ROADIE

BANDS MAKE IT ROCK,
BUT THE ROADIES MAKE IT ROLL.

Side 1
Cheap Trick
"Everything Works If You Let It"
Pat Benatar
"You Better Run"
Joe Ely Band
"Brainlock"
Alice Cooper
"Road Rats"
Teddy Pendergrass
"Can't We Try"
Eddie Rabbitt
"Drivin' My Life Away"
Stephen Bishop & Yvonne Elliman
"Your Precious Love"
Jay Ferguson
"A Man Needs A Woman"

Side 2

Side 3
Styx
"Crystal Ball"
Sue Saad And The Next
"Double Yellow Line"
Blondie
"Ring Of Fire"
Alice Cooper
"Paint"
Roy Orbison & Emmylou Harris
"That Lovin' You Feelin' Again"
Jerry Lee Lewis
"(Hot Damn) I'm A One Woman Man"

Side 4
Hank Williams, Jr.
"The American Way"
Asleep At The Wheel
"Texas, Me And You"

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No Affile Unauthorized stripe War Enterprises Productions
On Warner Bros. Records & Tape (SFO 3641)
EDITORIAL Lessons Learned

With the summer season comes the good news that record companies have learned some of the lessons of 1979 and are refraining from massive summer discount programs. As the industry learned last year, it's not how many records in the store that counts, but how many are sold.

The massive returns and counterfeiting of 1979 were a direct result of overshipping by labels. With an overabundance of product in the stores, returns were inevitable and it was easy for counterfeiters to get lost in the crowd.

This year, labels are exerting their energy in the right direction — the sale of records. Instead of trying to put massive amounts of product into the stores, labels are working their records and trying to bring them home. These efforts are the very best the industry can ever do since the bottom line is what's in the grooves.

Cash Box is proud to be a part of an industry that can learn from adversity and turn the lessons into profit. This year's hesitation to pile up product into the stores and the determination shown to not repeat the mistakes of the past are the signs of a healthy and resilient industry.

NEWS HIGHLIGHTS

- WEA and Capitol/EMI America/United Artists announce wholesale price hikes for albums (page 7).
- Labels hold back on comprehensive summer dealer incentive programs (page 7).
- WEA introduces 128-title catalog midline with $5.98 list (page 7).
- Record pressers, LP jacket manufacturers predict stable prices for summer season (page 7).
- Korvettes' lowballing tactics trigger reaction among competitors (page 7).
- The soundtrack to Roadie and "diana" by Diana Ross are the top Cash Box Album Picks (page 15).
- Anne Murray's "I'm Happy Just To Dance With You" and "Bebe Le Strange" by Heart are the top Cash Box Singles Picks (page 20).
EPIC RECORDS INTRODUCES NU-DISKS.

WHO ELSE WOULD HAVE THE BACKBONE?

It takes a lot of courage to introduce a whole new concept in records. Not to mention foresight and planning.

But new concepts are what Epic is all about. And that's not just posturing.

We've taken Nu-Disks from the idea stage all the way to the point-of-purchase.

The problem was how to give consumers a cheap way to sample music by new acts they've heard on the radio.

The solution was a 10-inch, 33½, 4-track record, the Nu-Disk. Once we had made that decision, it was time for some Epic follow-thru!

Labels, covers, posters, browser-dumps, print and radio campaigns—all have been especially created to draw attention to this Nu-line!

The first wave of Nu-Disks includes releases by New Musik, Propaganda, The Continentals and something that'll really get them to line up—a special Nu-Disk of never before available collector's items by Cheap Trick!!!!!

Nu-Disks. Sit up and take notice, they're going to be a big 10 inches!

*Also includes the extra-special separate 7" bonus single "Everything Works If You Let It."

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CASHBOX
THE INTERNATIONAL MUSIC RECORD WEEKLY
Labels Hold Back On Summer Incentive Programs For Retail

By Michael Martinez

LOS ANGELES — Reflecting a general reluctance to flood the market with product, labels this year are holding back on comprehensive dealer incentive programs. Unlike previous years when large numbers of cents were offered with discounts and pricing plans, those programs have disappeared from the landscape, often focusing on a particular event, subject or group of artists.

Most of what remains are store-plates — including WEA, RCA, A&M, Capitol/EMI Am- lerica/United Artists, Polydor, Chrysalis, RSO and MCA — scheduled to offer extensive sales programs and dating terms, more aggressive promotion and advertis- ing will be used to stimulate sales.

"Given the current retail climate, offering dealer discounts may not be the best solu- tion," said Harry Anger, senior vice presi- dent of marketing for Polydor. "While dis- counting may create potential sales in some instances, discounting can make packaging slope.

In many cases, special retailer programs are being offered only on specific catalog items or titles. In many of those cases, it is said that the biggest promotion and marketing efforts will be aimed at existing catalog titles and current sellers.

WEA Midline

During the summer of 1980, WEA, ac- cording to Leonard, vice president of sales/marketing at the company, said that a number of small dealer incentive programs were scheduled including an introduction of the $5.98 catalog line offering 128 titles (see separate story), a selected catalog dating program to include most of the remaining albums under five dollars and a five percent discount program to be tied to the release of the upcoming Jackson Brown LP.

Leonetti also explained that heightened promotion and advertising campaigns will be undertaken to support release of soundtracks to the films Urban Cowboy, Bronco Billy, The Blues Brothers Movie and Roadie.

In addition, WEA marketing personnel, relating to the success of its country product, are currently developing a marketing campaign to stimulate further sale of country product.

With the $5.98 catalog, WEA is offering, from May to June 13, one-time only five percent discount to retailers on purchases from the catalog, in allotments that do not exceed $10,000. The discount is valid during the preceding 90 day period. WEA reported that all new orders and new approvals will be requested and retailer requests billed and credited at the $5.88 levels effective May 27. The company also reported that the current return policy would continue to apply to the $5.98 line.

Catalog Dating Program

WEA's selected catalog dating program, which would cover much of the remaining catalog, excluding items currently charting and other unspecified product, provides retailers with an additional 30 days dating on orders taken between May 27 and June 27, making the billing due on Sept. 10.

Leonetti further said that new releases from Al Jarreau, Chic, Chaka Khan and the Spinners will also be highlighted in special promotions and through in-store merchandising.

Also placing a particular emphasis on black product during the summer is RCA Records, which will feature a campaign titled "Celebrate Black Music Month." The promotion includes 17 acts from RCA and associated labels, and will be offered in conjunction with the Black Music Association (BMA) and the National Association of Recording Merchandisers (NARM).

Scheduled for the promotion are The Whispers, "Big Fun" by Shalamar.

Korvettes' Lowballing Tactics Begin To Affect Competition

by Leo Sacks

NEW YORK — The possibility of a price war on record product is introduced last week when Korvettes, the 36-unit department store chain, became the first major record retailer here to advertise selected $7.98 and $8.98 list product for $3.98 and $4.46, respectively, with advertisements in the Sunday and Thursday editions of The New York Times, The Daily News, and The New York Post.

Among the featured titles were current albums by Graham Parker, The Pretenders, Box Scagg, Blondie, Van Halen, Air Supply, The Manhattan Transfer, Genesis, Dionne Warwick, Ambrosia, the Isley Brothers, and Pat Benatar.

The Korvettes campaign comes on the heels of the appointment of Joseph A. Ris as chairman of Korvettes (Cash Box, May 31). Ris' appointment had fueled speculation that he would attempt to re-establish Korvettes as New York's chief discount retailer in the cash box.

WEA, Capitol To Hike Wholesale Prices For Albums

By Richard Imamura

LOS ANGELES — WEA and the Capitol Group will increase the wholesale price for albums and tapes at the end of the month. In addition, a price hike for singles and the budget Nonesuch line was also announced by WEA.

The WEA price hike of three percent for albums and tapes, 13.4% for the suggested list of singles and a one dollar jump in the product, LPs, will take effect June 30. The price hike will apply to all products released after that date.

The retail to retail price structure, album prices for the racks will jump to $4.24 from $4.11 for $7.98 product and to $4.81 from $4.62 for $8.98 product.

Base price for retailers with volumes less than $250,000 monthly will go to $4.66 for $7.98 product and to $5.26 for $8.98 product. A program discount of less than $250,000 (hence qualifying them for a seven percent discount from the above prices) will reduce all prices to $4.33 for the $7.98 product and to $4.91 for $8.98 product.

Singles Up

WEA's new singles list price will go to $1.69, up from $1.49, with the base

Record Pressers, Jacket Manufacturers Predict Stable Prices During Summer

by Marc Cetner

LOS ANGELES — In a year that so far has been marked by slow business and rising prices for raw materials, the production of records, vinyl suppliers, record pressers and album jacket manufacturers are predicting that the market will remain soft through summer and take an upward with the advent of fall's new releases.

Besieged by rising costs in both the paper and petroleum industries in the first five months of 1980, record pressers have seen the price of PVC (the polymer chloride used in the compound to manufacture records) jump five percent in January and seven percent in April, as well as increases in the costs of corrugated, nickel, shrink wrap and labor. In addition, album jacket manufacturers have seen their costs rise by seven percent paperboard increase in March.

However, despite the price increases, pressers and jacket manufacturers, who are not faced with the shortage of raw materials as in the past years, are approaching summer with a cautious opti- mism, and the hope that material prices (always subject to the unpredictable cost of raw materials, availability of international, energy policies) will stabilize.

While many pressing plants up their production rates to meet market demand and cost increase, others stagger their price hikes. One such presser is Allentown Records of Allentown, Penn.

"We've taken this year's increases and, as of June 1, we will put a five percent price hike into effect," said Allen- town controller Linda Maloney. "That works out to about a 2.5% increase per album."

Direct Action

A presser that acted more directly to the six percent PVC price hike of April was Precision Records of Nashville, which, after a close scrutiny of accounts, upped its price per album 2.5% cents.

POLYDOR PACTS ALB! — Polydor Records has signed the group Alb! for exclusive dis- tribution in the United States. The group's first release will be a single, "Friends" b/w "Hends Off," to be followed by an album. Shown celebrating the signing are (f-l) Randy Roberts, director, national singles, sales, Polydor, Jim Collins, vice president, promotion, Polydor; Brian Reza, Magnet Records, Harry Anger, senior vice president, marketing, Polydor; and Fred Ikeda, president, Polydor; Michael Levy, managing director, Magnet, Jerry Jaffe, vice president, artist development, Polydor, and Allan Greenberg, associate counsel, Polydor.

(continued on page 16)
Audiophile Labels Unaffected By CBS' Entry Into The Market
by Michael Glynn

LOS ANGELES — CBS Records’ entry into the audiophile record market via its new Mastersound series will have little impact on the distribution and marketing policies of existing audiophile labels, according to a Cash Box survey.

The companies surveyed were confident that the present mix of distribution channels — including factory direct, sub-distributors, hi-fi audio representatives and independent record distributors — is sufficient to meet the challenge posed by the CBS branch system.

Tucker Perjury Count Hearing Is Postponed
by Richard Gold

NEW YORK — Federal District Court Judge Thomas C. Platt last week granted a delay to prepare evidence after hearing oral arguments to drop perjury proceedings against George Tucker, president of Super Dupers Inc. of Hasbrouck Heights, N.J. Defense attorney Richard Abrahamson argued that his client, who pleaded guilty in August to one count of wire fraud and one count of criminal copyright infringement (Cash Box, Feb. 16), had recanted the allegedly perjurious grand jury testimony in a timely manner in accordance with recantation provisions set out in Federal statutes.

Tucker’s attorney also argued that the same grand jury which had heard Tucker’s testimony about his association with Norton Verner in counterfeit tape trafficking, indicted him for perjury, in spite of a Federal grand jury of community. In addition, the defense requested that John H. Jacobs, the government prosecutor, be disqualified from the case on the ground that “the evidence here is presented in an affidavit filed by an attorney with personal knowledge of the case.”

Judge Platt expressed skepticism about the defense arguments. “A recantation is good, but not when everything is changed,” Judge Platt remarked. “You can’t recant after the prosecution discovers that the testimony was false.” The Judge also said that the recantation also did not satisfy Tucker’s “right to a hearing on the motion to drop the perjury proceedings.”

The defense request to disqualify Jacobs was called “pretty tattled” by the Judge. “If you were to disqualify every lawyer who files an affidavit on the grounds that they have personal knowledge of a case you’d have no lawyers left at all,” Judge Platt commented.

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STUFF AND COREA CONVERGE ON BERKELEY JAZZ — Warner Bros. recording artists Stuff and Chloé Corea converged as Stuff contributed the music to the jazz festival. The open air event featured a variety of jazz styles ranging from the sour-laden be-bop of the health brothers and Art Blakey and the Jazz Messengers to the transcendental compositions of John McLaughlin. Pictured are (l-r) Richard Tee, Gordon Edwards, Cornell Dupree, Eric Gale and Steve Gadd of Stuff, Bunny Brunel and Chloé Corea. (Cash Box photos by Michael Martinez)

A&M recording artist Joan Armatrading’s unique music, which incorporates jazz, blues, reggae, folk and rock influences, has continually evolved from album to album and has spawned a growing success. The music of the musician/singer/songwriter’s current A&M release, “Me Myself I,” which debuted this week #135 bullet on the Cash Box Pop Album Chart, is a more direct offering of her reggae and rock influence, and also an abstraction from the folk-rock sound that distinguished her first album, “Whatever’s For Us.”

The black English woman by way of the West Indies first captured worldwide attention on her second LP, “Back To The Night,” which featured the title track and gained enthusiastic kudos. Her follow up, the “Joan Armatrading” album, fueled even greater popular and industry accolades, with the single from the LP, “Love and Affection,” fanning the fires of even greater enthusiasm.

Armatrading’s fourth LP, “Show Some Emotion,” firmly established her as a talent to respect and to reckon with.

But the hub-bub created by her burgeoning world-class success leaves the quiet and unassuming woman, in her own terms, seeing herself as a songwriter originally, success for her “would be a lot of people recording the songs I’ve written.”

Born in the Caribbean, Armatrading, one of six children, moved with the family to Birmingham at age seven, where she shifted her career interests from law to music after exposure to artists like Marianne Faithful, Jim Reeves, Tommy Steele and Nat King Cole, who taught herself early to play piano and guitar and spent a great deal of time composing songs. Following encouragement of her local Armatrading began performing, which led to collaborations with poet/fryacist Pam Nestor. The Nestor/Armatrading writing duo lasted for the first two LPs before the music became more totally an Armatrading entity.

On her current LP with producer Richard Greenberg, the music, she surmises, the depth and clarity of her music perceptions. But always, the totally human quality exuding from her music attests to the power of music, in the right hands, as a translator of experiences.

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Cash Box/June 7, 1980
Gerry Rafferty

Snakes and Ladders

THE NEW ALBUM

Produced by Hugh Murphy & Gerry Rafferty

On United Artists Records & Tapes
Arrogance

Although Warner Bros./Curb recording group Arrogance is considered the favorite son of North Carolina’s Chapel Hill/Raleigh area, the five member band has eschewed the indigenous southern roots sound of the Allman Bros. and The Marshall Tucker band for a more high powered, straight-ahead rock approach.

“When we were coming around as a band we were more heavily influenced by British bands like Free, Spooky Tooth and other mod oriented acts from bands like the Butterfield Blues Band and early Fleetwood Mac,” said Arrogance vocalist/guitarist Robert Kirkland. “Nothing in the states really compared as far as we were concerned."

That Anglo-blues rock sound has been wed to a distinctive hard driving, harmony laden style on Arrogance’s Warner Bros. debut, "Suddenly."

And despite the album’s title there is nothing spur of the moment about Arrogance’s highly refined rock or its musical evolution.

Arrogance originally formed in 1969 when Kirkland met up with bassist Don Nixon while attending the University of North Carolina in Chapel Hill. Kirkland soon called on friends that he made while playing in various local garage bands. From Winston-Salem, and the band became a favorite on the local concert circuit.

The group underwent a myriad of changes musically and personnel-wise until 1976 when the present day line up coalesced. Arrogance now consists of Kirkland and Nixon (Arrogance’s only remaining original members), Scott Davison (drums/vocals), Marty Stout (keyboards/vocals) and Rod Abernethy (guitar/vocals).

Kirkland tells the fact that the band has five vocalists and maintains that it is the strong suit in Arrogance’s unique sound. "Ever since the present band has formed, we’ve concentrated heavily on singing and written songs that emphasize heavy vocal arrangements."

Aside from vocals, another of Arrogance’s main assets is that all of the members write songs. Although Kirkland, and Nixon wrote the bulk of the material on "Suddenly,” each member contributed a song to the album.

"Since we all write songs, coming off with a finished product is not that much harder," explains Kirkland. "We all compose at home on our own tape machines, and then it’s a pretty democratic situation from that point on.

When Arrogance had finally refined its hard rock sound and started circulating demo tapes, Columbia Records Michael Lloyd immediately became enamored with the five North Carolinians. However, prior commitments led him to turn his find over to Phil Gernhard, whose production credits include Lobo and Dion.

"Suddenly" is the result, and it boasts such enhanced products such as "Rock N’ Roll numbers as " Burning Desire,” the tale of a "mantra of a romance; ‘I’m Not Your Taxi; ‘City Woman’, which is Kirkland’s first single, "It Ain’t Cool To Be Cruel."

"I’ve been waiting ten years for a deal like this, “ maintains Kirkland, who is eagerly anticipating the group’s first national tour.

Arrogance Lipps Inc.

With the chart-topping success of "Funky Town," Steve Greenberg, known popularly as Lipps Inc., joins a select group of artists like Prince and Robin "M" Scott who are literally one-man hitmaking operations in the studio.

For Greenberg, who wrote, arranged, and played all 20 string instruments on the hit session, "overnight success" comes on the heels of nearly a decade of contributing to the Minneapolis music scene. His achievement is all the more remarkable in light of the fact that he was a lifelong R&B fan in a city without an R&B scene. "I love R&B``,” says Greenberg, "and I don’t get to hear any of it around here. So the only solution has been to play it myself."

The 28-year-old Greenberg first started playing drums at age 15 and, within three years, had produced his first studio session. A trip to L.A. did not result in a deal being made for the record. Undaunted, he returned to Minneapolis, and for six years was half of a local duo, Atlas and Greenberg.

Greenberg next launched the Discobon, a state-of-the-art travelling disco system, and later became a partner in a production company that produced over 20 albums featuring regional talent. But Greenberg’s first taste of creativity in solitude came after he broke his leg in a serious car accident: While convalescing, he wrote "Funky Town" and began work on the recording. The culmination of this activity came in March, 1979 when Greenberg recorded a tune called "Rock It," in which he played all the instruments. He pressed the record himself and watched it hit the top of the charts locally, Armed with retail and radio statistics, Greenberg again shopped around Minneapolis and this time, after several close encounters with other labels, he struck a deal with a yet-to-be-revealed major.

"They immediately jumped on the record and asked me if I had any more tunes," recalls Greenberg. "Even though I didn’t, I said ‘sure’, after which I went home and wrote four more.” One of those was "Funky Town,” which featured Greenberg on drums, percussion, all keyboards and synthesizers. The writing of this session was the singing of Cynthia Johnson, whose exciting vocals offer ample evidence of her experience with both pop and gospel groups.

What happened from there is evident from a glance at the uppermost regions of the charts were the hits "Funky Town” is number one. Lipps Inc., however, will not tour immediately on the strength of the hit. Greenberg, by mutual agreement with Casablanca, will devote the next couple of months to putting a second album in the can and will ready a touring band by Sep- tember.

According to Greenberg, "The material will be in the same vein, with somewhat more of a leaning towards rock and jazz. But I hope to use some of the tracks we’ve just finished working on, and I got the same feeling of excitement that I got when I first wrote them,"

And, like "Funky Town,” these tracks are turning out to be exactly as I heard them in my head."

Young Resigns From Executive VP, Retail, Post At Pickwick International

LOS ANGELES — Scott Young resigned May 23 from his post as executive vice president in charge of retail at Pickwick International, Inc. Young’s resignation marked the second high level change at Pickwick in one week. Following the resignation of Dave Ehnen, executive vice president in charge of rack jobbing and wholesale, on May 9, Jack Eugster was named to replace Young, effective June 2, and James Moran, executive vice president in charge of the record labels, has assumed Ehnen’s responsibilities.

The resignations of Ehnen and Young mean that two of the three executive vice presidents named in the corporate realignment in the wake of the January resignation of president Chuck Smith (Cash Box, Jan. 19) have left their posts. The only executive vice president left from the January realignment is Moran.

George Port, vice president of legal counsel, denied that the resignations marked a new plan to realign top management at the Minneapolis-based corporation. "The resignations of Ehnen and Young are certainly major changes," said Port, "but they weren’t planned. It is not a part of a new realignment or change in direction."

Young and Ehnen were unavailable for comment. T

Tillie Young, Ehnen, Moran, Port, president and chief executive officer Ted Deikel, finance vice president Dave Monaghan and operations vice president Tom Worthen all served on the management committee for the corporation following the January resignations.

In another development, Pickwick has confirmed that it also is reorganizing its warehousing system. "It’s not so much a physical change, but a change in philosophy," said Port. "It has been designed to make the whole organization more accountable."

Under the new system, the main warehouse in Minneapolis will be dematerialized. While it will still handle the bulk of the product for the rack services division, responsibility for retail will be divided on a regional basis. Warehouses in Los Angeles, New York, Dallas, Texas, and Indianapolis will handle product for retail.

New Managers Group Formed In New York

NEW YORK — A new organization for music industry personal managers, called "The Managers Alliance," held its initial meeting here recently. The new organization plans to sponsor weekly meetings, seminars and workshops for personal managers and industry executives, in order to help both new and established managers in dealing with the complexities of the music business.

Gerard Purcell, president of the Conference of Personal Managers East, said that he did not feel that The Managers Alliance would be competing directly with his own established organization, because membership in the new group was open to non-managers. However, Andrew Tilton of Arist Artists, an official of The Managers Alliance steering committee, denied this, saying bus as far as we’re concerned, any member of The Managers Alliance must be actively involved in the personal management of a musical act.

Country Show Bowed

LOS ANGELES — The inaugural Country and Western Show will be held from Oct. 2-5 at the International Centre, 6900 Airport Road, Toronto, Canada. The show will feature exhibits, square dancing, contests and country music.

MICHAEJ JACKSON GOES QUAD PLATINUM — Epic recording artist Michael Jackson’s latest LP, "Off The Wall," recently surpassed the four million sales mark. Shown partying was Al Gurewitz, Ron Weisner and Fred DeMani, Jackson’s managers; Jackson; Don Demashey, senior vice president and general manager, E/P/A; Lennie Petze, vice president, A&R, Epic; Frank Rand, vice president, west coast A&R, Epic, and Al DeMarino, president, artist development, E/P/A.

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These four superb musicians are playing for the greatest rock 'n' roll band they've ever played for.

Their own.

Over the years, Waddy Wachtel, Dan Dugmore, Stanley Sheldon and Rick Marotta have contributed their musical talents to such diverse artists as James Taylor, Peter Frampton, Linda Ronstadt, David Sanborn, Bryan Ferry, Carly Simon and Warren Zevon. Now this formidable foursome has joined together to form a great new rock 'n' roll band—Ronin. The name is Japanese for "lordless wandering samurai." And the music, in any language, will make you wish these guys had gotten together sooner.

RONIN

Produced by Peter Asher. Recorded by Val Garay
Management: Peter Asher Management

Write or call your local Polygram Distribution Sales Office for displays and other promotional items.
EXECUTIVES ON THE MOVE

Humphrey-Johns Ariola — Ariola America has announced the appointment of Fred Humphrey as director national promotion. He comes to Ariola America from Columbia Records, where his last position was as director national promotion—albums.

Rappoport Named At Columbia — Paul Rappoport has been appointed director, national album promotion. Columbia Records in 1975 was his regional album promotion manager, west coast. Columbia Records. He was named associate director, national album promotion in 1976.

Le Vine Appointed At CBS — Barry Le Vine has been appointed manager, college program. CBS Records. He began his career with CBS Records as the college representative at Albany State University in Albany, New York. In 1979 he moved to New York City and took on the position of supervisor, college promotion, CBS Records.

Musso And Bourke Promoted — Chrysalis Records has announced the joint promotions of Fran Musso to national advertising manager and Brendan Bourke to merchandising manager. Previously they served as coordinators in their respective departments.


Grasberg Names At 20th — Wendy Grasberg has been promoted to coordinator, national secondary promotion for 20th-Century Fox Records. Prior to her appointment she had worked in the pop and R&B promotion departments at 20th.

Rhine Named To A/R — Sylvia Rhine has been named east coast regional promotion director/special markets for Elektra/Asylum Records. She comes to A/R from Ariola Records, where she was responsible for northeast regional promotion for two years. She had previously spent two years in the same position with ABC Records.

Bourke
Reilly
Grasberg
Rhine

Robert Roberts At CBS — Rita L. Roberts has been appointed assistant director, product management, east coast, jazz/progressive marketing, at CBS Records. She joined CBS Records in 1978 as an assistant in the licensing department, black music marketing. In 1978 she was named product manager, jazz/progressive music marketing, CBS Records.

ASCAP Names Lintgen — Charles Lee Lintgen has been appointed ASCAP station relations representative for the southeast. He serves as general sales manager for KWNT Radio in Iowa; and general sales manager for WTHI Radio in Indiana. He has been based in Arizona for the past four years where he was self-employed as owner and publisher of a recording firm.

Almo/Irving Promotes Chelgren — Almo/Irving Music has announced the promotion of Linda Chelgren to manager of Almo Publications. She most recently worked in the licensing department of Almo Publications.

Cohan Joins American Talent — American Talent International has announced that Ronnie Cohan has joined the company as booking agent. He was formerly with ICM, where for six years he worked in talent acquisition, black music marketing, and promotion.

Ehrman Leaves MCA — Michael Ehrman has left his post as executive director of MCA/Songbird Records and has opened new offices at 10585 Missouri Avenue, Los Angeles, California 90034, (310) 495-4973.

Wowthard Joins Chappell And Xliner — Jamie Worthard has joined Chappell and Xliner in New York as the engineer for the producing companies’ in-house 16-track recording studio. Most recently, he worked at Howard M. Schwartz Recording in New York, doing sessions.

Myers Joins Decca International — Decca has announced that Paul Myers is joining Decca International as manager, symphonic productions, based in London. This appointment marks the end of Myers’ eighteen-year career with CBS Records, which he joined in New York as a producer in 1992.

Shore Named At Music Matters — Donna Shore has joined Music Matters as account executive for the company’s jazz music division. She will work from the firm’s office at 6470 Saviola Ave., Van Nuys, Calif. 91406, (213) 781-1975.

CRUSADING AT CARNegie — MCA recording group The Crusaders recently performed at Carnegie Hall in New York. The group’s new LP, “Rhapsody & Blows,” will ship in late June. Shown at a reception following the performance are (L-R) Barry Goodman, New York promotion manager, MCA; Jan Barnes, national R&R director, MCA; Stix Hooper, drummer for the band; MCA recording artist Billy Falcon, and Neil McIntyre, associate national promotion director, MCA.

Carnes Promo Set
LOS ANGELES — To coincide with the June 2 release of her “Romance Dance” LP, EMI America/United Artists Records has announced a comprehensive marketing, merchandising, promotion campaign for singer Kim Carnes, best known for her Top Five duet with Kenny Rogers (“Don’t Fall In Love With A Dreamer.”)

A former executive vice president Charlie Minor took Carnes to ten major markets for meetings with radio personnel. In addition, two different size posters will be sent to each radio station in all market areas. A specially designed press kit also will be available to the media, and a display point of purchase kit will be on display at point of purchase, and a press kit will also be available to press around the country.

Phase II of the EMI/UA campaign will focus on Carnes’ planned mid-August tour.

MUSEXPO Names
Canadian Area Reps

NEW YORK — Dominique and Michel Zagarka have been named Canadian area representatives for MUSEXPO’s sixth annual Canadian National Recording Industry Convention, “Videodisc and the Industry Market,” scheduled for Sept. 26-30 in Miami.

Dominique Zagarka, responsible for the Toronto area, can be reached at 85 Thorncliffe Park, Suite 815, Toronto, Ont., Canada M4G 3A4, telephone (416) 241-6919. Michel Zagarka, responsible for the Quebec area, can be reached at 1421 Crescent St., Suite 6, Montreal, Quebec H2G 2B2. The telephone is (514) 843-6189.

Final Round Set For Songwriters Contest

NEW YORK — The final round of the New York Music Task Force Songwriters’ contest will be held on June 23 at The Grand Finale, which is located at 210 W. 70th St.

Judges for the event include singer-songwriters Caroll Mar, Carol Miller and Pat St. John of WPLJ, Dan Neer of WNEW, producers Jimmy Levine, Jerry Love and Michael Zager, and A&R executives Paul Almok of Columbia Records and Don Silver of Arista Records.

The finals are being sponsored this year by the New York Music Task Force and will be held in conjunction with the American Guild of Authors and Composers.

Crocro Widow Amends Suit Against Cashwet

NEW YORK — Ingrid Croc, the widow of singer Jim Croc, recently filed amended complaints on his behalf at Los Angeles and New York, in the latest actions in her long-running lawsuit against Cashwet Publications, Inc. Mrs. Croc has charged Cashwet with multiple breaches of its personal management, songwriting, and recording contracts with the late performer, and is seeking to enforce the contract as well as monetary damages.

According to Cashwet, Mrs. Croc’s actions, which were initiated in 1978, “has no connection whatsoever.” The company is hoping to have the case dropped before it can be brought to trial.

Simon Named To New NCCP Post

NEW YORK — Jerry Simon has been appointed the chairman of the nominating committee for the newly-formed Music and Allied Industries division of the National Conference of Christians and Jews (NCCJ). Simon, a music publisher and manager, will be available for consultation with other NCCJ national lay leaders. He will also be a participant in the association’s National Brotherhood Award, according to NCCP President Dr. David Hyatt.
"ONE MORE TIME"

The new single from
BILLY PRESTON & SYREETA

is the first single from Syreeta's new album.

FOR LOVE"

On Motown Records & Tapes
Audio, Video Tape Recorder Imports Increase Significantly In First Quarter

NEW YORK — In spite of a decline in United States unit imports of many consumer electronics products, imports of video and audio tape recorders and players increased during the first quarter of 1980. According to a study prepared by the Electronic Industries Association Consumer Electronic Groups, color and monochrome video tape recorder player imports totaled 207,197 during the first quarter. This represents a jump of 81.6% over the 114,073 units that were brought into the U.S. in the same quarter last year. Imports of audio tape recorder player units were up 17.9% to 3,990,504 units, compared with the 3,383,932 units that landed in the U.S. in the same period of 1979. Phonograph-combination imports during the first quarter declined 24.3% to 446.

NARM Sets Regionals For 16 U.S. Cities

NEW YORK — The establishment of local NARM chapters and the implementation of the “Give the Gift of Music” campaign on a grass roots level will highlight the NARM regional meetings in 16 U.S. cities during August and September.

The concept of the local chapters, according to Joe Cohen, executive vice president of NARM, was approved at a recent meeting of the organization’s board of directors. Each chapter will direct a local media campaign to implement the “Give the Gift of Music” program, which will be outlined at the forthcoming regional meetings. A slide presentation showing more displays and promotions, and a manufacturer-merchandiser panel will field questions from the audience at each gathering.

The local chapters will enhance the importance of the various NARM programs by effectively communicating their value. The regional meetings will be open to both members and non-members of NARM, open in Cleveland on Aug. 12; other dates include Detroit, Aug. 13; Chicago, Aug. 15; Philadelphia, Aug. 19; New York City, Aug. 20; Washington, D.C., Aug. 22; Cincinnati, Aug. 26; St. Louis, Aug. 28; Nashville, Aug. 28; Seattle, Sept. 16; San Francisco, Sept. 17; Los Angeles, Sept. 18; Dallas, Sept. 23; Atlanta, Sept. 25; Miami, Sept. 26; and Boston, Sept. 30.

705 units, compared with the 589,967 brought to this country in the initial period of 1979. Imports of record players, changers and turntables were 1,078,760 units in the first quarter of 1980, a decrease of 20.5% from the total of 1,388,791 units landed in same interval a year ago. However, phonograph-only imports leaped 226.1% in the first quarter to 211,295 units, from the 64,804 units imported last year.

Government Figures

The study, which was based on figures provided by the Department of Commerce, also said that home radio imports in the first quarter were 5,761,223 units, a drop of 0.1% from the total of 5,764,544 units during 1979’s first quarter. Auto radio imports of 900,155 units in the first quarter this year were 21.2% below the 1,141,732 units landed in the same period last year.

Auto eight-track tape player imports in the first three months of 1980 were 2,038, units, 16.2% from the 2,430,878 units imported in the same period a year ago. Home eight-track tape players imported in the first quarter totaled 558,444 units, a fall-off of 20.8% from the 704,444 units brought into the U.S. during the same period last year.

BMI Gives Composer Awards To 12 Students

NEW YORK — Twelve young American composers shared in the 25th annual BMI Awards to Student Composers, which were presented at the St. Regis-Sheraton Hotel on May 13. Edward M. Cramer, president of BMI, said that this year’s awards brings to 258 the number of young people in the Western Hemisphere who have been presented BMI cash grants to be applied towards their musical education.


At the same ceremonies, composer William Schumann was presented with a commission of excellence “for long and outstanding contribution to the world of concert music.” Schumann has served as chairman of the BMI Awards judging panel for 28 years.

STANLEY PARTS WITH REGEY

Singer/songwriter James Lee Stanley recently signed with Regency records and is set to release his album in June. The album will be distributed by Ovation Records. Pictured are Lloyd Segal, president of Regency Records (l), and Stanley.

The Rolling Stones’ “Emotional Rescue LP will be in the stores by June 23. The LP may ship platinum. Producers Nick Jagger and Keith Richards edited a single last week Chrisyalls has dropped Pere Ubu. The group is now in Cleveland recording their next album. Live of Jim Hendrix’s gold side of Electric Lady, the local studio Hendrix built. Richard Gottehrer will produce Tim Curry for A&M... Jerry Welker seen checking out Little Queenie and the Percolators at St. Louis. Tom Dowd’s new album, with Sound City’s Goldman-produced Professor Longhair sessions, and after releasing them separately, will release the three as a boxed set for Christmas... Virgin Records has signed ex-Deep Purple Ian Gillan. Gillan, who turned down offer from Polygram Records, will have an album planned for release, will come with an album called “Glory Road.” In August, Virgin has also set a July release for “Metro Music,” an album by DOR favorites Martha and the Muffins. ABC TV brought down cameramen and a remote 24 track to tape a Fleetwood Mac performance for a 20/20 segment. The soundtrack may be used for a 10th anniversary of the Selectors, B-52’s, and Romantics, checked out James Brown’s stunning performance at the Irving. Brown now knows exactly what he needs to give the rock audience, and his lean, tight show, stoppped up Vegas-style trappings is one the soulfully physically exciting in the business today... Frank Zappa, who is about to embark on a 40-city European tour, is hulling with several majors for a domestic deal... Ian Copeland’s Final is in Booking International (F.B.I.) has parted with Robin Lane and the Chrombusters... Little Roger and the Goobersimpes, the San Francisco-based group whose send up of “Stairway To Heaven,” was soud off the air by Lez Zepplin’s management has come up with a spoof of Neil Young’s “Cinammon Girl.” The song’s punchline is “I want to sleep with a Kennedy and a 10% raise.”

MITCH RYDER’S ROUGH RIDE — A couple of weeks ago, just prior to an appearance at Asbury Park’s Stone Pony, rock legend Mitch Ryder experienced what was described as “the worst thing that has ever happened to me.” It had to do with being put in intensive care at a local hospital. Despite rumors that Ryder suffered a mild heart attack, we are glad to hear that Ryder’s management reports that it was merely a bad case of exhaustion. It seems that Ryder had just returned from a grueling tour of Europe, and was attempting to return to the U.S. to record his next album. Ryder’s management has scheduled Ryder to record a live album which will be released here in October, and received an offer from Nick Lowe to produce. Ryder is now choosing between Lowe and returning to the studio under the heim of his old-time producer Bob Crewe. Those up on their rock history know that this would be an incredible reunion since Ryder and Crewe parted bitter company some years back.

TROUBLE IN PEPPERLAND — Molly Gibbs, wife of Bee Gee Robin, says that their marriage is over. “It’s been a tough battle,” she told a reporter, “but our marriage went down the drain.”

MANHATTAN MARDS GRAS — It’ll be New Orleans in New York, the second week of August. The New Orleans Brothers, Wild Tchoupitoulas gig at the Bottom Line on the 10th & 11th. My Father’s Place will have the Neville brothers and national act Doctor John on the 13th, while The 60’s will bring in New Orleans veteran Earl King with the Radiators on the 14th. If you’re as intimated with New Orleans rock and roll as I am, I recommend sending for the catalog of Down Home Music in El Cerrito, California. This firm, a model for a deep catalog of rock retail operations, offers a complete line of blues, folk, and country music. The list of authors, literature, like Pelican Press’ ‘Walkin’ To New Orleans book. Finally, Quint Davis, who produces the New Orleans festival for George Wein, reports that there will be a similar celebration in new Orleans this August 18. This year we can expect a bead of the Memphis scene is even richer with indigent talent than that of New Orleans. Quite a claim.

OLD AND NEW HORIZONS — The new 19,000 seat Rosemont Horizon Hall in Chicago hosted its first opening show with George Burns, Kenny Rogers and Dottie West. Pictured are (l-r): Rogers, Burns and West.

MAZEL TO CBS — Conductor Lorin Maazel has signed a long-term recording contract with CBS Records. Maazel will continue to be music director of the Cleveland Orchestra until 1982, when he will become conductor and artistic director of the Vienna State Opera. Pictued at the signing are Maazel (l) and Joe Smith, CBS vice president and general manager, CBS Masterworks.

This is the motion picture soundtrack to the upcoming film that follows the exploits of truck driver turned roadie Travis C. Redfish (Meatloaf). The album is filled with strong material, but lacks the likes of Cheap Trick, Alice Cooper, Blondie and Styx. However, the album is made even more of a treat by the fact that acts such as Joe Ely and Ray Orlovski & Emmerdale turn in stunning performances. Suits to a variety of formats.

FOR MEN ONLY — Millie Jackson — Polydor/Spring SP-1-6727 — Producers: Millie Jackson and Brad Shapiro — List: 7.98

Jackson has hit big the last two times out with her Isaac Hayes duet "Royal Rappin" and her outrageous double live extravaganza "Live and Uncensored." This time around Miss Millie brings her engaging brand of stage rap to the studio. The result is her most consistently appealing album yet. Jackson fans will find themselves in fits of laughter while listening to "This Is Where I Came In" and "This Is It." B/C programmers will go on "If That Don't Turn You On.


Gomez has gained a reputation as one of the hottest session guitar players in the business through his work with Stanley Clarke and Michael Walden, and on "Volume" he proves that he is as versatile a player as Jeff Beck or the late Tommy Bolin. Gomez moves deftly from soaring rock 'n' roll numbers to galking jazz to grinding blues and doesn't seem to need a straight way. "Volume" is simply the best guitar LP since "Blow By Blow." 

THIS TIME — Al Jarreau — Warner Bros. BSJ 3434 — Producers: Jay Graydon — List: 7.98 — Bar Coded

Al Jarreau can truly be called a vocalist superman, as his reso- nant, jazz-inspired vocal sound leeps octaves with a single bound. However, on "This Time," Jarreau makes a big move for commerciality as he, for the most part, eschews his scatting acrobatics for a pop sound. Producer Jay Graydon is primarily responsible for the direction toward a mass appeal sound, and for all intents and purposes he has succeeded beautifully. Top tracks on the album include "Never Gin Up" and "Spain.

MAGIC — Sylvia St. James — Elektra 6E-268 — Producers: Larry Dunn and Benny White — List: 7.98

St. James first gained national attention as the lead vocalist in the critically acclaimed SideEffect. With "Magic," she should be able to build upon the following she garnered in years past as she sings with a very energetic and fresh young clientele for contemporary music possess. St. James is capable of singing with a shimmering, breathy urgency as well as adapting the more familiar funk tidbits delivery. Top tracks on the album include "Can't Make You Mine," "Let Love Groove Me" and "Motherlode.

DAKOTA — Columbia NJC 36261 — Producers: Danny Seraphine and David "Hawk" Wolinski — List: 7.98 — Bar Coded

Dakota comes from the pomp and rock school that bands such as Styx founded. However, Dakota puts enough jazz hooks and time changes in its material to escape being pigeonholed as just another clone. The sextet is powered by two guitar player/vocalists, Jerry Hudzick and Bill Kelly, and is one of the strongest harmony bands to come out of the Midwest in a long time. The LP's strongest cuts are "You Can't Live Without," "One Step" and "Lady.

SPY — Kirschen NJZ 36378 — Producers: Brian Christian and Spy — List: 7.98 — Bar Coded

This sextet's debut LP has much of the same appeal that has made high falutin' midwestern rock bands like Styx and Kansas household words. David Nelson has a strong lead vocal stance, and the band harmonizes beautifully together. However, the band's strongest suit is its ability to marry a hard rocking guitar/keyboards sound with old-school influences. Top cuts on this melodic first 90,000 are "Can't Complain," "Easy Street" and "Love's There." 


Brooks has a strong following in Europe, and she is sure to pick up a strong following stateside with her new LP. The material on this album is dance oriented and mixes Brooks' indendary singing style with catchy background vocals. "I'm On A Winning Streak" and "It's Party Time" should please the danc- ing crowd and ballads like "Need To Be Back With You" and "You Can't Love Somebody In Love" will find friends at the B/C and A/C levels.

STRANGE PARADISE — Chris Williamson — Olivia F 921 — Producer: June Millington — List: 7.98

This is the finest waxing yet on the label that makes a label of standards for women's rights. Williamson is a versatile performer who can handle folk, rock and A/C ballads with equal ability. Most of the material leans toward the melody and harmonies of the likes of Lobo and Todd Rundgren. While the first side of the LP is devoted to up-tempo adult contemporary tunes, the second side focuses on dynamic rock 'n' roll tunes like the Frankie-one "I Want You!" and the lively "Out Of My Mind."
Produce, Jacket Manufacturers Predict Stable Prices During Summer

Tom Arob, the recently appointed plant manager for Capitol's pressing plant, and Dwight Doer, manufacturing manager for Columbia Records pressing plant, agreed that because of the series of increases over the past four months, prices would probably not see another PVC increase for the rest of the year. They also concurred on the fact that the second quarter has always been so soft business-wise.

"There is usually a bit of slowdown in product after the first of the year," said Arub. "Business should probably level off again, and pick up in August and show a nice upturn by fall when the big releases come out."

However, there has been a similar situation this past Winter with a cautious optimism is Tenago etc.

"Since business is slow, there is an abundance of raw materials. So, there probably won't be an increase in prices on raw materials," explained Guy Disch, director of marketing/merchandisers for Tenago etc., one of the largest suppliers of vinyl components.

"However, there is always the possibility of an increase based on the oil situation. As long as there is no increase in the price of petroleum/natural gas, we won't see an increase."

However, Howard Hill, president of the Keyser Corp., another vinyl components supplier, took a more matter-of-fact approach to the raw material dilemma. "Just as all oil-based products are going up, expect the price of PVC to inflate."

_Sluggish Season_

In direct relation to the slow summer business period for pressing plants, album jacket manufacturers have also entered into a sluggish season. To combat this slowdown, jacket manufacturers have diversified into other areas outside the record industry and considered making less expensive packaging configurations.

"I think most record companies have given up trying to do the best that they can do," said Floyd Glinert, executive vice president of Shorewood Packaging, one of the top four jacket manufacturers. "They're not keeping the back jacket prints like they used to, and it's become pretty much of a hand-to-mouth situation between them and us. In addition, record companies have become more sophisticated in inventory management and are ordering quantities that are set for short term requirements."

Glinert went on to say that one of the positive sides of the soft business picture was that it gave manufacturers, distributors, suppliers, rack jobbers and retailers a chance to improve efficiency and operate their back-up operations. "Because of the downturn in business," stated Glinert, "people have become more involved in professional management." He also pointed out that Shorewood has become of increasing concern to album jacket manufacturers of late. While manufacturers were subjected to about seven percent paperboard increase in March, they were also faced with another increase by a major supplier until recently.

"A price increase of seven percent was to be reflected by June 1," explained Glinert. However, we met with the company and they decided to hold off in hopes of being competitive to our current economic situation. They considered our complaints, as well as other jacket manufacturers, and they ended up rescinding their increase."

On a more conservation-oriented note, Glinert maintained that Shorewood was considering, in the face of rising prices, manufacturing thinner and less expensive album jacket.

_Softener Market_

"It's a much softer market now in contrast to 1979," said Glinert, and because of this we are diversifying into other areas and_raw materials.

(continued on page 19)
JAZZ ALBUM PICKS

COUNTRY KITCHEN — There’s jazz in them there hills, too, if I may briefly point you in the direction of an impressive rural record, The Country Kitchen. The western swing movement swept the south during the 1930s and ‘40s, and people like Bob Wills were stars on a level that might make the Rolling Stone jealous. With a steady rolling 4/4 beat, brush-yuked guitar solos, old country fiddles, steel guitars, banjos, accordions, pianos, even horns, western swing combined the rhythmic syncopations of post-Louis Armstrong American music with rural strains of square dancing, barn dance, jug band, and, of course, with the guitarist Charlie Christian, a black man, grew up within 50 miles of each other in Oklahoma, were unaware of each other, yet developed remarkably similar instrumentation, and still, by 1937, there was a kind of cross-pollination. You can hear strains of the old days in the work of modern masters like Marle Haggard, Buddy Emmons and Norm Blake. Volume 4 of “Western Swing” (Old Timey-119) features seminal bands from the 1920s and 30s, including thelikes of “Cactus Jack” and the “Old Timey Boys.”

PLAYING FROM THE SOUL — Gordon Edwards (I) and Cornell Duprees of Warner Bros. recording group Staff encouraged the audience, during a recent performance at the Berkeley Jazz Festival, to “Tell your friends.” That’s why the lively gut-bucket blues/jazz. The open air day—

INGING into the old timey swing, medleys by Dick Oxtord and Terry Garbell (of the Joy of Cooking), mandolinist Steve Grisanti, and, recently, the Tony Benna Group (GRP/Arista). Crescendo Records has got several vital releases by a man who, in a way, is a godfather of western swing — the great gypsy guitarist Django Reinhardt. With only two working fingers on his chording hand, Reinhardt created a virtuosic acoustic guitar style that has never been equaled. The bouncing 4/4 of the two rhythm guitars and string bass, and the exquisitely urbane improvisations of violinist Stephane Grappelli had an enormous influence on western swing and bluegrass, to which it bears more than a superficial resemblance. “Django 1935” (GRP 9039), featuring his first recordings on the label “Django Reinhardt” (GRP 9039), “Django/The Quetet of the Hot Club of Greece” (GRP 9019) and “Django Reinhardt & Stephane Grappelli” have been played on records, and put out a lot of progressive country and bluegrass product, and my absolute favorite among the last year’s releases is “Slumbern‘ on the Umbrelle” (FF-005) by John Hartford (banjo), Pat Burton (acoustic guitar) and Benny Martin (ukulele and fiddle), with some of the best Buddy Emmons (pedal steel guitar) on record, as well as Sam Bush on mandolin and Larry London on drums. It’s brisk, droll, atmospheric and very happy, Primo stuff... Oh yes, one more rarity, if I may wax exoteroic for a second — and why not? Hawaiian guitar shares a lot of the broad, swirling inflections of country music, and “Sea Hoopii/Master of the Hawaiian Guitar” (Rounder 1024) is a masterful portrait of one of the most sophisticated steel players in music from the ‘20s and ‘30s.

VINYL PIECES: One film which is a fascinating new release from Columbia’s Contemporary Masters Series, Volume five of the Lester Young Story, “Evening of a Basie-ite” features rare material and unused masters from 1940-41 with Count Basie and Billie Holiday and Her Orchestra. The disc starts with some of the most influential tenor saxophonists and includes the work of one of the most exciting modernist saxophonists of our time, Sonny Stitt. From 1945: Sonny Stitt, Chicago Concert — 1956 — with pianist Billy Kyle, bassist Dale Jones, drummer Barrett Deems, trombonist Trummy Young and clarinetist Edmond Hall. The album contains excellent versions of “Jumpin’ At The Woodside” and “Bye Bye Blackbird,” and features a particularly fine, young baritone saxophonist by the name of Charlie Parker.

THE OTHER SIDE OF THE SUN — Sun Ra — Sweet Earth Ser 1003 — Producer: Sun Ra — List: $7.98

Stellar arrangements, brilliant soloing and colorful contrasts from the intergalactic master of sound, rhythm and celebration. Tenorist John Gilmore (one of the unsung masters of the saxophone), young trumpet ace Michael Ray and keyboardist Ra are in fine spirits throughout, from the choppy “Sunny Side of the Street” to the mysterious voyage of “Manhattan Cocktail.” An atmospheric, funny version of the A-kestra’s anthem, “Space Is The Place,” with vocalist June Tyson is even a good bet for airplay. All in all, this is the place to start for those who’ve never experienced Sun Ra.

Group 87 — Columbia N/C 36338 — Producer: Ed E. Thacker — List: $7.98

Group 87 is composed of Mark Isham (brass, electronics, keyboards), Peter Musar (guitar, keyboards, violin) and Patrick O’Hearn (electric bass) and they’ve developed a keyboard-rich music that falls somewhere in the cracks between The Beach Boys’ Pet Sounds, The Sonics, 10cc and The Cars. “Weeping Window,” with its soft, sad beauty, is simply one of the most beautiful compositions of the 1980s, featuring the voice of the late, great Steve Winwood. The result is a haunting masterpiece that rewards repeated listening.

The husband and wife team of Googie & Tom Coppola combine vocal music, pop, R&B and jazz in fresh new ways following upon years of experience on the New York Jazz scene with people such as Herbie Mann, the Coppolas has created a provocative sound centered on Googie’s airy, urgent stylings.

Group 88 — Columbia N/C 35914 — Producer: Jerry Peters — List: 7.98

Group 88 is a 12-piece band consisting of percussionists, Michael Glass, John Von Schlippe, Barry Hendler and Peter Musar, who have been working together for over ten years. The group’s sound is a combination of jazz, rock, funk and soul, with a strong emphasis on rhythmic creativity and improvisation. The band’s repertoire includes original compositions as well as interpretations of classic jazz and pop standards.

Group 89 — Columbia N/C 36338 — Producer: Ed E. Thacker — List: $7.98

Group 89 is a jazz ensemble consisting of four saxophones, two trumpets, three trombones, two French horns, two tubas, drums, bass, guitar and piano. The group’s sound is a combination of classic big band jazz and contemporary fusion, with a strong emphasis on improvisation and rhythmic creativity. The band’s repertoire includes original compositions as well as interpretations of classic jazz and pop standards.
SINGLES BREAKOUTS

Cristina

Finally, the Star Wars Theme solo performances of Harry and Walt Disney, the radio station WHFS, or any of one of the stores. The grand prize in this "Epic Clipart Talent Find" will be a Gibson guitar and a six-week recording session at Omega Sound Studio. The runner-up will be given a four-hour listening session at the studio. A unique contest was a recent "Miss Piggy Look-alike Contest" promoted through radio station WPGC. This "beauty" competition, held April 28 at the Forestville, Md., outlet, received much local media coverage and was attended by nearly 700 people. First prize was a Superscope stereo unit, with second prize a Kodak Instamatic camera and third prize a cassette playback unit. Each of the 17 entrants received a "Kermit the Frog" doll.

RECORD BAR STORE - Activity has been reported out of the Record Bar chain: The North Hill Mall outlet in Raleigh, N.C., was the scene of an in-store appearance by the Embers on May 10. This was part of a promotion for "beach music" undertaken by the Raleigh, Durham and Raleigh Hills stores. To coincide with the album, a late-long sale was held. Spyro Gyra stopped by the Atlanta outlet on May 6 to see a window display done in support of the group's latest album. Several Atlanta Bars were part of a ticket giveaway for the group's local appearance. Another Atlanta promotion took place at three outlets in conjunction with a May 20 Warren Zeon concert in the area. To bolster the "Giraffe, You're A Desperado" theme, guitars handed out coupons at each of the stores, good for one dollar off the price of the Zeon LP. Finally, the Glen Burnie, Md. outlet, along with CBS Records and WLPL-FM, held a Heart promotion coinciding with the May 21 appearance of the group at the Capitol Center. A drawing was held with grand prize being two tickets and a limo ride to the show, a Heart catalog and a $50 gift certificate.

P.R.T. - A June 20 display contest has been undertaken by the Seattle-based P.R.T. office and Chrysalis Records: In one competition, the Everyday's body will be pitted against the D.J.'s chain with first prize $150 and the second prize $50. The five Eucalyptus stores are holding their own contest between the Spokane, Seattle and Tacoma outlets. Another chain-wide competition is underway in the five Music Market stores. Here the Portland outlet will participate, as will the Washington-based Lynnwood, Seattle, Bellevue and Burien stores. Finally, the Lieberman one-stop in Portland will hold a competition between the $150 and $50. In all of the contests, the three large sales posters will be provided. In a new promotion, the P.R.T. office reports an Air Supply display contest at the D.J.'s chain. First prize will be $200, second prize $100.


CUSTOMER QUOTE OF THE WEEK - "No, I wasn't trying to rip-off this cassette. I was just letting it out of my car to see if it was the right size for my tape deck.

Audiophile Labels Unmoved By CBS Entry Into Market

(continued from page 7)

"We have created some terms of doing business more akin to the hi-fi industry than the record business. The most obvious example of this is that we don't tolerate returns. We necessarily have to support our business because of our high production and manufacturing costs and because we're not what Armstrong calls, "to continue, and will continue, to build volume through accounts we now work with."

Because companies like Mobile Fidelity, National, and others licensed a product from major labels for half-speed mastered recordings, Belkin stated that it's a "little ACIDIC" about the effect of the record companies' way in terms of marketing.

Jimmy's settled debts

I think in the long run, our place in the market will be determined by the quality of our product and not by competition," said Michael Kelman, director of marketing for Telsar Recordings, a major independent supplier of classical audiophile recordings. "When you pay the higher prices for these records, you are buying a little bit of a bargain. People know they are getting a known quantity in terms of quality on each record.

Raw Materials Demand Soft For Summer Months

(continued from page 16)

testing lower cost jackets."

Another jacket manufacturing company that has experienced a decrease in sales was that of the resultant of the soft business period is Album Graphics Inc., another of the top four jacket manufacturers. "We're seeing a decline in the rock market," said Robert Block, president of the unsuccessful company. "We're seeing a decrease in the dominance of the '80s style."
ANNIE MURRAY (Capitol 4977)
I'm Happy Just To Dance With You (3:51) (Macien Music, Inc., BMI) (L. Lennon, P. McCarrney)
Murray slows down The Beatles' early pop hit to ballad pace and the result is a cheek-to-cheek slow dance that should walk its way onto a number of pop, A/C and country formats. A bouncy pop chorus moves deliciously into a warm, intimate sax solo, as a deep bass beat and stringing carry Murray's rich, dulcet vocal.

PRETENDERS (Sire SRE 49506)
Stop Your Sobbing (2:40) (Jay Boy Music Corp., BMI) (R. Davies)
Presently riding with a streak with a Top 15 single ("Brass In Pocket") and LP, the Pretenders turn to the first British invasion for this obscure Kerns track from the current release, "Really Got Me." Nick Lowe's production captures the jangling guitar perfectly and Chrissie Hynde's vocals are certainly yet sensuous. A pop, AOR treat.

SMOKEY ROBINSON (Tamla T 54313F)
Heavy On Pride (Light On Love) (3:54) (Bertam Music Co./ASCAP) (W. Robinson)
Smoky's high, shimmering vocals, along with a nice accompanying crew of female backup singers, are right on step with the funky rhythm guitar march, lush string orchestra and fluid sax work on this dancer from the "Warmed Thoughts" LP. The contagious cadence of the song should have pop, B/C and dance audiences a\"givin' it up.\"

BILLY PRESTON & SYREETA (Tamla T 54312F)
One More Time (3:52) (Golden Cornflakes Music) (B/C) (J. Peters)
The team that produced the Top 5 hit "Born Again" from Preston's "Late At Night" LP, is reunited for a silky, sumptuous duet from Syreeta's new self-titled LP. Composer Jerry Peters' production and arrangements find the perfect romantic balance between the heartfelt, wistful rhythm and gossamer strings and bell chimes. A multi-format monster.

BOZ SCAGGS (Columbia 1-11281)
Jo Jo (4:03) (Boz Scaggs Music/Almo Music Corp.)
— ASCAP (Foster/Foster, Inc., BMI) (B. Scaggs, D. Foster, D. Lasley)
Fans of Scaggs' creamy Philly soul-influenced "Sill Degrees" sound will welcome this second single from the "Midnight Mover" LP with open arms. The slick, swaying rhythm guitar line is reminiscent of Toto's "Georgy Porgy," and this cut could well enjoy the same crossover acceptance that tune did. Top 40, take note.

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SIMPSONS (RCA 16306)
 agendas (2:51) (RCA Victor)
More of an oldies hits effort, this one should have pop, B/C and country audiences a\"enjoyin' it.\"

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— ASCAP (Foster/Foster, Inc., BMI) (B. Scaggs, D. Foster, D. Lasley)
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THE ISLEY BROTHERS (T-Neck ZS9 2291)
Here We Go Again (Part 1) (4:14) (Bowina Music, Inc., ASCAP) (E. Isley, M. Isley, C. Jasper, R. Isley, O. Isley, R. Isley)
More than a few people will be able to relate to the Isleys' lyrical message here about the ups and downs of love, and the fluid, steady musical momentum of crossover activity. Luscious harmonies and a beat you can bank on will take this all the way up pop, B/C lists.

STONEBOLT (RCA PB-12023)
Price Of Love (3:54) (Dubnar Music Canada Ltd./Deep Cove Music — PROC) (R. Roper)
A strong, high, glistening sort of tune nicely balanced by a thick, hearty bass beat on this brooding, diamond-hard rock from Stonebolt's "Keep It Alive." High harmonies and soaring electric guitar are right up there with Styx. Maximum AOR, pop impact.

GRATEFUL DEAD (Arista AS 0519)
All About Grandma (3:48) (Ice Nine Publishing Co., Inc. — ASCAP) (Garcia, Hunter)
The enigmatic Grateful Dead. Behind the distinctives vocal and guitar work of Jerry Garcia, take the blues/rock boogie route to the south and its smooth sail all the way on this track from the "Go To Heaven" LP. A tasty AOR, pop slice.

OFF BROADWAY (Atlantic 3668)
Bad Indication (3:06) (Screen Gens-Mus-Emi Music, Inc./Modern Fun Music — BMI) (C. Johnson)
Drums roll like ominous thunder in the appropriate intro to this snappy follow-up to "Stay In Time" from Off Broadway usa Citt Johnson's lead vocals are sinewy and strong, keeping the cracking pop flavor here intact on this AOR, pop sleeper.

TAVARES (Capitol 4880)
I Don't Want You Anymore (4:05) (Cotaba Music/JSH Music — BMI/ASCAP) (D. Foster, B. Champlin)
The hit songwriting team that produced "After The Love Has Gone" for E. W&F create a sleek, funky strut for the Tavares brothers that is sure to stir up B/C activity. A totally effective fusion of rock and funk, this is a killer.

AIR SUPPLY (Arista AS0520)
The plaintive vocals of Air Supply lugged on the heartstrings of America with "Lost In Love," which climbed to the #2 position on the Top 100 and this hit's follow-up will most likely do the same. A dynamic chorus and swelling crescendo insure hit status.
AIR PLAY
PROGRAMMER’S DELIGHTS — Marty Maxwell, WTIX/New Orleans music director, is getting Top 10 requests for “Feelin’ Free,” by Jermaine Jackson. Jackson’s album is currently #1 in New Orleans and, while it is unlikely “Feelin’ Free” will become a single in the future, Maxwell strongly urges programmers to give it a listen. He’s had great success with: “Top three requested songs at BJ105/Orlando and it’s "Still Rock And Roll To Me," by Billy Squier. Mike Groth and "The Rose," by Bette Midler...”

WIZARD EATS MICROPHONE Todd Rundgren, the minstrel of the Philadelphia where they performed at the Spectrum, WMMR broadcast the concert live on ABC’s AM/FM Favorites feature. Getting crazy after the show are WMMR’s Mark Goodman (I) and Rundgren, the smallest person ever to put on a White Sox uniform, 101.1. Actually, Veeck is probably a rock ’n’ roller at heart as he joined a host of celebrities who called W-ROCK station (formerly WDAI) to wish them well with their new rock format. It would appear that Lillian G. Carter is a talent ’n’ roll ’n’ roller also. During an interview on Cleveland AOR WMMS, she candidly said that she wasn’t impressed with Franklin D. Roosevelt and that she didn’t know that Harry S. Truman was a good president until he was dead. She also called it a "great film."... Attention record companies. Cindy Crook, music director at WTTW/Bryan, expects you to listen to the Top 40 station is slowly moving to an AOR format, and although WTA was a college station. It has been spinning down in the Houston ARBs. It is expected to increase listeners since the station, having been spun up in the Houston ARBs. It is expected to increase listeners for Top 40 stations nationwide.

HNACKER NAMED GROUP PRO FOR DUBLEDAY CHAIN

LOS ANGELES — Bobby Hatrick, current program director at KWW-WKV/ST. Louis, was named group program director/Contemporary Stations for the Dubleday chain. While continuing to program the St. Louis stations, Hatrick will also work with Dubleday’s KWDB AM/FM and WNNM and the firm’s Detroit outlet, which is changing its call letters from WQX to WKBX. And move into a similar direction like KWX’s AOR-santed Top 40 format.

Bobby has demonstrated his programming management strength, said Dubleday president Gary Stevens, who confirmed the WLZL plans, "I want to see him capitalize on it in a big way." Dubleday is currently pursuing a similar programming course.

Hatrick said his goal at Dubleday will be to create a "unique and contemporary" format that will help the companyieu to a national syndication the syndicate. The new program is expected to be one that will help the company. The program is expected to be one that will help the company.

New Hefel Syndication

PROGRAMMERS STRESS CONTENT, MUSIC MIX TO CREATE IDENTITY

by Mark Albert

LOS ANGELES — Recent years have found Top 40 radio caught in the dilemma of competing in a fragmented marketplace full of not only AM/FM radio stations but also new satellite and cable music services that are able to make available to the public in the future as a result of improved satellite and other technological advances. The overall presentation was intended to sell generic radio format to advertisers, and as all commercial broadcasters considered that despite its immediacy in news, information and music and its lower advertising rates, agencies tend to miss the radio boat and invest in television and newspapers.

STATION TO STATION — WBCN/Boston recently concluded its "Win a Troy Pound of Gold" contest and gave away the gold worth more than $6,000. The wild contest was a promotion to help Boston celebrate its 350th birthday. The winner of the contest was Janie Schenke, who is sporting a four color tattoo from his neck down to his waist that features a detailed design of the Boston skyline. She was a Boston birthday greeting (and if you believe the fanaticism) the WBCN's "ABC's of Radio". Speaking of tattoos, last year's Disco Dance Show at Comiskey Park in Chicago hadn't deserted Chicago White Sox owner Bill Veeck from inviting radio stations to the ballparks for the special events. Outfitted in a white uniform.

Herve Villechaize, better known as "Man from U.N.C.L.E." the "Stu Unger Show" and "The White Sox Fantasy Night," veteran of a scheduled game with Seattle. Veeck said that Villechaize was most of the list. So, ABC's AM/FM favorites. "I'm still waiting to hear back from the players. The art of communicating with a radio audience is in providing pertinent information on a one-to-one basis that relates to the listeners' favorite stations," WICC/Bridgeport, Conn. faces competition from New York and Long Island. "Along with this, to let people know what's going on, we've been keeping our listeners informed. "We are very active in the community with a big city station can be. We have had air balloon races and disk jockey car races. About 100 listeners are joining us for a canoe trip down the river. We recently had an open house at the station and the turnout was outstanding."

Everyone surveyed agreed that communicating to an invisible audience requires warmth, humor and the ability to keep topical in discussion — in short, the ability to make the audience feel at home. This ability of relating to listeners at one basic level is what sets the radio station apart from the others. You have to have good communicators who can establish one to one relationships with the listeners.

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New Hefel Syndication

ARN INKS LUP’S DHAL

LOS ANGELES — Hefel Broadcasting president Tom Hoyt has announced the formation of a Syndication and Special Projects Division. The first project, according to Hoyt, will be the Alternative Radio Network and the syndication of “The Steve Dali Breakfast Club.” The program originates in Chicago and continues to be the morning show on WLUP, but will expand its format, including a number of additional shows.

“We are not exactly getting into the full service network business, but we are certain directions is due in great measure to making sure that we have a variety of programs available to us to provide innovative radio concepts and the continuing industry leadership our company is known for,” said Hoyt.

Hoyt went on to say that Hefel Broadcasting had also reserved satellite channel time in order to air the “Breakfast Club” and “other special programming features to a quality list of participating stations.” The first station line-up will be announced next week.
#3 MOST ADDED

KROKUS • METAL REDEMPTION • ARISTA

ADDs: KNCK, FYFE, WNEW, WBLM, WYDQ, KREM, KZEL, KNQ, WORJ, WIBG, WMMN, KSJO, WWWM, WJUK. Preferred Tracks: Open. SALES: Moderate in East and South.

PHILIP LYNOTT • SOLO IN SOHO • WARNER BROS.

ADDs: None. HOTs: WCCC, WLIR, WCZQ, WBNH, WJLG, KBPI, KNQ, WWWM, WJUK. Preferred Tracks: Open. SALES: Moderate in East.

BENNY MARDONES • NEVER RUN NEVER DIE • POLYDOR

ADDs: None. HOTs: None. MEDIUMs: WSHU, WAMS, WBO, WIBG, KSJO, WWWM, WSHE, WIBG, WYWW, WBLM. Preferred Tracks: Open. SALES: Breakouts in West and Midwest.

MARSHALL TUCKER BAND • TENTH • WARNER BROS.

ADDs: None. HOTs: WCCC, KNQ, KNQ, WWWM. MEDIUMs: WSHE, WM, WWWM, WJUK. Preferred Tracks: Takes Time, Can Be. SALES: Fair in South.

#2 MOST ADDED

DAVE MASON • OLD CREST ON A NEW WAVE • COLUMBIA

ADDs: KNCK, FYFE, WNEW, WSHU, KSHE, WJLG, WMMN, WMMN, WWWM, KSJO, WWWM, WJUK. Preferred Tracks: All Time, Stand. SALES: Moderate in East and South.

PAUL MCCARTNEY • MCCARTNEY II • COLUMBIA

ADDs: KNCK, FYFE, WNEW, KBPI, WIBG, KBPI, WSHE, WSHU, KSHE, WJLG, WWWM, KSJO, WWWM, WJUK. Preferred Tracks: Working in a Taxi, Electric Ladyland. SALES: Good in all regions.

WILLIE NILE • ARISTA

ADDs: KNQ, WRES, WRIR, WIBG, WSHE, WM, WWWM, KSJO, KNQ, KNQ, WWWM, WJUK. Preferred Tracks: Love and Loneliness, John Say. SALES: Moderate in East and South.

#1 MOST ADDED

ROADIE • ORIGINAL SOUNDTRACK • WARNER BROS.

ADDs: WLVV, WLYV, WLNW, WMMN, KSJO, WWWM, KSJO, WWWM, WJUK. Preferred Tracks: Open. SALES: Breakouts in West.

LINDA RONSTADT • MAD LOVE • ASYLUM

ADDs: None. HOTs: WZAM, WJLG, WMJZ, WIBG, WMMN, WJUK, WMJZ. Preferred Tracks: I Will Survive, Breakdown. SALES: Good in all regions.

OZARK MOUNTAIN DAREDEVILS • COLUMBIA

ADDs: WSHE, WSHU, KBPI, WIBG, KNQ, WYWW, KSHE, WJLG, WWWM, KNQ, KNQ, WWWM, WJUK. Preferred Tracks: Take You Tonight. SALES: Breakouts in Midwest and West.

GRAHAM PARKER & THE RUMOUR • THE UP ESCALATOR • ARISTA

ADDs: WIBG, HOTs: WZAM, WJLG, WIBG, WSHU, WYWW, WMJZ, WJLG, WMJZ. Preferred Tracks: Open. SALES: Moderate in East and South.

#1 MOST ACTIVE

1 BOB SEGER & THE SILVER BULLET BAND • AGAINST THE WIND • CAPITOL

ADDs: None. HOTs: WZAM, KNQ, FYFE, WNEW, WIBG, WMMN, WJUG, WWWM, WJUK, WSHE, WSHU, WJLG, WWWM, WWWM, WJUK. Preferred Tracks: I Will Survive, Breakdown. SALES: Good in all regions.

2 SOUTHSIDE JOHNNY & THE ASbury Jukes • LOVE IS A SACRIFICE • MERCURY

ADDs: WHFS, WJLG, KBPI, WIBG, WIBG, WMMN, WJUG, WWWM, WJUK, WSHE, WSHU, WJLG, WWWM, WWWM, WJUK. Preferred Tracks: Open. SALES: Moderate in East and West.

16 PETER TOSH • THE GREAT THEFT OF THE RORLD • A&M

ADDs: None. HOTs: WZAM, WJLG, WIBG, WMMN, WJUK, WSHE, WSHU, WJLG, WWWM, WWWM, WJUK. Preferred Tracks: Open. SALES: Breakouts in West.

17 PETE TOWNSHEND • EMOTIONAL GLASS • ATCO

ADDs: None. HOTs: WZAM, KNQ, FYFE, WNEW, WIBG, WMMN, WJUG, WWWM, WJUK, WSHE, WSHU, WJLG, WWWM, WWWM, WJUK. Preferred Tracks: Open. SALES: Moderate in all regions.

33 URBAN COWBOY • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM

ADDs: None. HOTs: WZAM, KNQ, FYFE, WNEW, WIBG, WMMN, WJUG, WWWM, WJUK, WSHE, WSHU, WJLG, WWWM, WWWM, WJUK. Preferred Tracks: Open. SALES: All Night Long. Nortel, Time To Be. SALES: Good in all regions.

LISTED ALPHABETICALLY BY ARTIST
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<tr>
<th>Week 1</th>
<th>Week 2</th>
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**ELTONE IS HOT**

The single “Little Jeannie” from the album “21 At 33”.

**ELO IS HOT**

The single “I’m Alive” from the soundtrack “Xandu”. 

**OLIVIA IS HOT**

The single “Magic” from the soundtrack “Xandu”. 

**RUPTURE IS HOT**

The single “Answering Machine” from the album “Partners In Crime”.

**MCA IS HOT! HOT! HOT! HOT! HOT!**
<table>
<thead>
<tr>
<th>Chart Rank</th>
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<tr>
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<td>Have Mercy</td>
<td>Sweet Sensation</td>
<td>Pop</td>
<td>MCA</td>
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<td>2</td>
<td>The B.B. Kings</td>
<td>In America</td>
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<td>The Temptations</td>
<td>Charles Daniels Band</td>
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<td>Can't All Drown</td>
<td>Pop</td>
<td>RKF</td>
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<td>Carole King</td>
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<td>Pop</td>
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<td>7</td>
<td>Dionne Warwick</td>
<td>Working My Way Back To You/Forgive Me Girl</td>
<td>Pop</td>
<td>RKF</td>
<td>35</td>
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<td>8</td>
<td>The Grasshoppers</td>
<td>Love and Loneliness</td>
<td>Pop</td>
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<td>4</td>
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<td>9</td>
<td>The Spinners</td>
<td>Take You Tonight</td>
<td>Pop</td>
<td>RKF</td>
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<td>10</td>
<td>The Spinners</td>
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**Cash Smash**

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<tr>
<td>11</td>
<td>The Isley Brothers</td>
<td>Stand By Me</td>
<td>Pop</td>
<td>MCA</td>
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<td>12</td>
<td>The Isley Brothers</td>
<td>Don't Say Goodnight (It's Time For Love) (PTS. 1 &amp; 2)</td>
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**Original Billboards Top 100 Singles Chart**

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<td>Pop</td>
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<td>The Spinners</td>
<td>Don't Take Me Home</td>
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**Historical Chart for 2 Charted R&B Hits**

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<th>Week</th>
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<td>The B.B. Kings</td>
<td>In America</td>
<td>Pop</td>
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<td>3</td>
<td>The Temptations</td>
<td>Charles Daniels Band</td>
<td>Pop</td>
<td>RKF</td>
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<td>Homer</td>
<td>One Fine Day</td>
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<td>The Spinners</td>
<td>Can't All Drown</td>
<td>Pop</td>
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<td>Carole King</td>
<td>All I Ever</td>
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<td>Dionne Warwick</td>
<td>Working My Way Back To You/Forgive Me Girl</td>
<td>Pop</td>
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<td>The Grasshoppers</td>
<td>Love and Loneliness</td>
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<td>The Spinners</td>
<td>Take You Tonight</td>
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<td>10</td>
<td>The Spinners</td>
<td>Don't Take Me Home</td>
<td>Pop</td>
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Country Artists To Lend Hand At Upcoming Benefit Concerts

By Jennifer Bohler

NASHVILLE — A number of recording artists, including some of the biggest names in country music, will be lending their names, time and talents to a variety of upcoming benefit concerts, including two with proceeds going to the prevention of child abuse and one for the Nashville chapter of NARAS.

The first of the child abuse benefit is scheduled for June 14 at Hermitage Landing here sponsored by WKDF and WXSF. Officers of the chapter will be on hand at the free “One For the Sun” concert to feature RSO artists the Rockets, RCA’s Mac McNally, the Winter Brothers Band, Mac Gayden, the Dave Perkins Band, the Curtis Willis Band, the Bobby Bradford Blues Band, the Ben jam in Waters Band and several surprise guests. Governor Lamar Alexander has proclaimed June 14 as “One For the Sun” Day throughout the state of Tennessee. All proceeds from the benefit concert will go to the Hank Snow Foundation for the Prevention of Child Abuse.

The Oak Ridge Boys will sponsor their second annual Stars For Children (SFC) concert June 20 at the new Reunion Arena in Dallas, Tex. The concert, which will be part of the 30th Anniversary celebration, will seat 19,500, is expected to follow.

Daniels And Band To Salute L’Amour At June 21 Grand Ole Opry Tribute

NASHVILLE — Through word and song, the Country Artists salute the world’s best selling frontier storyteller, Louis L’Amour. The tribute to the author is set for June 21, 3:30 p.m. — an active from the start of the Grand Ole Opry via WSM Radio’s clear channel broadcast.

The Opry tribute will be one of several celebrating in June honoring L’Amour, who has passed a unique publishing milestone — more than one million copies of his 75 books is in print worldwide. Included among the events will be the first publication by Bantam Books in paperback of L’Amour’s semi-autobiographical re memorative selection of short fiction in

NARAS Elects ’80-82 Board Of Governors

NASHVILLE — The local chapter of NARAS announced last week the election of members to its board of governors, who will be serving two-year terms.

The newly-elected governors will join 13 incumbent governors on the board. Newly-elected directors and the membership categories they represent are as follows:

Shen Kramer (vocals, singers), Shelley Kurland (leaders and conductors), Bob Montgomery (producers, A&R), Jerry Gillespie (songwriters, composers), Warren Peterson (engineers), Larry Lyon (instruments, studios), and Bill Pursell (arrangers). Blythe (art directors), an notators, designers, literary editors, photographers, Don Butler (spoken word, documentary, children’s, comedy, etc.

Governors at large include Aaron Brown, Patsy Bruce, Joe Moscheo and Norro Wilson. John McCarthy was elected governor in the associate category.

The newly elected governors will be installed at the June 4 meeting, and will join incumbents Bob Beckham, Tom Brannon, John Denny, Moses Dillard, Chie Doherty, Charlie Dickerson, Jordan, Bob Licht, Merlin Littlefield, Brad McCuen, Bob Schanz, Roger Sovine and Gerry Teferi.

Opryland Adds New Music Shows, Opry Artists To Summer Schedule

NASHVILLE — Opryland U.S.A. has added four additional music shows to its summer line-up, as well as a concert series featuring performers from the Grand Ole Opry. The concert series is titled “Opry Star Showcase” and will be performed in the Grand Ole Opry House. Every Monday through Thursday from June 16-Aug. 21, a different Opry member will appear in a one-hour concert, the price of which will be included in the Opryland admission. Opry artists scheduled for the concert series during June include Roy Acuff, Jean Shepard, Jim Ed Brown and Helen Cornelius, Hank Snow, Ernest Tubb, Bill Monroe and Willie Lee Cooper, and Larry Gatlin and the Gatlin Brothers Band.

July Schedule

Scheduled for July are Del Reeves, Roy Acuff, Bill Anderson, Skeeter Davis, the Four Guys, Grandpa Jones, Stu Phillips, Billy Walker, Marty Roberts, Osborne Brothers, Jerry Glower, Roy Drusky, Bill Monroe, Jack Greene and Jeanne Seely, and Charlie Walker and Justin Tubb.

MURRAY MAKES NASHVILLE PREMIERE — Following a successful engagement at the Opry House in Nashville, Capitol artist Murray Murlston was greeted by some Country Music Association (CMA) members during a reception in her honor. Pictured are (l-r) Jerry Seabolt, national director country promotion, Capitol/EMI A/UA; Mr. and Mrs. Mike Milam, Country Music Association legal counsel; Lynn Shults, vice president, Capitol/EMI A/UA; Murray, Mrs. Phyllis Shults, Mr. and Mrs. Joe Talbot; CMA member, and Ed Benson, CMA associate executive director.

COUNTRY
### Top 75 Albums

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**THE COUNTRY COLUMN**

**THE COUNTRY COLUMN**

**SINGLES REVIEWS**

**COUNTRY SONGBIRD IN NASHVILLE —** Following her concert at the Opry House May 21, Anne Murray participated in a “Meet the Press” type affair the next day in the local Capitol/EMI/UA building. Approximately 30 members of the local newspaper, trade and television press rapped with Murray for about half an hour. Among the many things discussed was Murray’s secret ambition — to do films. She said she has looked at a few scripts, but nothing has yet to catch her fancy. Another interesting Murray quote on the “Tomorrow Show,” she revealed her main concern: “When I played the Riviera, my biggest, opening night worry was . . . we had run out of diapers.”

**ONE LITTLE, TWO LITTLE, THREE LITTLE FOUR GUYS —** When Gary Buck left the Four Guys to pursue a solo career about a month ago, the group began holding auditions to find a replacement. Well, they will not have to change their name to the Three Guys. A replacement has been found in 20-year-old Laddie Cain, who became the fourth guy May 27. Cain was selected from more than 100 auditions.

When Faron Young appeared at Jerry Lee Lewis’ Printers Alley Club a few weeks ago, he joined on stage by none other than Charley Pride, who quipped: “When I played the Riviera, my biggest, opening night worry was . . . we had run out of diapers.”

**THE WELCOME**

**SONGBIRD**

**CAPITOL/EMI/UA**

(Plum 19500)

**The Collection**

“Naked In The Rain” (Capitol 4475)

“Dancing With The McKenzie” (Capitol 4477)

Our brand new super collection of songs will not disappoint the fans of this legendary artist. einschluss...
Plough Broadcasting To Buy WUBE/Cincinnati

LOS ANGELES — Plough Broadcasting has acquired country-formatted WUBE/Atlanta and FM stations for a reported $3.9 million. If approved by the FCC, the sale would bring the number of Plough country stations to seven and make it one of the largest country-radio chains in existence.

The Memphis-based company currently owns five country outlets (WMPR/Memphis, WPLO/Atlanta, WJJD/Chicago and WPUN/Tampa), along with WCAO and WXYY/Baltimore, WQXM/Tampa, WHKR/Memphis and WWVE/Atlanta. All of us at Plough are very excited about getting into this market," said Plough VP/programming director Craig Scott. "We are going to be up there next week to do some stunting and to get to know the area better. Plough is real happy, and we're looking forward to final approval of the sale. We should be in the first or second of 1981."

Willie Nelson Event Is Set For Ontario, Canada

SHELBOURNE, Ontario — Willie Nelson will make his first Canadian appearance in nearly eight years June 28 at Rock Hill Park, Shelbourne, Ont. Nelson will headline a 12-hour country festival titled "The Willie Nelson Event." Scheduled to join Nelson on the event are Barbara Mandrell, Mickey Gilley, John Conlee, Leon Russell, Joe Sun, Glory-Anne Carriere, Tom Brosk, Myrna Lorrie, the Nashville Swing Band, Cement City and New Grass Revival. The event is expected to attract in excess of 50,000 people.

Mayor Declares June 14 As Johnny Cash Day

NASHVILLE — Mayor T.W. Patterson of Hendersonville, Tenn., has proclaimed June 14 as "Johnny Cash Day." The announcement was made May 27, prior to the presentation of a framed proclamation to Roy Cash. Johnny’s brother and representative for the evening.

According to the official proclamation, the city will pay tribute to Cash in recognition of his 25 years in the entertainment business. The proclamation also cited June 14 as the issue date of the Cash Box special Silver Tribute to Cash.

THE COUNTRY MIKE

SURPRISE PARTY FOR LEE SHANNON — Last weekend, friends in Nashville held a surprise retirement party for Lee Shannon, who is retiring as music director of WIRE radio in Indianapolis. Shannon is leaving to operate his new hotel in Punta Gorda, Fla. The party was hosted by Mae Axton at her beautiful home in Hendersonville, Tenn. Those attending the festivities included Frank Mull, independent promotion; Jerry Seaibolt, Capitol-EMI; Tex Davis, Monument Records; Betty, Debbie and Joe Gibson, NSO; Helen Hudson, recording artist; Jack Pride, independent promotion; Waylon Jennings, independent promotion; Ken Woods, independent promotion; and Betty Cox, Music City News. We all wish Lee good luck in his new venture.

OPERATIONS DIRECTOR PROFILE — This past October, Mike Kirchen joined WFAI in Lafayette, N.C., as operations director. Kirchen has been associated with the Beasley Broadcast Group (which owns WFAI) since 1978, when he assumed the general manager’s position at WFMG in Goldsboro, N.C. Prior to his positions with Beasley, Kirchen was involved with numerous stations including WSMO/Lox, Plaza, Md.; WZSM and WXVA in Charleston, W. Va.; WEMP/Marsh-

Steve Gary, MD at KOKE/Austin, reports that the station will be giving away a trip to Nashville during Fan Fair week. Jim Little, an announcer at the station, will accompany the winner.

The line-up at WRCG/Columbus, Ga., is as follows: Jim Stevens Midnight-5 a.m., Dan Gates 5-10 a.m., Kirk Dorn 10-2 p.m., Sweet Charlotte 2-7 p.m. and Joe McClure 7-midnight.
**Gospel News**

The annual National Gospel Radio Seminar is set this year for July 18-20 in Dallas as the Gospel Radio Broadcasters will be on July 17 from 8 a.m. with some additional registrations on the following two mornings for late arrivals.

The Gospel Radio Seminar is really a worthwhile organization, working to promote more music on gospel radio. Unlike the National Religious Broadcasters, which seems to represent the “preachers and teachers” and is fighting paying songwriters for use of music, the Gospel Radio Seminar seeks to encourage gospel radio stations to minister through music.

The agenda for the event begins with a keynote address by Mike Sears, president and general manager of WAEW in Atlanta. The first session is called Sales Motivation and will be headed by Karl Kettering, sales manager of WBWO in Boyertown, Pa. Kettering will lecture on Sales later that day and the first day’s sessions will conclude with a round table where all the participants can air their likes and dislikes.

The second day’s sessions will be devoted to programming, with teaching sessions on the communication process, on-air promotion, format construction, Christian music programming and productions. The panel of speakers will include John Young, Bob Christie, Larry Alford, Gary McCartie, Craig Hodgson and David Benware. The luncheon speaker will be Rodney Snell of Sunshine Conventions. On Saturday night, the second day of the event, a banquet and new talent show will be presented as well as the Broadcaster of the Year award. On Sunday, the program will begin with a worship service, followed by sessions on Building an Image and one on the State of the Music industry conducted by record company executives. The seminar comes the weekend before the Christian Broadcasters Convention, also held in Dallas, to provide a convenient time and scheduling for those who would like to attend both events.

Light Records has signed former Longhorn Records sales man through World’s Un-United Kingdom office with Ian and Bill Hamilton, according to Ralph Carmichael, president of the label. The agreement covers sales of Light Records and Lexicon Music Product for England, West Germany/Switzerland and the Scandinavian countries.

The Public Broadcasting System, which featured a gospel music special on one of its most successful shows ever, plans another special featuring Tennessee Ernie Ford, Aretha Franklin, Jessy Dixon, Barbara Mandrell, Andrae Crouch, Walter Hawkins, B.J. Thomas and Five Blind Boys From Alabama. It will be produced June 21 at Grandfather Mt., N.C.

No one can accuse Light Records of ignoring minorities or making it easy on their Typtists when they sign an artist. The Basques, Armonrians and Greeks are all represented on Light with Becky Upargite, Dennis Agajanian and Dino Kartsonakis signed to the label. Aga-ajanian, who has just been signed to the label, is involved in dirt bike racing as well as being billed as “the fastest flat-top guitar picker” around. The rumor that Light will release an album called “How Do You Spell Raga” by Upargite-Agajanian-Kartsonakis is totally false.

John Daniels, executive director of the John Daniels Gospel Series on Tomato Records has announced the appointment of Rodney Brown to the position of director of Gospel sales and promotion. The label has scheduled releases on artists the International Mass Choir, Tabernacle Choir and Betty Nelson.

Over at Paragon comes news that Lamb & Lion has signed James Ward to artist and songwriter capital. NewPix has signed songwriter Bobby Springfield and Wayne Watson has been signed to an exclusive songwriting contract by Paragon Publishing Group.

Jesus Northwest, an outdoor festival scheduled for July 17-19 in Vancouver, Wash, boasts a talent line-up that includes the Archers, Stephanie Booshar, Scott Wesley Brown, Andrus/Blackwood & Co., Dogwood, Steve Camp, Amy Grant, David Meece, Doug Oldham, Mike Warnke, Jamie Buckingham and Hal Lindsey.

A special concert featuring Bobby Jones & New Life, Becky Fender and Dayton’s Even-ning Stars will be held in Dayton to honor WDAO radio personality Jim “Gospel Man” Johnson. May 23, the day of the concert, has been declared Jim Johnson Day in Dayton in honor of the occasion.
CASHBOX MEANS BUSINESS IN NASHVILLE!
THE RHYTHM SECTION

THE TOTAL EXPERIENCE EXPERIENCE — Producer Lonnie Simmons who heads up Total Experience Productions with Don Alexander is expanding the company’s roster of new talent. Having coined the phrase, and, of course, produced the song “Oops Up Side Your Head” with The Gap Band, Simmons will soon be treating us to a male/female duo called Yarbrough and Peoples. The two-some are both keyboard players who have previously played with the Leon Russell Band and The Gap Band. The pair will have its first product released on Mercury Records in early July. The Gap Band will be back in the studio following completion of their tour. Stevie Wonder, who wanted the group to perform on his upcoming album, couldn’t wait until they completed their tour, and flew them in to go into the studio with him, but also just in time to attend his birthday party.

THE ALL-STARS FOR UNCF — The Hollywood All-Stars recently played a basketball game against WDAS air personalities. The All-Stars consist of cast members from the television series, The White Shadow, Laverne & Shirley and The Jeffersons. Over 8,000 people were in attendance at the game, which raised over $18,000 for the United Negro College Fund (UNCF). Kevin Hooks and his wife Regina organized the Hollywood All-Stars, who were sponsored by Coca-Cola. The team is available to play radio personalities on a national basis for the benefit of the United Negro College Fund. For further information contact Joan Logue Henry at (212) 586-0610.

THE MANY TALENTS OF MILLIE — Millie Jackson is scheduled to make her Broadway debut in mid-July with a show called “Black Tie and Champagne With Millie Jackson.” Jackson is scheduled for a two-week stint at the Princess Theater in New York, and the show may also feature The Fatback Band, which is presently on an east coast tour. The show is being produced by Spring Records. Be expecting Jackson’s upcoming release on that label called “For Men Only.” It will be released in a few weeks.

SPURRIS FROM THE SPINNERS — The Spinners’ new album, “Love Trippin’,” was released this month. The album, “Heaven’s Rain,” reportedly the next cut to be released as a single. The surprise is that lead vocals are being sung by John Edwards, Henry Fambrough and Ullanda McCullough. McCullough reportedly has an upcoming deal with Atlantic Records, which may garner her the production talents of Ashford & Simpson for her interpreters. However, that portion of the deal is still being worked out. Rogers recently showed up on NBC’s “The Tonight Show” as the “host” of the show an “at the microphone” for the “reality” portion of the show. “I Just Want To Be With You,” Fambrough is doing lead vocal, and this is also a very pleasant surprise.

CHICAGO PLANS SEMINAR/PARADE FOR BLACK MUSIC MONTH — Putting their heads together were Willie J. Barney, Barney’s One-Stop in Chicago, Keith Jackson, RCA Records product manager, and Donald Clay, sales manager at Barney’s, and they came up with The Illinois Black Music Committee’s music seminar and parade June 17-20. Clay is chairman of the organization, which has received such overwhelming acceptance that Clay mentions that it will probably become an annual event for Black Music Month. The organization will hold a kick-off party June 3 at Roberts Motel to publicize the event to the public. “The object of the event is to make aware to the public that the music industry has not forgotten the Black contribution,” said Clay. The seminars will be held at Kennedy-King College in Chicago, where record labels will have representatives speak on specific subjects, ending with the parade on the 21st, where several local and national recording artists will participate. The seminars will cover subjects concerning jobs, the road a recording artist must travel to stardom and other related topics. Clay also mentioned that “this is not a money making event, everything is free. There is the possibility that next year we may be able to initiate setting up a communications scholarship program for one of the colleges in the area.”

ARTIST ACTIVITY — Phillipe Wynne recently signed a contract with Stroh’s Beer to write music for the company’s commercials... Betty Griffin, Mopes recording artist will showcase her talents in a special contest at Myron’s in Los Angeles June 9. This appearance is a forerunner to her television debut as a featured vocalist with the Annette Thomas Singers on The Debbie Boone Special airing June 16 on NBC.

cokie amerson
1. **DO YOUR THANG** featuring AL HUDSON — MCA
   *WWR*, *WVIN, WEAL, WBMX, WDAS-FM, WAOX, KOKA, WHNC

2. **GIVING UP IS GIVING UP** — PATRICE RUSHEN and D.J. ROGERS
   *ELEKTRA*
   WGO, WWR, WILD, WVIN, WXEL-FM, WTLC, WDAO, WHNC

3. **CUT LIPS (MAKE THE SOUND‭)‬** — ATLANTIC
   *JUMBO*, OKO, 100,000, WBMX, WJIN, WTLX, WCMX

4. **JAM (LET'S TAKE IT TO THE STREETS)** — *FIVE SPECIAL*
   *ELEKTRA*
   KMJQ, WGO, WGIN, KDAY, WKKH, WHNC, WXEL-FM

5. **ALL THE WAY** — HWED
   *WAYS & MEANS*
   WGO, WGIN, WQUP

6. **THE BREAKS** — KURTIS BLOW — *MERURY*
   WYLD, WWIN, WTLC, WBMX, WAOX

**BLACK CONTEMPORARY MOST ADDED SINGLES**

1. **HOT Eight** — CHER
   *MATCH BOOKER'S* — *SPECIAL Electronics*
   WGO, WGIN, WQUP

2. **DON'T STOP** — K-B/server
   *SAN FRANCISCO* — *WBBJ-FM*
   WGO, WWIN, WTLC, WBMX, WAOX

**BLACK CONTEMPORARY MOST ADDED ALBUMS**

1. **PASSENGER** — MARY CHASE
   *COAT HOOK* — *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

2. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

3. **BUMP** — KERRY COLE
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

**HOT R&B SINGLES**

1. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

2. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

3. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

**HOT R&B ALBUMS**

1. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

2. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

3. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

**SELECTED ALBUM CUTS**

1. **GETCUT** — *RAPID FIRE* — *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

2. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX

3. **BREAD AND BUTTER** — GEORGE CARPENTER
   *SPECIAL Electronics*
   WGO, WWIN, WTLC, WBMX, WAOX
EMI U.K. Restructures Price Schedule, Discontinues RRP

by Nick Underwood

LONDON — In an effort to rationalize prices during the current period of high inflation (21%) and in accordance with current market trends, EMI Records U.K. last week announced the first part of a two-tier price package.

The new package, effective June 1, includes a reduction in dealer tape prices, a reduction in the retail price of standard pop albums and tapes, a hold on the retail price of singles and standard classical albums and tapes, and increases in the dealer price of singles and standard classical albums. In addition, EMI intends to follow the recent trend set by several other major companies, including WEA and CBS, by replacing the recommended retail pricing (RRP) structure with an ordinary list price.

Common to both the recommended retail price structure and the new EMI pricing package, John Bush, managing director of EMI Records U.K., said, “It has been apparent for some time that the system of a manufacturer’s recommended retail price has had no real bearing on the actual retail price of records to the public. Accordingly we have decided to give dealers the freedom to fix their own retail price in accordance with their own trade situation. The alterations in dealer price, whilst resulting in reduced margins, should have little effect on the over-all cost of product from us to the average dealer.” Bush added, “The small increase in singles and classical album prices is compensated for by the drop in dealer tape prices at a time when the pre-recorded cassette market is increasing.”

The decision to reduce the dealer price in tape means the equalizing of EMI disc and tape prices. Standard pop top tapes and LPs will now cost 3 pounds 7 pence (about $7.30), standard classical tapes and albums will be 3 pounds and 29 pence ($7.81), and mid-price and de-luxe tapes will be 2 pounds 13 pence ($4.95) and 3 pounds 29 pence respectively. By increasing the dealer price of singles to 70 pence ($1.63) and reducing dealer margins, EMI brings itself inline, on these two major points, with its rival major record companies.

The new ordinary list price suggests no change in the retail price of singles or standard classical albums and tapes and a drop in the retail price of both standard pop and mid-price albums and tapes. EMI will be releasing details of the second part of the new pricing package next week.

CBS Revamps Israeli Distribution Operation

TEL AVIV — CBS has completed the first major revamping and upgrading of its records and distribution system here since its arrival ten years ago. Utilizing a network of territories within the national boundaries, the CBS system has brought a new efficiency to the record retail industry here.

Where the primary mode of distribution was through a fleet of vans, a new system employs salesmen blanketing the country with four-color mini catalogues in the field that has been instituted. Response to customer and dealer orders has been cut to 48 hours for the entire catalogue — including domestic, international and classical product.

CBS believes that the new system will allow greater flexibility for aggressive sales programs, and has already revealed plans for two more major innovations in the near future — a telephone sales department and a mini-computer system to streamline ordering, inventory, billing and sales information.

INTERNATIONAL BESTSELLERS

Argentina

Buenos Aires — CBS general manager Hecho Cuomo reports that his company has started using a device called “decomliner” in the lacquer process, which allows better sound quality, and in case of “decomliner” savings when cutting lacquers of lengthy recordings. Cuomo told Cash Box that this process has improved the overall quality and at the same time reduced its costs.

Cuomo, commercial director, Alberto Caldeiro, is arranging a sales and promotion convention on a national level, to be held in Buenos Aires. EMI is preparing a strong release for this month, and expects good chart action from several releases.

Phonogram held a party at the Bauen in honor of the new recording of Federico album to the press and trade. The gathering was highlighted by the presence of chamber music artists.

Another new record is under way, and is expected to go on the market in a few months.

United Kingdom

LONDON — Linda McCartney’s film, Seaside Woman, a short animated by Disc怎么做 Company, has been released featuring music by her and Wings, won a first prize at the Cannes Film Festival. The film, based on a song written by Linda, tells a simple story of a fishing village in the Caribbean and contrasts the lives of the villagers with the rich tourists on vacation. The song itself, also titled “Seaside Woman,” will be released as a single on A&M Records within the next few weeks. Commenting on her success at home and in America, Linda said, “I’ve been quietly thinking about the festival all week waiting to hear and hoping that we might stand a chance. Naturally I was very excited when I was told of the prize, particularly because I think Os- car is a brilliant animator. Hopefully we can now go on to bigger and better things.”

Also delighted because Seaside Woman was the only official British entry, Paul and Linda would love to have flown to Cannes to accept the award, but I had to collect the...
Leading Japanese Companies Report Increased Sales

By Kozo Otaka

TOKYO — Nikko Columbia, Victor Musical Industries and the Pony-Canyon Group, three of the biggest players in the music industry, each registered significant revenue gains over last year, according to financial reports released recently.

For Nikko Columbia, 128th term (March 21, 1979 to March 20, 1980) revenues reached 62.2 billion yen ($270.6 million), up 11.1% from the 56 billion yen ($243.6 million) for the previous fiscal year. At the same time, net income after taxes was 2.9 billion yen ($120.1 million), 40% up over the previous fiscal year.

Record revenues for the year totaled 25.3 billion yen, up 111% from the 11.3 billion yen. Significant profits for the first three quarters are seen as anticipated for the fiscal year ending March 31, 1981.

For Pony-Canyon Group — comprised of Pony Canyon, Orange and Pony Canyon Co. Ltd. — results were also significantly for the last six months of the fiscal year (Sept. 21, 1979 to March 20, 1980). For Canyon, total revenues in the period reached 5.4 billion yen ($236.4 million), up 26% over the same period last year.

At Pony, which specializes in pre-recorded tapes, revenues for the period reached 4.5 billion yen ($185.5 million), 12% more than the same period last year.

The new company is being operated in conjunction with Mark Rye, Lloyd Berry and Mike Dolan, with promotions management, although A&R and artistic direction of the label is being handled by Tony Bransby and Alan James is responsible for media promotion. New product on the new label is the single "Do You Dream in Colour" by Bill Nelson, released May 23.

Kruger Sets Up
Concert Division For Rock Acts

LONDON — The Kruger Organisation has formed a contemporary promotion division to handle rock-oriented concert tours in the U.K. In addition, through a link-up with promoters in Germany and The Netherlands, the new Kruger concert division will also be able to book tours in various countries in continental Europe.

Following our first entry into the continent last year, the division is being targeted on the just finished tour of War and Blood, Sweat & Tears, which embraced 17 cities in Britain and Europe, the success of the venture has prompted us to make a move away from our total reliance on MOR and black soul music," said Jeffrey Kruger, president of the Kruger Organisation.

The rock-oriented concert division will be headed by Howard Kruger, promoted to the position of vice president of artists relations and tour direction. Continental concert promoters in the division include Record-Huis of Germany and the Lock of The Netherlands.

"This means that any rock acts signed by Kruger will be on dates not just in Britain, but also in Germany, Austria, Switzerland, Holland and Belgium, with co-ordinated responsibilities all under one roof and with payments guaranteed by Kruger for all the dates, thereby eliminating a lot of risk factors for rock acts, dealing with sub-agents," explained Howard Kruger.

INTERNATIONAL BESTSELLERS

ITALY

TOP TEN 45s
1) Video Killed The Radio Star — Bubbles — Island
2) Una Giornata Uggiosa — Lucio Battisti — Numero Uno
3) Su De Noi — Pablo & Baby Records
4) Solo Noi — Toto Cutugno — Carosello
5) Another Brick In The Wall, Pt. II — Pink Floyd — Harvest
6) Il Tempo Che Va — Fabio De Peppo — Clan
7) Spazer — B.B. Devotion & Carrere
8) Monkey Chop — Dado I — Island
9) L'Alpe Maja — Katia Suzzo — Fonti-Centra
10) Non Si Che Darai — Alain Lombrail — C.B.D.

JAPAN

TOP TEN 45s
1) Runaway — Glass — Epic/Sony
2) Shinkei — Crystal King — Century
3) Okura Kotoba — Kayu.wikipedia — Polydor
4) Shikawase Sagashite — Horikawa Tokuma — CBS/Sony
5) Shinakusai — Momyo Yamashita — CBS/Sony
6) Utsukushigahara — Tamura — Polydor
7) Song For Coca-Cola — Eikiyoshi Yazawa — Warner/Pioneer
8) Nippon — Akina Takahashi & Electric Shavers — SMS
9) Al No Sono — Hideki Sajo — RCA
10) Omi Tsukuba — Satoshichika — CBS/Sony

TOP TEN LPs
1) Romance — Chiharu Matsuyama — Victor
2) Solid State Survivor — Yellow Magic Orchestra — Alfa
3) Kilettoia Ildanaka — Miyuki Nakayama — Century
4) Crystal King First — Century
5) Mr. Metropole — Junco Yapagawa — Decca
6) Glass Houses — Billy Joe Ferguson — Century
7) Suburub — Shinya Tanuma — Polydor
8) The Heart Rock Party — Century
9) Live — Of Course — Toshiba/EMI
10) Hakuto Nichinetsu — Shingo Ito — Columbia

UNITED KINGDOM

TOP TEN 45s
1) What's Another Year — Johnny Logan — Epic
2) No Doubt About It — Hot Chocolate — RAK
3) She's Out Of My Life — Michael Jackson — Epic
4) Mirror In The Bathroom — The Beat — Go Feet
5) Gene — Devo's Midnight Runners — Parlophone
6) Theme From Mash — The Mash — CBS
7) Over You — The Top Form Music — Polydor
8) Hold On To My Love — Jimmy Ruffin — RSO
9) Should She Loved Ya — Narada Michael Walden — Atlantic
10) We Are Glass — Gary Numan — Beggars Banquet

TOP TEN LPs
1) The Magic Of Boney M. — Atlantic/Hansa
2) Sky — Sky — Arista
3) Just One Night — Michael Jackson — Epic
4) Greatest Hits — Rose Royce — Whิตh̄field
5) Duke — Genesis — Charisma
6) The Wall — Pink Floyd — CBS/Sony
7) Sports Cars — June Tude — Rocket
8) Weave Cold Bala — Duke & Verigo
9) One Step Beyond — Madness — Stiff
10) Heaven & Hell — Black Sabbath — Vertigo

INTERNATIONAL DATING LINE

Stiff Little Fingers, The Jam, The Regents, Tourists, Gillion, Krokus, Lindisfarne, Saxon, The Only Ones and Wishbone

U.K. dealer reaction to the recently released Elton John LP on Rocket, "21 at 33," is apparently very enthusiastic and it's being viewed as a return to the essential Elton John. DJ's soul-lunk rocker Johnny Guitar Watson plays his first live U.K. date in four years on June 9 when he flies in to perform one night only at London's Hammersmith Odeon during a European tour. Chuck Berry returned to the U.K. at the end of the month to undertake a series of theatre engagements that included an appearance at London's classic rock venue, The Rainbow, May 23.

Recent executive moves see John Howes, RCA's commercial marketing manager, being upped to divisional director of marketing, while Paul Myers, previously head of CBS International classical department in London and New York, has joined Decca Internacional as symphonic productions manager.
Korvettes' Lowballing Tactics Begin To Affect Competition

(continued from page 7)

Korvettes' marketing plan is less than the impact on our competitors because our customers are hard-core record buyers. The Korvettes shop that was quoted on "is only interested in the hits."

Ed Beda, president of Disc-O-mat, which operates six stores in the New York area, said that he was "stalled" by the Korvettes pricing policy. "Whenever you do something that drastic, you’ve got to be hurting. But then again, maybe they’re reacting to economic conditions that are beyond anybody’s means." In Alexander’s case, he said, "You’re making the best of a bad situation and means nothing to them because they can easily digest the loss in their operation. For The 15 lowballing is something they do generate business in their stores." Efforts to reach a spokesman for Alexander’s were unavailing.

Response To Economy

According to Elliott Sutton, president of Jimmy’s, Korvettes’ low-pricing is strictly a reaction to the economy. "The softness of the market is affecting everybody, and when there’s a smaller pie, everybody has to dig a little harder for their piece, especially us," he said. "The margin is much better on Korvettes and means nothing to them because they can easily digest the loss in their operation. For The 15 lowballing is something they do generate business in their stores." Efforts to reach a spokesman for Alexander’s were unavailing.

Capitol Releases 14

LOS ANGELES — Capitol Records, Inc. will release 14 albums during the month of June.

Ten of the LPs, slated for a June 9 release, include "Take What You Find" by Helen Reddy, "Amy Holland" by Amy Holland, "Green Grass and High Tides" by Tom Schlit, "Careful" by the Motels, "About Face" by Face Dancer; "Endangered Species" by Emerson, Lake and Palmer; and "Soundtrack featuring various artists, "Something ‘Bout Baby I Like" by Glen Campbell, "Sun Over The Universe" by Steve Hillage, and "A Sure Thing" by Freddie Hart.

Set for a June 23 release are "Up" by Lou Reed, "Changin’ All The Time" by G.N. "For The Sake Of Love" by Donna Washington, and "Twice As Sweet" by A Taste Of Honey.

Atlantic Issues Seven

NEW YORK — Atlantic Records has released seven new LPs. They are "Love Trippin’" by the Spinners, "After The Roses" by Kenny Rankin, "Tomcatin’" by Billy Paul, "The Dandy’s Up Late Sniff ‘n’ the Tears, "I Wanna Get Down" by C.L. Blass on Cotillion, "The Piano Music of Virgil Thomson" on Firnade, and "Sheila And B. Devotion" on Carrere.

WEA Introduces 128-Title $5.98 Catalog Midline

(continued from page 7)

Bob Canada, program manager at WGH/Northall, VA, summed it up best. "Music is not less important, but all of the other things you do between the songs is what makes you different from your competition. AM radio cannot survive playing wall to wall music. It must provide information, talk, sports and heavy community involvement.

SRS Sets Workshops

LOS ANGELES — Applications are now being accepted for six summer workshop courses offered by Songwriters Resources and Services. Classes include advanced songwriting, advanced harmony and music theory, beginning harmony and music theory, a voice workshop, lyric writing and a course on the business aspects of songwriting. Courses will begin on June 3.

Tuition fees have been set by the non-profit organization to accommodate most songwriters’ limited budgets. More information can be obtained by calling (213) 463-7178.

TROWER SOUNDS GOOD — While in Chicago, Robin Trower stopped by Sounds Good Records to present a signature Fender Stratocaster guitar. To help Chicago rocker WNET celebrate its first anniversary of pure rock, Trower autographed commemorative posters marking the occasion.
Bally's C'Donnell Foresees Bright Future For 50c Play

CHICAGO — Although it is still too soon to determine just how extensively 50-cent play pricing on pinball machines is being accepted, Bill O'Donnell, Jr., president of the Bally Pinball Division, expressed optimism that it will ultimately gain widespread acceptance, "whether it takes six months, a year, or maybe a little longer."

The current economic environment, pricing costs, inflation, the pressures of competition, are contributing factors to an increased awareness structure, O'Donnell indicated, that projected the 50-cent play concept during the formative stages of Bally's "Space Invaders" game.

Referring to the Space Invaders pingame, O'Donnell continued, "As our package started developing, we looked at the increased production costs, the expensive lighting system utilized to enhance the appeal of this machine and other related costs, realizing that a product of such exceptional standards, above and beyond the norm in the pinball market, would require an at least 50-cent before we offered a higher price tag we wanted to provide operators with an effective tool for increasing their earnings, namely 50 cents per play, giving them something to break down the existing pricing barrier."

All Bally Space Invaders are shipped at 50 cents per play. "We are still in a monthless experimental stage," O'Donnell observed, "but at this point we have had quite a bit of success with it. Of the first 53 prototype games that went out on 50 cent play, 54 are still at 50 cents, nine have been converted to a quarter. We find this very encouraging."

Increased Collections

What kind of response has Bally received thusfar? "We've had people tell us that 50 cent play is something that must be done and Space Invaders is the perfect vehicle for making the breakthrough. Others have said that, at this pricing, increased collections can be realized in a much shorter period of time. We are in the entertainment business, after all," O'Donnell stressed, "and this is still a relatively inexpensive form of entertainment. In Space Invaders the player has a very exciting pinball game in a wide-body, as well as a light show, a sound show, a visual show — and that's quite a lot for 50 cents."

O'Donnell admitted that the new pricing has met with some territorial resistance, various southern states, particularly, and some rural areas have not been very receptive to 50 cent play, he said. Change of any sort, be it technological, economic or whatever, always meets with mixed reactions, but O'Donnell feels that the timing is perfect in this instance. "There is a measure of risk involved," he said, "but I believe in the game and the concept and consider the other initiative Bally has taken to meet the challenge of rising operating costs."

Looking back over the past few years he enumerated the various "firsts" identified that have been introduced to the industry:

"Panthera" Is The Newest Addition To Gottlieb's Dimension 80 Pinball Series

CHICAGO — The release of "Panthera," Gottlieb's new Dimension 80 flipper game, and the second in the company's Star Series 80 line, has been announced by Jack Miller, the Chicago-based general sales manager of the firm.

"Panthera's contemporary backglass art supplies the backdrop for a really stimulating and challenging game," said Miller, "and its glittering playfield design is complemented by the buoyant blue coloring of the cabinet."

Furthermore," he continued, "Panthera utilizes Gottlieb's new System 80 electronics in two imaginative new ways. Total Memory Recall is at the heart of the game concept and is used to create absorbing new scoring patterns. The transition player will also be lured to the game through a combination of Perpetual Attract Lighting, a dazzling and uninterrupted playfield light display, plus Gottlieb's Continuous Background Sounds which are carried to the player from the unique new ear lev speaker system."

Selective shooting to the tempting array of Panthera's playfield targets is further luring the player handsonmedly. Completing the top yellow-blue-white-green rollovers lights the hole alternately for "special" and scoring the 1-2-3 sequence lights the "extra ball" target. The game's drop target value is 500 points or 5,000 plus when it aligns, as a further incentive for the player to collect the three drop targets of the same color when it advances the multiplier.

The company's colorful circular highlights a miniature telling the story of Panthera, the "mythical princess-goddess" who was abandoned in the forest and raised by a fierce tribe of jungle beasts. The company's spokesman predicted that the line would be shipped to domestic distributors in the second week of June.

NEW URL BUILDING — Stern Electronics, Inc. has moved its subsidiary, Universal Research Laboratories, Inc. of Elk Grove Village, to a new 42,000 square foot facility at 700 Chase Ave. The move will triple the company's current production capabilities and size. URL, a solid state electronics assembly plant, was formerly located at 2501 United Lane in Elk Grove Village and moved to the new facilities on May 15. According to URL President Edward Polamek, the new location will enable more extensive engineering hardware and software development.

AMOA Witnesses Testify In D.C. About Jukebox Industry

CHICAGO — Operators representing all levels of the jukebox industry were among AMOA witnesses who appeared before the Copyright Royalty Tribunal, to testify on the jukebox business at the April CRT hearings in Washington. As required by law, the CRT must review the current 26 jukebox royalty fee and determine the amount of the fee for the next ten years, which was the purpose of the hearings.

AMOA and the performing rights societies (ASCAP, BMI, SESAC) presented their positions at the meeting and subsequent hearings for summation and rebuttal were scheduled for May 16 and 19. (Cash Box, May 10 and May 31).

Among recommendations made was BMI's proposed royalty fee of $30 per jukebox. The performing rights society suggested that CRT adopt a royalty rate which would reflect changes in the Consumer Price Index (CPI). ASCAP and SESAC filed a joint recom- (continued on page 40)
**AMOA Witnesses Testify In D.C. About Jukebox Industry**

In an effort to increase the royalty fee per jukebox, maintaining that a royalty fee must be based on marketplace considerations (the fee that would be paid if no compulsory license existed). They stated further that the most useful marketplace parallels were the ASCAP license fee paid for "mechanical music" by locations of the type where jukeboxes are typically placed. The ASCAP license fee paid by background music operators and the license fee paid by jukebox operators in foreign countries.

AMOA based its presentation on the economic condition of the jukebox industry today, and recommended that the $8 royalty fee be retained for the next ten years. President Robert Nims stated, "We presented the best case ever for AMOA members and the industry at these hearings. AMOA devoted much time, effort and expense in presenting the jukebox operator position."

The Jukebox Economic Survey, conducted by Peat, Marwick, Mitchell & Company, was a significant part of the AMOA presentation. Dr John Scarporough from PFM spent more than a day and a half discussing the results of the survey and answering questions from the performing rights societies. He pointed out that the number of jukebox operators in the country ranged from 3,245 to 5,019 and that the number of jukeboxes owned by these operators is between 251,067 and 382,194.

**Operator Income**

The study indicated that the average number of jukeboxes per operator is 77, and that the average number of gamers per operator is 225. The average annual revenue per jukebox as reported by operators was $704 and the average annual expense per jukebox was $299.

In addition to the operators who appeared as witnesses for AMOA, the jukebox manufacturers were represented at the hearings by Michael Giblin (Rowe International, Inc.). Lester Rick (Rock-Ola Manufacturing Corp.) and Harold Schwartz (Seeburg distributor) Harvey Campbell of Mobile Record Service Company represented the one-stops.

**Les Rieck Retires After 25 Years With Rock-Ola**

CHICAGO — Lester C. Rieck, phonograph sales manager at Rock-Ola Manufacturing Corp. for the past 25 years and a veteran of more than 40 years in the coin machine industry, retired recently, according to an announcement by executive vice president Edward G. Doris. "Over the years at Rock-Ola, Les became well known and respected by distributors, operators and fellow employees for his affable, efficient manner. His contributions to the sales, growth and success of Rock-Ola phonographs were many, and we will certainly miss his knowledge and expertise," commented Doris.

Les Rieck is a native of Chicago. He began his sales career in the coin-operated phonograph industry at Mills Industries, Inc., where he advanced to sales manager. Immediately prior to joining Rock-Ola in 1955, Rieck was associated with H.C. Evans & Co. of Chicago.

During his lengthy tenure in the industry, Rieck saw coin-operated phonographs grow from a simple electromechanical record player into a highly sophisticated and successful musical merchandiser that uses microprocessors, computers, memory banks and optic sensor beams.

He and his wife, June, reside in Chicago where they are both active in church, social and charitable activities.
Panthera—mystical princess-goddess. Born to royalty. Kidnapped and abandoned in the forest. Raised and nurtured by a fierce but maternalistic tribe of jungle denizens, ultimately returning to her queenship.

Panthera—exciting, mysterious, unpredictable, a fitting name and theme for Gottlieb's newest Star Series 80 game.

D. GOTTLIEB & CO.
The Copyright Royalty Tribunal rebudget hearings (relative to the $6 jukebox royalty review) were held in Washington May 16 and 19, with BMI and ASCAP both presenting their cases. AMOA must now submit a list of witnesses and attendees of what these witnesses will cover in rebudget, to the CRT by June 2. Next hearing date is June 9...As of this past week AMOA confirmed the dates of March 6-7, 1981 for next year's Notre Dame Seminar. The sessions will once again be held at the O'Hare Hilton Hotel in Chicago with Dr. C. Joseph Selenk serving as coordinator. The Seminar Committee is composed of Don Van Brackett (Chairman). Ted Nicholas, Donald Anderson and Vincent Storino.

WILLIAMS RON CROUSE was among coinz execs in attendance at the OMAA convention in Columbus, Ohio — where the factory's new "Firepower" pinball was one of the hit of the show, in the Cleveland coin exhibit. The new piece is currently in domestic delivery and Ron told us it's been making a "phenomenal" impression on the overseas trade.

STUART KIMBER, on THE SUBJECT OF "Firepower," Worst Wild's Howie Free said the factory's new "Firepower" pin has been testing with "superb" results. "It's got everything," Players are wild about the Multi-Ball feature and the excitement of three balls coming down on the playfield at one time, he said, and Lane Changte, plus the sound, etc. Operators are eagerly awaiting availability, Howie told us, adding that "with so many outstanding features, Firepower is the best pinball ever produced."

THE TALK OF the trade these days is Stern's acquisition of Seeburg, which should be finalized shortly and, needless to say, everyone's awaiting the outcome... The Stern factor, meanwhile, is concentrating on export and domestic shipments of the recently debuted "Seawitch" pin and marketing vice president Stephen Kaufman said it's been garnering outstanding test reports. "Big Game" is also still in production and doing well. Factory's next wide-body is called "Cheetah," and it's been readied for sample shipment - so, watch for it.

ATTENTION PHONO OPS: Here are a couple of "quarter grabbers" as recommended by Gus Tartol of Singer One Stop For Ops. First is a single by Rocky Burnett on Eti/Capitol called "Tired Of Toein' The Line," which has a 50s rock sound and should be a sumer season smash on jukeboxes. Gus noted. Burnett is the son of 50s star Dorsey Burnett, by the way. The other recommendation is "Let Me Love You Machines" on Pure State League (Casablanca) and this one, Gus said, should do well in all types of locations.

The annual Ohio Music & Amusement Assn. convention and trade show was a huge success — to the tune of more than 300 in attendance and representation from almost 100 operators. Almost everyone at every major manufacturer was represented both with product and personnel, and there were even two foreign visitors on hand (both from Tokyo). The exhibit area housed 42 booths as opposed to last year's 56. All in all this was the state group's biggest convention to date — so take a bow Paul Corey and staff.

The Ohio Music & Amusement Assn., annual conv., Galena Territory, Galena, Illinois.

INDUSTRY CALENDAR

June 5-7: Music Operators of Texas, Flagship Hotel, Galveston.

Oct. 8-10: JAA (Japan Amuse. Trade Assn.); annual conv., Tokyo.
Oct. 10-11: Amusement and Music Operators of Virginia; annual conv., Howard Johnson's; Richmond.
Oct. 30-Nov. 2; AMOA, annual exhibition; Conrad Hilton Hotel; Chicago.
Nov. 22-24, IAPAA annual convention; Rivergate: New Orleans, La.

with Bally including the introduction of electronic technology on pinballs, the development of an in-house ad department, elaborate promotional campaigns, celebrity themed pinballs and the launching of a major national pinball tournament.

What types of locations are most conducive to 50 cent play on pinballs?

Catches On At Arcades
Large arcades and game rooms seem to be accepting it at this point, according to O'Donnell. In these types of locations where there's a lineup of other games at 25 cents, a Space Invader at 50 cent play can hold its own, he noted, stressing that "it's all based on the appeal of the game."

The prototypes of the Space Invaders pinball went out in early March with domestic deliveries commencing about mid-April. England, France and Germany have increased their play pricing, comparable to the higher standard and O'Donnell advised that the increased price standard is starting to take shape in Belgium, Switzerland and Holland.

At the present rate of production Bally anticipates some very impressive numbers with this machine. "Today's operator needs more money in the cash box and with an entertainment package like Space Invaders, we feel we have taken the lead in providing the perfect instrument for generating higher collections," O'Donnell said.

"Profit Power" Booklet Available From Atari

SUNNYVALE — "Profit Power," a new booklet containing useful, imaginative promotion ideas that are easy and profitable to implement, is currently available from Atari, Inc.

The booklet is ideal for large and small game operators, Atari advises, and the material it offers ranges from simple promotional ideas to large scale tournaments, as well as terms and procedures for local area advertising and public relations programs.

Over a year in the making, Profit Power is described as a handbook of ideas gathered from operators throughout the world. Included in the text are original concepts designed to increase the operator's profit potential in street locations, game centers, amusement parks and anywhere games are played.
Island's "Rough Riders," "Sweet Sensation" by Stephanie Mills; Dynasty's "Your Piece of the Rock;" Grey and Hanks' "Prime Time;" "Hang Together" by Odyssey; "Mornin' On" by Leon Haywood; "Stronger Than You Think I Am" by Edwin Starr; "Skyway" by Skiy; and Aura.

Jazz Plans

Additionally, RCA plans to include the campaign into the product mix offered to DJs. It will feature " Wagner" and "Russian Love Songs," both recordings by Russian artists. The black product campaign will include avids display material and dealer sale kits. 2" tape will feature a cut from each of the LPs offered in the promotion, and exclusive trade, consumer and radio advertisement to run through June.

RCA also plans a "讴歌 Country" cam- paign on its country product, which is to run through September and October and is set to include artist tour support, in-store tea- m, and merchandising displays highlighting Charlie Pride, Ray Stevens, Dolly Parton, Ronnie Milsap, a new group, Alabama, Floyd Cramer and Jim Ed Brown with Helen Cornelius. Additionally, RCA plans to introduce a mid-price line of A&M product, which will be a healthy discount and each campaign will be aimed at the A&M product.

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Other companies, instead of pursuing discount and dating programs, are placing heavier emphasis on advertising to promote their product{}

For example, RCA has decided to promote their new line of A&M product, which will be a healthy discount and each campaign will be aimed at the A&M product.

**Significant Support**

RSO Records vice president of sales Mitch Huffman said that while no specific summer retail program was being developed, selected titles would receive "significant marketing support," including the recently released Empire Strikes Back soundtrack, the soundtrack from Fame and Eric Clapton's recently released double-live LP, "Just One Night."

Huffman said that the support will be embodied in increased radio airplay and in-store merchandising aids.

He also said that Shadid's new Nashville release, the dance by Curtis Mayfield and Linda Clifford, as well as both artists' solo product, are scheduled for nor-

This summer campaign on A&M include the Tigers, Live Wire, R.A.F., Toronto and Chris De Burgh.

Labels Hold Back On Summer Incentive Programs For Retail

(continued from page 7)

wholesale price going to 85 cents from 75 cents.

On the Nonesuch line, suggested list will go to $5.98 from $4.98, with a base price of $3.24 for retailers with monthly volumes of over $2,000,000. For retailers with monthly volumes over $200,000, wholesale price will be $3.01. For racks, the price will be $2.95. Multi-record LPs will be priced in multiples of the wholesale price (i.e. a double record LP will cost twice as much as a single record LP, etc.)

**Capitol Group**

Capitol/EMI/UA's price hike of 3% will take effect July 1. All LP product from the Group (excluding classics) will be affected by the increase.

At the racks (bulk category), the Group's wholesale price hikes will go to $4.27 for $7.98 product and to $4.81 for $8.98 product Retail base price (lower volume retailers) will be $4.77 for $7.98 product and $5.26 for $8.98 product. Large volume retail price (consolidated category) will be $4.36 for $7.98 product and $4.91 for $8.98 product.

Singles will be excluded in the Group's wholesale hikes.

The Capitol/EMI/UA and WHBO wholesale price hikes come on the heels of a Polygram price hike averaging about three percent at the end of April (Cash Box, May 13). RCA is expected to ask if all Polygram's will go up [on] June 1, and then RCA will make their future price hikes in the near future. RCA had no comment, while MCA and CBS were unavailable for comment.

Atlantic Studios

**Expansion Underway**

NEW YORK — Atlantic Studios, a division of Atlantic Recording Corporation, has made the largest single equipment purchase in its 32-year history. The equipment, including a new MCI JH 24 transformerless tape recorders, consoles and peripheral items, will be supplied by AudioTechnicking, Inc., of Stamford, Conn., and was paid for by Atlantic Studios' efforts to update its facilities.

Dave Tieg, Atlantic Studios general manager, said the project will "affirm our reputation as the state-of-the-art recording studio. The expansion includes the installation of five new MCI JH 24 transformerless tape recorders, consoles and peripheral items, which will be supplied by AudioTechnicking, Inc., of Stamford, Conn. The sale was part of Atlantic Studios' efforts to update its facilities.

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THE STRAND CONNECTION — Island recording artists The Strand signed with the Capitol Records management firm for representation. Featured are (l-r): Peter Hulich, Kelly Shanahan and Dean Coreva, Island Group; John Wasser, President, Management firm. Scott Shehly, of the group, Steve Fargnoli of the management firm, and Moon Calhoum of the group.

Presley U.K. Bootlegs Seized In Raid By BPI

LONDON — Large quantities of pirated Elvis Presley cassettes and open-reel tapes, plus cassette and open-reel recording equipment, were recently seized and confiscated by BPI (British Phonographic Industry) solicitors when they visited the Somerset home of alleged bootlegger Richard Selwood.

Investigators had discovered that Selwood of North Street, Wilterton, was manufacturing large quantities of tapes on a home-made production line comprising two Sony TC645 three-head open reel decks, and 12 1/2" SLS90 auto cassettes units.

Selwood was distributing the tapes through a Pressley Appreciation society that he had set up called the Elvis Collector's Club, although he was not making any profit or making any claim for copyright infringement.

In the high court, before Mr. Justice Graham, the case was adjourned for 14 days, during which Selwood undertook not to make or deal in bootlegging.

NARAS (Miami) Sets Legal Aid Workshop

FT. LAUDERDALE — A panel of three music business attorneys will be the featured speakers at the June 2 meeting of the Miami members association of the National Academy of Recording Arts and Sciences (NARAS). The discussion on legal protection for the creative musician will be chaired by Joe Prosser, NARAS Institute director and a member of the Miami, Fla. group. The meeting will be held at the Triad Recording Studios in Ft. Lauderdale.

Topics set for discussion are "Did I Really Sign That?," "How To Use The Federal Government To Protect Your Talent," and "But I Thought It Was My Life! So Who Negotiated My Contract?"

Participating attorneys include James E. Wilkingham, Jr., Joe Schneider and Tom Septembre.

MUSEXPO '80 To Bow Video Section

NEW YORK — A special video section and seminar program has been instituted for the first time at this year's MUSEXPO, which will be held Sept. 26-30 at the Americana Bal Harbour Hotel in Florida. MUSEXPO's video section will encompass all the latest developments in TV and video programming, video production companies, video software and hardware equipment manufacturers, as well as distributors and retailers of video software.

MUSEXPO's video section will not be limited to video music product, but will also feature TV programming and TV programming software. In particular, Columbia Pictures Home Enter-

tainment will display its entire catalog of Columbia Pictures movies available for marketing and distribution overseas and in the U.S.

NARAS RE-ELECTS LOWY — Jay S. Lowy was recently re-elected to the presidency of the National Academy of Recording Arts and Sciences (NARAS) at the annual meeting of the academy's national trustees. Pictured after the voting as (l-r) Murray Allen, Lowy, and Ron Kramer, re-elected as secretary/treasurer of NARAS.
### Cash Box Top 100 Albums

**June 7, 1980**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist/Title</th>
<th>Release Date</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Against the Wind</td>
<td>7.98</td>
<td>5/51</td>
</tr>
<tr>
<td>2</td>
<td>Glass Houses</td>
<td>7.98</td>
<td>5/32</td>
</tr>
<tr>
<td>3</td>
<td>The Wall</td>
<td>7.98</td>
<td>5/19</td>
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<tr>
<td>4</td>
<td>Just One Night</td>
<td>7.98</td>
<td>5/28</td>
</tr>
<tr>
<td>5</td>
<td>Mad Love</td>
<td>7.98</td>
<td>5/24</td>
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<tr>
<td>6</td>
<td>Van Halen</td>
<td>7.98</td>
<td>5/18</td>
</tr>
<tr>
<td>7</td>
<td>Against the Wall</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>8</td>
<td>Gideon</td>
<td>7.98</td>
<td>5/26</td>
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<tr>
<td>9</td>
<td>Middle Man</td>
<td>7.98</td>
<td>5/11</td>
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<tr>
<td>10</td>
<td>Empty Glass</td>
<td>7.98</td>
<td>5/20</td>
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<tr>
<td>11</td>
<td>Mouth to Mouth</td>
<td>7.98</td>
<td>5/22</td>
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<tr>
<td>12</td>
<td>Christopher Cross</td>
<td>7.98</td>
<td>5/15</td>
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<tr>
<td>13</td>
<td>Duke</td>
<td>7.98</td>
<td>5/10</td>
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<tr>
<td>14</td>
<td>Let's Get Serious</td>
<td>7.98</td>
<td>5/21</td>
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<tr>
<td>15</td>
<td>Mickey Mouse Disco</td>
<td>7.98</td>
<td>5/13</td>
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<tr>
<td>16</td>
<td>The Long Run</td>
<td>7.98</td>
<td>5/27</td>
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<tr>
<td>17</td>
<td>The Empire Strikes Back</td>
<td>7.98</td>
<td>5/17</td>
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<tr>
<td>18</td>
<td>GO to Heaven</td>
<td>7.98</td>
<td>5/3</td>
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<tr>
<td>19</td>
<td>Departure</td>
<td>7.98</td>
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<tr>
<td>20</td>
<td>Light Up the Night</td>
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<td>5/30</td>
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<tr>
<td>21</td>
<td>The Rose</td>
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<td>22</td>
<td>Phoenix</td>
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<td>5/30</td>
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<td>23</td>
<td>Dream Dream</td>
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<tr>
<td>24</td>
<td>One Eighty</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>25</td>
<td>American Gigolo</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>26</td>
<td>Damn the Torpedoes</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>27</td>
<td>Two Places at the Same Time</td>
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<td>5/30</td>
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<tr>
<td>28</td>
<td>Roberta Flack feat. Donny Hathaway</td>
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<tr>
<td>29</td>
<td>Urban Cowboy</td>
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<td>5/30</td>
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<tr>
<td>30</td>
<td>The Pleasure Principle</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>31</td>
<td>Gideons Presents</td>
<td>7.98</td>
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<tr>
<td>32</td>
<td>The Gambler</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>33</td>
<td>Roses in the Snow</td>
<td>7.98</td>
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<tr>
<td>34</td>
<td>Lost in Love</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>35</td>
<td>Catching the Sun</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>36</td>
<td>Warm</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>37</td>
<td>The Gambler</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>38</td>
<td>Bebe Le Strange</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>39</td>
<td>A Decade of Rock and Roll 1970 to 1980</td>
<td>7.98</td>
<td>5/30</td>
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<td>40</td>
<td>Rarities</td>
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<tr>
<td>41</td>
<td>In the Heat of the Night</td>
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<td>42</td>
<td>Keep the Fire</td>
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<td>43</td>
<td>Hot Box</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>44</td>
<td>Kenny Rogers and Friends</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>45</td>
<td>The Temptations</td>
<td>7.98</td>
<td>5/30</td>
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<tr>
<td>46</td>
<td>On the Radio Greatest Hits Volumes I &amp; II</td>
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<td>Greatest Hits</td>
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<tr>
<td>48</td>
<td>Cameo</td>
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<td>49</td>
<td>London Calling</td>
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<td>Paradise</td>
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<td>Lady T</td>
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<td>52</td>
<td>All That Jazz</td>
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<td>53</td>
<td>Coal Miner's Daughter</td>
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<td>The Whispers</td>
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<td>Flush the Fashion</td>
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<td>Extensions</td>
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<td>57</td>
<td>The Up Escalator</td>
<td>7.98</td>
<td>5/30</td>
</tr>
<tr>
<td>58</td>
<td>British Steel</td>
<td>7.98</td>
<td>5/30</td>
</tr>
</tbody>
</table>

### Top 10 Albums

1. Against the Wind by Bob Seger
2. Glass Houses by Hall & Oates
3. The Wall by Pink Floyd
4. Just One Night by Eric Clapton
5. Mad Love by Linda Ronstadt
6. Women and Children First by Van Halen
7. Go All the Way by The Isley Brothers
8. Off the Wall by Michael Jackson
9. Gideon by Roger Rogers
10. Middle Man by Chic

### Top 100 Albums

- Animal Magnetism by Queen
- Welcome to the Club by Van Halen
- Ten Years of Gold by Kenny Rogers
- Ray, Goodman & Brown by Ray, Goodman & Brown
- On to Victory by Humble Pie
- About Love by Lita Ford & The Pipes
- Progessions of Power by Triumph
- Permanent Waves by Genesis
- The B-52's by The B-52's
- Fun and Games by Chuck Mangione
- Dregs of the Earth by Dedications
- On Through the Night by Lynyrd Skynyrd
- Bad Habit by Michael Franks
- Dream Come True by Earl Klugh
- Cornerstone by Styx
- Undertow by Firefall
- Skylarkin' by Grover Washington, Jr.
- Dancing in the Dragon's Jaw by Bruce Cockburn
- Eat to the Beat by Boney M.
- And Once Again by Isaac Hayes
- Released by Patti LaBelle
- Somebody's Waiting by Anne Murray
- QG Two by Go! (Artists)
- You'll Never Know by Rodney Franklin
- Get Happy!! by Elvis Costello
- Gold and Platinum by Lynyrd Skynyrd
- Backstage Pass by Little River Band
- Argybargy by Squeeze
- Firin' Up by Pure Prairie League
- After Dark by Andy Gibb
- Let the Music Do the Talking by The Joe Perry Project
- Monster by Herbie Hancock
- Reaching for Tomorrow by Switch
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Some banks wear good service like a mask. Their smiles come off quickly when the going gets rough. But at First Los Angeles Bank, good service is more than skin deep.

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Our talent is seeing you get the personal service you want. From discussing the collateral benefits of copyrights to assisting you with performance royalties and recording contracts, our staff can handle it quickly and easily.

FIRST LOS ANGELES BANK
Where banking is a fine art.
MAKE IT AN
ALL NIGHT THING

The Invisible
Man's Band

Produced by
CLARENCE BURKE AND ALEX MASucci
Executive Producer
CHRI$ BLACKWELL
Management
ALEX MASucci
Agency Representation
NORBY WALTERS ASSOCIATES
ALBUM: MPLS 9537
7 SINGLe MS 103

MANGE