROOVE** EARTH, WIND & FIRE 6
ADDS: WRFC, WSEZ, Y100-33, WSGN, WQXI-14, WNCI-30, KSLQ-24. **Day-Part:** WMAK-FM, WJMP; WGH Ex To 18, BJ105 23 To 20, WWKX Ex To 25, Z93 20 To 16, 94Q 22 To 17, Y103 25 To 22, JB105 25 To 20, WFI Ex To 29, WDRQ 17 To 13, FM102 13 To 4, KFI Ex To 25, KIQQ 10 To 1, KINT Ex To 24, WANS 23 To 19, WGCL Ex To 25, KCPX 25 To 21, B97 10 To 6, 13K 28 To 20, KFRC 7 To 3, KRTH 24 To 19.
SALES: Good in the West and South. Moderate in the East and Midwest.
- 32 **32 YOU SAVED MY SOUL** BURTON CUMMINGS 9
- 36 **33 OUR LIPS ARE SEALED** GO GO'S 11
ADDS: WSKZ, WNCI, WPGC. **Day-Part:** WOW. **JUMPS:** 94Q Ex To 29, KHFI 8 To 5, WSPT 14 To 8, JB105 33 To 26, KCPX Ex To 37, KRTH 5 To 2, WFI 13 To 7, KFMD 29 To 26, B97 Ex To 29.
SALES: Moderate in the West. Fair in all other regions.
- 38 **34 MY GIRL (GONE, GONE, GONE)** CHILLIWACK 7
ADDS: WPGC-29, 13K, KFRC, WIKS. **JUMPS:** WCAO 17 To 14, KCPX 23 To 19, WTRY Ex To 22, KJRB 25 To 22, WGH 20 To 17, KERN 22 To 12, WWKX Ex To 26, BJ105 Ex To 38, WRVQ 21 To 14, Y103 21 To 18, WNCI 19 To 16, WBEN-FM 29 To 26, KHFI 12 To 6, WFI 26 To 23, WSPT 25 To 22, KFI 30 To 26, JB105 29 To 25, KRQ Ex To 28, KOPA 23 To 19, KFMD 24 To 21, KZZP 14 To 10, KOFM 28 To 24, KEZR 27 To 22, WGCL 14 To 10.
SALES: Fair in the East. Weak in all other regions.
- 37 **35 PROMISES IN THE DARK** PAT BENATAR 6
ADDS: KOFM. **JUMPS:** Y100 29 To 24, WNCI 28 To 25, WSPT 30 To 27, KEEL Ex To 35, KOPA Ex To 27, FM102 25 To 20, KEZR 21 To 18, KIQQ 35 To 18, 13K 26 To 23, BJ105 24 To 21.
SALES: Fair in all regions.

HIT BOUND

- 46 **36 HARDEN MY HEART** QUARTERFLASH 4
ADDS: Q105-32, KYFE, WOW-17, WZZP, KEEL-33, KCPX, BJ105-36, WBEN-FM-38, WTIX. **JUMPS:** WCAO Ex To 26, JB105 31 To 28, KFI Ex To 30, WTRY 29 To 26, WKXX 20 To 15, KRQ Ex To 29, WRFC Ex To 30, KYXX 23 To 16, KGW 13 To 10, Q102 32 To 29, KOPA 28 To 24, WBBQ Ex To 28, WGH Ex To 20, KZZP 23 To 20, WRQX Ex To 27, WSKZ Ex To 25, KEZR 18 To 9, KIMN Ex To 29, WSGN Ex To 32, KIQQ Ex To 40, WGCL Ex To 27, WRVQ 22 To 19, KJRB 23 To 16, WICC 24 To 19, WMAK 29 To 24, WKBW Ex To 22, WAXY Ex To 30, WNCI 23 To 20, KHFI Ex To 23, Z93 Ex To 28.
SALES: Breakouts in all regions.
- 42 **37 NEVER TOO MUCH** LUTHER VANDROSS 6
ADDS: WWKX, KSLQ-26, 13K. **JUMPS:** WCAO 21 To 17, WPGC 24 To 21, WANS Ex To 30, KFRC 31 To 25, WHBQ 10 To 7, BJ105 34 To 30, Z93 27 To 21, WFI 27 To 24, WDRQ 21 To 10, WGCL 27 To 24, B97 29 To 25.
SALES: Good in the East. Moderate in the South. Fair in the West and the Midwest.

CASH SMASH

- 50 **38 TROUBLE** LINDSEY BUCKINGHAM 3
ADDS: WBBF, WGCL, Q102-34, WAYS-17, WQXI, WZZP, KTSA, WMC-FM-25, KEEL-34, WAKY-24, KCPX, KERN-28, KFI, KRQ. **JUMPS:** 96KX 32 To 29, WNCI 29 To 24, BJ105 40 To 33, WCAO Ex To 30, KHFI Ex To 30, Z93 Ex To 29, WTRY Ex To 27, WPGC Ex To 25, WBEN-FM 39 To 34, WRFC Ex To 27, WSPT Ex To 33, KOFM Ex To 29, WHHY Ex To 29, JB105 34 To 30, WBBQ Ex To 29, Y100 36 To 31, WKXX Ex To 30, KIMN Ex To 30, KRAV Ex To 20, KYXX Ex To 32, WWKX Ex To 27, WTIC-FM 30 To 27, WZZR Ex To 30, KOPA Ex To 28, WSGN Ex To 34, KJRB Ex To 31, WRVQ Ex To 23, WMAK Ex To 30, 94Q 27 To 23, WAXY Ex To 29.
SALES: Breakouts in all regions.

- 24 **39 QUEEN OF HEARTS** JUICE NEWTON 24
- 44 **40 NO REPLY AT ALL** GENESIS 7
ADDS: WZZP, KEYN, KERN-30, WLS-19. **Day-Part:** WOW. **JUMPS:** 96KX 9 To 2, BJ105 39 To 35, WRFC Ex To 28, Z93 Ex To 26, WSKZ Ex To 24, WWKX 25 To 22, WFI 25 To 20, WRVQ 25 To 22, WIKS Ex To 23, WICC 20 To 17, KINT Ex To 19, WNCI 17 To 13, KFMD 22 To 17, KEEL Ex To 31, B97 Ex To 30, KYXX Ex To 31, KZZP 21 To 18, KEZR 9 To 5, WANS Ex To 29.
SALES: Fair in the East and Midwest. Weak in the West and South.
- 43 **41 IN THE DARK** BILLY SQUIER 9
JUMPS: 96KX 20 To 15, JB105 10 To 5, KSFY 10 To 8, BJ105 28 To 25, KOFM 29 To 25, WRQX 23 To 19.
SALES: Fair in the Midwest. Weak in all other regions.
- 27 **42 I COULD NEVER MISS YOU (MORE THAN I DO)** LULU 15

HIT BOUND

- 57 **43 LEATHER AND LACE** STEVIE NICKS (with DON HENLEY) 3
ADDS: KERN-29, WAXY, WBBF, WTIX, B97, 96KX, Q102-35, WSEZ, Y100-32, WSKZ, WKBW, KEEL, WAKY-25, KEYN, FM102-29, KCPX, 13K. **JUMPS:** Q105 26 To 22, KHFI Ex To 18, Y103 31 To 27, WTRY Ex To 29, WPGC 29 To 26, WBEN-FM 38 To 33, WRFC 29 To 25, WSPT Ex To 29, KFI Ex To 24, WISM 16 To 12, KYXX Ex To 34, WIKS Ex To 21, WHHY Ex To 28, 92X 23 To 20, KRQ Ex To 30, KRAV Ex To 19, KOPA Ex To 29, KBEQ 23 To 20, WWKX Ex To 29, KZZP 28 To 24, KINT Ex To 20, WSGN Ex To 33, KEZR 28 To 20, WBBQ Ex To 30, WRVQ 23 To 20, KJRB 30 To 23, WRQX Ex To 26, WQXI Ex To 20, WMAK 30 To 25, 94Q 19 To 15, BJ105 Ex To 32, WNCI 30 To 23, Z93 Ex To 23.
SALES: Breakouts in the Midwest.

- 49 **44 I WANT YOU, I NEED YOU** CHRIS CHRISTIAN 6
ADDS: WHHY, WPRO-FM, FM102, KJRB, WROR-21, WOKY, KIMN. **JUMPS:** WCAO 22 To 18, KOFM 30 To 26, WISM 29 To 23, WZZR 30 To 25, 94Q Ex To 30, JB105 35 To 31, KCPX 18 To 14, BJ105 Ex To 37, Z93 28 To 25, WFI Ex To 30, KNUS 14 To 10, KJR Ex To 20, KFMD Ex To 29.
SALES: Breakouts in the Midwest.

- 52 **45 TAKE MY HEART** KOOL & THE GANG 5
ADDS: WWKX, WMC-FM, KHFI, WPGC, JB105-35, BJ105, Y103-32, WGCL, B97. **JUMPS:** Q105 30 To 27, WSEZ Ex To 33, WQXI Ex To 18, KRFLY 19 To 13, KIQQ 26 To 22, WSKS 11 To 7, WMAK Ex To 27, KFRC 17 To 14, KRTH Ex To 25, KJR 20 To 15.
SALES: Fair in all regions.

PRIME MOVER

- 56 **46 DON'T STOP BELIEVIN'** JOURNEY 2
ADDS: WTIC-FM-29, WXKS, KFRC, WGCL-23, KDWB-23. **JUMPS:** 96KX 27 To 21, WNCI 26 To 21, KSFY 14 To 10, KRQ 30 To 25, Q105 24 To 21, KHFI 23 To 16, KEZR 24 To 16, KINT 21 To 15, WRFC 21 To 17, WSPT 31 To 25, KIQQ 19 To 15, KFMD 27 To 23, Q102 14 To 11, KEEL 32 To 28, WANS 28 To 25, KIMN 27 To 24, WHHY Ex To 30, JB105 30 To 27, 13K Ex To 30, B97 Ex To 27, WSKZ 25 To 21, CKLW Ex To 23, KERN 28 To 20, WWKX 29 To 24, KYXX 33 To 29, WAXY Ex To 23, WSGN Ex To 31, KEYN Ex To 29, BJ105 37 To 26, WRVQ 24 To 21, 92X Ex To 25, WLS 41 To 30, WICC 25 To 22, KOPA Ex To 30, Z93 23 To 15, 94Q 28 To 22, FM102 Ex To 21, Y103 18 To 15, WKBW Ex To 21, KZZP 26 To 23, WIKS 13 To 9.
SALES: Breakouts in all regions.

- 40 **47 BURNIN' FOR YOU** BLUE OYSTER CULT 15

**BRING
THE TALENTS
OF
DICK CLARK
TO YOUR STATION.**



**"The
Nati
PRESENTED
HEARD ON
A WEEKLY**

RADIO CHART

TOP 100 SINGLES

November 7, 1981

HIT BOUND

48 **YESTERDAY'S SONGS** NEIL DIAMOND 1
ADDS: WCAO, WTRY-30, WRFC, WISM-28, WGH, WABC, KRAV, WAYS-18, WICC, WPRO-FM, WKBW, WNCI-28, WPGC-30, WSPT, KEEL, WAKY-23, KXOK-20, KSLQ-27, JB105-32, CKLW, KYYX, Z102-35, WTIC-FM-30, KZZP, WGSV, KIQQ, KCPX, KJRB, WROR-20, WMAK, KRTH, WAXY, BJ105-40, Y103-31, WBEN-FM-39, KFI, WIFI, WDRQ, KSTP-FM, WHB-20, WIKS, WOKY, KNUS 27, KINT, KJR, WTX, KC101, WGCL.
SALES: Just shipped.

49 **WORKING IN THE COAL MINE** DEVO 10

50 **THE SWEETEST THING (I'VE EVER KNOWN)** JUICE NEWTON 4
ADDS: Q105-25, WPRO-FM, WQXI, WNCI-27, KEEL, WANS, KERN, KSTP-FM. **JUMPS:** WCAO Ex To 28, KNUS 31 To 26, WRFC 28 To 23, KINT 21 To 15, WISM Ex To 30, KJR 25 To 22, WSEZ Ex To 32, KDWB 25 To 19, WSGN 29 To 23, 94Q Ex To 26, JB105 28 To 24, KIQQ Ex To 36, KCPX 20 To 15, WMAK 26 To 20, BJ105 31 To 27, Z93 Ex To 30.
SALES: Moderate in the East.

HIT BOUND

51 **HEART LIKE A WHEEL** THE STEVE MILLER BAND 2
ADDS: WAXY, KFMD, BJ105-39, KOFM-30, Z93, KFI, WIFI, WIKS, WTX, KIMN, WGCL, WRFC, WHHY, WWKX, WSGN, WRVQ, 94Q-27, WNCI-29, KHFI, WSPT, JB105-34, KIQQ, KERN. **JUMPS:** 96KX Ex To 30, WICC Ex To 28, KYYX Ex To 33, KZZP Ex To 30, KEZR Ex To 25, KCPX Ex To 27, KJRB Ex To 30, KJR Ex To 24.
SALES: Breakouts in the West, East and Midwest.

52 **HE'S A LIAR** BEE GEE'S 7

53 **MAGIC POWER** TRIUMPH 6
ADDS: BJ105. **JUMPS:** WLS 43 To 33, WBEN-FM 31 To 28.
SALES: Moderate in the Midwest.

54 **ONE MORE NIGHT** STREEK 5
ADDS: WTX. **JUMPS:** KCPX 30 To 26.
SALES: Fair in the West.

55 **HEAVY METAL (TAKIN' A RIDE)** DON FELDER 16

56 **STOP DRAGGIN' MY MY HEART AROUND** STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) 16

57 **STAY AWAKE** RONNIE LAWS 10

58 **TWILIGHT** ELO 3
ADDS: WTRY, WANS, KFI, WIFI. **Day-Part:** 92X. **JUMPS:** 96KX 24 To 20, WRFC Ex To 29, WICC Ex To 30, KHFI 29 To 26, Z102 26 To 22, KEYN Ex To 30, KOPA 30 To 26, Y103 32 To 28, WBEN-FM 28 To 23, WGCL Ex To 30.

59 **TURN YOUR LOVE AROUND** GEORGE BENSON 3
ADDS: WHHY, WPRO-FM, KSLQ-29, KYYX, KEYN, WANS. **JUMPS:** WISM Ex To 29, KIQQ Ex To 38, KJRB Ex To 29, WAXY Ex To 25, KJR 23 To 17.
SALES: Breakouts in all regions.

60 **STEAL THE NIGHT** STEVIE WOODS 5
ADDS: WCAO. **JUMPS:** WNCI Ex To 26, WAKY 23 To 17, WGSV 10 To 8, KIQQ 24 To 16, KCPX 33 To 28, WMAK Ex To 29, BJ105 33 To 29, KNUS 26 To 23, KJR 12 To 8.
SALES: Weak in all regions.

61 **I SURRENDER** ARLAN DAY 5
ADDS: WANS. **JUMPS:** KYYX 29 To 26.

62 **POOR MAN'S SON** SURVIVOR 4
ADDS: WNCI, KCPX, WLS-44. **JUMPS:** WIFI 30 To 27, WIKS Ex To 22.
SALES: Fair in the Midwest.

63 **WHEN SHE DANCES** JOEY SCARBURY 5

64 **BET YOUR HEART ON ME** JOHNNY LEE 4
ADDS: WGH, WMAK, BJ105. **JUMPS:** KEZR Ex To 26, KCPX 29 To 25, WOKY Ex To 20.
SALES: Fair in the South.

65 **I WOULDN'T HAVE MISSED IT FOR THE WORLD** RONNIE MILSAP 3
ADDS: WISM, WZZR, 94Q, KOPA, Z93, WHB-21, KNUS-29. **JUMPS:** WSGN 32 To 29, KZZP Ex To 29, KIQQ Ex To 39, KCPX 27 To 23, KJR Ex To 23.

66 **A LUCKY GUY** RICKIE LEE JONES 7

67 **IT'S ALL I CAN DO** ANNE MURRAY 6

68 **URGENT** FOREIGNER 19

69 **MISTAKEN IDENTITY** KIM CARNES 3
ADDS: WCAO, WKXX. **JUMPS:** WWKX Ex To 30, WRVQ Ex To 24, KIQQ Ex To 35, KCPX 37 To 32, WXKS 26 To 23, WMAK 25 To 22.

70 **HOLD ON TIGHT** ELO 16

71 **LA LA MEANS I LOVE YOU** TIERRA 3
ADDS: WGSV, KRQ. **JUMPS:** KIQQ 39 To 32, KCPX 40 To 36, KRTH 26 To 23, KFI 24 To 17.

72 **CASTLES IN THE AIR** DON McLEAN 3
ADDS: WSEZ, WBBQ. **JUMPS:** WCAO 28 To 25, WGH Ex To 19, WZZR Ex To 28, WGSV Ex To 34, KCPX 38 To 34, WHB 20 To 16.

73 **RUN TO ME** SAVOY BROWN 5
ADDS: KFRC. **JUMPS:** KCPX 39 To 35.

74 **HOOKED ON CLASSICS** THE ROYAL PHILHARMONIC ORCHESTRA 2
ADDS: Q105-29, WAYS-20, KEEL, WHBQ, KRTH, KOFM, KNUS, WBBQ. **JUMPS:** WQXI Ex To 19, CKLW 23 To 13.
SALES: Breakouts in the West.

75 **CENTERFOLD** THE J. GEILS BAND 1
ADDS: WWKX, WRVQ, 96KX, JB105-33, KYYX, KSFX, WSPT, CKLW, KEZR, KIQQ, KCPX, WXKS, KFMD, Z93, WIFI, KBEQ-30, WBBQ, WGCL.
SALES: Just shipped.

76 **WRACK MY BRAIN** RINGO STARR 1
ADDS: Q105-31, WCAO, WGH, WWKX, WSGN, WICC, WSPT, KYYX, Z102-34, KZZP, KIQQ, KCPX, KJRB, WBEN-FM-40, KFI, KINT, WGCL.
SALES: Just shipped.

77 **PAY THE DEVIL (Ooo BABY Ooo)** THE KNACK 2
ADDS: KERN. **JUMPS:** WRFC 30 To 26.

78 **I'M JUST TOO SHY** JERMAINE JACKSON 2
ADDS: WAYS-19. **JUMPS:** KCPX Ex To 39, WXKS Ex To 30.

79 **THE COWBOY AND THE LADY** JOHN DENVER 2
ADDS: KOFM, KNUS-30. **JUMPS:** KCPX Ex To 33.

80 **SWEET MERILEE** DONNIE IRIS 2
JUMPS: 96KX 30 To 24.

81 **GENERAL HOSPI-TALE** THE AFTERNOON DELIGHTS 16

82 **UNDER PRESSURE** QUEEN & DAVID BOWIE 1
ADDS: WICC, CKLW, WKXX, KYYX, KOPA, KSFX, KEZR, Z93, KBEQ, WBBQ. **Day-Part:** 92X, KJRB.

83 **LIVING EYES** BEE GEE'S 1
ADDS: WGH, WXKS, BJ105, KOFM, KFI, WIFI, WIKS, KINT, WTX.

84 **THE BEACH BOYS MEDLEY** THE BEACH BOYS 16

85 **WIRED FOR SOUND** CLIFF RICHARD 5

86 **SLIP AWAY** PABLO CRUISE 2
ADDS: WZUU. **JUMPS:** WRFC 25 To 21, WISM 30 To 25, WRVQ Ex To 25, KHFI Ex To 29, KCPX 36 To 31.

87 **COOL NIGHT** PAUL DAVIS 1
ADDS: WRFC, WSGN, 94Q, WKXX, KEEL, KHFI, KRAV, WISM, WGSV, WANS, WHBQ, WAXY, Z93, KJR, WBBQ.

88 **TALKING OUT OF TURN** THE MOODY BLUES 1
ADDS: 96KX, WCAO, WGSV, KRQ. **ON:** WIKS, KBEQ, WMAK-FM.

89 **CONTROVERSY** PRINCE 3
JUMPS: KRLY 7 To 3, WXKS 13 To 10, KFRC 21 To 16.
SALES: Fair in the West, Midwest and South.

90 **I HEARD IT THROUGH THE GRAPEVINE** ROGER 3
SALES: Fair in the West and South.

91 **BREAKING AWAY** BALANCE 18

92 **THE VOICE** THE MOODY BLUES 14

93 **(WANT YOU) BACK IN MY LIFE AGAIN** CARPENTERS 6

94 **LET'S DANCE (MAKE YOUR BODY MOVE)** WEST STREET MOB 3

95 **(THERE'S) NO GETTIN' OVER ME** RONNIE MILSAP 20

96 **FEELS SO RIGHT** ALABAMA 22

97 **SLOW HAND** POINTER SISTERS 24

98 **KEY LARGO** BERTIE HIGGINS 1
ADDS: 94Q, WKXX. **ON:** WGSV, BJ105.

99 **FIRE IN THE SKY** THE DIRT BAND 7

100 **LADY (YOU BRING ME UP)** COMMODORES 21

LOOKING AHEAD

WORKING FOR THE WEEKEND LOVERBOY
ADDS: WKXX, KSFX, KIQQ, KCPX, KINT. **Day-Part:** KJRB

IF I WERE YOU LULU
ADDS: WAKY-22, KCPX, WMAK-FM

FOOL ME AGAIN NICOLETTE LARSON
ADDS: KIQQ, KINT

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COUNTRY

Labels Prep Christmas Plans; Look Ahead To Healthy Sales

by Tom Roland

NASHVILLE — With the Christmas season approaching, record companies in Nashville have already begun to prepare for the onslaught of holiday shoppers by moving a large volume of hit product into the retail outlets. Officials with several major labels view this Christmas season much as years in the past, concentrating their marketing efforts on proven artists and greatest hits packages, with Christmas albums taking a back seat to hit product.

"Christmas is probably overrated," suggested Roy Wunsch, vice president, marketing, CBS/Nashville, "in the sense that we're not selling outrageous numbers of Christmas albums during the Christmas season anymore. However, it still tends to be a very, very heavy gift-buying season, and album purchases get very, very high."

While the CBS group will offer new Christmas albums by Slim Whitman and Mickey Gilley, Wunsch expects to see large sales on the latest releases by Willie Nelson, Crystal Gayle, Larry Gatlin, Janie Fricke, Moe Bandy, Mickey Gilley, Merle Haggard and George Jones. Jones' album, shipping the first week in November, will be the last release of the year by the CBS labels.

Wide Range Of Product

Although the Nashville branch is not in charge of consumer advertising, Wunsch noted that the label will go for a "holiday blitz" tying in the National Assn. of Record Merchandisers (NARM) "Give The Gift of Music" theme starting at the end of November. "But," he added, "it won't be a program for just country music; it will be an overall program with the company that will have and isolate lots of different albums — everything from Neil Diamond to Merle Haggard."

Citing the "grave sales" provided by the "passive public that isn't out during the year" buying during the holiday rush, Wunsch emphasized the importance of the NARM ideal. "NARM is really zeroing in on and encouraging the gift-giving theme," he stated, "and we're trying to create that idea in the mind of the consumer: 'Forget the candy and the clothing that won't fit, and give music for the holidays where a lasting gift is concerned — a gift that keeps on giving.'"

Gerri McDowell, national promotion director, Capitol/EMI America/Liberty, while not downplaying the "grave sales,"

felt that the holiday record buyers are a mix of the regular buyer plus the gift-minded consumer. "I think your normal record buyer goes out and thinks of records automatically. (The others) go for 'What will I get little Suzy in high school? She likes records; I'll get her a record.'"

While the label is releasing new Christmas albums by Anne Murray and Kenny Rogers, it will concentrate its efforts on mass appeal records like "Juice" by Juice Newton and Murray's and Rogers' greatest hits packages. "The sales seem to be much better with the greatest hits packages," she said, "especially with product like Kenny Rogers' 'Greatest Hits' and '10 Years of Gold.' There's so many songs on there — all the songs that everybody wants and they just sell so much better."

Joe Galante, vice president, marketing, RCA, agreed that "best of" compilations are an important selling tool during the holidays. "In the past, greatest hits packages have always proved to be successful in terms of sales for the consumer," he commented. "It's a value — you're getting the best of an artist for the same price you would ordinarily spend to get maybe two hit singles and eight unknowns."

New Christmas Product

In order to tap that "value-oriented" consumer, RCA has released or will release three greatest hits sets — Charley Pride, Elvis Presley and Jim Reeves and Patsy Cline — to augment the sales of other "best of" releases by Ronnie Milsap and Waylon Jennings. Additionally, Galante expects to see heavy retail action on two albums with pop crossover and country success, Ronnie Milsap's "No Gettin' Over Me" and Alabama's "Feels So Right." The label is also shipping two albums by newer artists with Top Five track records who were acquired from smaller, independent labels, Earl Thomas Conley and Leon Everette. Both albums will be available by the first week of November.

The holiday season leaves Galante somewhat wary however. "I just wish there were more people in the stores," he lamented. "I don't know if it's going to be as good a Christmas as it was last year. We'll have to wait and see."

Chic Doherty, vice president, marketing, MCA, believes in a program where the label must "keep pushing what you have and you

(continued on page 29)



JAMES RECOGNIZED BY BMI, CITY OF NASHVILLE — Broadcast Music, Inc. (BMI) recently held a reception to honor Dick James of the U.K.'s Dick James Music, which recently opened a publishing arm in Nashville. James was also named an honorary citizen of Tennessee's capital by the Nashville area Chamber of Commerce and the governor's office. Pictured at the BMI gathering are (l-r): Jim Sharp, *Cash Box* vice president; Jennifer Bohler, *Cash Box* Nashville editor; James; Frances Preston, BMI; and Arthur Braun, Dick James Music.

CBS, Elektra Join Hands To Back Gayle, Rabbitt In 'First Time' Tour

NASHVILLE — In what may be an unprecedented venture, Scotti Brothers Management, Gayle Enterprises, Columbia Records and Elektra Records have joined together in a major promotion and marketing campaign to support a 13-date "Together For The First Time" concert tour featuring Elektra's Eddie Rabbitt and Columbia's Crystal Gayle as headliners in November.

"What we have are two artists who are major acts with each label with new product projected as being highly successful," says Jimmy Bowen, vice president, Elektra/Asylum Records, Nashville, who, along with Roy Wunsch, vice president, marketing, CBS Records/Nashville, has played a vital role in setting up the tour. "Even though the two have crossed paths before with sporadic dates together, having them together on a major tour has the added benefit of each being booked by the William Morris Agency, and each having very strong management."

Wunsch notes that both artists appeal to the same age group, 25-44, "although very often both artists spread to a younger age group, depending on airplay activity. It seemed clear that Eddie and Crystal strongly enhanced each other's male/female demographic balance."

Meetings between the involved labels and managers took a month just to determine if the organizations could work together as a cohesive unit and if they could collectively support the tour and work out a promotional campaign to push the artists' product in conjunction with the tour.

The tour will begin Nov. 5 at Atlanta's Civic Center and progress to Biloxi, Baton Rouge, Houston, Odessa, Abilene, San Antonio, Lake Charles, Dallas, Wheeling and Louisville, where the pair will perform three days at the city's Palace Theater.

Stan Mores, Scotti Brothers Management, and Bill Gatzimos, Gayle Enterprises, have produced radio and television spots and an ad mat for print, developing a consistent image of the duo in each market throughout the tour.

The labels' promotion departments also worked together to determine the proper venues of exposure for each artists' product in every market, selecting "demographically correct" outlets for each market. The selected stations, ranging from country to adult contemporary to Top 40, will be involved in "Super Give-Aways" of Crystal Gayle and Eddie Rabbitt memorabilia, including albums, souvenir books and hats.

"It's been a dual effort between Elektra and Columbia," says Jack Lameier, director, national promotion, CBS Records/Nashville. "Nick Hunter (director, marketing, Elektra/Asylum/Nashville) and I sat down following the preliminary meetings and checked the promoters' lists

and pooled what we knew about the markets. We then split up the responsibilities of setting up the promotions with the stations between the Elektra and CBS field personnel in the markets where it made sense, and, in some cases, such as Dallas, we designated both teams to work."

In addition to the promoters' radio time buys, which will advertise the particular dates, the labels' marketing departments have created their own individual radio spots to promote the artists' current albums. Those spots tag the concert dates and reinforce both artists' appearance. Gayle's current release, "Hollywood, Tennessee," and Rabbitt's album, "Step By Step," are both in the Top 15 on the *Cash Box* country album chart.

The record companies have also developed a joint ad mat to promote both albums and have tied it in with a particular major account in each market to take advantage of the performance.

Merchandising aids have been created by CBS and Elektra pushing the latest Rabbitt and Gayle albums, which will be strategically located at the retail ticket outlets and some non-ticket outlets chosen by the labels' field sales merchandisers. Included among the aids are posters and die-cut logos of each artist and a banner. Half of the banners read "Together For The First Time, Eddie Rabbitt and Crystal Gayle," while the other half read "Together For The First Time, Crystal Gayle and Eddie Rabbitt."

Halsey Purchases Churchill Records

NASHVILLE — Jim Halsey, owner and president of Tulsa, Okla.-based Jim Halsey Company, has purchased Chicago-based Churchill Records from its president, Tommy Martin, for an undisclosed amount. Halsey will move the label's base of operations from Chicago to his own corporate headquarters in Tulsa and retain Martin as president. Halsey will assume the chairman of the board position; Sherman Halsey has been appointed vice chairman of the board; and Ernie Smith will be the comptroller.

The label currently has a roster of four artists—Cindy Hurt, Roy Head, Jerry Dycke and Hank Thompson, whose first single, "Rockin' In The Congo," is scheduled to ship this week. According to Halsey, the roster will remain small and selective.

"Our company is undergoing expansion and diversification," Halsey said, explaining the reason behind the purchase. "In addition to the record company, we will also be getting into publishing, motion pictures and other film and video projects, as well as expand the roster of artists the Halsey company represents in booking and management."



THROCKMORTON INKS WITH MCA — MCA Records has signed noted songwriter Sonny Throckmorton to an exclusive recording contract. Ron Chancey, vice president of A&R for the label, produced Throckmorton's first release, "A Girl Like You," scheduled for an early November shipping date. Pictured are (l-r): Hilary Kanter, Tree Publishing; Throckmorton; Chancey; recording artist George Strait; and Al Bergamo, vice president, MCA Distributing.

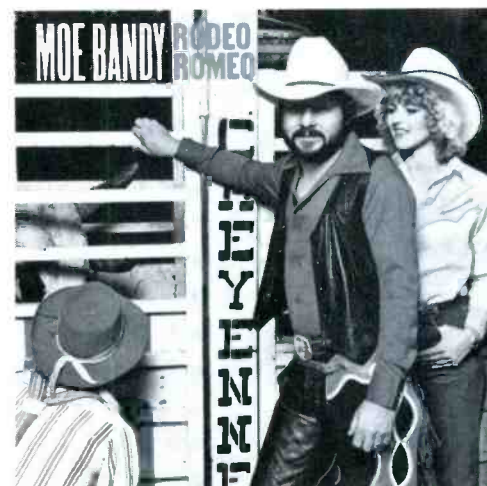
COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	10/31	Chart		Weeks On Chart	10/31	Chart		
1	FANCY FREE	OAK RIDGE BOYS (MCA-5209)	2	23	38	I'M A LADY	TERRI GIBBS (MCA-5255)	49	3
2	LIVE	BARBARA MANDRELL (MCA-5243)	3	11	39	THE BEST OF EDDIE RABBITT	EDDIE RABBITT (Elektra 6E-235)	39	46
3	THERE'S NO GETTIN' OVER ME	RONNIE MILSAP (RCA AHL 1-4060)	1	11	40	WITH LOVE	JOHN CONLEE (MCA-5213)	42	16
4	FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930)	4	34	41	MIDNIGHT CRAZY	MAC DAVIS (Casablanca NBLP 7257)	41	4
5	ESPECIALLY FOR YOU	DON WILLIAMS (MCA-5210)	6	17	42	ONE TO ONE	ED BRUCE (MCA-5188)	32	28
6	THE PRESSURE IS ON	HANK WILLIAMS JR. (Elektra/Curb 5E-535)	7	10	43	CARRYIN' ON THE FAMILY NAMES	DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	40	25
7	STEP BY STEP	EDDIE RABBITT (Elektra 5E-532)	5	12	44	NOW OR NEVER	JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	47	22
8	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	WILLIE NELSON (Columbia KC2 37542)	8	8	45	SLEEPING WITH YOUR MEMORY	JANIE FRICKE (Columbia FC 37535)	57	2
9	SHARE YOUR LOVE	KENNY ROGERS (Liberty LOO-1108)	11	28	46	LIVE	HOYT AXTON (Jeremiah JH-5002)	38	26
10	GOOD TIME LOVIN' MAN	RONNIE McDOWELL (Epic FE 37399)	10	13	47	LOVIN' HER WAS EASIER	TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	48	4
11	HOLLYWOOD, TENNESSEE	CRYSTAL GAYLE (Columbia FC 37438)	9	8	48	FRAGILE-HANDLE WITH CARE	CRISTY LANE (Liberty LT-51112)	59	4
12	JUICE	JUICE NEWTON (Capitol ST-12136)	12	35	49	RODEO ROMEO	MOE BANDY (Columbia FC 37568)	64	2
13	I AM WHAT I AM	GEORGE JONES (Epic FE 36586)	26	59	50	I BELIEVE IN YOU	DON WILLIAMS (MCA-5133)	53	64
14	SEVEN YEAR ACHE	ROSANNE CASH (Columbia JC-36965)	13	34	51	HONEYSUCKLE ROSE	ORIGINAL SOUNDTRACK (Columbia S2 36752)	51	62
15	TAKIN' IT EASY	LACY J. DALTON (Columbia FC 37327)	14	15	52	GREATEST HITS	WAYLON JENNINGS (RCA AHL 1-3378)	52	133
16	KENNY ROGERS GREATEST HITS	KENNY ROGERS (Liberty LOO 1072)	16	55	53	THE MINSTREL MAN	WILLIE NELSON (RCA AHL 1-4045)	67	16
17	I LOVE 'EM ALL	T.G. SHEPPARD (Warner/Curb BSK-3528)	17	27	54	URBAN COWBOY	ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	54	77
18	MAKIN' FRIENDS	RAZZY BAILEY (RCA AHL 1-4026)	18	26	55	MORE GOOD 'UNS	JERRY CLOWER (MCA-5215)	55	12
19	SURROUND ME WITH LOVE	CHARLY McCLAIN (Epic FE-37108)	15	25	56	LOOKIN' FOR LOVE	JOHNNY LEE (Asylum 6E-309)	56	53
20	ROWDY	HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	20	39	57	RODNEY CROWELL	(Warner Bros. BSK 3587)	44	5
21	BET YOUR HEART ON ME	JOHNNY LEE (Full Moon/Asylum 5E-541)	24	4	58	PLEASURE	DAVE ROWLAND AND SUGAR (Elektra 5E-525)	45	22
22	MR. T	CONWAY TWITTY (MCA-5204)	22	19	59	DESPERATE DREAMS	EDDY RAVEN (Elektra 5E-545)	62	2
23	STRAIT COUNTRY	GEORGE STRAIT (MCA-5248)	23	5	60	HEART TO HEART	REBA McENTIRE (Mercury SRM-1-6003)	61	2
24	GREATEST HITS	OAK RIDGE BOYS (MCA-5150)	25	53	61	GREATEST HITS	ANNE MURRAY Capitol SO-12110)	50	58
25	NOT GUILTY	LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	27	5	62	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA	SOUNDTRACK (Mirage WTG 16051)	58	9
26	RAINBOW STEW/LIVE AT ANAHEIM STADIUM	MERLE HAGGARD (MCA-5216)	21	17	63	LETTIN' YOU IN ON A FEELIN'	THE KENDALLS (Mercury/PolyGram SRM 1-6005)	43	8
27	TOWN & COUNTRY	RAY PRICE (Dimension DL 5003)	30	9	64	STARDUST	WILLIE NELSON (Columbia JC 35305)	60	184
28	I'M COUNTRYFIED	MEL McDANIEL (Capitol ST-12116)	28	36	65	SONGS FOR THE MAMA THAT TRIED	MERLE HAGGARD (MCA-5250)	66	2
29	YOU DON'T KNOW ME	MICKEY GILLEY (Epic FE-37416)	29	21	66	MR. SONGMAN	SLIM WHITMAN (Epic/Cleveland Int'l FE 37403)	63	11
30	MY HOME'S IN ALABAMA	ALABAMA (RCA AHL 1-3644)	37	71	67	WILLIE AND FAMILY LIVE	WILLIE NELSON (Columbia KC-2-35642)	65	122
31	BIG CITY	MERLE HAGGARD (Epic FE 37593)	36	2	68	SHOULD I DO IT	TANYA TUCKER (MCA-5228)	68	17
32	GREATEST HITS	RONNIE MILSAP (RCA AHL 1-3722)	33	54	69	SOMEWHERE OVER THE RAINBOW	WILLIE NELSON (Columbia FC-36883)	69	37
33	URBAN CHIPMUNK	THE CHIPMUNKS (RCA AFL 1-4027)	31	21	70	DRIFTER	SYLVIA (RCA AHL 1-3986)	70	29
34	GREATEST HITS	CHARLEY PRIDE (RCA AHL 1-4151)	34	3	71	OLD LOVERS NEVER DIE	GENE WATSON (MCA-5241)	71	6
35	YEARS AGO	STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	46	8	72	JOHN ANDERSON 2	JOHN ANDERSON (Warner Bros. BSK 3547)	72	6
36	SOME DAYS ARE DIAMONDS	JOHN DENVER (RCA AFL 1-4055)	19	15	73	WILD WEST	DOTTIE WEST (Liberty LT-1062)	73	36
37	HORIZON	EDDIE RABBITT (Elektra 6E-276)	35	69	74	ENCORE	MICKEY GILLEY (Epic JF-36851)	74	52
					75	ENCORE	GEORGE JONES (Epic FE 37346)	75	15

RADIO LOVES MOE BANDY'S "RODEO ROMEO"

18-02532



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- Nov. 8 Oklahoma City, OK The Lloyd Noble Theatre (w/Joe Stampley)
- Nov. 11 New Orleans, LA . . . The Hard Hand Saloon
- Nov. 12 Baton Rouge, LA . . . Texas
- Nov. 13 San Angelo, TX . . . Coliseum
- Nov. 17 Albuquerque, NM . . The Caravan East
- Nov. 18 Phoenix, AZ Graham Central Station
- Nov. 20 Riverside, CA The Palomino Station
- Nov. 21 Modesto, CA TBA
- Nov. 22 San Diego, CA The Big Oak Ranch
- Nov. 23 L.A., CA The Palomino
- Nov. 26 New York, NY Macy's Day Parade

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#1 CASHBOX Country Charts
#1 BILLBOARD Country Charts
#1 RECORD WORLD Country Charts



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Thanks

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Publishers:
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GOLDLINE (ASCAP) MUSIC

Song Pluggers:
NOEL FOX & STEVE EVERS

Producer:
RON CHANCEY

Recorded at:
WOODLAND SOUND STUDIOS

Engineer:
LES LADD

FROM THE MCA RECORDS CERTIFIED PLATINUM ALBUM "FANCY FREE."



COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



BOBBY SMITH (Liberty P-A-1439)
Too Many Hearts In The Fire (3:11) (House of Gold Music, Inc. — BMI) (W. Newton, T. DuBois, J. Hurt) (Producer: Bob Montgomery)

Smith follows his label debut, "Just Enough Love (For Just One Woman)," with a cheatin' song bearing a very traditional sounding steel guitar. With an infectious hook and a toe-tapping up-tempo pace, "Too Many Hearts" should spark some instant interest at the radio level.

HITS OUT OF THE BOX

KENNY ROGERS (Liberty P-A-1441)
Blaze of Glory (2:37) (House of Gold Music, Inc. — BMI) (J. Slate, D. Morrison, L. Keith) (Producer: L. Richie, Jr.)

JOHN ANDERSON (Warner Bros. WBS49860)
Just Came Home To Count The Memories (3:29) (Contention Music — SESAC) (G. Ray) (Producer: F. Jones)

WAYLON JENNINGS (RCA PB-12367)
Shine (2:52) (Waylon Jennings Music — BMI) (W. Jennings) (Producer: C. Moman)

RONNIE McDOWELL (Epic 14-02614)
Watchin' Girls Go By (2:42) (Tree Pub. Co., Inc./Strawberry Lane Music — BMI) (B. Killen, R. McDowell) (Producer: B. Killen)

EDDIE RABBITT (Elektra E-47239)
Someone Could Lose A Heart Tonight (3:26) (Briarpatch Music/DebDave Music Inc. — BMI) (E. Rabbitt, D. Malloy, E. Stevens) (Producer: D. Malloy)

FEATURE PICKS

R. C. BANNON & LOUISE MANDRELL (RCA PB-12359)
Where There's Smoke There's Fire (Hall-Clement Pub. — BMI c/o Welk Music Group) (K. Fleming, D. Morgan) (Producer: T. Collins)

MICKEY NEWBURY (Mercury 57061)
Country Boy Saturday Night (3:34) (Milene Music — ASCAP) (M. Newbury) (Producer: N. Putnam)

DONNA FARGO (Warner Bros. WBS 49852)
Jamaco (3:30) (O'Lyric Music/Geoff & Eddie Music Co. Inc. — BMI) (T. Shapiro/D. Foliart) (Producer: S. Silver)

NARVEL FELTS (GMC 115)
Fire In The Night (2:35) (Sawgrass Music — BMI) (D. Earl) (Producers: J. Darrell/B. Cannon)

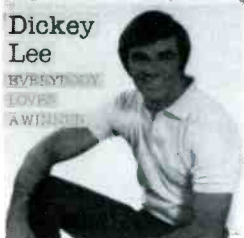
JAMES MARVELL (CSA 177)
Remember Those Sweet Days (2:59) (Ricci Mareno Music — SESAC) (C. Black, S. Barrett) (Producer: R. Mareno)

BOB SANDERSON (MSK)
Gettin' Down, Gettin' Together, Gettin' In Love (2:21) (Cross Keys Music — ASCAP) (S. Throckmorton) (Producer: J. Gillespie)

THE LANE BROTHERS (FXL0027AA)
Shoe Top Clover (2:47) (Tree Publ. Co. — BMI) (C. Putman, B. Borchers) (Producer: W. Haynes)

THE STROMMEN BROTHERS (Monument 21002)
What's A Nice Guy Like Me Doing In A Place Like This (2:58) (Dick James Music — BMI) (P. Evans, M. Kupersmith) (Producer: D. Hoffman)

ALBUM REVIEWS



EVERYBODY LOVES A WINNER — Dickey Lee — Mercury/PolyGram SRM-1-6006 — Producer: Jerry Kennedy, Buzz Cason — List: 8.98

Dickey Lee has produced a real winner — a smooth rendition combining the best elements of the country and pop idioms. Lee's unbelievable vocals are featured well by uncluttered arrangements and a winning cast of stellar musicians and vocalists. The Bob McDill-penned title track and "I Can't Quit You," an uptempo cut that hints at Earl Thomas Conley's "Fire And Smoke," are excellent fare for radio.

THE COUNTRY COLUMN

HURRICANE NAMED HONORARY MAYOR — After a performance in Baton Rouge, La., Leon Everette was given a key to that city and named Honorary Mayor. Meanwhile, we hear Everette has taken up golf — it is a great time killer between shows, of which he has quite a few scheduled between now and the end of November. The Hurricane will be blowing through the southeastern and western portions of the United States.

A WARM RECEPTION — Broadcast Music, Inc. (BMI) hosted a reception for British publishing mogul Dick James last week, and the turnout was quite impressive. You may recall, Dick James Publishing recently relocated its United States creative base of operations from New York to Nashville, recognizing the ever growing importance of Nashville as a strong publishing community. The move required Arthur Braun, the company's U.S. manager, to move to Nashville and set up an office, which he has done. From Nashville, James will be heading for Los Angeles, then Vegas for a few days of well-earned rest.



Leon Everette

IT'S OUT — The long awaited, much anticipated Billy Sherrill-produced Elvis Costello album is finally out. Titled "Almost Blue," the album was recorded in Nashville May 18-29, when Costello was certainly the celebrated man about town. Special guest artist John McFee on lead guitar and pedal steel gives the recording that added touch of country Costello sought to capture. Kudos to the one who did the graphics for the album cover. It looks great.

DIVERSIFICATION — Blake Mevis will be heading up Charley Pride's new publishing company, in the first announcement of Pride's plans since he and Tom Collins, plus other assorted partners, sold Pi-Gem Music to the Welk Group. No name has been selected for the publishing outfit, nor has a location been announced. Mevis produced George Strall's critically acclaimed debut album for MCA. Still no announcement from Collins as to his plans.

THE PUBLISHING GAME — While on the subject of publishing companies, it seems the lure of Nashville as one of the major publishing centers in the world is just too much for Chrysalis Publishing, which is rumored to be the next major publisher to open an office in Music City. The rush is on.

MORE ON LONE STAR — Looks like what was merely a rumor a couple of months ago has turned into truth. Our sources tell us that yes, indeed, the Lone Star label has been reactivated by its owner, Willie Nelson, and that one of the first singles to be released on the label is a duet by Nelson and Roger Miller, followed closely by Willie and Waylon Jennings together. It's no secret that the original "out-laws" have been recording together in Nashville. We also understand Chips Moman will head up Lone Star with Waylon Stubblefield set to assume promotion duties. The label that will distribute Lone Star? Most likely Atlantic.

NASHVILLE IS ON MY LIST — And it's certainly not the "Kiss List" Daryl Hall and John Oates had such success with this year. According to a radio report aired after the duo played Nashville recently, the audience here was the worst they had seen in five years. Why the artists received such a luke-warm reception is beyond our understanding. In concert, they are an excellent act, giving their best to an audience at all times. Unfortunately, this particular audience did not respond likewise. We can only speculate that perhaps the majority of the 8,000 plus people were there to see the headlining act — Electric Light Orchestra, which received a more than enthusiastic response. It's unfortunate that an act of the caliber of Hall and Oates did not receive an equal response. We're betting they won't set foot in Nashville again, which is unfortunate for those of us who thoroughly enjoyed their excellent performance.

A CELEBRITY AFFAIR — International Celebrity Services, headed up by Andrea Smith and Dean Raymer, hosted an open house for its new offices last week. The firm is located in Suite 102, 1808 West End Bldg., Nashville.

GILLEY STUFF — Has anyone ever taken a look at all the merchandise available through Mickey Gilley's fan letter? You can get everything from Gilley T-Shirts to ceramic ashtrays to books to towels to hats to mechanical bulls (two available, priced at \$5050 and \$7495). Quite a business.

LAYING TRACKS — At Sound Emporium in Nashville this month, the Little River Band was in recording sessions for its upcoming Capitol album. The sessions were engineered by Ernie Rose, with assistance from staff engineers Gary Laney, John Abbott and Bo Stewart. Some tracks were already recorded in Australia. . . . New Colony artist Joe Waters was in the studio working on his second single, "Some Day My Ship's Comin' In." Billy Sherrill engineered the session. . . . Soap star Wayne Massey was also in Sound Emporium, working on an album for MCA. Larry Butler is producing, with Sherrill engineering. . . . Kelth Stegall was in working on his next Capitol project.

At Woodland Sound Studios in Nashville, Steve Forbert spent mid-October with producer Steve Burgh overseeing overdubs with the Jordanaires for his new Epic album. David McKinley engineered the sessions with assistance from Ken Corlew. . . . Billy Shorty Lavender Edd Wheeler was in working on his new album project with engineers Steve Ham and Kerry Kopp. . . . Gall Davies was in working on her new Warner Bros. album with engineers Rick McCollister, Corlew and Bill Smith. . . . Bobby Jones was in doing vocal overdubs on his new Word album with producer Tony Brown. McCollister and Corlew engineered.



Billy Shorty Lavender

AT IT AGAIN — The Welk Music Group has acquired 50% interest in the Partner Music (BMI) and Partnership Music (ASCAP) catalogs. The agreement, reached with Memphis-based producer Larry Rogers, not only includes the sale of half of the existing copyrights but also an ongoing association with Rogers and the writers that have been the chief contributors to the catalog, namely Ronnie Scaife, Danny Hogan, Jerry Hayes, Phil Thomas and Rogers. Copyrights include "Colorado Cool-Aid," "Who's Cheatin' Who," "Men" and "Women Get Lonely."

MAN OF THE YEAR — Our congratulations to Grover "Shorty" Lavender, selected by his peers in the National Assn. of Talent Directors (NATD) as the Man of the Year. Lavender was presented a special plaque which summarized the key points of his career.

jennifer bohler

COUNTRY RADIO

THE COUNTRY MIKE

OAKS TO HOST MUTUAL'S NEW YEAR'S SPECIAL — Dick Carr, vice president/programming of Mutual Broadcasting System, has announced that MCA group the **Oak Ridge Boys** will host Mutual's *Country Music Countdown 1981*. The New Year's special will feature interviews with the top country artists of 1981, accompanied by their chart-topping hits of the year. The three-hour program will be produced by the award-winning country programmer and producer **Ed Salamon** and co-hosted by **Mike Fitzgerald**, air personality from Mutual-owned **WHN/New York**. Mutual's *Country Music Countdown 1980* set new records in network broadcasting history, being carried by over 700 stations with an estimated audience of 17.5 million. According to the Gallup Personal Omnibus Survey, 7,770,000 male and 9,730,000 female listeners tuned in, for an incredible come rating of 11.2 for adults 18+ in last year's New Year's special. In announcing this year's hosts, Carr stated, "*Country Music Countdown 1981*, hosted by the hottest group in country music today, is sure to follow in the successful tradition of Mutual's holiday country music specials."



Bob Irish

PERSONALITY PROFILE — In 1956, while attending Midwest Broadcasting school in Chicago, **Bob Irish** learned of a position with a small MOR-formatted station, **WSHE** in Sheboygan, Mich. He made the drive north, spoke with the station management and was hired. Irish quit school and for the next year served as a staff announcer for the small AMer bordering on Lake Michigan. In 1957, Irish moved to Northern California and **KCNO/Alturas**, where he took over the mornings until March of '58, a brief six-month stint. Thumbing through a broadcasting book in 1958, Irish read about an interesting station back in Michigan. Wishing to return to the Great Lakes area, he wrote the station and found it had an opening. Irish sent an air check and was immediately hired. He again took over the mornings and, six months later, wound up with the programming duties. In 1975, former **WMAQ GM, Lee Davis**, bought into the MOR lakeside station and changed the format to country. After 16 years of handling the 5-9 a.m. chores, Irish is back to the 9 a.m.-noon shift in addition to his PD duties.

MORE HONORS FOR KEBC DJs — As you already know, **KEBC/Oklahoma** air personality **Lynn Waggoner** was recently selected as the Country Music Assn. (CMA) Disc Jockey of the Year, Large Market. What you might not have heard is that on Sunday, Oct. 25, the Oklahoma Country Music Assn. held its annual banquet and tabbed **KEBC's** music director and air personality **Al Hamilton** Oklahoma Disc Jockey of the Year. Hamilton has taken home the award three out of the last four years. In addition, another **KEBC** personality, **Steve Rich**, was the second runner-up. **Tommy Collins** headlined the entertainment at the annual awards ceremony.

HALLOWEEN HOEDOWN AT WQYK — On Halloween night, Oct. 31, **WQYK-FM/St. Petersburg, Fla.** held a free concert for area listeners at the Florida State Fairgrounds across the bay in Tampa. Featured artists at the event included **Lee Greenwood, Roy Head, Kippi Brannon** and **George Strait**. Also joining the FM99 personalities were local artists **John "Lutz" Ritter, Jim Lamar** and the **Jimpos** and the **Country Connection**.

WRANGLER STARESEARCH MEETS WITH DJs — Representatives from the Wrangler Country Staresearch took the opportunity to meet with jocks from around the country during the recent CMA week to explain the ins-and-outs of the current Staresearch and to recruit new stations to the nationwide search billed as "America's most organized and extensive country music talent search to date." Not only was valuable Staresearch information relayed to the stations, a host of new stations were added to the list totaling 246. Radio stations around the country can obtain local sponsorships on an exclusive basis for their markets, with the winners in individual markets competing for state honors. The Wrangler contest offers over \$200,000 in prizes, including a \$50,000 grand prize to the national winner, plus a major recording contract and booking agreement. The top 10 national finalists will be featured in a 90-minute television special airing from Nashville in April. Radio station applications will be accepted for a short time only. For information call (800) 231-9260, or, in Texas, (713) 898-0812.

country mike

PROGRAMMERS PICKS

Steve Gary	KOKE/Austin	It's Who You Love — Kieran Kane — Elektra
Andy Witt	WTSO/Madison	I Wouldn't Have Missed It For The World — Ronnie Milsap — RCA
Chris Taylor	KYNN/Omaha	Red Neck Love Makin' Night — Conway Twitty — MCA
Buddy Covington	KNUZ/Houston	Diamonds In The Stars — Ray Price — Dimension
Tom "Cat" Reeder	WKCW/Warrenton	Love Me Or Leave Me Alone — Pam Hobbs — 50 States
Paul Thorne	KUGN/Eugene	Caroline By The Sea — Super Grit Cowboy Band — Hoodswamp
Dan Williams	WCMS/Norfolk	Red Neck Love Makin' Night — Conway Twitty — MCA
Henry Jay	WGTO/Cypress Gardens	Family Man — Wright Brothers — Warner Bros.
Steve Wilmes	WIRE/Indianapolis	It's High Time — Dottie West — Liberty
Chuck Logan	KRZY/Albuquerque	Have You Ever Been Lonely (Have You Ever Been Blue) — Jim Reeves and Patsy Cline — RCA
Tom Edwards	KEED/Eugene	Isabel And Samantha — Jim Stafford — Elektra
Bob Grayson	WIST/Charlotte	Lonely Nights — Mickey Gilley — Epic

MOST ADDED COUNTRY SINGLES

1. LONELY NIGHTS — MICKEY GILLEY — EPIC — 48 ADDS.
2. HAVE YOU EVER BEEN LONELY (HAVE YOU EVER BEEN BLUE) — JIM REEVES and PATSY CLINE — RCA — 36 ADDS.
3. IT'S WHO YOU LOVE — KIERAN KANE — ELEKTRA — 23 ADDS.
4. IT'S HIGH TIME — DOTTIE WEST — LIBERTY — 22 ADDS.
5. DROPPING OUT OF SIGHT • BOOBY BARE — COLUMBIA — 19 ADDS.
6. YOU'RE MY BESTEST FRIEND — MAC DAVIS — CASABLANCA — 19 ADDS.
7. RED NECKIN' LOVE MAKIN' NIGHT — CONWAY TWITTY — MCA — 19 ADDS.
8. I WOULDN'T HAVE MISSED IT FOR THE WORLD — RONNIE MILSAP — RCA — 16 ADDS.
9. THE ROUND-UP SALOON — BOBBY GOLDSBORO — CURB/CBS — 15 ADDS.
10. YEARS AGO — STATLER BROTHERS — MERCURY — 13 ADDS.

MOST ACTIVE COUNTRY SINGLES

1. LOVE IN THE FIRST DEGREE — ALABAMA — RCA — 68 REPORTS.
2. YOU'RE MY FAVORITE STAR — BELLAMY BROTHERS — WARNER/CURB — 55 REPORTS.
3. BET YOUR HEART ON ME — JOHNNY LEE — FULL MOON/ASYLUM — 53 REPORTS.
4. STILL DOIN' TIME — GEORGE JONES — EPIC — 51 REPORTS.
5. THE WOMAN IN ME — CRYSTAL GAYLE — COLUMBIA — 50 REPORTS.
6. FOURTEEN CARAT MIND — GENE WATSON — MCA — 48 REPORTS.
7. HUSBANDS AND WIVES — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 44 REPORTS.
8. HEADED FOR A HEARTACHE — GARY MORRIS — WARNER BROS. — 42 REPORTS.
9. THEM GOOD OL' BOYS ARE BAD — JOHN SCHNEIDER — SCOTTI BROTHERS — 42 REPORTS.
10. RODEO ROMEO — MOE BANDY — COLUMBIA — 40 REPORTS.

Country Labels Prep Christmas Plans; Look Forward To Prosperous Sales

(continued from page 34)

release product, like we just released an album by Brenda Lee, and we continue to release product as if it was January or February. We don't necessarily release a piece of product because it's November."

Nevertheless, MCA has offered a delayed payment plan to dealers, enabling them to stock up on the labels' product prior to the holiday rush. Under the plan, distributors have been allowed to hold off payment for merchandise purchased in September and October in anticipation of the Christmas season until Jan. 10.

"It's a peak buying season from Thanksgiving on," explained Doherty. "It's a time when you hope people are going into retail stores, that your product is up front, that it's available, and you strive for that well in advance. You can't wait until the day after Thanksgiving to send out the Oak Ridge Boys or Barbara Mandrell or Jerry Clower. You try to get them in, enhance the program to where people can buy in September and October to where they don't have to pay for it until January. That gives them an incentive so they can put your product in."

Selectivity Encouraged

While Doherty expects heavy volume on artists like Mandrell, the Oak Ridge Boys, Don Williams and John Conlee, MCA maintains some caution in the delayed payment program. "You've got to be selective," he added. "you can't just arbitrarily shove out product. You try to market the things that you know will sell; otherwise, in January, you're going to take it back. You put out what you believe they need and can sell, and you give them January dating, which, in a tight money market, is a hell of an incentive."

The major push for the Elektra/Asylum label, according to Nick Hunter, director, marketing, will be behind Eddie Rabbitt's "Step By Step" and Hank Williams, Jr.'s "The Pressure Is On," although fourth quarter releases also include albums by Tom-pall and the Glaser Brothers, Eddy Raven and Mel Tillis and Nancy Sinatra.

With Rabbitt and Crystal Gayle headlining a major tour in November (see separate

story), the label is working hand in hand with Gayle's record company, Columbia, to tie in outside record sales, and Hunter expects the campaign to develop much in Christmas volume.

The label has also developed a Christmas album featuring many of its artists, including Johnny Lee, Hank Williams, Jr., Tom-pall and the Glaser Brothers, Eddy Raven, Sonny Curtis, Joe Sun, Dave Rowland and Sugar, Tillis and Sinatra, Helen Cornelius and Tillis in a solo effort. "We're pressing up a special LP, promotion only," explained Hunter, "with all the artists on the label saying, 'hi, this is Helen Cornelius, for example, wishing you a Merry Christmas and a prosperous New Year,' with each one telling a little anecdote about their childhood and Christmas. This will be going out to just about every country radio station along with our Christmas album."

Additionally, the label has pressed the 10 cuts on five single discs that will be shipped to radio only, to gain airplay at stations where albums are not featured.

Ad Campaign

While Warner Bros. is gearing up for the December buying trend, Stan Byrd, the label's promotion director, indicated that advertising for the quarter would be spaced evenly throughout the three-month period.

"We'll use the 'Give the Gift of Music' theme through all our fourth quarter advertising," he said, "but we really won't try to market for Christmas per se. With country, you have a fairly late buyer — they're still buying them for that single. Also, they tend to want to buy albums that already have two or three singles. You tend to have to have an ongoing campaign with the album cover and graphics and artist tied together to keep it familiar in their minds."

New releases by John Anderson ("I Just Came Home To Count The Memories") and Emmylou Harris ("Cimarron") will augment current material by the Bellamy Brothers, T.G. Sheppard, Gail Davies, and Frizzell and West. In addition, the label will re-release Emmylou Harris' "Light of the Stable" Christmas album and a Bellamy Brothers Christmas single.



NASHVILLE • OCTOBER 9—17, 1981

COUNTRY MUSIC WEEK

MORE NASHVILLE ACTION — The annual Country Music Week celebration in Nashville was truly one of the highlights of the year. Numerous members of the country music industry took the opportunity to greet old acquaintances, meet new friends and generally have a good time. Some of those who took part in the festivities were: (1) The RCA family of artists and executives at the label's showcase during the week; (2) Country Music Assn. (CMA) 1981 Large Market DJ of the Year Lynn Waggoner of KEBC/Oklahoma City with singer/songwriter Tom T. Hall and wife Dixie at the Hall's Fox Hollow home; (3) Merle Haggard fiddlin' for the crowd; (4) **Cash Box** vice president Jim Sharp, producer Larry Butler, **Cash Box** executive vice president/general manager Mel Albert and Hylton Hawkins of Butler's office at the presentation of a **Cash Box** Country Music Award to Barbara Mandrell, who is produced by Collins; (5) The Epic/Portrait/CBS Associated Labels (E/P/A) family of artists and executives; (6) Songwriter Bobby Braddock, singer/songwriter Mac Davis, Frances Preston of Broadcast Music, Inc. (BMI), singer/songwriters Willie Nelson, Jimmy Buffett, Johnny Rodriguez and Gail Davies at the BMI offices; (7) The PolyGram label party during the week. In attendance were PolyGram marketing/special projects vice president Rick Bleiweiss, PolyGram marketing vice president Harry Losk, recording artists Reba McEntire, PolyGram Distribution SE regional vice president Herb Heldt, recording artists Jeannie Kendall and Royce Kendall, PolyGram country A&R vice president Jerry Kennedy and

PolyGram west coast marketing vice president Emiel Petrone; (8) Sharp of **Cash Box**, MCA's Jim Foglesong, producer Penny Gibbs, Albert of **Cash Box**, MCA's Bob Siner and Erv Woolsey at the MCA offices at the presentation of a **Cash Box** Country Music Award to Gibbs; (9) MCA's Foglesong, Albert of **Cash Box**, producer Tom Collins and MCA's Siner and Woolsey at the presentation of a **Cash Box** Country Music Award to Barbara Mandrell, who is produced by Collins; (10) RCA Nashville marketing vice president Joe Galante, RCA national singles promotion director Mike Becce, RCA pop promotion vice president John Betancourt and RCA Nashville vice president Jerry Bradley accepting **Cash Box** Country Music Awards for Dolly Parton and Waylon & Jessi; (11) CMA Founding President Connie B. Gay presenting the 1981 CMA Founding President's Award to Roy Acuff; (12) Albert of **Cash Box** presenting a **Cash Box** Country Music Award to Sylvia; (13) Albert of **Cash Box**, Capitol/EMI/Liberty's Gerri McDowell, Capitol Records Group president Don Zimmermann and Capitol/EMI/Liberty's Lynn Schults receiving a **Cash Box** Country Music Award for Anne Murray; and (14) The Grand Ole Opry's Jerry Strobel, producer Pete Drake, recording artist B.J. Thomas, booking agent Billy Deaton, legendary DJ Charlie Walker, CMA's Jo Walker and Grand Ole Opry manager Hal Durham at the induction of Charlie Walker into the Disc Jockey Hall of Fame. Drake and Thomas were awarded lifetime memberships to FICAP at the same function.

BLACK CONTEMPORARY

TOP 75 ALBUMS

	10/31	Weeks On Chart	10/31	Weeks On Chart
1	NEVER TOO MUCH	LUTHER VANDROSS (Epic FE 37451)	1	8
2	THE MANY FACETS OF ROGER	ROGER (Warner Bros. BSK 3594)	3	8
3	BREAKIN' AWAY	AL JARREAU (Warner Bros. BSK 3576)	2	12
4	IT'S TIME FOR LOVE	TEDDY PENDERGRASS (Phila. Int'l/CBS TZ 37491)	4	6
5	SOMETHING SPECIAL	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	7	4
6	TONIGHT!	THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	6	10
7	SHOW TIME	SLAVE (Cotillion/Atlantic SD 5227)	10	5
8	THE TIME	(Warner Bros. BSK 3598)	8	11
9	LIVE IN NEW ORLEANS	MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9	20
10	STREET SONGS	RICK JAMES (Gordy/Motown G8-1002M1)	5	29
11	LOVE ALL THE HURT AWAY	ARETHA FRANKLIN (Arista AL 9552)	11	11
12	THIS KIND OF LOVIN'	THE WHISPERS (Solar/RCA BXL 13976)	12	8
13	CARL CARLTON	(20th Century-Fox/RCA T-628)	13	16
14	LOVE BYRD	DONALD BYRD & 125TH ST., N.Y.C. (Elektra SE-531)	15	7
15	INSIDE YOU	THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	22	2
16	IN THE POCKET	COMMODORES (Motown M8-955M1)	14	18
17	FANCY DANCER	ONE WAY (MCA-5247)	19	6
18	SLINGSHOT	MICHAEL HENDERSON (Buddah/Arista BDS 6002)	16	9
19	SOLID GROUND	RONNIE LAWS (Liberty LO-51087)	20	6
20	IT MUST BE MAGIC	TEENA MARIE (Gordy/Motown G8-1004M1)	18	22
21	CONTROVERSY	PRINCE (Warner Bros. BSK 3601)	—	1
22	THE DUDE	QUINCY JONES (A&M SP-3721)	31	32
23	EVERY HOME SHOULD HAVE ONE	PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	24	6
24	GO FOR IT	SH-ALAMAR (Solar/RCA BXL 1-3984)	28	4
25	STANDING TALL	CRUSADERS (MCA-5254)	25	5
26	ALL THE GREAT HITS	DIANA ROSS (Motown M13-96002)	36	3
27	WHY DO FOOLS FALL IN LOVE	DIANA ROSS (RCA AFL1-4153)	—	1
28	ENDLESS LOVE	ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	21	14
29	CAMOUFLAGE	RUFUS with CHAKA KHAN (MCA-5270)	—	1
30	TOUCH	GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	30	10
31	I'M IN LOVE	EVELYN KING (RCA AFL1-3962)	17	17
32	EBONEE WEBB	(Capitol ST-12148)	27	11
33	LOVE IS THE PLACE	CURTIS MAYFIELD (Boardwalk NB1 33239)	35	4
34	BLACK & WHITE	POINTER SISTERS (Planet/Elektra P-18)	29	19
35	SUMMER HEAT	BRICK (Bang/CBS FZ 37471)	23	10
36	PERFORMANCE	ASHFORD & SIMPSON (Warner Bros. 2WB 3524)	38	4
37	PIECES OF A DREAM	(Elektra 6E-350)	42	6
38	I LIKE YOUR STYLE	JERMAINE JACKSON (Motown M8-052M1)	39	8
39	MY MELODY	DENIECE WILLIAMS (ARC/Columbia FC 37048)	32	32
40	BEWARE!	BARRY WHITE (Unlimited Good/CBS FZ 37176)	37	5
41	THE BROOKLYN, BRONX & QUEENS BAND	(Capitol ST-12155)	26	14
42	CAN'T WE FALL IN LOVE AGAIN	PHYLLIS HYMAN (Arista AL 9544)	41	17
43	JUST BE MY LADY	LARRY GRAHAM (Warner Bros. BSK 3554)	33	14
44	THE SECOND ADVENTURE	DYNASTY (Solar/Elektra S-20)	34	7
45	I BELIEVE IN LOVE	ROCKIE ROBBINS (A&M SP-4869)	40	9
46	SIGN OF THE TIMES	BOB JAMES (Tappan Zee/CBS FC 37495)	50	5
47	COMPUTER WORLD	KRAFTWERK (Warner Bros. HS 3549)	—	1
48	THE MAN WITH THE HORN	MILES DAVIS (Columbia FC 36790)	46	15
49	CRAZY FOR YOU	EARL KLUGH (Liberty LT-51113)	57	2
50	THE SPIRIT'S IN IT	PATTI LaBELLE (Phila. Int'l/CBS FZ 37380)	44	8
51	MAGIC WINDOWS	HERBIE HANCOCK (Columbia FC 37387)	43	6
52	REFLECTIONS	GIL SCOTT-HERON (GRP/Arista 5506)	54	5
53	HAPPY LOVE	NATALIE COLE (Capitol ST-12165)	45	9
54	CHANCES ARE	BOB MARLEY (Cotillion/Atlantic SD 5228)	58	3
55	WALL TO WALL	RENE & ANGELA (Capitol ST-12161)	47	15
56	THE TEMPTATIONS	(Gordy/Motown G8-1006M1)	53	11
57	SKYYLINE	SKYY (Salsoul/RCA SA-8548)	—	1
58	WITH YOU	STACY LATTISAW (Cotillion/Atlantic SD 16049)	55	18
59	GWEN McCRAE	(Atlantic SD 19308)	63	2
60	SWEET AND WONDERFUL	JEAN CARIN (TSOP/CBS FZ 36775)	56	14
61	NEW AFFAIR	THE EMOTIONS (ARC/Columbia FC 37456)	51	7
62	VERY SPECIAL	DEBRA LAWS (Elektra 6E-300)	59	35
63	DIMPLES	RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232)	48	17
64	WINNERS	THE BROTHERS JOHNSON (A&M SP-3724)	61	17
65	CHILDREN OF TOMORROW	FRANKIE SMITH (WMOT FW 37391)	52	16
66	KNIGHTS OF THE SOUND TABLE	CAMEO (Choccolate City/PolyGram CCLP2019)	60	23
67	BLACK TIE	THE MANHATTANS (Columbia FC 37156)	49	14
68	TRY ME, I'M REAL	BOBBY BLAND (MCA-5233)	67	8
69	STEPHANIE	STEPHANIE MILLS (20th Century-Fox/RCA T-700)	62	26
70	A WOMAN NEEDS LOVE	RAY PARKER, JR. & RAYDIO (Arista AL 9543)	70	30
71	THE CLARKE/DUKE PROJECT	STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	66	28
72	TOO	THE S.O.S. BAND (Tabu/CBS FZ 37449)	64	12
73	LET THE MUSIC PLAY	THE DAZZ BAND (Motown M8-957M1)	72	23
74	CAMERON'S IN LOVE	RAFAEL CAMERON (Salsoul/RCA SA-8542)	74	17
75	IN THE NIGHT	CHERYL LYNN (Columbia FC 37034)	65	18



RITZY REGGAE — Island recording group Black Uhuru recently appeared at New York's Ritz in support of its latest album, "Red." Pictured backstage after the show are (l-r): Ron Goldstein, president, Island; Robbie Shakespeare of the group; Dave Herman, on-air personality, WNEW-FM/New York; Michael Rose and Puma of the group; Herb Corsack, vice president, Mango/Island Records; and Duckie Simpson of the group.

THE RHYTHM SECTION

BMA IN THE BAHAMAS — With an eye on establishing a Bahamian chapter, a delegation of officers and members of the Black Music Assn. (BMA) Philadelphia chapter was invited by the Bahamas Musicians and Entertainers Union to conduct a series of workshops and seminars at the Balmoral Beach Hotel in Nassau. The week-long sessions are planned for Nov. 1-7 and will be sponsored in conjunction with the Bahamas ministers of education/culture and trade. The Nov. 1-7 event also has been dubbed "Musicians and Entertainers Week." The business sessions will kick-off with an address by the Hon. Darrell Rolle, M.P., minister of education/culture, with BMA co-founder/chairman and chairman of Philadelphia International Records (PIR) Kenneth Gamble being the featured speaker during the Nov. 2 session. Gamble will introduce over 500 Bahamian performing artists, industry attendees and members of the Bahamian Ministry to the "Business of Music," American style. That same day, BMA executive director George Ware will address the topic of "International Communications." On Nov. 3, a workshop titled "The Scientific Approach to Record Production" will be presented by Allen Richardson, BMA/Philadelphia chapter president and owner of Philadelphia Music Makers, Inc.; artist and BMA member Fred Wesley; and PIR producer Dexter Wansel. BMA member and WMOT Records vice president of legal and business affairs Jonathan Black will discuss various artist/production contracts. Richardson, Black and Warren Hamilton, BMA/Philadelphia chapter vice president, will jointly cover legal issues as they relate to "Publishing and Copyrights" during a Nov. 5 session. On Nov. 4, BMA members will be featured guests at a taping of a Bahamian TV talk show, *Focus*. The sessions will conclude with a pair of educational workshops, titled "Royalties and Their Long-Term Value" and "Alien Income Tax Provisions," which will be presented by Hamilton and Black. The junket will finish with Gamble delivering a keynote speech at an Awards Presentation Luncheon.

EWf IMAGES — While on tour in support of its current ARC/CBS LP, "Raise," *Earth, Wind and Fire* will be sporting threads cut by Hollywood designer Bobbie Mannix, whose work has been seen in such films as *Xanadu*, *Long Riders* and *Warriors*.

ALL THAT JAZZ — The Dorothy Chandler Pavilion of the L.A. Music Center last week hosted three of the greatest in jazz when singer Ella Fitzgerald, pianist Oscar Peterson and guitarist Joe Pass topped a list of jazzists during a session there. Also on the bill were Louis Bellson, Niels Henning, Orsted Pedersen and the Jimmy Rowles Trio. The jazz show was held Oct. 30 and 31 at the L.A. venue, which is building a reputation for booking some of the classiest traditional jazz concerts on the West Coast. Elektra/Asylum trio Pieces Of A Dream received a plaque from the city of Charleston, S.C. during its Oct. 5 appearance at the Gilliard Auditorium, opening for Ramsey Lewis. The group will perform at the Blues Alley club in Washington D.C. and at Martin Luther King High School there with Grover Washington, Jr., who produced the group's self-titled debut album.

ON THE ROAD — Posse recording artist Clare Bathe has been and will continue to be involved in a whirlwind of activity. The singer has continued her role in the Broadway production of *Lena Horne and Her Music* six times a week, a show whose run has been extended until June 30, 1982. Bathe was also recently in the studio with labelmate Joe Simon and in the studio with Pavillion/CBS group Fantasy supervising backing vocals on the group's second LP. Perhaps the most illustrious gig on Bathe's horizon is her scheduled Nov. 6 appearance with the Lionel Hampton Orchestra before the U.S. Congress. She is also set to join Hampton in the production of his next LP and is being considered for the role of Dinah Washington in an upcoming Hampton biographical film. MVP/PolyGram duo Peaches and Herb participated in the recent Tokyo Music Festival after their song, "Music Power," was selected from among 2,000 entrants. The song is written by the duo's producer Freddie Perren with Keni St. Lewis.

AIRWAVES — The eight-year-old National Black Network (NBN), the nation's first black-owned-and-controlled radio network moved to newer, larger headquarters on the 10th floor at 10 Columbus Circle in Manhattan. In conjunction with the move, NBN president Eugene Jackson also announced that the network, which is a division of Unity Broadcasting Network, will be premiering the *NBN Night Talk*, a five-hour call-in program focusing on major topics affecting Black Americans. The Black College Radio (BCR) association in November will sponsor a one-day seminar in Washington D.C. in efforts to acquaint black college administrators with the know-how to develop radio stations or how to maintain existing facilities. The seminar got its beginnings during the BCR's third annual convention last April. The association will conduct its next convention in April, 1982.

SHORT CUTS — Members of the Small Independent Record Manufacturers' Assn. (SIRMA) recently held its first year anniversary celebration in New York, where new records from the member labels were also unveiled. WMOT recording artist Frankie Smith, who bedazzled his way into a platinum single with "Double Dutch Bus," is back with more in the guise of "Slang Thang (Slizang Thizang)," which features a break-down of the pig Latin groove. Anita "Ring My Bell" Ward was recently in an automobile accident near the Mississippi-Alabama state line. She was last reported in guarded condition. Qwest artist Patti Austin recently taped a segment of *Soul Train*, where she performed the songs "Do You Love Me" and "Every Home Should Have One," the title track from her Quincy Jones-produced LP.

michael martinez

JAZZ



RAIN OR SHINE . . . — Warner Bros. recording artist George Benson recently enjoyed an SRO six-night stint at Los Angeles' Greek Theatre, where his fans braved intermittent rain to catch the shows. Pictured greeting Benson backstage after the opening performance are (l-r): Magic Johnson, Los Angeles Lakers; actor Glen Turman; singer Aretha Franklin; Benson; composer Michael Masser; and Byron Allen, co-host of NBC-TV's Real People.

ON JAZZ

RECORDS RECORDS RECORDS — United Artists' Pacific Jazz series has been reactivated by Capitol/EMI as a \$5.98 "green line." Among the artists featured in the re-issues are **Clifford Brown**, **Gerald Wilson**, **George Duke**, **Gil Fuller**, **Richard "Groove" Holmes**, **the Jazz Corporation** and **Joe Pass**. . . JazzAmerica Marketing (JAM) of Washington, D.C. also has a midline series ready for release. The initial five titles include "Jam At Sandy's," a string trio date featuring **Michal Urbaniak** with **Jean Butoncini** and **Michael Moore**, as well as four titles licensed from Japan; "Straight Flight" by the **John Abercrombie Trio** featuring **Peter Donald** and **George Mraz**; "The Last Dance," one of the last dates by trumpeter **Blue Mitchell**; "A Tribute to **Billy Strayhorn**" by the **Toshiko Akiyoshi Trio**; and "Black and Tan Fantasy" by **Lew Tabackin** with **John Heard** and **Billy Higgins**. . . The Moss Music Group, American distributor for the Danish Storyville catalog, has just released eight more titles on cassette: "The Best of **Brownie McGhee**"; "Swing Me No Waltzes" by **Sir Roland Hanna**; "**Louis Armstrong's All Stars**" featuring **Trummy Young** and **Billy Klye**; "**Duke Ellington** and his Orchestra/**Johnny Hodges** and his Orchestra"; "The Harmonica Blues" featuring **Sonny Terry**, **Sleepy John Estes**, and **Sonny Boy Williamson**; "Boogie Woogie Trio" with **Albert Ammons**, **Meade Lux Lewis** and **Pete Johnson**; "A Portrait in Blues" by **Sonny Boy Williamson**; and "The Best of the Blues" featuring **Memphis Slim**, **Big Bill Broonzy**, **Champion Jack Dupree**, **Lonnie Johnson**, **Sunnyland Slim** and others. The tapes list for \$7.98.



JABBO TO BMI — Legendary trumpeter **Jabbo Smith** (r) recently became a BMI affiliate. At the age of 71, Smith has returned to actively performing, appearing in the show *One Mo' Time*, and leading his own group at New York's West End Cafe. He is shown with BMI's **Brian McLaughlin**.

INSIDE STUFF — **Alice Coltrane** has filed a \$7.5 million lawsuit against a San Francisco church. The reason? According to an article in the *New York Times*, Coltrane maintains that the One Mind Temple Evolutionary Transitional Church of Christ has venerated her husband, the late **John Coltrane**, as "an anointed figure," and subsequently invaded her privacy. In addition, the saxophonist's widow charged the church with illegally using Coltrane's name, misrepresenting the family and infringing on copyright laws. The church reportedly reproduces icons of the musician, viewing the saxophonist's spirit as sacred. . . In response to **Leonard Feather's** scorching *Los Angeles Times* review of **Miles Davis's** recent performance at the Hollywood Bowl, drummer **Max Roach** has composed an equally scathing reply. In a letter addressed to writers and industry members and titled "Leonard Feather — Unwilling to Nurture the Seeds of Progress," Roach charges the critic with being "incapable of understanding the creative artist." Roach's letter is the latest and most formal charge resulting from the much-heralded return of Davis. Most writers and critics have responded negatively to much of the trumpeter's new music and direction, causing quite a backlash from musicians who are quick to rush to Davis's defense. Not surprisingly, a member of Davis' band tells us the trumpeter couldn't care less what anybody says. . . The fifth annual Women's Jazz Festival, slated for March 24-28 in Kansas City, is now accepting applications for its combo contest and \$1,000 scholarship award. Applications and rules are available by writing to the festival organizers at P.O. Box 22321, Kansas City, Mo. 64113. Please include a self-addressed, stamped envelope. . . Over Thanksgiving weekend, NPR's *Jazz Alive!* program will present a three-part, nine-hour special entitled *Central Avenue Breakdown: A Portrait of a Jazz City*. . . Los Angeles. Performers include **Kid Ory**, **Jelly Roll Morton**, **Nat "King" Cole**, **Art Tatum**, **Benny Carter**, **Dexter Gordon**, **Teddy Edwards**, **Howard McGhee**, **Gerry Mulligan**, **Chico Hamilton**, **Art Pepper**, **Hampton Hawes**, **Clifford Brown** and **Eric Dolphy**. . . **Lionel Hampton** will be honored at the Big Brothers "Sidewalks of New York" awards dinner on Jan. 27, 1982, at the Waldorf Astoria in New York. The vibraphonist was also recently awarded a special citation from Broadcast Music, Inc. (BMI) in recognition of one million broadcast performances of his classic, "Flying Home". . . The New York chapter of the **Duke Ellington Society** recently presented the New York Public Library's Schomburg Center in Harlem with a collection of 70 taped lectures dating from 1960 in which musicians, family members, jazz critics and writers discuss the composer's contribution to music. . . **Francois Pedois**, the man who mortgaged his home to finance a limited-edition \$125 book on **Charle Parker**, has a new line of buttons and T-shirts featuring **Monk**, **Bird**, **Dizzy**, and **Stan Getz**. No takers for distribution yet — Pedois wants \$1.50 a pop wholesale for the pins. . . **David Town** has exited his job with London's national promotion department. Town, who selected and promoted the new Verve import series, will be joining First American's Jazz Man label.

fred goodman

TOP 30 ALBUMS

	Weeks On Chart	10/31		Weeks On Chart	10/31
1 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	1	12	16 TENDER TOGETHERNESS STANLEY TURRENTINE (Elektra 5E-534)	15	6
2 SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495)	2	9	17 "RIT" LEE RITENOUR (Elektra 6E-331)	12	27
3 SOLID GROUND RONNIE LAWS (Liberty LO-51087)	4	5	18 ORANGE EXPRESS SADAO WATANABE (Columbia FC 37433)	19	7
4 STANDING TALL CRUSADERS (MCA 524)	6	4	19 APPLE JUICE TOM SCOTT (Columbia FC 37419)	20	18
5 LOVE BYRD DONALD BYRD & 125TH STREET NYC (Elektra 5E-531)	3	7	20 LA LEYENDA DE LA HORA (THE LEGEND OF THE HOUR) McCOY TYNER (Columbia FC 37375)	22	5
6 FREETIME SPYRO GYRA (MCA 5238)	5	10	21 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918)	17	28
7 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790)	7	16	22 LIVE IN JAPAN DAVE GRUSIN and THE GRP ALLSTARS (GRP/Arista 5506)	21	5
8 MAGIC WINDOWS HERBIE HANCOCK (Columbia FC 37387)	8	3	23 ANTHOLOGY GROVER WASHINGTON, JR (Motown M9-961A2)	—	1
9 THE DUDE QUINCY JONES (A&M SP-3721)	11	31	24 BLUE TATTOO PASSPORT (Atlantic SD 19304)	23	11
10 REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	10	8	25 MORNING SUN ALPHONSE MOUZON (Pausa 7107)	26	2
11 PIECES OF A DREAM (Elektra 6E-350)	13	6	26 MAGIC MAN HERB ALPERT (A&M SP-3728)	24	12
12 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	16	2	27 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546)	25	30
13 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	9	21	28 BLYTHE SPIRIT ARTHUR BLYTHE (Columbia FC 37427)	27	4
14 ENDLESS FLIGHT RODNEY FRANKLIN (Columbia FC 37154)	14	3	29 WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535)	29	17
15 CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	18	2	30 HUSH JOHN KLEMMER (Elektra 5E-527)	28	22

JAZZ ALBUM PICKS

PLAYING — *Old and New Dreams* — ECM-1-1205 — Producer: Manfred Eicher — List: 9.98

If vision were a bankable commodity, Old and New Dreams could have retired a long time ago. Fortunately for us, that isn't the case, and this new live recording is yet another superb example of the consummate artistry of Messrs. Cherry, Blackwell, Haden and Redman. With a running time of just under an hour, the disc is almost a study in mental and musical telepathy as the foursome juggle and exchange ideas with an awesome grace and ease.



THE GIFT OF FURY — The Vinny Golia Quintet — *Nine Winds 0109* — Producer: Nels Cline — List: 7.98

With this, his fifth release as a leader, reedman Golia cements his position as the West Coast's most active and serious practitioner of the fringe. His band has gelled into a tight working unit, deserving of favorable comparison with the finest of the East Coast avant garde bands. Percussionist Alex Cline is particularly tasty, and Golia is a perpetual multiple threat on his various clarinets, saxophones and flutes, although his baritone is most outstanding.



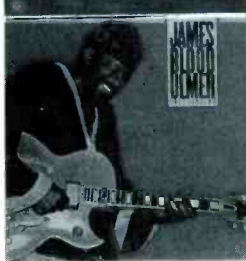
STONE CRAZY! — Buddy Guy — *Alligator AL 4723* — Producer: Dikler Tricard — List: 7.98

Be careful when you drop the needle on this one — you might burn your hand. Buddy wastes no time getting down to business. With just a rhythm section in tow, this disc is pure Guy from start to finish. Top cuts are "I Smell A Rat," "Are You Losing Your Mind?" and "Outskirts of Town," but all tracks are outstanding. A real scorcher.



FREE LANCING — James Blood Ulmer — *Columbia ARC 27493* — Producer: James Blood Ulmer — List: None — Bar Coded

The chunky, frenetic, diatonic harmolodic funk of guitarist Ulmer flares like a super nova on this, his first recording for a major label. Like his mentor, Ornette Coleman, Ulmer wants to move your body as well as your mind, and the able assistance provided by sidemen Calvin Weston, Amin Ali and Ronnie Drayton make this date as much of a finger-popper as it is a nerve jangler. Guaranteed to open your ears quicker than a Q-tip.



INTERNATIONAL

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Tonodisc hosted a press conference and a party at the Fechoira restaurant celebrating the arrival of kiddie group **Regaliz** from Spain on a promotional tour. The company has released, as we have already reported, an album with waxings by them and well-known groups **Parchis**, **Pompis** and **Nins**, also aimed at the kid market.

Interdisc has launched the second volume by Puerto Rican artists **Menudo**, aged from nine to 15 and aimed to the pre-teen customers. The first one has been running very well, and it is expected that the group will be visiting Buenos Aires soon.

Although no information has been made available from official sources, it is understood that PolyGram will sign a distribution contract with RCA (there were also negotiations with EMI) and will sell its current headquarters building. The arrangement would leave CBS, EMI and RCA as the only majors in the market, although Interdisc has currently a sizable share and Sicamericana and Tonodisc are also very important. Microfon is also distributed by RCA.

ATC Records topper **German Klein** has left for the U.S. to attend the Musexpo at Fort Lauderdale with TV channel topper **Luis Rodolfo Tello** and A&R manager **Bernardo Bergeret**. Klein plans to fly then to Los Angeles for business talks with record execs there, before returning to Argentina. **miguel smirnoff**

Canada

TORONTO — Just as it was in vogue to imitate **Steve Martin** a few years ago (some still do), undoubtedly the most fashionable characters to mime (for Canadians, anyway) these days are the **MacKenzie** brothers, **Bob** and **Doug**, of *Second City TV* fame. The show, broadcast here both on network and independent television and in the U.S. on NBC, is the most successful Canadian television production in ages, due in no small way to the offbeat success of *The Great White North*, featuring the two brothers, played by **Rick Moranis** and **Dave Thomas**. Both actors have indirect connections to the Canadian music business. Moranis is a former DJ, most recently with Toronto's CHUM-FM, while Dave's brother, **Ian**, records for Anthem Records. It comes as little surprise, then, to learn that Anthem has inked the MacKenzies for an album due out Nov. 12. The disc will feature two singles, "Take Off" and "The Twelve Days Of Christmas," plus considerable dialogue in the vein of "The Great White North."

As we mentioned a few weeks ago, WEA Music of Canada Ltd., through its new WEA Video division, has announced a major home rental system, to begin in British Columbia this month and spread to the rest of the country by the spring of 1982. The

program will begin with 48 rental-only titles, to be added to the existing catalog of about 100 titles. Domestic sales and distribution is serviced by WEA Music of Canada. Recent surveys found that for each unit sold, about 12 were being rented. The rental-only system is somewhat safeguarding copyright owner rights and ensuring higher volume for licensors.

George Thorogood has had his "I'm Wanted All Over The World" live album issued in Canada in a special limited edition of 25,000 units, each numbered (including cassettes). After the 25,000 are sold, CBS (which distributed the Attic label on which Thorogood records in this country) says it will delete the album from its catalog, making the disc a legitimate (if somewhat calculated) collector's item.

Superb initial reaction to **Loverboy's** second album, "Get Lucky". . . **Eddie Schwartz**, who saw the release of "No Refuge," his second album, this past week here, is teaming with long-time collaborator **Dave Tyson** to finish **Long John Baldry's** album. It marks the first production for the Schwartz-Tyson combination, whose work on "No Refuge" is first-rate. Baldry, by the way, continues to be dazzling in concert, as evidenced by a recent Ottawa show this reporter took in.

WEA is getting favorable reaction to the **Phil Collins**-produced **John Martyn** disc "Glorious Fool." A re-recorded "Couldn't Love You More," originally on his "One World" disc, features **Eric Clapton** on guitar and Collins on drums and backing vocals. Martyn's recent stint at the now-defunct The Edge, in a band that sports **Max Middleton** on keyboards, was among the most fluid of any jazz-rock performances this city has seen. **kirk lapointe**

Italy

MILAN — The Sugar Music Publishing Group announced the signing of an agreement for the administration of Dick James Music in Italy (formerly licensed with Ricordi), effective Oct. 1. In the repertoire, there are hits by the **Beatles**, **Elton John**, **Al Stewart** and others.

The German company Teldec has started producing Italian recordings. The first release is a single, "Aspettandoti," by the **Santo California** pop group. The single has been recorded in Rome and appears in Italy on the Duse label, distributed by Fonit-Cetra.

The Orchestra label, previously distributed by CGD-MM, recently announced the creation of its own distribution system. The operation starts in November.

The new-born Assn. of Record Producers in Italy (API) has announced the imminent creation of a professional school for record business executives, which should open in Milan. It is sponsored by the association. **mario de luigi**

WEA International, Sire Enter Into Worldwide Distribution Agreement

(continued from page 6)

will facilitate greater merchandising and marketing cooperation between WEA Corp. distribution in the United States and WEA International.

Ready To Roll

"As soon as we actually get the first releases from Sire, we will be looking at the merchandising aids and marketing techniques used here," he said. "Vice versa, we're already planning marketing campaigns in Europe, Japan, Australia and so on, and we'll show our American counterparts how we do it."

In discussing the developments that led to the agreement, Stein said, "With the sale of Sire to Warner Bros., I retained autonomy in the choice of licensees outside of North America and at first it was clearly my intention to keep the on-going relationships in most territories. However, my expanded role as Warner Bros. vice president brought me directly in contact with WEA companies throughout the world, and this provided an excellent opportunity to re-evaluate."

While acknowledging the role that Sire's licensees have played in the label's

success, Stein added that "in certain key territories, our licensees had become overloaded with licensed labels, particularly U.K.-based independents with highly competitive repertoire."

In discussing Sire's future release plans, Ertegun predicted that the new agreement will facilitate an increase in the number of new releases. "One of our understandings with Seymour is that he's going to sign new unknown talent," said Ertegun. "In my opinion, the most important part of the record business is the discovery of new talent. Anybody with money can sign a big act. But it isn't everybody who signs the next great act. Seymour Stein can do that. He's an international type himself and can find talent in many countries. We feel it's a natural combination."

Ertegun also added WEA International will be actively seeking more distribution deals. "We will definitely be seeking deals with large labels," he said. "We're very optimistic about the state of the record business and are trying to make ourselves as strong as possible. Obviously, we're very excited about Sire. It's going to be very good for our companies."

Major Counterfeiting Ring In Toronto Busted By Canadian Police, CRIA

by Kirk LaPointe

TORONTO — In what may eventually prove to be the most significant seizure of counterfeit records and manufacturing equipment in Canada, eight men have been arrested and another is being sought following a series of raids on Toronto-area houses and warehouses that uncovered more than one million dollars in pirated goods.

Following a six-month investigation by Metropolitan Toronto police and the Canadian Recording Industry Assn. (CRIA) special anti-piracy intelligence unit, a total of 13 search warrants were executed in Toronto and surrounding area.

The arrested include Edward J. Gresik, a Toronto lawyer, and several men well-connected with the Canadian music industry in minor capacities, including Rudy Hinter, William Hoover, Lee Farley, Jack Vermeer, Dominic Concola, Paul Faleriox and James Cassina.

Being sought is Gary Salter, head of Ahd Music Corp. and Precision Record Manufacturers, who now is residing in Manila, The Philippines.

The warrants were executed at both private residences, including those of Gresik's, Hoover's, Farley's, Hinter's and Cincola's, plus such established firms as Paramount Records, Banner Records and

Modern Album.

Police said documents seized during the searches indicate that the nine arrested or still being sought had been operating in a conspiracy since 1979 and had manufactured and sold large quantities of counterfeit product.

Seized during the raids were numerous masters, stampers, record jackets, label stock and finished product.

Police said they learned the product, which had been manufactured in Toronto, was being distributed in Canada, the United States and Europe.

Among the product seized were such TV-marketed album products as "The Rod Stewart Collection" (PolyGram), "The Magic of Willie Nelson" (CBS), "The Best of Town and Country" (CBS) and "Mellow Moods" (featuring Anne Murray, on Capitol).

CRIA's anti-piracy unit, in operation for more than a year, has been instrumental in cracking several counterfeiting conspiracies, but no arrests have been quite as significant as the ones in the most recent case.

Penalties for the manufacture and distribution of counterfeit product remain considerably light. The offenses are punishable by a summary conviction of no more than \$10 per unit, to a maximum of \$200. A jail term of no more than six months can be given, but rarely has been.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Los Ojos De Bette Davis** — Kim Carnes — EMI
- 2 **Frente A Frente** — Jeanette — RCA
- 3 **Mi Amiga Es Mama** — Lucrecia — CBS
- 4 **Ella Es Mi Mama** — Yanina — PolyGram
- 5 **Mother** — Maywood — EMI
- 6 **Procura Olvidarte** — Hernaldo — PolyGram
- 7 **Autobus Holandes** — Frankie Smith — CBS
- 8 **Se Sabe, Se Sabe** — Alberto Arbizu — RCA
- 9 **Asi No Te Amara Jamas** — Amanda Miguel — CBS
- 10 **Todo Fuera Del Amor** — Air Supply — Microfon

TOP TEN LPs

- 1 **Stars On 45, vol. 2** — Stars On — Phonogram
- 2 **En Transito** — Joan Manuel Serrat — Ariola
- 3 **Esencia Romantica** — Los Panchos/M.M. Serra Lima — CBS
- 4 **Peperina** — Seru Giran — SCDiscos
- 5 **Time** — Electric Light Orchestra — CBS
- 6 **Confidencias** — Gian Franco Pagliaro — EMI
- 7 **Wanted** — various artists — Interdisc
- 8 **La Cotorra** — Malvaho — Music Hall
- 9 **Lost In Love** — Air Supply — Microfon
- 10 **Nostalgias** — Iva Zanicchi — CBS

—Prensario

Italy

TOP TEN 45s

- 1 **(Out Here) On My Own** — Nikka Costa — CGD
- 2 **Bette Davis Eyes** — Kim Carnes — EMI
- 3 **Hula Hoop** — Plastic Bertrand — Durium
- 4 **Malinconia** — Riccardo Fogli — CGD/Paradiso
- 5 **Rock 'n' Roll Robot** — Alberto Camerini — CBS
- 6 **In The Air Tonight** — Phil Collins — Atlantic
- 7 **Canto Straniero** — Marcella Bella — CBS
- 8 **Fade To Grey** — Visage — Polydor
- 9 **Galeotto Fu Il Canotto** — Renato Zero — RCA/Zerolandia
- 10 **M'Innamoro Di Te** — Ricchi e Poveri — Baby Records

TOP TEN LPs

- 1 **Buona Fortuna** — Pooh — CGD
- 2 **Strada Facendo** — Claudio Baglioni — CBS
- 3 **Via Mo'** — Pino Daniele — EMI
- 4 **Abacab** — Genesis — Vertigo/PolyGram
- 5 **La Grande Grotta** — Alberto Fortis — PolyGram/Philips
- 6 **Tattoo You** — Rolling Stones — Rolling Stones
- 7 **Mistaken Identity** — Kim Carnes — EMI
- 8 **Ghost In The Machine** — Police — A&M
- 9 **Duemilago Italian Graffiati** — Ivan Cattaneo — CGD
- 10 **Metropolis** — Francesco Guccini — EMI

—Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 **It's My Party** — Dave Stewart and Barbara Gaskin — Stiff
- 2 **O Superman** — Laurie Anderson — Warner Bros.
- 3 **Absolute Beginners** — The Jam — Polydor
- 4 **Happy Birthday** — Altered Images — Epic
- 5 **Thunder In The Mountains** — Toyah — Safari
- 6 **Open Your Heart** — Human League — Virgin
- 7 **Good Year For The Roses** — Elvis Costello — F-Beat
- 8 **Every Little Thing She Does Is Magic** — The Police — A&M
- 9 **Under Your Thumb** — Godley and Creme — Polydor
- 10 **Labelled With Love** — Squeeze — A&M

TOP TEN LPs

- 1 **Ghost In The Machine** — The Police — A&M
- 2 **Dare** — Human League — Virgin
- 3 **7** — Madness — Stiff
- 4 **Abacab** — Genesis — Charisma
- 5 **Still** — Joy Division — Factory
- 6 **October** — U2 — Island
- 7 **If I Should Love Again** — Barry Manilow — Arista
- 8 **Tattoo You** — The Rolling Stones — Rolling Stones
- 9 **Shaky** — Shakin' Stevens — Epic
- 10 **Walk Under Ladders** — Joan Armatrading — A&M

—Melody Maker

CASH BOX TOP 100 ALBUMS

November 7, 1981

		10/31	Weeks On Chart			10/31	Weeks On Chart			10/31	Weeks On Chart			
1	TATTOO YOU ROLLING STONES (Rolling Stones/Atlantic COC 16052)	8.98	1	9	35	TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	—	37	10	68	CARL CARLTON (20th Century Fox/RCA T-628)	8.98	53	16
2	4 FOREIGNER (Atlantic SD 16999)	8.98	2	16	36	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	8.98	32	18	69	QUINELLA ATLANTA RHYTHM SECTION (Columbia FC 37550)	—	75	8
3	NINE TONIGHT BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	4	7	37	SHOW TIME SLAVE (Cotillion/Atlantic SD 5227)	8.98	42	5	70	HANG ON FOR YOUR LIFE SHOOTING STAR (Virgin/Epic NFR 37407)	—	70	12
4	ESCAPE JOURNEY (Columbia TC 37408)	—	3	14	38	THE TIME (Warner Bros. BSK 3598)	8.98	39	11	71	THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA BXL 1-3976)	8.98	57	8
5	THE INNOCENT AGE DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	5	8	39	ARTHUR — THE ALBUM ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582)	8.98	40	10	72	PARADISE THEATER STYX (A&M SP-3719)	8.98	71	41
6	BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98	6	13	40	CONTROVERSY PRINCE (Warner Bros. BSK 3601)	8.98	—	1	73	THE FRIENDS OF MR. CAIRO JON & VANGELIS (Polydor/PolyGram PD-1-6326)	8.98	76	15
7	GHOST IN THE MACHINE THE POLICE (A&M SP-3730)	8.98	9	3	41	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	8.98	35	93	74	FANCY DANCER ONE WAY (MCA-5247)	8.98	80	7
8	PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346)	8.98	8	16	42	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	43	56	75	SIGN OF THE TIMES BOB JAMES (Tappan Zee/Columbia FC 37495)	—	68	9
9	SONGS IN THE ATTIC BILLY JOEL (Columbia TC 37461)	—	7	6	43	TIME ELO (Jet/CBS FZ 37371)	—	34	12	76	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027)	8.98	79	24
10	ABACAB GENESIS (Atlantic SD 19313)	8.98	13	4	44	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	8.98	46	22	77	DISCIPLINE KING CRIMSON (Warner Bros. BSK 3629)	8.98	113	2
11	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	8.98	10	12	45	ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	8.98	27	16	78	BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	8.98	64	19
12	PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL 1-4028)	8.98	12	8	46	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	49	23	79	MISTAKEN IDENTITY KIM CARNES (EMI America SO-17052)	8.98	59	28
13	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	11	23	47	STANDING TALL CRUSADERS (MCA-5254)	8.98	52	5	80	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013)	8.98	74	37
14	SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	8.98	18	4	48	LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	48	20	81	AS FAR AS SIAM RED RIDER (Capitol ST-121145)	8.98	90	9
15	IF I SHOULD LOVE AGAIN BARRY MANILOW (Arista AL 9573)	8.98	17	4	49	WHY DO FOOLS FALL IN LOVE DIANA ROSS (RCA AFL 1-4153)	8.98	—	1	82	LOVE BYRD DONALD BYRD AND 125TH ST., N.Y.C. (Elektra 5E-531)	8.98	85	7
16	IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	—	16	6	50	THE BEST OF BLONDIE (Chrysalis CHR 1337)	8.98	83	2	83	THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	8.98	61	11
17	DON'T SAY NO BILLY SQUIER (Capitol ST 12146)	8.98	14	26	51	TORCH CARLY SIMON (Warner Bros. BSK 3592)	8.98	56	4	84	DEAD SET GRATEFUL DEAD (Arista A2L 8606)	12.98	73	8
18	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	15	29	52	INSIDE YOU THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	—	72	2	85	KING COOL DONNIE IRIS & THE CRUISERS (Carousel/MCA-5237)	8.98	91	7
19	NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	—	24	8	53	STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	8.98	45	12	86	I LIKE YOUR STYLE JERMAINE JACKSON (Motown M8-952M1)	8.98	88	8
20	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	—	20	48	54	ALL THE GREAT HITS DIANA ROSS (Motown M13-960C2)	15.98	65	2	87	WALK UNDER LADDERS JOAN ARMATRADING (A&M SP-4876)	8.98	94	4
21	TIME EXPOSURE LITTLE RIVER BAND (Capitol ST-12163)	8.98	22	9	55	EL LOCO ZZ TOP (Warner Bros. BSK 3593)	8.98	44	14	88	DEAD RINGER MEAT LOAF (Cleveland Int'l./Epic FE 36007)	—	62	8
22	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	—	19	8	56	SOLID GROUND RONNIE LAWS (Liberty LO-51087)	8.98	58	6	89	HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160)	8.98	82	25
23	THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	8.98	26	8	57	THE DUDE QUINCY JONES (A&M SP-3721)	8.98	60	32	90	AEROBIC DANCING BARBARA ANN AUER (Gateway GSLP-7610)	8.98	77	16
24	IN THE POCKET COMMODORES (Motown M8-955M1)	8.98	23	18	58	JUICE JUICE NEWTON (Capitol ST-12136)	8.98	41	36	91	DIRTY DEEDS DONE DIRTY CHEAP AC/DC (Atlantic SD 16033)	8.98	92	30
25	PIRATES RICKIE LEE JONES (Warner Bros. BSK 3432)	8.98	25	14	59	PRETENDERS II PRETENDERS (Sire SRK 3572)	8.98	47	12	92	LAW AND ORDER LINDSEY BUCKINGHAM (Asylum 5E-561)	8.98	—	1
26	NEW TRADITIONALISTS DEVO (Warner Bros. BSK 3595)	8.98	29	5	60	HIGH 'N' DRY DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	8.98	50	14	93	GO FOR IT SHALAMAR (Solar/RCA BXL 1-3984)	8.98	102	4
27	HEAVY METAL ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	15.98	21	14	61	FREETIME SPYRO GYRA (MCA-5238)	8.98	55	11	94	SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	8.98	81	19
28	PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229)	8.98	87	2	62	FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37389)	—	51	18	95	WATTS IN A TANK DIESEL (Regency RY 19315)	7.98	104	10
29	BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	30	15	63	HOOLIGANS THE WHO (MCA 2-12001)	15.98	78	3	96	MSG MICHAEL SCHENKER GROUP (Chrysalis CHR 1336)	8.98	106	5
30	THIS IS THE WAY ROSSINGTON COLLINS BAND (MCA-5207)	8.98	33	5	64	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	8.98	67	6	97	"LIVE" BARBARA MANDRELL (MCA-5243)	8.98	100	11
31	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	28	33	65	LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	8.98	54	11	98	COMPUTER WORLD KRAFTWERK (Warner Bros. HS 3549)	8.98	108	23
32	FEELS SO RIGHT ALABAMA (RCA AHL-1-3930)	8.98	38	35	66	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	69	64	99	IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1)	8.98	93	22
33	ALLIED FORCES TRIUMPH (RCA AFL1-3902)	8.98	36	8	67	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	66	63	100	TOO LATE THE HERO JOHN ENTWISTLE (Atco SD 38-142)	8.98	63	5
34	GIVE THE PEOPLE WHAT THEY WANT THE KINKS (Arista AL 9567)	8.98	31	9										

CASH BOX

AROUND THE ROUTE

by Camille Compasio

As this column is being written AMOA Expo '81 is getting underway at The Chicago Conrad Hilton Hotel, for what is expected to be the association's biggest, most heavily attended trade show to date. Exemplifying the industry's fullscale support of this convention is the number of new products earmarked for premier at Expo — expressly for the convention audience, and this audience gets bigger and bigger each year, as do the number and variety of products displayed by the exhibitors.

Of equal significance is the number of special events that are planned to coincide with the 4-day show, and the lineup seems to expand each year. On Wednesday (Oct. 28), the day preceding Expo's official opening, there are a number of important meetings being held, including a general membership meeting of the Amusement & Vending Machine Distributors Assn., as well as a meeting of the Amusement Device Manufacturers Assn., an international sales meeting hosted by Gremlin, a state association conference and, in the evening, a preview showing of the new Seeburg phono being held at the Chicago Museum of Science & Industry to kick off the special historic display of American jukeboxes, past and

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Record Turnout Expected As AMOA Expo Opens In Chicago

by Alan Sutton

CHICAGO — The annual Industry Seminar, a keynote address by former Notre Dame head coach Ara Parseghian and the official unveiling of the latest in coin operated music and games equipment highlighted the opening day activities at the Amusement and Music Operators Assn. (AMOA) 1981 International Exposition at the Conrad Hilton Hotel here.

As of Thursday, Oct. 29, advance registration was running at an all-time high — 6,357 vs. 4,626 at the same time last year — and AMOA officials predicted a record attendance of close to 10,000.

The official convention program began on a positive note with a record turn out of 8,900 participants for the two-part industry seminar — one sign of a healthy industry, according to keynoter Parseghian, whose topic was "Motivation and Success."

In presenting his formula for success, the football coach turned businessman and TV commentator told the operators that staying abreast of industry trends, flexibility and communication are the keys to the continued growth of their industry. "Don't become complacent with success," he said. "You must stay hungry because that gives you the physical and mental energy to move ahead."

Self-confidence, preparation, concentration, proper personnel alignment ("Having the right man in the right spot") and humility are other essential factors in the

equation for success, according to Parseghian.

Second Half

The second part of the seminar consisted of a panel discussion entitled "Prophet planning Through Analysis." Chaired by Don Van Brackel, a past president of AMOA, the discussion featured panelists Manley Lawson, Lawson Music Co. Inc., and Walter Bohrer, Hastings Distributing Inc.

Lawson's address focused on the importance of analyzing the return on investment of each machine in every location. Citing

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Exidy Changes Distributor Policy, Opens Irish Plant

LONDON — In a major policy change, Exidy Inc. has decided that it will no longer retain exclusive distributorships. According to Exidy director of marketing and international sales Lila Zinter, the move to make non-exclusive arrangements with both domestic and foreign distributors was brought on because it "benefits all of our customers and all of their customers as well."

The announcement of the new distributor policy coincides with news that Ex-

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COIN MACHINE

INDUSTRY NEWS

'Defender' C'right Trademark Upheld

CHICAGO — Williams Electronics, Inc. reported that its effort to protect the trademark and copyrights of its video game "Defender" from video game "pirates" has been tremendously successful.

Williams advised that the pirated games, most of which were assembled in "garage-type operations" from printed circuit board kits inserted into homemade or used cabinets, have been sold under such diverse names as "Defendor," "Defense," "Defense Command," "Galaxy Wars," "Outer Limits," "Mayday" and "Video Devices."

U.S. Courts throughout the country, according to Williams, have ruled that such games infringe Williams' proprietary rights and have issued temporary restraining orders, impoundment orders or permanent injunctions in California, Texas, New Jersey, Alabama, Oregon, North Dakota and New York.

Williams has further cases pending in the U.S. District Courts in Indiana and California. In addition, several individuals and companies have agreed in private settlements to cease and desist infringing Williams' rights. Private settlements are being finalized in Indiana, North Carolina, New York, Kentucky, Iowa and Texas. Settlements are also expected, shortly, in two cases in Toronto, Canada and in one case in the Vancouver, Canada area. The U.S. Custom Service has also been employed to prevent copies from entering the country and have confiscated infringing games in Los Angeles, California and New Haven, Connecticut.

A spokesman at Williams stated that the company is extremely pleased with its legal successes in the United States and around the world and that Williams will vigorously continue to protect and defend its trademark and copyrights on "Defender", as well as all other future games manufactured by Williams Electronics.

World Wide Promotes Atwood, Lacina To New Posts In Vending Department

CHICAGO — Fred Skor, president of World Wide Distributors, announced the promotions of two long time company employees to positions of increased responsibility.

Bill Atwood, with 25 years of experience calling on the vending trade in downstate Illinois, will be sales manager in charge of World Wide's full line vending department. For the past eight years, Atwood has been covering the firm's territory in downstate Illinois plus several river towns in Iowa. As sales manager, his responsibilities have been increased to include all administrative duties of the Vending Department.

Atwood resides in East Peoria with his wife

and two daughters.

Wally Lacina has been promoted to sales engineer-vending. He has been capably performing duties as service manager at World Wide for the past 15 years. His knowledge and background will aid customers not only in purchasing but in solving any service problems that might occur. Lacina is currently on the advisory committee of vending repair courses at Harper College.

In commenting on the two personnel changes, Skor stated, "With these two promotions within the ranks, we will have a seasoned and competent staff to service our full line vending customers."



Patrick O'Malley

O'Malley Named To Bally Board

CHICAGO — Patrick L. O'Malley, recently named Chairman Emeritus of Canteen Corporation, has been elected a member of the board of directors of Bally Manufacturing Corp., announced Robert E. Mullane, chairman and president of Bally.

O'Malley, recognized as a leader in the business world and in public affairs, joined Canteen in 1962 and served as president and chief executive officer for ten years before being elected chairman. Prior to joining Canteen Corporation, he was associated with the Coca-Cola Company as vice president and general sales manager.

Active in civic affairs, O'Malley is a member of the board of the Chicago area Regional Transportation Authority (RTA). He also served for seven years as president of the Chicago Park District and was chairman of the Chicago Plan Commission from 1969 to 1973

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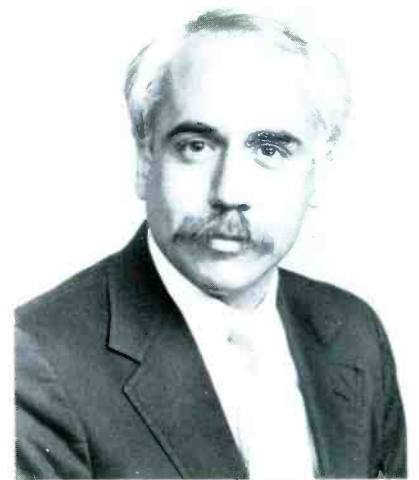
'Scramble' Bootlegs Seized In Oklahoma

CHICAGO — In its continuing efforts to protect its proprietary rights, Stern Electronics, Inc., manufacturer of such video games as "Scramble," "Super Cobra" and others, reported that bootleg Scramble video games have been seized and impounded by the U.S. Marshall in Tulsa, Ok.

Stern advised that the company filed copyright infringement suits in federal court in Tulsa against John Nowlin, doing business as Ada Music; Spectrum Games, Inc.; James Cooksey; Rick Scott; Frank Bruce and Clarence Williams. On the same day that the suits were filed, U.S. District Judge James O. Ellison granted temporary restraining orders against the defendants and also ordered the U.S. Marshal to seize and impound the games which Stern alleged to be bootleg Scramble video games.

As further reported by Stern, U.S. Marshals, pursuant to the court order, seized the alleged bootleg Scramble games that had been placed by Nowlin (Ada Music) at a Safeway supermarket in Tulsa, at a Student Union of Oral Roberts University, at a hamburger stand in Dewar, Ok. and at a 7-Eleven store in Beggs, Ok. The U.S. Marshals also seized alleged bootleg Scramble games from the Mesquite Bar of the Sheraton Inn in Tulsa, the Pirates Chest arcade in Mannford, an ar-

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Hal Anthony

Anthony Appointed Midwest Factory Rep At Game Plan

CHICAGO — Hal Anthony has been appointed a Game Plan, Inc. factory representative to develop broader markets in the midwest for the firm's coin-operated and pinball games. In announcing the new appointment, Ken Anderson, director of marketing, said Anthony will report directly to him and will be headquartered at the firm's Addison, Illinois

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THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. PHYSICAL OLIVIA NEWTON-JOHN (MCA-51181)
2. WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)
3. LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)
4. YOUNG TURKS ROD STEWART (Warner Bros. WBS 49843)
5. MY GIRL (GONE, GONE, GONE) CHILLIWACK (Millennium/RCA YB-11813)
6. HARDEN MY HEART QUARTERFLASH (Geffen GEF 49824)
7. TROUBLE LINDSEY BUCKINGHAM (Asylum E-47223)
8. I WANT YOU, I NEED YOU CHRIS CHRISTIAN (Boardwalk NB7-11-126)
9. HOOKED ON CLASSICS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)
10. THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON (Capitol P-A-5046)

TOP NEW COUNTRY SINGLES

1. BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum E-47215)
2. CHEATIN' IS STILL ON MY MIND CRISTY LANE (Liberty P-A-1432)
3. YOU'RE MY FAVORITE STAR BELLAMY BROTHERS (Warner/Curb WBS 49815)
4. ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)
5. THE WOMAN IN ME CRYSTAL GAYLE (Columbia 18-02523)
6. MOUNTAIN DEW WILLIE NELSON (RCA PB-12328-A)
7. WHO DO YOU KNOW IN CALIFORNIA EDDY RAVEN (Elektra E-47216)
8. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)
9. RED NECKIN' LOVE MAKIN' NIGHT CONWAY TWITTY (MCA-5119)
10. SLIP AWAY MEL STREET & SANDY POWELL (Sunbird SBR-7568)

TOP NEW B/C SINGLES

1. LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)
2. INSIDE YOU (PART 1) THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)
3. WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)
4. BLUE JEANS CHOCOLATE MILK (RCA PB-12335)
5. TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros. WBS 49846)
6. HANG ON IN THERE HAROLD MELVIN AND THE BLUE NOTES (MCA 51203)
7. SHARING THE LOVE RUFUS With CHAKA KHAN (MCA 51203)
8. LET THE FEELING FLOW PEABO BRYSON (Capitol P-A-5065)
9. DON'T HIDE OUR LOVE EVELYN KING (RCA PB-12322)
10. I WANT YOU BOOKER T. (A&M 2374)

TOP NEW A/C SINGLES

1. THE OLD SONGS BARRY MANILOW (Arista AS 0633)
2. WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 3868)
3. YOU SAVED MY SOUL BURTON CUMMINGS (A&M ALF-7008)
4. CASTLES IN THE AIR DON McLEAN (Millennium/RCA YB-11819)
5. I SURRENDER ARLAN DAY (Pasha/CBS ZS5-02480)



Bill Atwood



Wally Lacina

INDUSTRY NEWS

AROUND THE ROUTE

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present, which Stern is sponsoring out there over the next several weeks. Remember when the day before was devoted primarily to advance registration and setting up your exhibits?

A special reception honoring **Leoma Ballard**, AMOA's first woman vice president, was hosted by the West Virginia Music & Vending Assn. on Friday — and the list of cocktail parties this year is endless. Many of the manufacturer exhibitors really go all out with lavish spreads, entertainment and all of the great trimmings for unwinding after a hectic day on the convention floor. Attending AMOA Expo affords the opportunity for viewing the very latest in equipment — and doing plenty of socializing as well.

Another big event taking place during this year's Expo will be the Atari & Tournament Games 1981 World Championship competition, featuring players from the U.S. and abroad competing on Atari "Centipede" video games and TG's "Tournament Soccer", "Tournament Mark Darts", "Tournament Eight Ball" and "Tournament Hockey" at the Chicago Expo Center. \$400,000 in cash and merchandise will be awarded and a special press reception was planned for October 30 to open the ceremonies.

(Learned that Dynamo planned to introduce its first video game at Expo '81).

In other AMOA news, prominent distributor **Marvin Roth** of Roth Novelty Co. in Wilkes-Barre, Penn., dropped us a line about a unique, new alternative for operators that he would be presenting at AMOA Expo. It's "Circus Playhouse", described by Marv as a fun-food concept, combining outstanding professional entertainment with great food and a terrific game package. . . . **Dave Stroud** of Cinematronics advised that "Solar Quest" would be the factory's show game this year — and he also planned to announce that Cinematronics will be manufacturing "Vanquard" in a cocktail table model, under license agreement with Centuri. . . . Received last minute word from AMOA's executive vice president **Leo Droste** that a hearing date for the jukebox royalty case has been set in the 7th Circuit Court, Chicago for 10:30 a.m. on Nov. 2. This relates to the royalty fee increases that take effect in January.

Legal counsel **Nick Allen** was scheduled to provide an update on various legislative matters at the association's membership luncheon on Friday (Oct. 30). AMOA's petition for a re-hearing in the mechanical fee case has been denied but the association is currently studying options.

Cash Box received a call from **Charles Brenon** of Brenon's Coin Machines, Inc. in Brownville, N.Y. in response to a recent article which appeared in our Coin Machine Section (**Cash Box**, Oct. 10) relating to game thefts in Ohio. Brenon told us that he, too, was victimized recently when a "Pac Man" was stolen from one of his 24-hr. locations, a motel, to be exact.

AMOA Expo Opens To Record Crowd

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rising costs, the growing complexity of the coin operated amusement industry and increased location demands, he said, "Today you must use more sophisticated methods for determining the return on investment on new equipment. It's imperative that you know exactly what you have to make on each machine in order to get the results you are looking for."

He continued by giving a brief audiovisual presentation on how to calculate the weekly earnings per machine necessary to cover such expenses as overhead, direct cost and depreciation. In closing, he said operators should not be afraid of losing marginal locations to their competitors.

Bohrer spoke on what he called the "relationship between growth and survival." Factors that bear critically on the survival and growth of small businesses, according to Bohrer, include: a cautious attitude toward growth, concern for liquidity, providing wanted products or services while keeping costs lean, maintaining an open system of communication and decision making, economical use of time and the creation of a rational organization.

Survival Top Priority

According to Bohrer, survival should be the foremost concern of any small businessman. "Among managerial aims, survival of the firm should be placed before all others, even before profitability and growth," he said, adding that sometimes "survival must be preserved at the expense of profitability and growth."

He concluded by urging the operator to secure each location with a contract. "This has become a capital intensive business," he said, "and no sound thinking businessman would undertake these risks without the protection of contracts."

Full AMOA Convention coverage and photo highlights will appear in next week's issue of **Cash Box**.

Exidy Changes Distributor Policy, Opens Irish Plant

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Exidy will christen its new International Headquarters in London in November, and that the manufacturer's new European factory, located in Nenagh, County Tipperary Ireland, is now in full production. According to Zinter, the new plant allows the company to answer the needs of the European market quickly and effectively.

Captain Video's Hosts Fundraiser

CHICAGO — In commemoration of National Learning Disabilities Month, Captain Video's Games sponsored a day-long fundraiser on October 25 to benefit four Westside nonprofit agencies who serve the learning disabled. The popular game room is located at 10860 W. Pico Blvd. in Los Angeles and the recipients of the proceeds included CANHC-ACLD, CHILD, Kelter Center and Poseidon School.

The benefit event provided unlimited free-play on Captain Video's computer games as well as entertainment and refreshments and participants included parents, adolescents and learning disability professionals.

Guest celebrities included Paul Tracy, composer-instrumentalist-singer-storyteller, Hanko the clown and Captain Video who en-

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NEW PRODUCTS

Taito 'Test Tech'

CHICAGO — Taito America Corporation has developed a new computerized Taito "Test Tech" fixture for use in troubleshooting individual Taito logic boards to component level, in the field or on the bench. As explained by director of customer service Rene Lopez, "The handy fixture is self-contained in a briefcase for on-the-job portability."

Taito Test Tech features its own internal 6809 microprocessor. "Using its keyboard and display, it performs tests of all major



circuit functions and generation of patterns for signature analysis," according to Lopez. Signature analysis is a numbered readout corresponding to a book code which determines where the problem is located.

The new device allows the technician to get to the heart of the video game's system, thereby isolating a particular problem.

"The Taito engineering department has recognized a particular industry need and has developed the Taito Test Tech to meet the need," Lopez said. "Taito is dedicated to serving our customers. We will go out of our way to give them what they want, even if it means beginning an industry trend," he added.

Further information about the new unit

may be obtained by contacting a Taito distributor or Taito America direct at 1256 Estes Ave., Elk Grove Village, Ill. 60003.

Easy Wrapper

For the coin machine operator who must hand count and wrap coins on location, the job can become fast and easy with the use of the "Easy Wrapper," which is a hand-operated device for counting and wrapping all current U.S. coins.

The durable and moulded plastic Easy Wrapper has seven openings to accommodate coin wrappers for nickels, dimes, quarters, halves, both the "Ike" and "Susan" dollar coins, and pennies.

To use the unit, the paper coin tubular wrapper is placed into the appropriate hole. It fits around an "island" which holds the wrapper upright and ready for filling. Coins are dropped into the paper wrapper. When the coins reach the top surface of the Easy Wrapper and are level with it, the wrapper can be removed and closed, because it will contain the right number of coins, without the necessity of any actual counting.

The Easy Wrapper is simple to use, comes individually packaged in sturdy cardboard, complete with instructions. It is engineered for many years of use and is



only 4 1/2 inches high, 6 inches long and 3 1/2 inches wide.

The price is \$19.95, postpaid, from Coin Handlers, Box CB, 1445 Sunset Ridge Road, Glenview, Ill. 60025.

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INDUSTRY NEWS

World Wide Distributors Hosts 'Qix' Product Presentation

ELK GROVE VILLAGE, Ill. — World Wide Distributors recently hosted a special showing of "Qix," the latest video game from Taito America Corporation here.

The showing which included cocktails and hors d'oeuvres, was held in Chicago at the famous Como Inn, where a full house was on hand to test "Qix," "Lock 'n Chase" and "Grand Champion," all new video games from Taito.

Qix was the hit of the evening as the numerous operators in attendance lined up to play the unique game. The latest word is that Taito is being deluged with orders and production is in full swing with Taito's factory operating on a seven day work week. Qix is the first video to incorporate Taito's new electronic system — created, designed and developed in the United States.

The operators attending, some coming from as far away as Michigan, expressed their approval of Qix, Lock 'n Chase and Grand Champion. Howard Freer of World Wide said: "The word is out that Qix is an exceptional moneymaker and an 'addictive' game."

The object of the game is to box in Qix, the spinning helix, by filling in 75% of the screen with boxes of color. Bonus points are awarded for portions of the screen filled over and above 75%. Boxes are drawn with a player's marker that pulls along a Stix behind it when a player presses a slow or fast draw button.

Players must not allow the whirling Qix to hit a line of the box before it is completed. As the game progresses the Qix divides into two. Separating them by drawing boxes between them earns 2 times bonus value. Separating them a second time scores 3 times bonus value, etc.

The player must avoid two Sparx that travel along the Stix or they will ignite his Marker. The Sparx stop their mad chase only when the Marker is caught or the screen is filled to at least 75 per cent capacity. Just when the player feels he has them outsmarted, the Sparx begin to multiply and become even more dangerous and then become aggressive super Sparx.

If the player is too slow on the draw and doesn't complete a box, the Fuse will shoot up the Stix and explode his Marker. The Fuse will deliver a burning fate to the player who makes a wrong turn and boxes himself into a Spiral Death Trap.

World Wide's president, Fred Skor, was on hand to get the lowdown on Taito's new portable Test Tech, which was introduced at the event. The computerized fixture is used for trouble-shooting video games in the field.

Bootlegs Seized

(continued from page 40)

cade operated by Frank Bruce in Owasso, a game room operated by Clarence Williams in Tulsa, Roy's Garage in Tulsa, a game room in Bixby, Ok. and Caesar's Pizza Parlor in Tulsa, Stern said. In addition, a Scramble circuit board was reportedly seized from Spectrum Games, Inc., located in Tulsa.

In several federal court decisions, the audiovisual presentation of video games has been held copyrightable, and federal courts have issued injunctions and seizure orders in connection with alleged bootleg video games.

Anthony Named

(continued from page 40)

facility. Anthony will also be available to assist in other parts of the United States if his services are required.

A graduate of the University of Tennessee with a degree in Industrial Management, Anthony has been in the coin machine industry since 1973. He has served as a representative with the Bally organization as well as with other major distributors of games.



WORLD WIDE HOSTS TAITO SHOWING — "Qix," "Lock 'n Chase" and "Grand Champion" were among the new pieces on display recently as World Wide Distributors hosted a showing of the latest video games from Taito America Corp. Pictured in the top row are (l-r): World Wide's Howie Freer and Taito America presi-

dent Jack Mittell; and Taito America execs Mike Von Kennel, David Poole and Paul Moriarty. Shown in the bottom row are (l-r): Mittell and World Wide president Fred Skor; and Freer watching a race car driver maneuver the course on Taito's Grand Champion.

Taito Launches Service School Program

CHICAGO — Taito America Corporation recently launched an extensive service school program that began Oct. 14 with sessions at Modern Vending, the firm's distributor in Indianapolis, Ind.

The schools are being coordinated by Rene Lopez, director of customer service, who is assisted by members of the Taito Engineering Department. The program will encompass

Bally Names O'Malley

(continued from page 40)

when the Commission's work was completed. He is a Trustee of Roosevelt University and Mundelein College in Chicago, a member of the Advisory Council for the College of Business Administration of the University of Notre Dame and chairman of the Executive Advisory Board of St. Joseph Hospital. Recently he was named to the newly formed Congressional Award Board and elected to serve as secretary.

O'Malley is also chairman of the board of the Michigan Avenue National Bank, CIC Financial Corporation, Casualty Insurance Company, Hallmark Insurance Company and director emeritus of Trans World Corporation. He is past president of the National Restaurant Assn. and past chairman of the National Institute for the Foodservice Industry and the National Automatic Merchandising Assn., of which he remains a director.

He is a member and past president of the Rotary Club and a member of the American Chapter of the Knights of Malta.

For his contribution to marketing, O'Malley has been twice named Sales-Marketing Executive of the Year by the Sales-Marketing Executives Club of Chicago. In 1972 he was a recipient of the national Horatio Alger Award from the American Schools and College Assn. In 1973 he received the Golden Plate Award from the American Academy of Achievement and in 1978 was named Restaurateur of the Year by the National Restaurant Assn.

three-day service schools, with all subsequent sessions being held at the Arlington Place Hotel in Arlington Heights, Illinois. Starting dates are Nov. 8, 16 and 30 from the hours of 8 a.m. to 4 p.m.

Commenting on the substance of the program, Lopez stated, "We will be teaching the complete Taito system, its new cabinet and especially the methods of trouble-shooting the system. We expect the key technicians from the top distributors to attend the sessions."

Enrollment for each three-day school is limited to 30. Official diplomas will be issued to each of the graduates for successfully completing the Diagnostic and Repair Course for Service Technicians. On the evening of the second day, a banquet will be held celebrating the successful completion of the course.

"I am very excited about our school program," Lopez continued. "We are setting an important trend in the industry, making sure our technicians are well educated in every phase of Taito's video design. We want our games to function efficiently and service is a big part of it."

Belam Expands Into Vending Market

NEW YORK — R. H. Belam Co., Inc., prominent exporter of coin-operated games and jukeboxes and a major domestic distributor of amusement equipment recently announced its expansion into the vending industry.

As part of this move the company has appointed Joseph Gilbert as corporate consultant for vending. A top vending salesman for many years, Gilbert will be based at Belam Florida in Miami. In addition, Belam has appointed John Stowe as vending salesman for Florida and James Walmsly as vending salesman for New York and Long Island.

Among the vending lines for which Belam has been appointed authorized distributor are Automatic Products, Moyer-Diebel, Mars Money Systems and Ardac Bill Changers.

Bally To Acquire Scientific Games

CHICAGO — Bally Manufacturing Corp. announced that it has reached agreement in principle for the acquisition by Bally of Scientific Games Development Corporation. Scientific Games is the largest designer, producer and supplier of instant type and weekly type lottery games in the world, according to Bally. Scientific Games has reportedly sold lottery tickets to 14 of the 15 state government-operated lotteries in the United States and to lotteries operating in seven foreign countries.

Robert E. Mullane, chairman, president and chief executive officer of Bally, stated that "this acquisition is important to Bally not only in terms of the contribution Scientific Games will make to Bally's overall earnings but, like most of Bally's divisions, it is a leader in its field and, as such, it compliments our other operations."

The transaction is subject to execution of a definitive agreement, approval of the boards of both companies and compliance with customary regulatory requirements.

The company will shortly launch a program to introduce vending machines to the international marketplace with a major thrust in a number of countries that do not currently utilize this type of equipment.

Captain Video's

(continued from page 39)

retained players at various intervals throughout the day.

"We are delighted by the generous offer of Captain Video's owners (Mike McClelland and Gary Gullette) to help us raise money for our various programs," commented Sue Welsh, chairperson of the special event. "Their interest and support are an excellent example of local business rallying to the needs of children in trouble."

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