Her new album is hot!
On Motown Records and Tapes

PRODUCED BY BERNARD EDWARDS AND NILE RODGERS FOR THE CHIC ORGANIZATION, LTD.

 Album remixed by Russ Terrana and Diana Ross
EDITORIAL 38 Years Of Service

Last week, Cash Box published its 38th annual Directory. In 38 years of service to the industry, Cash Box has helped new, struggling artists, record companies, and whoever else was in need. We have also done our best to help in the growth of established record companies into the giants they are today.

Year by year, the magazine has kept pace with the business, introducing features when needed, reporting the news and providing new services as the need arose. Our Cash Box Confidential Report, mailed weekly to over 2,500 retailers and radio stations, has provided up-to-the-minute data on every record on our charts.

In addition, this year has seen the introduction of the Top 100 Radio Chart and the RAP (Rock Album Programmer) Report Chart into the weekly magazine. The Top 100 Radio Chart has provided sales and radio activity for every record listed, and the RAP Report Chart has listed all the pertinent information for album product.

Finally, on May 1, a nationally syndicated column, The Cash Box Confidential, written by president/publisher George Albert, was debuted in metropolitan newspapers across the nation. It reaches 20 million people every week.

Editorially, Cash Box has the most complete and concise news coverage available — more pictures, features, reviews and stories. Cash Box has been proud to have contributed to the growth and success of the music industry for the past 38 years. Continue to watch for us in the coming years.

NEWS HIGHLIGHTS

- Second annual BMA convention raises questions, seeks answers (page 5).
- Inflation, recession cause 5-20% drop in unit sales according to investment analyst survey (page 5).
- Coen Solleveld to step down as president of Polygram Group (page 5).
- Ron Alexenburg announces formation of Handshake Records (page 5).
- “Hold Out” by Jackson Browne and The Dirt Band’s “Make A Little Magic” are the top Cash Box Album Picks (page 9).
- “Rock It” by Lippens, Inc. and “You’re The Only Woman” by Ambrosia are the top Cash Box Singles Pick (page 11).

TOP POP DEBUTS

Singles

73  LOOKIN’ FOR LOVE — Johnny Lee — Asylum

ALBUMS

34  THERE AND BACK — Jeff Beck — Epic

POP SINGLE

IT’S STILL ROCK AND ROLL TO ME
Billy Joel
Columbia

B/C SINGLE

TAKE YOUR TIME (DO IT RIGHT)
The S.O.S. Band
Tabu/CBS

COUNTRY SINGLE

YOU WIN AGAIN
Charley Pride
RCA

NUMBER ONES

JAZZ
CATCHING THE SUN
Spyro Gyra
MCA

POP ALBUM

GLASS HOUSES
Billy Joel
Columbia

B/C ALBUM

LET’S GET SERIOUS
Jermaine Jackson
Motown

COUNTRY ALBUM

MUSICIAN
Waylon Jennings
RCA

CLASSICAL

PAVAROTTI’S GREATEST HITS
London
Four Acts Signed To Alexenburg's Handshake Label
by Leo Sacks
NEW YORK — Ron Alexenburg ended months of industry speculation last week when he announced the formation of his new label, Handshake. The new company is a partnership between Alexenburg, Peter and Trudy Meisel, co-owners of the German-based Hansa Records, and the Ariola International Group. Alexenburg, formerly president of Infinity Records, is Handshake's president.

Handshake will be distributed worldwide by Ariola Records' distribution operation. Territories not covered in the pact include the U.S., Canada, Australia, Italy, Japan, South Africa, and certain Central and South American countries.

At press time, a spokesman for Alexenburg said that negotiations for U.S. distribution rights were continuing. However, he noted, it is "likely" that Handshake will sign a deal with EMI to handle domestic pressing and distribution. Alexenburg will also be involved in the Various Artists' Handshake for Infinity service area.

"Handshake's deal is interesting in that it combines multiple ownership (FCC) agreed July 1980 to settle a national dispute that had stagnated the broadcast industry's growth by waiving its rules, even though some part of the transaction may violate one of the major purposes of the rule," said Coen Solleveld, Handshake's president. He expects the label to become a major player in the industry by the end of the year.

"The deal is a complex one, but it is expected that Handshake will have a successful and potentially profitable future," he added.

Solleveld To Step Down As President Of Polygram Group
NEW YORK — Coen Solleveld, head of the worldwide Polygram Group since 1966, will step down as president and chief executive officer Jan 1, 1981, to be succeeded by Wolfgang Hix.

Hix, who had been executive vice president of Polygram, also was named deputy president, effective immediately.

Solleveld, 61, will become a member of the shareholder's delegation upon relinquishing the presidency. The shareholder's delegation comprises members of Polygram's parent companies, N.V. Philips of the Netherlands and Siemens A.G. of West Germany.

In addition, Solleveld will join the supervisory boards of the management holding companies.

(continued on page 10)

Inflation, Recession Blamed For 5-20% Drop In Unit Sales
by Richard Imanura
LOS ANGELES — The depressed state of the nation's economy has caused a significant decrease in unit sales for record retailers during 1980, according to a recently released survey by Montgomery Securities.

While higher record prices have allowed some retailers to maintain last year's dollar volume, the depressed economy and a "consumer strike" have caused drops in unit sales ranging from 5-20% across the nation.

While the survey revealed that retailers had been optimistic as late as February, due to "a few big selling records," it also noted that "descriptions of record sales in March, April and May ranged from 'erratic' to very disappointing." Sales during the spring of 1979 showed declines relative to 1978, but even compared to those weak 1979 sales, 1980 sales are generally lower.

"What I think we've got is a consumer strike," said Theodore E. James of Montgomery Securities. "The consumer was initially overwhelmed by inflation, and then there was an adjustment of consumption levels. So it has been a combination of hyper-inflation causing shifts in the pattern of consumption, exacerbated by the recession."

The lack of consumer interest in recording industry product has also been affected by a weak release schedule since the beginning of the year and a decrease in advertising support from the labels, according to the survey. "Some of the record dealers blame the sales decline on the schedule of new releases," the report noted. "Since the rash of his around Christmas, the release schedule has not been strong. Advertising is also on the downswing."

Managers Holding Back
In the area of releases, James added that managers with strong support from major purposes (continued on page 10)

BMA Convention Strives To Define Blacks' Industry Role
by Aaron Fuchs
WASHINGTON — The second annual Black Music Assn. (BMA) convention, a five-day affair held at the Sheraton Hotel here, was a lively gathering characterized by probing seminars and workshops aimed at defining black music's role in the industry and establishing a better understanding of the problems that have grown and persisted through the years.

In addition, the dedication of official attendance was down from last year's 750 participants, unofficial figures counted as many as 1,000 attendees this year. In any event, a mood that urged frank discussion of issues and investigation of methods to improve interaction with the corporate structure prevailed. The determination was evident in Motown recording artist Stevie Wonder's speech that urged "that any differences must be settled and discussed within the organization...before pouring our hearts out to outside bodies."

Black music's relationship to big business was underscored early by the keynote address delivered by CBS Records Group president Walter Yetnikoff. Looking over the last year, Yetnikoff said, "Black music grew from an industry-wide three percent of the marketplace to its current 14% market share at a cost of $50 million annually in 1970 to $500 million last year."

The CBS Records Group president also noted that black music's crossover potential was immense, noting that "a full 40% of black music record and tape purchases are made by whites."

Hot Seminar
Once primed, the momentum of the convention quickly focused on the nuts and bolts of dealing with the existing corporate structure. In the seminar titled "What It's All About," the chief executive officer was chaired by producer James Msume, the realities of dealing with the existing situation were explored.

At that panel, Vernon Slaughter, CBS vice president of marketing, jazz progressive, said, "This country is based on black music. This country has got you coming and going. If you don't buy a CBS record, chances are that will hit TV. It will come through an instrument...guitar...but there's enough money for everybody, and you don't have to get it over somebody else."

Msume, who has an album coming out on Epic, noted that "we're not dealing with picketing CBS, or having the Amsterdam News editorialize against Polydor. You have to be cold and calculating and intellectual. This is one business that doesn't require you to study in which to make it."

Still, the seminars were not devoid of controversy. In the seminar entitled "Recording and Publishing Deals," entertainment lawyer David M. Franklin charged that, "record companies today have become supermarkets. They can distribute and executives can make millions."

"The outcome has been the rise in the corporate ranks of accountants and promotion men, nearly 250 of whom are sufficiently able to help young talent.

Similarly, at the "What Makes A Hit?" seminar, Andrea Perry, director of artist development, black music for Arista Records took both black and white executives to task. "Black executives at all labels," she said, "are trying to promote black artists and managers what the real deal is," he said. Perry also blasted the cronyism between record labels and lawyers. "Every lawyer thinks he can become an instant success in the record business. So many deals are cut because the lawyer happens to be the same synagogue as the president of the record label."

Corporate Policy Hit
Perry also targeted corporate policy that he said resulted in "black acts selling 10 times as much as their white counterparts and getting one third the tour support money."

But ultimately, the tenor of the convention was exemplified by the feedback decisions from the six panels of resolve. The panels, which were the brainchild of - (continued on page 32)
Cheap Trick Nu-Disk Sells; Sole Success Of Epic Line  
by Richard Gold  
NEW YORK — Initial reports from retailers around the country indicate that the only bona fide success among the four 10-inch records in Epic's first Nu-Disk release is Cheap Trick's "Found All The Parts" (now #62 bullet in its fourth week on the Cash Box Top 100 album chart). Retailers at Cornyn Cites High Cost Of Business In CRT Testimony  
by Earl B. Abrams  
WASHINGTON — Presenting more arguments against the current proposals before the Copyright Royalty Tribunal (CRT) to hike mechanical royalties, Warner Bros. executive vice president Stan Cornyn concentrated on the depressed economic conditions that have gripped the industry and his company in recent times. The latest witness in the ongoing hearings before the CRT, Cornyn strongly opposed the songwriters' and music publishers' proposal to hike the mechanical rate from 2.75 cents per tune to six percent of the list price.  
"There is a complex of problems facing us which makes me more concerned about the health of my company and this industry than I have needed to feel before," Cornyn told the CRT last week during the two days of testimony. He noted tremendous increases in the cost of making albums compared with five years ago, recording sessions average costs, up from $600-65,000 to $125,000, cover art work, up from $2,000-2,500 to $3,000-3,500, vinyl, up 36%, shrink wrap, up 71%, board jackets, up 53%, and freight rates, up 28%.  
In an unprecedented move, Cornyn disclosed some Warner Bros. costs today, such as artist development, over $25 million (some recoverable), independent production, $1 million (up from $100,000 five years ago); tip sheet advertising, $500,000; national advertising, $5 million (up from $1.7 million five years before).  
All this was to emphasize the depressed recording industry, which earlier witnesses for the Recording Industry of America (RIAA) had stressed. Warner Bros., has engaged in heavy cutbacks, Cornyn said, principally in marketing costs. The industry is facing new and heavy research and development outlays, he noted, in preparing for the advent of videodiscs and cassettes, but the future of audio products is not, he remarked, "going to be (continued on page 20)  
WBLS, KABC Top Latest New York, L.A. ARB Ratings  
by Mark Albert  
LOS ANGELES — WBLS/New York and KABC/Los Angeles have maintained their respective number one rankings through the quarterly Arbitron ratings that began Feb. 28-May 21, according to the latest advance Arbitron ratings, total shares, 12+ in the metro area. Monday through Sunday, 6 a.m.-midnight. In addition, KBIG/Los Angeles and WKTU/New York remained the number one stations in their respective markets.  
WBLS' general market, R&B-flavored format continued its dominance with an 8.1, up from 7.5 in the Jan./Feb. book. WBLS' Urban AC format, "The Real L.A. Voice," ranked second with a 6.9, up from 6.4. WKTU's mainstream rock format ranked third with a 5.9, a slight drop from 6.1.  
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LOS ANGELES, all talk KABC, which carries Dodgers baseball, climbed to 7.0, up from 6.5 in the Jan./Feb. book. While Dodgers coverage could be attributed to the team's success, the biggest single effect on the Los Angeles and New York markets was a less significant ratings factor that began to emerge during the four-week April/May sweep. The California Angles' radio station, pop adult contemporary station, cut its ratings to 4.9 from 5.4 for the Los Angeles market. All The Nu-Disk release of "Sedaka's Back," topped the charts in New York, the Mets' baseball station, all (continued on page 21)  

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"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

© 1980 Motown Record Corporation
Change

Jacques Fred Petrus, the producer of the Italian studio group Change, describes himself as the man who brought disco to Italy. However, his career has always been to have a hit record in the United States. With the impressive chart success of albums such as “Dance” on Warner Bros./RPG Records, “The Glow Of Love,” Petrus has finally achieved that goal. “I’m very happy about how well the record is doing,” they said in a late summer phone call. “I was sure that this record would be a hit in America.”

Petrus has traveled a long road to achieve recognition in this country. Born in 1948 in Guadeloupe in the French West Indies, Petrus went to Paris at the age of 17 to study business administration. While he was in Paris, he developed friendships with people who were importing American pop music to France. “When I first came to Italy eight years ago,” Petrus recalls, “I immediately saw that the market for American music was there but the chance Nobody in Italy was importing the records.”

Petrus stepped into the vacuum by establishing a one-stop in Milan that he eventually named the “Italian O.K. Studio” and he began working with artists such as Goody Music (not to be confused with the American chain, Sam Goody, Inc.). It was at one of his studios that Petrus met another major figure in his life, Petrus was studying at the Conservatory of Bologna, was planning a career as a symphony conductor when Petrus convinced him to join forces in a production venture.

According to Petrus, the transition from running a record shop to producing was not a big leap. “When someone does well in retailing he gets very familiar with the music and with what sells. In addition to running the stores, I was also supplying the Italian DJs with their records, like a record pool, so I had a good idea of what was popular.”

Petrus and Malavasi formed a production company with the aim of becoming “the Italian Gomorra.” They recruited the guitarist Paolo Gianolo, bass player David Romani and other Italian musicians to form a studio ensemble of musicians with composing and arranging talents. The team’s first project was a studio concept called “Macho,” whose disco version of the Spencer Davis Group’s “Any Man” became a European hit in 1971.

The team followed with similar productions by the Peter Jacques Band, Revanche and Rudy, all of which attempted to blend the aggressive R&B-derived elements of American disco with euro-disco stylings. All of these records were distributed in Italy on Petrus’ and Malavasi’s Goody Music label.

When their continental reputation established, Petrus and Malavasi set their sights on the American charts. Petrus produced their first few records which found no success. Petrus album in November and December of 1979 in his Bologna studio. His strategy was to go to America with the completed rhythm tracks and find the right singer for the vocal tracks. “I tried five singers for ‘Searchin’ and everybody sang it in their own way, but it was going nowhere,” Petrus recalled. “The song was called ‘Shake Your Body’ and I had Petrus recalls. Petrus’ persistence finally paid off when session singer Luther Vandross recorded the tune with his soulful, smokey styling.

Syreeta

For Motown recording artist Syreeta, music is a feeling from within, communicating itself to people who can use it to discover new sensations along the way. For this eastern-bred artist, discovery of emotive expression of songwriter/singer-hopeful to a music communicator to reckon with. The most evident example of late was her duet with Billy Preston on the song “With You I’m Born Again,” which was first released on the soundtrack from the film FastBack and later on Preston’s “Late At Night” LP, from which the single soared to #5 on the Cash Box Top 100 Singles chart. The song title also reflects a re birth of Syreeta’s perspective of her music and her renewed feelings of confidence and inner strength. Syreeta’s honey-sweet vocals on her self-penned, self-produced, instrumentation of her revitalized commitment to her singing craft.

Back in Paris as Though Syreeta, the artist began her singing career at 13 with South Carolina’s Mather Academy choir and drama, which she performed with for four years. While in college, she said a bop talent shows became her avenue of artistic expression and through a friend’s amination, an audition was arranged with another Motown artist, Brian Holland. While she admits that her knowledge of the music business was not well-rounded, her vocal talents impressed Holland enough to eventually lead to a recording contract with Motown.

The first tune she ever recorded was an Ashford and Simpson effort titled “Give Back The Love,” which never galvanized the consumer masses, but gained her industry acclaim and attention. A few years later, Motown released the hit singles, Syreeta crossed paths with Steve Wonder.

The encounter led to a nuptial union and some noteworthy songwriting collaborations such as “Signed, Sealed, Delivered,” “Blame It On The Sun,” “If You Really Love Me” and “It’s A Shame.”

As Wonder and Syreeta’s personal life evolved towards divorce, Syreeta explained that their professional relationship began to shift to new horizons, culminating in the LP “Wonder Wonder Syreeta.”

Following that experience, Syreeta said, “I was skeptical at first about jumping out without the protection and guidance of Steve.”

But according to Syreeta, her newly acquired management team of Suzanne DelFasse and Tony Jones were at the hub of her career turning point.

And while her popular acclaim gained momentum, industry, industry recognition continued to offer opportunities. Following her work with Preston, which encompassed a world tour, Syreeta provided the lyric to “Come Back As A Flower,” which she performed on Wonder’s “Secret Life Of Plants” album.

Plans for her future include a possible duet with Billy Preston in the fall or winter, following her planned summer tour and after the completion of her collaboration with Steve Wonder later in the year.

But despite her burgeoning grip on all aspects of her musical career from the feel ing in the music remains the essential thing.

International Profile

Jon Brewer: Rock Impresario Moves To Total Entertainment

By Nick Underwood

LONDON — Eleven years ago, rock management impresario Jon Brewer formed the Anastasia management company with Robert Patterson. Since then, Anastasia has evolved into a major studio, production, publishing and management entity on both sides of the Atlantic. The company’s president, Jon Brewer’s maturing experience in the record industry has culminated with the formation of a new record company and a future film production unit that will encompass full-length feature films, promotional videos and videodiscs.

During a recent Cash Box interview, Brewer spoke of his past experiences and of how he led him to form his own record company with partner Robert Patterson and outlined his current aims and philosophy.

“Having established a successful management office in America, we inevitably got involved with production and, later, with our own record label,” said Brewer. “We signed people like Gery Rafferty and became very successful, and it became apparent that we could create a kind of problem with all the publishing activity, coupled with the difficulties we were experiencing in our film business. We were finding ourselves investing a lot of money into acts that needed to be placed with record companies, and as a manager of several major acts, I lost faith in the major companies in the U.K.

The reason being is that they have lost the market share to the independent labels.”

As a result, Brewer decided to form his own company with partner Robert Patterson and outlined his current aims and philosophy.

Wrigley Bows Disc-Shaped Gum With Mini-LP Covers

by Leo Sacks

NEW YORK — Amurol Products Co., a subsidiary of the Wm. Jrugle Jr., announced recently that Chu-Bops, a new bubble gum, will be released in mini-LP covers. The reproduction of hit albums covers, will be made available to top record chains and one-stop-by mid-July. The gum will also be available in a special edition of an original 12-inch disc, retail for 35 cents and has already been test-marketed in Cleveland, San Francisco, Boston, Chicago and Minneapolis.

Gary Mankoff, former vice president of marketing and finance for Infinity Records and a consultant to Album Graphics Inc. (AGI), the design company that packaged the product, suggested that Chu-Bops will be found in at least 1,000 record retail outlets by the end of 1980.

He said that initial orders have already been placed with such acts as The Knack, Camelot, Disc Records, Record Renovations, Eucalyptus Records, and Music Hamilton. In addition, the company is attaching its manufacturing facility in Naplesville, Ill., expects to do business with as many as four large record labels in the U.S. and in primary record market. Eventually, Mankoff hopes to penetrate the nation’s top 100 retail chains.

Each Chu-Bops release will consist of eight titles and will ship at six-week intervals. The first release includes product by The Knack (“Get The Knack”), ABBA (“Voulez-Vous”), The Spinners (“Dancin’ and Lovin’”), Pat Travers (“Crash and Burn”), Billy Joel (“Glass Houses”), Jon Bon Jovi (“In The Heat Of The Night”), Rush (“Permanent Waves”), and Billy Joel (“Glass Houses”). Older product will be reprinted and “to insure collectability,” according to Mankoff. However, he did allow for the possibility that titles could be reordered through the mail at a later date.

Amurol’s August release has been tentatively set to include Blondie’s “Parallel Lines”, The Knack’s “The Knack”, the Commodores’ “Heroes”, Judas Priest’s “British Steel”, Foeget’s “Sh” Town”, Kiss’ “Unmasked”, the Little River Band’s “Backstage Pass” and Southside Johnny’s “Love Is A Sacrifice.”

The July releases include a coupon for the purchase of a “Collector’s Dazzler Album”, a stamp booklike album, in which a complete set of Chu-Bops can be collected. The August release will feature merchandise coupons for standard promotional materials by the Brothers Johnson, Foghat and Kiss.

Label Tie-Ins

Amurol has contracts with seven major record companies. They include Columbia Special Products (representing the Columbia and Epic labels), Warner Bros. Special Products (representing the Warner Bros. Atlantic, and Elektra/Ashville labels), Capitol, Chrysalis, Island, Motown and Bearsville. Negotiations are currently under way with RCA, Reprise, Motown and Elektra.

Capitol and Elektra have obtained all the artists in their roster and have gained control of the artist’s own wholesale arrangements with their recording artists since each package features the lyrics to one of their hit songs. Graphic artists and music publishers will receive flat usage payments, said.

Aside from the royalty payments, the chief benefit to the labels and the artists will be the promotional value of having their LP covers displayed in Wrigley’s 500,000 consumer outlets in the U.S.”

(continued on page 99)

One of L.A.’s most revered singer/songwriters releases his first studio album in four years, and it’s a subtle masterpiece. Few people have been able to wed the music of the Southwest with the penetrative lyrical observance into Everyday life as Jackson Browne has, and that gift is apparent once again on “Hold Out.” The album doesn’t jump out at you the way “Running On Empty” did, but each successive listening yields greater rewards. Another classic for AOR and Pop lists.

THE GAME — Queen — Elektra SE 513 — Producer: Queen — List: 8.98

Queen has always been an unpredictable band. While its high harmonic, melodic heavy metal sound is unmistakable, each song on “The Game” has a totally different sound from the next. The album contains the gold-selling “Crazy Little Thing Called Love,” as well as two fine pop-oriented rockers, “Don’t Try Suicide” and “Need You Loving Tonight,” and an AOR favorite “Break the Code.” While its live album wasn’t quite up to snuff, this LP shows the band at its creative best.

GLORY BOYS — Secret Affair — Sire SRK 8089 — Producers: Ian Page and David Calin — List: 7.98 — Bar Coded

This whirling dervish of an English mod band, is currently the darling of the London rock scene, and it is easy to see why. The inventive foursome has the energy that only the best representatives of the new wave have had, yet it is startlingly commercial. The vocals have the mid-'80s echo pop feel that bands like the Dave Clark Five had, but the sound is very ’80s. The lyrics are clever, the hooks immediately memorable, and Secret Affair should gain immediate AOR acceptance.

LOST HOLIDAY MELODIES — Happy The Hipster — AOR 5004N — Producers: Giorgio Moroder and Peter Bellotte — List: 8.98

One of the title track and “Hold On” singles. The band plays fine, and its live LP is brisk and exciting. Added pluses for fans of jazz and AOR: it’s energy that only the best represents the new wave.

THEIR BEST YEARS ARE BEHIND THEM — Yes — Epic EPC 5001 — Producer: Jon Anderson — List: 8.98

Yes’ first album that can compete with the group’s commercially successful yet unsung rock ‘n’ roll classics. For jazz and AOR aficionados.

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THEIR BEST YEARS WILL BE THE LAST — The Lord’s Son — AOR 5004N — Producer: Peter Bellotte — List: 8.98

A rock-solid LP that features “Nights In White Satin” and “Time Ain’t Running Out.” For pop and A/C formats.

REDOUX MELODIES — Nightingale — AOR 5004N — Producer: Peter Bellotte — List: 8.98

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Korvettes Comes To Terms With Financial Groups

LOS ANGELES — Korvettes department stores has successfully negotiated restructuring of its approximately $55 million debt load and a new arrangement which will reportedly enable the company to continue use of its credit card at a substantially reduced rate, according to Joseph A. Ris, Korvettes chairman.

In a related announcement, Korvettes’ vice chairman Jean-Pierre Williot, Jr. said that the company’s debt headquarters would be moved in the near future from 450 W. 33rd Street to available space at the Harald Square stores.

Ris said that an arrangement to infuse additional capital from Agache-Williot, the parent company which purchased the 36-store chain for $31 million in 1979, would support Korvettes’ inventory requirements over the next several months.

This new financial arrangement and plan is essential to Korvettes’ current and future profitability and growth,” said Ris.

The new arrangement, which is designed to deplete the company’s $55 million indebtedness to lending institutions, consists of an immediate cash payment of $11 million, to be provided by the Agache-Williot group, followed by another payment of approximately $1.5 million by Dec. 31, 1985, with interest. The lenders will reportedly enjoy a share in certain Korvettes’ income and profits through Dec. 31, 1987.

Ris explained that another highlight of the new arrangement with its credit card facility will be to have Agache-Williot arrange for immediate payment of $3 million to its facility and an additional $1.5 million in December 1985.

The Korvettes chain has discount stores throughout the greater New York City metropolitan area, as well as stores in New Jersey, Pennsylvania, Michigan, and in the Maryland/Virginia suburbs of Washington, D.C.

The Agache-Williot Group controls about 130 companies with total annual revenues of more than $3.5 billion.

Wascura, Caputo Join CRI In Latin America

LOS ANGELES — Joseph Wascra and Ralph Caputo have been named to associate directorships with the Latin American division of the Recordings International (CRI). Wascra was appointed associate director of finance and Caputo will assume the post of associate director of business affairs.

Wascra, who will report to CRI Latin American director of finance and controller Jorge Fernandez, was formerly senior financial analyst for ITT and financial analyst for ITT in CRI.

Prior to his CRI appointment, Caputo was media counsel to the executive staff of the Cadicity International Corp., an independent film and TV distribution company in New York. He will report to Juan Estevaz, director of business affairs, CRI Latin American operations.

Real World Bows Offices In Motor City Area

LOS ANGELES — Real World has opened it’s Detroit region office. Although company president Paul Drew said the label’s headquarters will remain in Los Angeles, Drew commented that the Detroit office “will be a center of focus of larger contract with the music talent pool that works in the Detroit area.

The address of the new location is Real World Records, 6400 Mt. Elliott, Detroit, Mich. 48211. The phone is (313) 571-8977.

Wolfgang Hix
Solleveld To Step Down As President Of Polygram Group

Polymax also announced that Dr. Johannes Van Der Velden, has been executive vice president for finance and administration of the Group since 1964 will resign his position later this year. He will be succeeded by Karl-Heinz Busacker, who is presently a member of the management committee of Philips GmbH, in Hamburg. According to Solleveld, Dr. Van Der Velden will remain available to the Group in an “advisory capacity” following his resignation.

Commenting on the appointment of his eventual successor, Solleveld said, “Wolfgang Hix has contributed significantly to the expansion of Polygram during his period as general manager of the Group’s personnel departments, and in his capacity as secretary of Group management.”

Meanwhile, there have been persistent reports circulating that Polygram’s American labels — Phonogram/Mercury Records,Polydor Records and Casablanca Records — will soon be reorganized. According to the reports, the restructuring will involve substantial personnel cutbacks, consolidation of the three labels’ promotion and marketing departments and a realignment of top executives. A Polygram spokesman, who refused comment or deny the reports, said only that “there is a re-structuring going on” at the company.

Abramson Gets Chrysalis National Promo Job

LOS ANGELES — Michael Abramson has been promoted to national promotion director for Chrysalis Records effective immediately.

Abramson will be responsible for coordinating all promotional activities for Chrysalis field representatives and distributors’ promotional network. Abramson, who is set to relocate to the Los Angeles office, previously worked in the New York area as director of album promotion. He will report directly to Billy Bass, vice president of promotion and creative services for the label.

Yaari Establishes New Entertainment Firm

LOS ANGELES — Romulus Yaari has announced the formation of C/O Entertainment, Inc., which will specialize in management, publishing and production. Yaari, who has spent much of his career involved with Gafi Music and also headed promotion for Hollywood Palladium gigs for Blondie and Dead, said that Yaari’s initial projects will be within the television and music industries.

The company’s offices are at 11001 Alta Loma Rd. Los Angeles. The phone is (213) 659-6662.

EXECUTIVES ON THE MOVE

Sloan, Alfonso, Burns and Edwards

Young Elected — Jerry A. Young has been elected vice president, international affairs for RCA Global Communications, Inc. He has been associated with the American Express Company for five years.

Werchen Leaves Phonogram — David Werchen has left his position as vice president, business and sales director of War for Phonogram Records, an office for the practice of law at 150 East 58th Street, Suite 3000, New York, N.Y. 10155 (212) 486-0535.

Bronberg Named — Regency Records has announced the appointment of Bruce Bronberg as national sales director. Previously he held positions in sales and marketing at Tomato and RCA Records.

Stanford Appointed At CBS — Robert Stanford has been appointed director of sales, special projects, and vice president, retail field operations for Columbia Records. Prior to joining CBS, he was manager representative for the Columbus, Ohio market basis in Cincinnati, he was the regional manager for the Record Guild Corp. in Columbus, Ohio.

Hurny MCA — Brad Hunt has been named national director of field operations for MCA Records. Prior to his move to the national offices, he was local promotion manager in Boston and previous to that, regional promotion director, based in Dallas.

Sloan Appointed At E/P/A — Robert Sloan has been appointed manager, writing services, Epic/Portrait/GS Associated Labels. He joined the E/P/A press and public information department in 1978. Earlier this year he was appointed director, press and public information, east coast, E/P/A.

Chrysler’s Financial Group’s National Standard Rate Card has announced the promotion of George Bailey to vice president, merchandising. He formerly held the position of assistant director of merchandising, and also managed the sales, duties as director from areas were Greg Bass and Wendy Dunham who now hold the positions of assistant directors.

Tash Named At K-West — Robert T. Tash has been appointed K-West account executive. He comes to the KWEST sales staff from two years as president of Alternate Media Promotions, Inc., through which he also published “The Concert Reporter Illustrated.”

Shure Appoints Paton — Shure Brothers Inc., Evanston, Ill., has announced the promotion of James J. Paton to the newly created position of treasurer and director. Paton will continue in his previous position was convention/ad literature coordinator. He joined Shure in 1976.

Edwards Named To E/A — Jan Edwards has been named director of royalties for Elektra/Asylum Records. She comes to E/A from RSO Records, where she was director of merchandising for the previous 6 years with Warner Bros. Records, in both the business affairs and royalty departments.

E/A Promotes Burns — Scott Burns has been promoted to western regional promotion manager at Elektra/Asylum Records. He joined E/A in 1976 as national college coordinator and served as local promotion rep for the Los Angeles market for the past 2½ years.

Sammy Alfonso Named At Elektra — Sammy Alfonso has been named manager/special projects for the promotion department at Elektra/Asylum Records. He served as national promotion director for ABC and a year as a national independent consultant before joining E/A nearly four years ago as national singles promotion director.

Country Division Praised During RCA’s National Sales Conference

LOS ANGELES — Speeches by Bob Summer, chairman and chief executive officer, and product presentations highlighted RCA Records national sales and marketing conference, held June 24-26 in Great Gorge, New Jersey.

The conference’s keynote speaker was RCA president Bob Summer, who praised the company’s strong position in country music and the success RCA has had in establishing a high profile in the area of black music and its extensive plans to strengthen its position in the rock music market.

Larry Gallagher, division vice president of national sales, was chairman of the conference, and Annie O’Neal, division vice president of sales and distribution, opened the meeting by praising the efforts the sales team has made during the difficult period. They lavished particular praise on RCA’s country music operation, which the company considered as the only one company for the sixth consecutive year. RCA’s black music department was also singled out.

The conference was then given over to product presentations by RCA’s Red Seal division, black music division (including Jukebox, Motown, ABC Sound, Capitol, 20th Century, Salsoul, Hologram and Panorama), the country music operation, A&M Records and the Top 40 division.

The three-day conference also featured awards ceremony. The winners and their respective awards were as follows: the Dallas branch and manager Jim Yates, Merchandising Branch manager; and the Atlanta Branch and manager George Jackson, Singles Branch of the Year; the Midwest Region and Branch and manager Bob Rifkin, Album Branch of the Year, and the St. Louis branch and manager Fred Love, Branch and Manager of the Year.

Beyer Named VP/General Counsel For RCA Corp.

NEW YORK — Eugene E. Beyer Jr. has been elected executive vice president and general counsel for RCA Corp. by the corporation’s board of directors. He will report directly to chairman Edgar M. Grifffins and continue to have responsibility for the RCA law organization and the secretary’s office.

Prior to assuming his new position, Beyer was senior vice president and general counsel for RCA Cor. He joined RCA in 1947 as an attorney and tax counsel and, in the succeeding years, held several posts within the RCA law organization.

Before acquiring the senior vice president position in 1978, he held the position of staff vice president/general attorney and vice president/general attorney.
LIPPS, INC. (Casablanca) Rock It (3:23) (Rick’s Music Inc./Steve Greenberg Music — BMI) (S. Greenberg)

Studio recordings of Steve Greenberg concocted a #1 hit with the pop/R&B dancer “Funkytown” from the Top 10 “Mouth To Mouth” LP, and this jumpy “rock & roll” tune should build a strong dance, B/C radio base before crossing. Lead singer Cynthia Johnson’s sleek vocal swoops are nicely backed by arching strings and smooth funk bass.

BOB DYLAN (Columbia 1-11318) Solid Rock (3:55) (Special Rider Music — ASCAP) (B. Dylan)

Jim Keilteer’s machine gun drum work and Fred Tackett’s biding lead guitar run are creating the solid musical foundation upon which Dylan builds his inspirational testament on the first single from the “Saved” LP. Cydlike King, Regina Havis and Mona Lisa Young provide a stirring gospel feel to the backup vocals on this blues-rocker for AOR, pop.


The Whispers are “givin’ it to ya” straight out the box on this hot funkier from the equally hot self-titled LP, which has already yielded two hit singles. A riveting brass, bass and keyboard instrumental groove bounces along at a perfect dancing pace, behind the slick vocal group’s tasty harmony work. Look for heavy B/C, dance action to break this one.

GRACE SLICK (RCA PB-12041) Dreams (3:47) (Dream King Music — BMI) (S. Delaney)

Rumbling tympanis and what appears to be a mammoth string section back this highly orchestrated musical theater, the title track from Sick’s current solo LP. Sick’s eager pitch on this slice of rock opera, especially at the tumultuous close. The more adventurous pop stations and AOR will go on this.

AMBROSIA (Warner Bros. WBS 49508) You’re The Only Woman (You & I) (4:05) (Rubicon Music — BMI) (D. Pack)

As expected, Ambrosia’s last single, “The Biggest Part Of Me,” was a major pop hit and this lively bluesy pop follow-up should quickly earn the band another chartbuster. Dave Pack’s lush romantic lead vocals and the trio’s Doobie-like harmonies are just what the radio doctor ordered for Top 40 and A/C ailments.


With singer/songwriter/guitarist Paul Cotton firmly in command, country-rocker Poco shoot it out in a flurry of blazing guitars on the title track from the band’s forthcoming LP. When the dust settles and the last ringing notes fade in the distance, Poco’s melodic quick draw should make believers out of AOR and pop programmers.

WHITE SNAKE (Mirage WG 3672) FooL For Your Lovin’ (3:30) (Sunburst Music, Inc./Whitesnake-Dump/Eaton Music — ASCAP) (Coverdale, Marsden, Moody)

Cut right in the Foreigner/Bad Company hard rock mold, the first single from Whitesnake’s new “Ready, Aim, Willing” LP is an auspicious debut for Jerry and Bob Greenberg’s new Mirage label. Ex-Deep Purple lead singer David Coverdale displays Paul Rodgers-like blues/rock phrasing.

DUSTY SPRINGFIELD (20th Century Fox TC-2457) It Goes Like It Goes (Theme From Norma Rae) (3:24) (Fox Fanfare Music, Inc. — BMI) (D. Shire, N. Gimbel)

Dusty Springfield’s career in the U.S. should receive a solid shot in the arm with her rich, expressive treatment of the award-winning theme from the hit motion picture Norma Rae. Veteran songwriter David Shire and Noel Gimble have created a sumptuous MOR-blues.

SINGLES TO WATCH

MANHATTANS (Columbia 1-11321) Girl Of My Dream (3:57) (Content Music — BMI) (L. Glass, G. Glass)

With “Shining Star” still building in the Top 15 on the Top 100, this satiety following show displays the vocal prowess of the veteran group to its fullest. With gosser-like instruments providing a gliding background, this should sail right into pop, B/C and even A/C lists.

POINTER SISTERS (Planet P-47916) He’s So Hittin’ (3:37) (JATV Music Corp./Mann Well Songs, Inc./Brantley Music/Snow Music — BMI) (T. C. Weill, C. Weill)

The first single from the Pointer’s new “Special Things” LP is a delightful pop outing with Doobies-flavored keyboard and synthesizer work. Steady mid-pace beat serves this Tom Snow-Cynthia Weill composition well for pop lists.

HERMAN BROOD (Arilia OS-805) I Don’t Need You (2:43) (Radmus Publishing Inc. — ASCAP) (H. Brood, D. Lademacher)

Holland’s Brood and his Wild Romance step out of character for this pop/rock-blues ballad from the “Go Nutz” LP. String’s and a warm sax supplant the usual guitar attack, as Brood’s spoken/sung vocal gets inspirational female backing. A pop sleeper.


Part of this two-part funk affair is a loose, party jam. It does cook, feverishly so, and it’s hard to resist shaking a leg to the hearty bass-brass riffs. Right on for every B/C, dance list (pop could use an infusion, too).

JAMES LAST BAND (Polydor PD 2109) Fantasy (3:59) (Intersong Music — ASCAP) (J. Last)

Hot on the heels of Top 40 success with “Seduction,” this bright, brass-laden new cut from the “Seduction” LP features a swirling melange of echoed guitar, tasty trumpet (a la Herb Alpert) and cooing vocals about the staunch rhythm. Fine for pop, B/C and jazz.


Tumbling drum work sets the pace for this melodic rocker from Hagar’s “Danger Zone” LP as he cracks out the vocal with assurance and super choral backing harmonies. Keyboards add just the right touch for pop play, as well as AOR.

JOHNNY LEE (Asylum E-47004) Lookin’ For Love (3:36) (Southern Nights Music — ASCAP) (W. Malette, P. Ryan, B. Morrison)

Johnny Lee is making a national name for himself with what has been identified as the theme song from the motion picture Urban Cowboy. Lee’s tender yet masculine reading is backed by a sweet female back-up vocal. With the Eagles “Lying Eyes” on the flip and a picture sleeve, you have a triple radio-retail threat.

PAT TRAPPERS BAND (Polydor PD 2107) Snortin’ Whiskey (3:26) (Unichappell Music, Inc/Pending — BMI) (P. Travers, P. Thrali)

The AOR choice from Trapper’s “Crash And Burn” LP is finally here as a single, and it’s a smoker in the classic contemporary blues rock mold of such bands as ZZ Top. Wailing guitar work and earth-shaking bass/drum rhythm rattles pop radio airwaves.

THE J.E. GEILS BAND (EMI-America 8047) Just Can’t Wait (3:11) (Center City Music — ASCAP) (P. Wall, S. Justman)

Earthy old wave rock guitar riffing, with a souped up synthesized farfisa organ sound, neatly pulls together different rock strands on the third single from the “Love Stinks” LP. Pounding finish, with handclaps and harmony, ties it all up for pop, AOR.

DOLLY PARTON (RCA PB-12040) Old Flames Can’t Hold A Candle To You (3:35) (Right Song Music — BMI) (P. Seiber, H. Moffatt)

Willylow pedal steel and acoustic guitar work back this good ol’ beer drinking jukebox lament by Dolly, with a sweet barroom blues piano in the background. Country and A/C lists seem the most likely outlets for this heart-tugger.

THE UNDERTONES (Sire SRE 49283) Wednesday Week (2:16) (No publisher listed) (J. O’Neill)

Shell shock rockers the Undertones have polished up their youthful rowdy sound a bit, dressing up in melodic finery on this new track from “The Hypnotised” LP. Jimmy McNeill has created a lifting Beatle-esque number that should finally bring pop play.

D.L. BYRON (Arista AS 0524) Down In The Boondocks (3:30) (Lowery Music Co., Inc. — ASCAP) (J. O’Neill)

D.L. Byron’s ingenious urban rock will obviously draw comparisons to Bruce “The Boss” Springsteen, but Billy “Chairman Of The Board” Joel bestows his imprimatur here (backing vocals and Ric Ocasek Cannata supplies the hot sax on this Joe South tune.

FOGHAT (Bearsville BBS 49510) Stranger In My Home Town (3:53) (Riff Bros. Music — ASCAP) (D. Peverett)

Foghat’s tightly coiled rock springs forth like a sticky snake on the first single from the band’s new “Tight Shoes” LP. “Lonesome” Dave Peverett’s high, smoky vocals put the edge on the cut, and elastic bass licks make it snap for AOR, pop.

KLARK KENT (I.R.S./Kryptonite) Away From Home (2:55) (Kinetic Collections) (K. Kent)

While speculation surrounding Klark’s identity runs rampant, it is left to amuse ourselves with this disarmingly ditty about a room of one’s own, away from home. Pressed on clear green kryptonite for collectors and vinyl freaks.

ELTON MOTTELLO (Passport PS 7920) Pop Art (3:15) (Roland Kluger Music — Brussels) (Butcher, Ward)

Elton Mottello is a modern man who makes modern pop rock (a la The Cars) for modern kids. Sharp hard-edged splinters of Devo creep in here (sample “I’m getting nervous with Pop Art”) but the tick-tock beat and synthesizers stabs are pure fun.
ROCKIE ROBBINS HONORED — A&M recording artist Rockie Robbins was honored recently with Minnesota's Distinguished Citizens Citation in recognition of distinguished service in behalf of the betterment of community life in the city of Minneapolis. Pictured are (l-r): Robbins, Elaine Robbins and Minneapolis Mayor Don Fraser.

MCA Releases LPs

LOS ANGELES — MCA Records has announced plans to release five new LPs in July, including product from Judd Tuzek, Rob Stoner, Garrett Morris, Fireworks and Leon Haywood.

Rocket Records' artist Judd Tuzek is set to release his second LP, titled "Sports Car," while former Bob Dylan Band music director Rob Stoner plans release of his debut LP, "Patriotic Duty."

Former Saturday Night Live co-star, Garrett Morris is set to release his MCA LP debut, "Saturday Night Suite Sweet," from which the first single "I Wanna Be A Cowboy (But I'm Too Short)" will be released. Also set for release are "Live Fireworks," the newest LP from the contemporary Christian band Fireworks, and Leon Haywood's second MCA LP, "Energy."

Head Shops Outlawed By N.Y. State Assembly

NEW YORK — The New York State Assembly last week passed a bill to outlaw "head shops." The bill is intended to close stores which sell drug-related paraphernalia through fines of up to $10,000. The bill, approved by a vote of 125-17, is expected to be signed by Governor Hugh Carey. It would make the sale of drug-related materials a civil violation, not a criminal offense.

Stearns Bows Film

LOS ANGELES — Judy Stearns Promotions has been created by Judy Stearns and will specialize in national Adult/Contemporary music markets, with offices at 8544 Sunset Blvd., Los Angeles, Calif. 90069. The telephone number is (213) 657-8210.

Retailers Notice Resistance To Nu-Disk Releases

(continued from page 6)

play set-ups from the 10-inch manufacturer.

"CBS gave us specially made dumps for the Nu-Disk, but they didn't fit into our bins," said Mike Skadeland, eastern regional director for the Cleveland-based Disc Records chain, which has 32 stores. Skadeland said that although he used the 10-inch dumps in separate but "visible" in-store locations, the fact that they couldn't be merchandised with other product "soured" the deal for Disc. Skadeland also said that with the exception of the Cheap Trick disc, which received local attention, buyers were hesitant to pay $4.99 for four-track records by unknown groups. "Better known artists may be the answer," Skadeland remarked.

John Marmaduke, president of Hastings Books & Records, and Record Town which have 47 outlets in Texas and surrounding states said that the Nu-Disks have had "a very limited response" in his stores. "The size is throwing many people off," said Marmaduke, adding that the 10-inch product has been given "premier space" in separate card displays and racks in all of his locations. "They should put a $4.98 list price on a standard LP jacket and try marketing them in the regular bins," suggested Marmaduke.

A spokesman for the 6-store Disc-O-Mat chain agreed with Marmaduke that the unusual size of the Nu-Disks may have posed initial in-store merchandising problems. However, the Disc-O-Mat spokesman and another New York retailer, Marty singer, head record buyer for RCA indicated potential buyers are using a local auction for the New Music disc, spurred by the track, "Straight Lines." Singer said that he had no merchandising problems with the discs and called the CBS-supplied stands-up "beautiful and creative." Singer's best-selling Nu-Disk has been the Cheap Trick record at $3.49. The other titles in the Nu-Disk releases are selling for $2.99 at J&R, Singer said.

Keith Lehrich, president of Great American Music in Minneapolis also said that the Nu-Disks did not pose any merchandising problems for him. "I think that Cheap Trick has many fans in his area, he said that consumers were reacting favorably to a "bargain" disc by the popular group. On the other hand, sales of the other discs in the release have been hurt by "a very tight AOR playlist in this area," he added.

The unknown status of three of the Nu-Disk groups is a major factor in the

Can Music Really Charm Your Soul?... The Answer Lies In The Music of Leon Huff

Comming On Philadelphia International Records & Tapes

I HEARD IT THROUGH THE (BMA) GRAPEVINE — WEA labels will not be free from consolidation, and E/A will probably be absorbed by Warner Bros. "any week."

Also imminent, we heard, are cuts at CBS, which will affect upwards of 100 employees in the "management types." RCA execs are said to be on the seats of their chairs as Rockie Griffith, Solar Records president, mulls an $11 million offer to pact his label with E/A.

The theory was surprisingly absent from the convention.... Finally, we learn that Harry Azooff may not get that Warner Bros. label, at all. Reportedly, his asking price is too high for Warner Bros. chief Mo Ostin.

HERE NOW THE SHMOOZ — George Clinton's Parliament has re-recorded with Casablanca, but there continues to be disillusion on the mothership. Lynn Mably has left the Brides of Funkenstein, while three members of the circa-Funkentele-X LP Funkenstein have left to form a band, tentatively named Renegade... who will be produced by Jacques Fred Petrus of "Chage" fame.

According to insiders, Clinton simply does not pay his sidemen enough. He said why the Rock and Roll tour was cancelled? We hear it's because Dave Edmunds is back in the studio, at Swan Song's insistence. Supposedly Edmunds, who has long wanted out of his contract with the label, delivered a contract-filler a Graham Parker song... Parker and Swan Song told Dave he'd have to try again. Edmunds' single would have been a cover of John Hiatt's "Something Hard." Edmunds has long wanted to produce and play with Hiatt, which would have been a coup. The board cited his abused drug use, and the fact that his presence would draw goods to the group. The Ommons will perform at the Republic National Convention in Detroit. Muddy Waters is looking for a new band. I.R.S. has put the bite on James Brown for $2.3 million. The Atlantic-LMV deal will call for three albums.... Depending on who you hear it from, the Donna Summer deal costs $5-10 million. Debbie Harry's publicists deny that Blondie are working with Mercedez Monro then Blondie will produce Blonde and Donna Summer "simultaneously..."

Cheap Trick's Tom Peterson is working with Blondie and he is said to have reported that he has asked for his release from the Entertainment Com.

THE REVOLVING DOR — The Ritz will close its bar for "Teenage Lust Night" every Tuesday, through the summer. The in-and-out-of-jail Strangers will play the Palladium on Aug. 23 with the Psychodelic Furs. Some of rock and soul's most legendary performers are coming to town: James Brown returns to the Irving on July 11 and 12, while Ray Charles and Fats Domino, complete with their big bands, play the Ritz on July 31 and Aug. 11 respectively. The Kinks' video of "One More For the Road," will premier at the Bottom Line on July 8. Head Kink Ray Davies is looking for women who were go-go girls on the old Shindig show to be guests of honor. At Trax Rolling Stone Keith Richards joined laminen and B.B. Zink's "People Who Died." The Undertones come back to town to play the Diplomat on July 15. Although lead singer Fergal Sharkey is recording with the teenpop appeal of Shaun Cassidy, his performance hints at danger like Johnny Rotten's.

Joan Armatrading
HAMMERSMITH ODEON, LONDON — Joan Armatrading is an artist's artist. She also perhaps one of the most inspired contemporary romantics of our time, choosing songs and music as her medium to reveal humanity's spiritual, emotional and physical truth that can in all cases mirror their instruments.

SYMPHONY SPACE, New York — The audience captivated throughout the show was no surprise. Armatrading has been anticipating this for some time. What Gentle Giant did was play a balanced mix of old and new, with Columbia LP, "Civilian," with compositions from their previous releases to overwhelm fans both old and new.

The band wasted no time opening up high-powered new rock on a song from the latest album titled, "Convenience." The music was a perfect balance between the best of both worlds, with drummer Hooper and vocalist Derek Shulman. And before the audience could properly catch its breath, Gary Green's raucous heavy-metal guitar prelude opened on the group's "All Through The Night," which is as rhythmic as it is laden with the group's always-English, classic melodic overtones.

The English sound is primarily due to Kerry Minnem's consistently tasteful use of the traditional English madrigal style to rock with flute of jazz funk, the music always remains Gentle Giant's. And during an encore of "Number One," from their latest album, was quite believable.

michael martinez

TALENT

JACO J. DALTON, AUSTIN'S, NASHVILLE

J. AUSTIN'S, NASHVILLE — As words like "superstar" and "dynamo" were birthed and buzzed throughout 1980, the most visually stimulating software industry was the name of the game. And before the audience could make you wonder if those too often spoken words were ever true, the Dalton Gang, with its better than graceful, charismatic, and engaging lead vocalist and powerfully rhythmic band, the Dalton Gang, pack a potent punch.

Joan Armatrading

Not so long ago, the little lady with the gravel voice was known only to the west coast populace, a nice little secret they tried to hide in small smoke bars and crowded clubs. But in the past year, the Dalton Gang has bought their distinctive sound to a whole new audience, with a solid reputation that has slowly but surely earned the band its own share of fame and thus, the Dalton Gang.

Throughout the performance Armatrading rode, strolled, kicked, and jumped, sketching each rhythm change and chord crescendo with bold assertive panache and a style uniquely her own. With hands thrust firmly into trouser pockets, legs often astride, and head almost held high, she kept the audience captivated, pulling and stretching emotional nerves with the highlights being "Cool Blue Stole My Heart," "Mama, Mercy," "Friends," "Love and Affection" and the current hit single "Me Myself!" nick underwater

SYMPHONY SPACE, N.Y.C. — Jazz is probably the most varied and complex of all music genres, a fact that should not be overlooked by those people capitalizing on the video software industry. In a live presentation of jazz, musicians and their instruments seem to merge together. Each of their little nuances and physical gestures interplay with the sounds, creating an atmosphere that only a live audience can experience.

Gentle Giant

ROXY, L.A. — Returning to a smaller venue, without the dazzling side show and without the light display, to record their LPs, Gentle Giant still delivered a galvanizing, much-anticipated set here recently.

The electric music, finely tuned craftsmanship and pointed lyrics have always propelled this underrated outfit of progressive British rockers past the brevity of trends to capture an ongoing, ever-growing core of listeners.

What Gentle Giant did was more than a listening experience — a dance music. Still, there's a whole lot of dancing that can be done. But if you find the proper matching frequency.

But it's even more stimulating to have musicians that are true to the music with physical movements. This is precisely the idea behind the collaboration between the two stage and dance company, Sounds in Motion, and jazz luminaries such as altoist Oliver Lake, altoist Gary Bartz, trumpeter Ahmed Abdullah, baritoneist Hamiet Bluiett, vocalist Abbey Lincoln and drummer Max Roach. Sounds in Motion's "New Dance" festival at Manhattan's intimate Symphony Space was an unqualified triumph that formed a bridge between dancers, musicians and composers, a fact that involved everybody in the creative process.

Oliver Lake's piece, "100% Cotton," was a derisive dance in which spiraling performers were seen facing each other against a black background, while Lake, pianist Anthony Davis and flute master James Newton wove intricate tapestries of echoes, textural excursions and atmospheric unison melodies. Gary Bartz's "No Business" had a provocative mixture of '60s modal jazz and song (by the wonderful pianist/vocalist Andy Bey), with exotic, light-hearted melodies against a floral and fauna, suggesting the flights of wild birds and the ceremonial movements of Africa. Trumpeter Ahmed Abdullah's "Dance" was a dark, street life, spiritual mirth and heroic struggles in its use of ethnic jazz/funk and the profound oratory of post Fabus.

The highlights of these two nights occurred in the performance of Max Roach's "Tryptich" and Hamiet Bluiett's "Suite Music." For "Tryptich" the stage was colored an ominous black before exploding into a surreal sunburst of orange and red. The drummer's percolating sound and shouts excited emotions few dare to confront, except for someone like drummer Max Roach, who created a dramatic orchestral ambiance using nothing but a snare drum. With sirens blaring and volleys of bullets flying around her, Diane McIntyre's tormented freedom flight captured all the aspiration and desperation of a people. It was a theatrical masterpiece in the best way, good enough to go right to Broadway.

The Sounds in Motion company focused all the elements of a modern jazz presentation. Most of the rock video I've seen consists of people lip-synching their hits while wearing funny costumes or engaging in visual tricks. The same way that radio performers lost their impact when they moved to television, much of the initial video fare fails chip stern

The Crusaders / Randy Crawford

UNIVERSAL, AMPHITHEATRE, L.A. — very classy affair ... that's the only way to describe The Crusaders' triumphant return to the west coast for their first album release tour.

Each member of the trio took a turn or two in the spotlight, with standout solo from bassist Dickie Betts, saxophonist Charlie Sloop's last ABC LP, "Carmel," (perfectly evoking the wash of waves on the ruddy shores of Baja California with a very good piano), the inspired tradecrafts between drummer Hoover and Aho and, Felder's guitar work was featured on a track from the band's new LP, "Rhapsody And Blues.

Another highpoint of the show was the introduction of Japanese guitarist Kezman Masuda, who played two songs with us, including a beautiful bamboo flute duet with the shakuhachi.

Jennifer Bohler
MCA Holds Promo Contests For New Point Blank LP

LOUIS ANGELES — MCA Records’ promotion department, in conjunction with various radio stations and retail outlets throughout the country, is initiating a series of contests and giveaways in support of the new album by label recording group Point Blank, entitled “The Hard Way.”

MCA’s Miami regional promotion manager Roman Marcinkiewicz, in coordination with WQAM in Miami, has set a Rock ‘n Roll Soldiers contest to tie-in Point Blank’s July 5 concert in Tampa. The 25 entrants who design the most creative draft cards, incorporating the WQXM frequency number (98) with the group’s name and LP title, will receive pairs of tickets to the show, as well as round-trip bus transportation to the concert.

Regional Contests

In North and South Carolina, a guessing contest has been planned by MCA regional promotion manager Jay McDaniel, to be co-sponsored by WTMZ in Knoxville, the Music Junior Record Bar and Discount Records. Any record stores. Point Blank LP’s will be given away on the air during the contest period and listeners will be told to register at the three local record outlets for a $200 Lou tilt. To tie-in with the cover art of “The Hard Way,” contestants will have an opportunity to win how much nuts and bolts are in a glass jar to win.

Two photo contests, with new cameras as the grand prizes, are being set around the theme “Doing It The Hard Way” in both the Nashville and Albuquerque, N.M. markets. In Nashville, MCA’s Daryl Crum, in coordination with station WKBD and Ports-O-Call Records, will sponsor a photo contest, while Wayne McManners of the label, in a tie-in with station KRST and the Sound Warehouse is heading the contest out of MCA’s Dallas office.

Additionally, MCA’s Chicago branch, under Paul Diamond is coordinating an air guitar contest with station WYFE in Rockford, Ill. The grand prize is a new, real guitar.

Cleveland Institute Youth Orchestra Performs In-store

Cleveland Institute Youth Orchestra performs in-store

SWEEPER SUMMER NIGHT — ASCAP has signed artist Donna Summer as a writer and publisher. She’ll be writing songs for her upcoming album, “Night Music,” which is due in late July. Summer Night Music, much of which will be featured on her debut LP on the yet to be named label, is now with A&M, label president, are Donna Summer and Michael Gore, Western regional director of repertoire, A&M Records.

SWEET SUMMER NIGHT — ASCAP has signed artist Donna Summer as a writer and publisher. She’ll be writing songs for her upcoming album, “Night Music,” which is due in late July. Summer Night Music, much of which will be featured on her debut LP on the yet to be named label, is now with A&M, label president, are Donna Summer and Michael Gore, Western regional director of repertoire, A&M Records.

Mottola Into Films

NEW YORK — Tommy Mottola, the president of Champion Entertainment Organization, has formed Champion Entertainment Films. The film has already formed in the pre-production stage. Our Father, Off The Coast Of Me, and The Kid, a biography of the late Bobby Darin. Mottola is working closely with Mottola on the project, along with Ely Brien, executive in charge of production, and Susan Dangiz, production co-ordinator. Mottola’s credits include Theassociate, Hot Licks, and several Woody Allen films.

SHELTER RELOCATES

LOS ANGELES — Shelter Records has relocated its offices to 1106 N. La Cienega Blvd, Los Angeles, Calif. 90069. The new telephone number is (213) 657-5887.
JAZZ PROGRESSIVE/ECLIPSE — Jazz, or whatever they’re calling it this week, has a long row to hoe in the best of economic times. But when things get hard jazz is the last hired and the first fired, even at the most forward-looking of companies, like Warner Bros. Even as ECM Records’ distribution deal with Warners gives the company a certain artistic/economic viability, the once and former Jazz/Progressive division headed by Ron Goldstein is going through a period of reassessment and change. It’s now known simply as the “Progressive division,” which gives the record bosses more latitude and they’re tightening up so much around here we’re even dropping words. This division does make a profit with people like David Sanborn, Michael Franks, Larry Carlton and Chick Corea, and we just signed Jaco Pastorius, which was very exciting. They don’t need to talk because they have a great talent and producer. But the pressures that mitigate against artists farther outside than that and the Doobie Brothers are unknown. There was an amazing run in jazz here at and other companies that are much more conservative now. One thing that’s a problem from our viewpoint is if you take a great artist like Bill Evans, who has so many records out, the question becomes “how different is the next one going to be?” When he did that record with harmonic player Tests Thomla, that was a little different and it went over better than some of his other records. This means that if we were going to work with a Stan Getz we’d have to do something so that we could do that and consistent and cost-effective. We have to consider how much it costs to sign new artists and new recording artists, and the like.

Well, who knows if we’ll be able to sell enough to break even. With the costs of business becoming so much higher you have to go for the greatest potential return. In the past few years the industry has become so mediocre that smaller simpler things mean so much. That’s why the most energy goes towards the home run. Another problem is with radio. They play records that they feel will get them a certain sustained audience for extended periods of time. They figure that by playing a Shania Cassidy record 600 times a day they’ll be able to sell time to advertisers—that’s their job. If they thought they could sell that time by playing the Art Ensemble, that’s what you’re heard on the radio. College radio doesn’t have that much of an effect in terms of breaking new acts, it can plant the seed but that’s the extent of it. However, we’ve never had so many records on having records in the college stores—that’s very important. What’s encouraging to me is the existence of stations like KBLX (San Francisco), KJLH (L.A.) and KMJQ (Houston) which are examples of formats that employ R&B, pop, jazz and a little reggae. They’re going after that audience and it’s very popular. But you know, business is so bad out there that some of my promo people have gone into major outlets in places like Philadelphia and they find we aren’t getting their records in the stores because the retailers can’t afford to carry catalog. They’re even out-of-stock on things like Al Jarreau. If the music is in the stores in the right locations, it will sell.”

FROM NEW ZEALAND TO AMERICA VIA MONTREUX — The Rodger Fox Band, the first native New Zealand band to be invited to the Montreux International Jazz Festival, will make its first and only American appearances following the festival next month. Following the festival and a subsequent recording date in New York City, the Kiwis will fly west to play at Carmelo’s in the Los Angeles suburb of Sherman Oaks on July 29, followed by a date the next day at Disneyland.


From space comes bebo. No? Well, if no, listen. Music with the personal touch through instrument conversation about here. Miles, Freddie, Blue and Cecil could find bits and pieces of their roots on this vinyl. Tom Van der Geld’s vibraphone is like a re-entry mechanism, weaving Wheeler’s celestial not-fusion-fusion to some quite earthly interpretations. The rhythm section of J.F. Jenny-Clark (bass) and Edward Vesala (drums) blind the extended improvisation to orbit on “Mai We Go Round,” “Follow Down” and “Lost Wolz.” Good music interpretation.

Love Approach — Tom Brownie — Arista/GRP A/GRP 5008 — Producers: Dave Grazus and Larry Rosen

An eclectic artist. Tom Brownie combines the best of all elements in black music to firmly establish himself as a talent in metamorphosis. His second LP reafirms his own presence on the horn, best displayed on “Nocturne” and “Moonrise,” and also shows more of his increased confidence as an arranger throughout the LP. Radio should fall all over itself to play “Funkin’ For Jamaica (NY).” and “Forever More,” written by Don Blackman from the Lenny White album.

Journey To The One — Pharoah Sanders — Theresa Records TR108/109 — Producers: Pharoah Sanders & Allan Pimentel — List: 9.8

“Journey To The One” is the finest record Pharoah Sanders has ever made and is certainly one of the best albums of 1980. Pharoah has distilled the central focus of his music — ethnic music, R&B, gospel and ‘60s Coltrane — so that his playing is controlled and lyrical without any loss of emotion and movement. Some excellent saults, hard blues swing and modal funk add up to a very programmable set of material. Drummer Idris Muhammad and bassist Ray Drummond and pianist John Hicks are standouts.

Mangiione in Montreal — Picture here in Montreal for a recent SRO engagement presented by CJUM and Art (v-a) Nick Carbone, A&M, Montreal, Don Jackson (back to camera) and presenting the hat cake to Chuck is Greg Stewart, program director.

Louis Armstrong All-Stars — Storyville SLP 4012 — Producer: Not Listed — List: 7.98

Armstrong set the standards for jazz in improvisation in American music during the 1920s, led some astounding big bands in the ‘30s, and then — according to popular legend — went into artistic decline. But not as, these ‘*muse articles prove otherwise. His sense of swing is immaculate and resourceful, and every note from his horn is polished. He was fabled in ‘The Star Spangled”, his solo on “Someday” (demonstrates). Jags’ deep, resilient voice is heavily featured on “Now You Have Jazz.” “When It’s Sleepy Time Down South” and “Nobody Knows The Trouble I’ve Seen”.

Empire Jazz — All-star Jazz Ensemble — RSO RS 1-3085 — Producer: Ron Carter — List: 7.98

This jazz rendition of the soundtrack from Star Wars/The Empire Strikes Back offers a fine collection of musicians making music about space without use of electronics. Using essentially a bebop approach, producer/arranger Carter relies on roots and not branches to bring the music Bob James (piano), Hubert Laws (flute), Billy Cobham (drums). Ralph MacDonald (percussion) and Carter (bass) should all be booked for a gig in Lando Carissimo’s casino-locale in the sky.

There And Back — Jeff Beck — Epic FE 35684 — Producers: Jeff Beck & Ken Scott — List: 7.98 "There And Back” makes you feel like great guitarist Jeff Beck never left, taking him where the chairman of the board left off. No one gets a roaring singing tone like Beck and his provocative synthesis of funk, hard blues, boogie, rock and jazz rock has potential for years to come. But Jeff is most successful when he’s working with his band and this" (The Golden Road) formats. The supporting players (keyboardists Jan Hammer and Tony Hymas, and drummer Simon Phillips) have helped define the formula and, once again, this is a fine, varied set of solos and arrangements.
Moss To Push For Establishment Of Association Of Classical Music

LOS ANGELES — An organization that would strive for greater recognition of classical music is now being developed along the same lines as the Country Music Assn.

Tentatively titled the Assn. of Classical Music, the organization, which is being vanguard by Ira Moss, president of Moss Music Groups, will pursue goals such as combating dealer neglect of the classical market, removal of the stigma that classical music is only viable in metropolitan markets and encouragement of more radio station programming of classical music formats.

Moss has planned a meeting in New York for Sept. 7, when a board of directors is to be selected.

There is a whole education needed to acquaint the public with classical music and to reveal that it is a popular music form," Moss commented recently.

He said that music appreciation on the academic level and in the marketplace has been neglected and that, consequently, classical music has been subject to disproportionate neglect.

"In the whole of the U.S., there are only between 30-40 commercial stations that program classical music during the day, and there are maybe 100 more public broadcasting stations that are community-oriented stations that program classics one or more hours a week," he continued.

Having while classical music, according to some figures, comprises five percent of total record sales in the world, there are fewer than five percent retail outlets that carry the classics.

Dompierre Bows

LP For Polygram

Classical Label

LOS ANGELES — Ottawa-born classical artist/composer Francois Dompierre is set to release the first Canadian recording for the New York-based classical label, Deutsche Grammophon (DG).

Media relations were recently held in Montreal and Toronto to highlight release of the album, which features two compositions by Dompierre, "Concerto For Piano And Orchestra" and "Harmonia Fantasia."

To develop wider airplay, DG has released a single from the LP, titled "Turbulence," which is a movement taken from "Concerto For Piano and Orchestra."

Having worked with artists such as Monique Leroux, Felix Leclerc, Pauline Julien and Jean-Pierre Ferland, Dompierre is considered by many to be a pioneer in pop-classical fusion, and though trained in classical music forms, says that he prefers pop idioms.

Evening At Pops' TV Program

Bows In L.A.

LOS ANGELES — Evening at Pops, a new summer series of concerts by the Boston Pops Orchestra and its new conductor, John Williams, premiered July 6 on KCET in Los Angeles.

Guest artists baritone Benjamin Luxon and soprano Nancy Shang Zhen are being booked for a program commemorating the genius of the late composer Richard Rodgers. The performance included a medley of overtures, selections from the musical Carousel and three movements of the score to victory At Sea.

Future programs of Evenings At Pops, will feature jazz pianist Oscar Peterson, Ray Charles (July 27) and classical guitarist Lony Boyd (August 3).

ASCAP Honors 20

U.S. Orchestras

With Cash Awards

LOS ANGELES — Twenty U.S. orchestras were honored with plaques and $14,300 in cash awards from the American Society of Composers, Authors and Publishers (ASCAP), during a recent presentation luncheon held at the Sheraton Centre in New York. The presentation, which were given for "an impressive programming of contemporary music during the 1979-80 season," were made by ASCAP board member Louis Gott and Gerald Reinhart, manager of ASCAP's symphonic and concert department. Recipients were:

1. "Harmonia Fantasia" ($2,000 prize) — New York Philharmonic, Zubin Mehta, music director; San Francisco Symphony Orchestra, Edo de Waart, music director; and the Northwest Chamber Orchestra, Robert Shaw, music director.

2. "Turbo" ($2,000 prize) — Albany Symphony Orchestra, Julio Hegyi, music director; Fort Wayne Philharmonic Orchestra, Ronald Ondrejka, conductor; Brooklyn Philharmonic, Lukas Foss, music director; and the Northwest Chamber Orchestra, Robert K. Duerr, conductor.

3. "Peabody Concerto" ($200 prize) — Civic Orchestra of Minneapolis, Robert Bobzin, conductor; Thalia Symphony Chamber Symphony, Stanley Cappelle, Francis Watling, concertmasters; and the Pasadena Chamber Orchestra, Robert K. Duerr, conductor.

4. "Symphony of Light" ($200 prize) — Peabody Conservatory of Music, William Henry Curry, resident conductor; Eastman School of Music, Richard Mead, director; and the Orlando Symphony Orchestra, Howard Kay, music director.
‘Be Patient With Our Course’ Urges BMA Chairman Gamble

WASHINGTON — The development of a series of benefit concerts and the creation of a songpool, half of whose publishing royalties will go to the Black Music Assn. (BMA), are two methods that will earn the organization its self-sufficiency, according to BMA founding member and chairman Kenneth Gamble. “I can see the concert series happening in about a year,” Gamble told Cash Box in an exclusive interview. As for the donation by songwriters, Gamble said, “I know that I intend to write some songs special.”

At the same time Gamble pointed out the importance of understanding the reciprocal relationship between the songpool and the major labels. “The record business has been a certain way for a long time,” explained Gamble, “and everybody expects it to change overnight. Considering the fact that the BMA has been in existence for only 18 months, we’ve made a lot of progress. But an understanding between the BMA and the major labels was clear from the beginning: we both need each other. CBM is our biggest supporter and RCA is coming on strong but it doesn’t give them control. I welcome their support and wish every company would treat the BMA that way, and not question it.”

Did Gamble feel that there was enough continuity between the issues raised at the first BMA convention and those of the second, and has there been sufficient progress made or feedback given to that extent?

“The same problems still exist,” admitted Gamble, “but we’re working towards solving them by strengthening the foundation of our organizational structure. With LeBaron Taylor as our new president, and with our new board members, we have new blood. Now we’re at the stage where we need protocol and business expertise, and LeBaron Taylor is the best man for that. It took the board 18 months to come together — remember, they were elected — and are just starting to work as a board. Artists and communications people are finally beginning to come. You must remember that black people in America have witnessed the beginnings and ends of many organizations, and one of BMA’s biggest problems has been convincing the black community of the BMA’s sincerity. We’re trying to build a strong foundation based on business principles, instead of emotions. And it is people’s emotionality that hinders our progress.”

“Then lack of continuity with last year’s convention was most keenly felt by the absence of the black concert promoters who raised valid issues, despite the emotionality of their style. Was there progress to report on?”

“The problems raised by the concert promoters still exist,” Gamble pointed out. “There definitely remains a misunderstanding between the black artist and the black concert promoter. The BMA, as well as the black artists, did attempt to achieve some kind of solidarity in New York, but the concert promoters did not show up for the summit meeting, which was designed to develop a code of fair ethics. There is no question that the black concert promoters can re-circulate the dollars in the black community, but they have not realized that results cannot be achieved with emotionality.”

Gamble also reported that the BMA was present and involved with a convention in Los Angeles next year. “The BMA will create seven regions, where we will begin to have regional conventions. There are a lot of people that can’t make it because of the expense of traveling. In addition, there are many problems that are specific to the individual regions, and these divisions will give us a better feel for them.”

In concluding, Gamble pointed to two issues worthy of stress. The first was that the consistent billings. He said that in addition to his own involvement with Handshake, Elliott Goldman, Arista’s vice president of U.S. and Canadian operations, will also “aid in the general business structure and functioning of the company on a broad basis.”

In a joint statement, the Meisels noted, “We have total confidence in Ron Alexenburg and in the efficiency of a well-funded, boutique-type of record company, in which there is maximum personal involvement in the career of every artist. We made our own label, Hansa Records, the leading independent in Germany with that approach, and our conversations with Ron confirm that he shares our basic philosophy and strong commitment to promotion. We believe this is a perfect time to come into the record business if one can find the right partner, and we have.”

Handshake’s offices are here temporarily located at 625 Madison Avenue, telephone (212) 750-8885. Further details will be announced this week.

MCA Distributing Adds 23 Titles To Its Midline

LOS ANGELES — MCA Distributing Corp. announced that 23 new titles have been added to the Midline series. The series was introduced over two years ago and includes more than 250 albums. This line of product, which has brought in $28 million since it began, includes artists such as Etta Jones, Pete Fountain, Tommy Dorsey, and Sammy Kaye.

The 23 titles include product by Conway Twitty, Cher, Rufus, Roy Haynes, Barbara Mandrell and others.

Pictured (I-r): Peter and Trudy Meisel and Ron Alexenburg.

Alexenburg Unveils Roster, Plans For Handshake Label

(continued from page 5)

The label’s first release, set for mid-July, will consist of a single by each artist and will be followed by an LP. The releases will be simultaneous in the U.S. and Canada, but not worldwide. The Stewart single, “My Guy,” is a duet with Johnny Bristol.

Think Independently

“Small, creative companies with carefully controlled overhead are the answer to today’s record market,” said Alexenburg. “We will have about a dozen artists at maximum, and we will make sensible deals with people who want to be with us. At Handshake, we will be able to think like independents, that is, release a limited amount of product and stay with it, but we will have worldwide selling power of a major.”

Commenting on the agreement, Monti Luftner, president of the Ariola International Group, said, “English language product is more important now internationally than ever before, and we believe that this trend will continue. This is great incentive for our people around the world to bend every effort to build the artists and the label which they know they can count on for
**Improvements In Digital Compact Disc Announced**

LOS ANGELES — N.V. Philips’ Goedelampfenfabriek of The Netherlands and Sony Corporation of Japan jointly announced June 25th that “cooperation between the two companies has led to further improvements in the optical ‘Digital Compact Disc’ system” announced by Philips in March of last year. While Sony and Philips stated that these “improvements” were in the areas of “modulation and error correction,” another company specified what the specific technological advancements involve or if they would affect the future cost of the system.

The joint announcement further stated that both companies would submit the system to the Digital Audio Disc Standardization Conference in Japan, in which 42 companies, including major electronics product manufacturers, are presently registered. Both companies are hoping that the system will be accepted as the international standard for home digital playback.

Philips and Sony also announced that the Digital Compact Disc format, which utilizes a 16 bit code of discontinuous pulse signals, has been adopted by the Polygram Group for the future release of music programming. Also noted was that CBS/Sony (Japan) will be releasing both CBS and CBS/Sony product repertoire in the format as well as CBS, Inc. will work closely with Sony and Philips on future developments of the system.

**VTR Sales Jump 60% This Far During 1980**

NEW YORK — Total U.S. market sales of home video tape recorder (VTR) units to retailers increased substantially in May and during the first 21 weeks of 1980, compared to the same period last year, according to a study prepared by the Electronic Industries Assn.’s Consumer Electronics Group.

The study, which was prepared by Media Statistics, Inc., a Silver Springs, Md.-based research firm, VTR units manufactured by Philips and Sony, were deemed to have the greatest shares of the home consumer market in the first quarter of 1980. The study, which sampled 365 households in major demographic centers across the country, found that 34.9% of home VTR owners owned RCA configurations, 20% owned Sony players, nine per cent owned Panasonic units, and 6.7% of the sampled owners owned Magnavox VTRs. The study also determined that 7.4% of the sampled owners had Zenith VTRs and 5.5% owned Quasar units. Sanyo, JVC and Sears VTRs were each owned by 2% of the sampled households, and 2.1% of those surveyed owned E.G. recorders.

**Rogan, Wax Establish Video Promo Venture**

NEW YORK — Tom Rogan and Mort Wax have launched a joint venture specializing in the promotion of videocassettes and videodiscs to local and national television outlets. The firm will also provide the music and entertainment industries with record promotion for artists, labels, and publishers in the jazz and beautiful music areas.

Rogan was previously national promotion and accounts manager for CTI Records. He has worked in the sales and promotion departments of Polydor Records, Motown Records, Capitol Records, and Columbia Records. Wax is president of Morton Dennis Wax & Associates, a public relations firm specializing in the entertainment field and is also the executive secretary of the Videotape Production Association. The company will operate out of the offices of Wax & Associates, 1620 Broadway, N.Y. N.Y., telephone (212) 247-2199.

**JVC UNVEILS VIDEC/DISC TO MUSIC INDUSTRY**

- Fresh from its official Consumer Electronics Show (CES) debut and continuous demonstration at June’s Comicon, as well as a round of east coast presentations, JVC’s VHD (Video High-Density)/AHD (Audio High-Density) capacitance videodisc system was unveiled June 20 at a Los Angeles product demonstration by Music Industry Information Systems (MIIS). According to positive reports received from the preview/demonstration, which began with a 10-minute split-screen slide show, film, then demonstrated the system’s “multi-function control” capabilities (including slow motion, fast forward and reverse, still frame, stop action and frame by frame viewing, in addition to program and random sound playback). A specially attached “rolling screen” (for about $150). While the system can reproduce “high quality” stereo sound, as well as video (unlike RCA’s introductory mono Selectric videodisc), JVC’s VHD/AHD utilizes a PCM (Pulse Code Modulation) digital audio processor/decoder (targeted to retail for approximately $500) and highly sophisticated, in-expensive home digital audio playback with the use of specially encoded (AHD) discs.

According to Fleming, audio/visual information is embedded in micro pits in the groovelineless disc’s conductive plastic playing surface, which is tracked by the player’s stylus via reference code. Because of the high density format design, less material is actually used in the production of the 10.2” disc, meaning a major advantage for disc manufacturers. Additionally, Fleming noted the manufacturing process of the VHD/AHD system being carried out by a number of companies, and that there would be no free-standing supply chain, but market acceptance and software programming in both the video and digital audio areas remains a point of a question mark.

**KEEP CO. TAPES McCARTNEY’S ‘WATERFALLS’**

— Paul McCartney (c) discusses various shots for this recent videotaping with his new LP, “Waterfalls,” in addition to a promotion with Ken Macmillan (r). The video included a polar bear on stage with Paul (see separate item).

- JVC has already announced that a complete line of VHD/AHD discs, making it easily adaptable to normal record pressing facilities. Although Fleming would only say that the price of the system would be competitively priced, he did mention that the $500 cost of RCA’s Selectric/udision unit, he did note that the system will be marketed nationally by the last quarter of 1981. Of course, the tie-up between JVC, Matsuhashi, Thorn-EHM and, now, General Electric is considerable background for JVC, but market acceptance and software programming in both the video and digital audio areas remains a point of a question mark.

- The video feature film “Waterfalls” will be presented at the forthcoming VIDCOM ’80 (The Video Communication Conference) in New York City, July 1-2. The video feature film “Waterfalls” was shot at the height of McCartney’s in-person appearance at the band’s current single, “Stupefaction,” which takes a poke at the City of Angels, was taped at various locations on Hollywood Blvd., appropriately enough… Gowers, Fields & Flanders, today’s hot Capitol recording artist Billy Squier in New York June 22-23, with Jerry Watson directing and Simon Fields producing. On the west coast, FXO video shot two songs from Mercury/Riva recording artist John Cougar’s forthcoming album, while, in Los Angeles, the company taped a promotional loop for “the man who gets no respect”…

- Atlantic recording group The Manhattan Transfer was recently in Utopia Video studios to work on a tape of its hit single “Till The End of Time,” with Mr. Devotion himself, Chuck Staller, being teaming up with spud boy (and Devo member) Jerry Casale to work on a new video for another group The Cars… Adam Frenkel is presently wrapping up work on a promotional video for the Rolling Stones’ new LP, “Emotional Rescue,” employing a technique called Thermovision, which creates images in video on different colors due to different temperatures (as displayed on the new LP cover and enclosed poster). Rick Schneider produced and Devo’s Carlene served as director of photography for Fine Tuning Inc.

- ITVA, MIDEUM TO HOLD JOINT CONFERENCE AT VIDCOM ’80 – The International Television Association and the Vidcom Organization of Paris have agreed to hold an international conference on the use of video for communications and training by business, government and non-profit organizations at VIDCOM ’80 in Cannes, France Oct. 1-2. Sessions will be on business and institutional television, video libraries, post-production and design, video programming and cost analysis. Some 30 conference speakers from the United States, the United Kingdom and Europe will attend, and the two-day program will conclude with a special report by D.J. /Brush on “Private Television: The World View.” VIDCOM ’80 runs from Sept. 29-Oct. 2 and is expected to draw some 250 exhibitors to the Palais des Festivals in Cannes.

— Michael Lynn
SINGLES BREAKOUTS

Camelot — National
CHRISTOPHER CROSS
"Dirt Band"
MCGO

Tower — Seattle
AVERAGE WHITE BAND
BRENDAN MCGOWAN
NATALIE COLE
COBBERS
DIRE STRAINS
"The Raggedy Man"
MCCOY
KENNY ROGERS

Lieberman — St. Louis
DIRE STRAINS
ROBERTA FLACK AND DONNY RICE
BEAN HARRIS
PETER GABRIEL
EMMYLOU HARRIS
DIANA ROSS

Oz — Atlanta
DIRE STRAINS
JOY BEHAR
BOB DYLAN
CARL STORMS
GREG DONALD
TOMMY TUTONE

Disc Records — Texas
JEFF BECK
McGARY
ROBBIE ROBERTS
ROGER R赌
REID HEFTI
CARLY SIMON

Fathers And Sons — Indianapolis
ARRAH GREGG
BLUE OYSTER CULT
ROBBIE ROBERTS
CARL WATERS
"FAME"
BOB DYLAN
ROSSINGTON COLLINS BAND
"Kazam"

ALL RECORD SERVICE — Oakland
JEFF BECK
DIRE STRAINS
ROBBIE ROBERTS
PETER GABRIEL

Waxie Nazie — Washington
JEFF BECK
BLUE OYSTER CULT
ROBBIE ROBERTS
BOB DYLAN
CARL STORMS
NIGHTHAWKS
ROSSINGTON COLLINS BAND
ROCKY "MYSTERY"

Handelman — National
BLUE OYSTER CULT
ROCKY BURNETTE
"Can't Stop The Music"
COMMODORES
"FAME"
SAM HANCOCK
CAROL KING
KISS
DIANA ROSS

Peaches — Atlanta
JULIAN ARMSTRONG
PAUL GREGG
"Landlady"
DIANA ROSS
ROSSINGTON COLLINS BAND
S.O.S. BAND

TOP SINGLE BREAKOUT OF THE WEEK
MAKE A LITTLE MAGIC — DIRT BAND — UNITED ARTISTS

TOP ALBUM BREAKOUT OF THE WEEK
THERE AND BACK — JEFF BECK — EPIC

WHAT'S IN-STORE

NONSEUCH CAMPAIGN — An experiment of sorts has been initiated by budget classical label Nonseuch Records in an effort to increase sales. Major marketing pushes have been undertaken with greatly increased sales resulting. The move, rather unusual for a classical label, took the form recently of 30-second spots for the Label's Records chain of Chicago and Milwaukee. The spots ran on the WMAQ and WISN stations. Each spot featured the sale, featuring current and catalog releases on the label, with unique album cover art used as the main visual focus of the ads. Another successful promotion took place recently at Radio Doctor's of Milwaukee, with WMTR participating. Each afternoon during May, the station played selections from Nonseuch samplers and asked listeners to identify the composers. The first two correct callers each time received a two-record Nonseuch set. The promotion was so successful that it was extended another month. The results of both campaigns have been so positive that new marketing pushes are being prepared for 10 major markets in the U.S., with New York the next target this month.

BRONCO BILLY SPOTTED — The WEA office in Los Angeles reports a considerable activity around the Bronco Billy movie. On the national level, a display contest has been initiated. Every field merchandiser, salesperson, E.A. promotion person and customer who participates will receive a bottle of "Chaps" cologne. There will be cash prizes for WEA personnel at each branch, as well as a national "bronco-busting" grand prize consisting of a custom-tailored Western wardrobe from Nudie's, the tailor of many country stars. The winner will be flown to Los Angeles as a guest of Elektra/Asylum for a personal fitting and a weekend vacation. On the local level, there was an aggressive cross-merchandising of the Bronco Billy and Urban Cowboy soundtracks in the Kansas City market. The Ramchmart Multi-Cinema Theatre, which is currently showing both films, placed soundtrack albums displays in the lobby, with 5,000 flyers distributed to patrons advertising an Elektra soundtracks sale at Venture Record Department. Another Bronco Billy promotion involving a rodeo is also being planned for later this month by the Kansas City WEA office.

RECORD BAR HAPPENINGS — The Moss Music Group and Record Bar recently ran a major cassette promotion involving most Record Bar outlets featuring 120 Vox/Turnabout single cassettes, plus the new Home Library Vox-Box cassette line. In-store drawings were held and a tape deck awarded. A point-of-sale art contest was also conducted, with cash prizes for winners. The promotion displays. The Music Group provided flyers, postcard of stuffers and other promotional materials. Another big chain-wide push is also underway behind the Inner City jazz label. The entire catalog will be on sale until July 9, with a "buy 3 and try it" on six titles also being featured. The six spotlighted albums are Jeff Lorber's "Fusion" and "Soft Space," Dan Siegel's "Nite Ride," The Three with Joe Sample, Ray Brown and Shelly Manne, "Earth Songs" by Solar Plexus and Watanabe's "California Showers." There was also a chain-wide display contest. First prize will be $400 and 25 prizes from the Inner City catalogue. There are still many other promotions involving various labels in other markets. In addition, many labels are currently undertaking major efforts to increase sales in the Inner City catalogues. The move, including special releases, new sheet music, and the like, has been very successful across the country. For example, the "Golden Girl" competition, being held in conjunction with KDJQ radio. Customers must submit photos of themselves in bikinis with the judges to select the best-looking women in Phoenix. Two hundred dollars in car stereo equipment will be given to the winner, as well as a trip to New Delhi, plus a trip to Los Angeles. The contest is ongoing, with winners announced July 10. The in-store front a very successful appearance took place on June 28 with Tavares.

NEW SHEET MUSIC — Aprih Blackwood Publications, distributed by Bradley Publications, has released "New Verses," a new sheet music book. The book includes "I'm Still Rockin' In Toto Me," (individual sheet), "The Incredible 88 Super Hits," "Brady's Piano Teaching Pieces." Level: One-Big Note," "Level Two-Big Note," "Level Three-Easy Piano," "Level Four-Easy Piano," "Level Five-Easy Piano." The first section was tied in with Black Music Month... Another current contest is that of "The Inner City catalogues." For further information, contact Aprih Blackwood Music at (212) 997-4868.

LICORICE PIZZA NEWS — The Licorice Pizza chain of Southern California has announced that they're giving away their largest outlet ever in San Bernardino. The store measures almost 10,000 square feet in size. The manager will be Barry Hyden, formerly manager of the Anaheim store. This location represents Licorice Pizza's 27th store and the second to open this year following Santa Barbara. The fifth San Diego Pizza store is now scheduled to open this fall in the Chula Vista area.

CUSTOMER QUOTE OF THE WEEK — Why can't I play this guitar you have on display? My customers are enjoying it. I've already gotten five requests! SHERIFF UNDER ARREST — Polydor/Landets-Roberts recording artist Jamie Sherif was recently in Southern California to promote his newly released LP, "No Heroes," and took time out to visit his largest record store, including the Tower Records store in Westwood, where he signed autographs for fans.
Inflation, Recession Blamed For 5-20% Drop In Unit Sales

(continued from page 5)

"the problem of the consumer slowdown is somewhat complicated by many having cut or cut- ling their bands to stay in the studio and wait for a more favorable economic climate. While there is no primary cause for the slowdown, it does contribute."

Nevertheless, James emphasized that the findings of the survey pinned most of the blame on the generally soft economic conditions throughout the nation. "Manufacturing capacity is so large relative to demand that initial orders are low, and re-orders are lower," James said. "Where in the past something like Fleetwood Mac's 'Rumours' would have initial orders of 100 units for a store because you didn't know how long it would take to fill re-orders, what you've got now is a situation where demand is so low that dealers can order 25 units with the knowledge that re-ordering won't be a cumbersome or time-consuming process."

However, James then noted that the survey indicated that even re-orders were down in the neighborhood of 50%. This has caused items to be shifted to catalog or cutout faster than before.

"Product making it into catalog faster is indicative of a weak demand environment," James said. "Other things are quicker. There was some positive impact from cutouts in January and February, but things are slowed down."}

Midlines Are Up

"The CBS and WCI midline series have become quite significant since then," James added. "Going to a $2.99 list was, in effect, a price cut by the labels, and the shrinkage of price differential between mainstream and cutout has contributed to the slowdown in cutouts since the beginning of the year. One dealer even said that midlines account for 26% of his business."

This concern with cost also manifested itself in the rise of home taping, James said. "We may be seeing consumer adjustment to inflation by buying blank tape.

James said, "While some studies have shown that LPs are played on the average of six times, the people can just re-use the tape. This problem may be around for some time to come."

The prospects for the rest of the year are largely dependent upon economic recovery on a national scale, James added, but it seems that everything can be watched to give an indication of the coming months. "It will be interesting to see how well the new WCI releases do — the Rolling Stones, George Benson, Jackson Browne and the others," James said. "If the Stones, for instance, who could be counted on to sell four-to-five million copies, only sell one-to-two million units, it will be a clear harbinger of a difficult quarter."

More Businesslike Approach

Some complete recovery from the current slowdown could take as long as two years, James said. "What will be needed is an upturn in the economy, coupled with a revival of consumer optimism. However, in the long run, this will be beneficial to the industry." (end)

GARY MYRICK AND THE FIGURES — The Epic/Portrait/Associated label west coast-based record company have recently welcomed recording artist Gary Myrick (The Figures) and the Figures to the label. Shown in the first row are (l-r): David Weaver, manager; Stan Monteflo, vice president, marketing, E/P/A; Frank Rand, vice president, A&R, Epic/Portrait; Tom Werman, Epic staff producer and curator of the group's debut album; David Cornyn, vice president, Epic/Portrait. Shown in the second row (l-r): Del Costello, regional vice president, CBS records; Dennis Killean, vice president, operations, CBS Records International; Myron Roth, vice president, business affairs, CBS Records; Larry Schuh, director, A&R, Epic/Portrait; Larry Hamby, associate director, A&R, Epic/Portrait; David Cohen, director, A&R administration, CBS Records; Doug Isaac, Regency Artists. Shown in the third row (l-r): Glen Brunman, director, publicity, E/P/A; Larry Stassel, director, merchandising, E/P/A; Michael Alhadef, associate director, promotion, E/P/A; Steve Brack, product manager, E/P/A; Larry Douglas, director, promotion, E/P/A; Jeff Siroty, associate director, artist development, E/P/A.

Cornyn's CRT Presentation on High Cost of Doing Business

(continued from page 8)

watching a singer for 40 minutes on a video cassette.

Echoing CBS Records Group president Larry Werman's testimony that mechanical royalties today are going principally to singer-songwriters, and in many cases their own publishing companies, a survey to be issued the 1979 week in July, put out 56 debut albums by new artists, sold 2,211,961 units for billable sales of more than $15,000, but with only $1.5 million without counting overhead. Costs broke down, Cornyn said, to just under $2.3 million for artist royalties, almost $3.35 million in unrecoverable advances and the remaining $680,724 in mechanical royalty payments.

Cornyn also reported that in 1979, Warner 5,000 LPs (or 67%) were by singer-songwriters. This compared, he said, to 1964, when Warner NMPA Re-elects Feist

NEW YORK — Leonard Feist has been reelected by the National Music Publishers' Association as president. Feist, who has been the chief operating executive since 1966.最先被选中的主席位是菲斯特，他在1966年成为首席执行官。Acuff-Rose Publication, Inc. and Michael Stuart of Interworld Music Group, Inc. as vice presidents. Sidney B. Herman of Famous Music Corporation and Leon J. Breitler of Shapiro, Bernstein & Co., Inc. were voted new terms as treasurer and secretary, and assistant treasurer Ernest R. Farmer of Shanawe Press, Inc. and assistant secretary Al Brackman of T.R.O. Inc. were also reelected.

TSOP Sets Comeback

NEW YORK — The "Sound of Philadelphia" (TSOP) record label has been revitalized. The label, which merged into Philadelphia International Records in the mid-'70s, will now be distributed by CBS. Larry Dept, president and CEO of the first TSOP, has been appointed president of the new label and will be followed by their "TSOP Year 2000" at the end of the month. Other subsequent releases will feature recordings by McFadden and Whitehead, The Stylistics, MFSB, and Jean Carne.

Warners Mounts Push For Ashford & Simpson

LOS ANGELES — To call attention to the release of their latest LP, "A Musical Affair," Warner Bros. Records has designated August Ashford & Simpson Month. The company plans an extensive merchandising, promotional and advertising effort throughout the month.

Scheduled for July 30 release, the new LP will contain the single "Love Don't Make It Right," which was also recently released. The LP will be backed with substantial radio advertising and Ashford & Simpson promotional materials, which will be tied in with point-of-purchase display items in key retail outlets nationwide.

Masucci, Burke Bow Co.

NEW YORK — Alex Masucci and Clarence Burke have formed Seduction Productions. The company's first project was the production of the Invisible Man's Band album, which was released by the company's Mango label. Following Seduction Productions projects include the next Invisible Man's Band LP, and albums from the Burke's busy catalogue.

Masucci was formerly assistant to the president of Island Records and vice president of Fania Records. Burke was a founding member of the Fifth Street recording group.

CAM USA INC. and the CAM GROUP take this opportunity to thank

MR. VICTOR BENEDETO

for the services he rendered

prior to the termination

of their relationship on


Sanford Ross Moves

NEW YORK — Sanford Ross Management has increased its staff to 26% of its business office. 11th floor, New York, N.Y. 10109. The new telephone number is (212) 245-8228. Foto: www.americanradiohistory.com
LIVE... FROM SATELLITE LIVE -- Sept. 7, 1980 will see the debut of one of the first, if not the first syndicated radio program delivered live and nationwide by satellite. Satellite Live is a two-hour weekly program scheduled to air Sunday nights. The new program will allow listeners to call in toll free numbers in the five major market areas to speak with tape personalities live via satellite. Celebrities cited by the company to participate include Paul Newman, Linda Ronstadt and Ed Asner, among others. "Satellite Live will be hosted by Jim Rush, who, as an independent consultant to companies such as Hollywood Radio and Television, will work with broadcast entities to bring the program to their listeners," according to a spokesperson for the program. Rush is also the chairman of the National Broadcasters Association and the National Association of Broadcasters. The program will be broadcast from New York City, and the broadcast will be simulcast on the New York Times satellite.

WBLS KABC Top Latest Arbitron Ratings For New York, Los Angeles

CROSSOVER POTENTIAL

Manhattans - Girl Of My Dreams - Columbia
Bobby Darin - Old Flame - MCA
Dolly Parton - Lullaby Of London - RCA
Shalamar - I Owe You One - Solar

Nicholas Verbitsky
Jerry Wallace

Cash Box/July 12, 1980
134 **POINT BLANK** • THE HARD WAY • MCA
   TRACKS: None. MEDIUMS: KMBL, KNKN, KMJ, WWM, KZAM, WMMS, WSHE, WTKX, WOR, WYDD, WOLK, WKR, VPR, WLY, WKR.
   PREFERRED TRACKS: Title. SALES: Fair in South.

23 **PRETENDERS** • SIRE
   TRACKS: None. MEDIUMS: KROQ, KNAC, KSJO, WWM, WMMS, WAAF, WLR, WDR, WNN, WBN, WCR, KZAM, KMJ, WMMS.
   PREFERRED TRACKS: Angel. SALES: Good in East and West.

59 **PRAIRIE LEAGUE** • FIRRIN' UP • CAPASLANCA
   TRACKS: None. MEDIUMS: WLNK, KZAM, WCC, WOR.
   PREFERRED TRACKS: Let Me Love You. SALES: Moderate in fair in all regions.

142 **GERRY RAFFERTY** • SNAKES AND LADDERS • UNITED ARTISTS
   TRACKS: None. MEDIUMS: WMMS, WNN, WBN, WCR, WOR.
   PREFERRED TRACKS: Open. SALES: Moderate in South.

#5 MOST ADD ED

- THE RECORDS • CRASHES • VIRGIN/ATLANTIC
   TRACKS: None. MEDIUMS: WBA, WBB, WBL, WMM, WMM, WMMS, WDD, WCR, WOR, WCR, KZAM.

- THE MOTELES • CAREFUL • CAPITOL
   TRACKS: None. MEDIUMS: WBA, KZAM, KZAM, KZAM, WMMS, WDD, WCR.
   PREFERRED TRACKS: Danger. SALES: Moderate in East and West.

- TED NUGENT • SCREAM DREAM • EPIC
   TRACKS: None. MEDIUMS: WBA, WMMS, WSM, WCB.
   PREFERRED TRACKS: Wango Tango. SALES: Moderate in East and West.

- GRAHAM PARKER & THE RUMOUR • THE UP ESCALATOR • ARISTA
   TRACKS: None. MEDIUMS: WBA, WKK, WKK, WKK, WKK, WBB, WMM, WCB.
   PREFERRED TRACKS: Stupification. SALES: Moderate in East and West.

#2 MOST ADD ED

- THE ROLLING STONES • EMOTIONAL RESCUE • ROLLING STONE/ATLANTIC
   TRACKS: None. MEDIUMS: WBA, WBB, WBN, WOR, WKK, WKK, WKK, WBB.
   PREFERRED TRACKS: Everything Works. SALES: Moderate in East and West.

- ROSSINGTON COLLINS BAND • ANYTIME ANYPLACE ANYWHERE • MCA
   TRACKS: None. MEDIUMS: WDD, WDD, WDD, WDD, WDD, WDD, WDD, WDD, WDD, WDD.
   PREFERRED TRACKS: Midnight Hour. SALES: Good in all regions.

- ROXY MUSIC • FLESH AND BLOOD • ATOC
   TRACKS: None. MEDIUMS: WBA, WBA, WBA, WBA, WBB, WDD, WDD, WDD, WDD, WDD.
   PREFERRED TRACKS: Bozo Scaggs. SALES: Good in all regions.

#1 MOST ACTIVE

- CARLY SIMON • COME UPSTAIRS • WARNER BROS.
   TRACKS: None. MEDIUMS: WBB, WBB, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: Angel. SALES: Moderate in East and West.

- TOMMY TUTONE • COLUMBIA
   TRACKS: None. MEDIUMS: WBA, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: Gonna Getcha. SALES: Good in all regions.

- PETE TOWNSHEND • EMPTY GLASS • ATCO
   TRACKS: None. MEDIUMS: WBA, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: Go, Dance, Indian Girl. SALES: Good in all regions.

- URBAN COWBOY • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM
   TRACKS: None. MEDIUMS: WBA, WBB, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: All Night Long. SALES: Good in all regions.

- VAN HALEN • WOMEN AND CHILDREN FIRST • WARNER BROS.
   TRACKS: None. MEDIUMS: WBA, WBB, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: Cradie. SALES: Moderate in all regions.

- XANADU • ORIGINAL SOUNDTRACK • MCA
   TRACKS: None. MEDIUMS: WBA, WBB, WBB, WBB, WBB, WBB, WBB, WBB.
   PREFERRED TRACKS: None. SALES: Moderate in all regions.

LISTED ALPHABETICALLY BY ARTIST
TUCKER AND FRIENDS STRIKE A POSE IN NASHVILLE — MCA Records/Nashville recently hosted a press, radio and accounts luncheon for recording artist Tanya Tucker, who is currently in Woodland Studios here working on a new album, as well as a single duet with Glen Campbell for the upcoming Smokey and the Bandit II soundtrack. Pictured in the reception area of the studio are (l-r): Ron Chancey, vice president, A&R, MCA; Jerry Crutchfield, vice president, MCA Music Publishing, and Tucker’s producer for the sessions; Tucker; Jim Sharp, director of Nashville office, Cash Box; Ery Woolsey, national director, country promotion, MCA; and Boe Tucker, Tanya’s father.

RCA Sets Major Marketing Campaign For The Alabama Band’s Debut Album

NASHVILLE — RCA Records is launching a major marketing-promotions campaign in support of the debut album by Alabama. The push will culminate in a series of show-case performances by the band. The coast-to-coast showcase tour, sponsored by RCA, will begin in July 19. Performances for regional radio, retail and press personnel are set for Wheeling (W.Va.), Wichita, Denver, Phoenix, Los Angeles, Dallas, Atlanta, Cincinnati and Detroit.

A broad-based advertising program is currently underway at both the trade and consumer levels. Limited edition Alabama belt buckles and a T-shirt utilizing the album cover graphics have also been produced. A major national radio buy featuring selections from the group’s RCA album has begun to augment the print buy.

Point-of-purchase materials available to retail include a 2x2 reproduction of the “My Home’s In Alabama” album cover and a logo centerpiece. A videotape is in production and will be available shortly.

Additionally, an open-ended audio interview has been produced for use by radio. Also set are features in major country publications and the music trades with major non-country press to follow. T.V. performances on Pop Goes The Country and That Nashville Music have been taped with more television exposure scheduled.

The group Alabama is comprised of three cousins, Randy Owen, Jeff Cook and Teddy Gentry with drummer Mark Herndon.

Songwriter’s Panel Set For Nashville

LOS ANGELES — Newly elected American Society of Composers, Authors and Publishers (ASCAP) president Hal David announced the society’s plans to form the first Nashville Songwriter’s Workshop, which will be headed by Jerry Foster, Bill Roe and Buzza Cason, during the organization’s general membership meeting held in Nashville in early June at the Maxwell House Hotel.

Marking the first time David chaired a formal ASCAP meeting, which was attended by more than 300 composer, lyricist and publisher members, the new president announced a line up of guest panelists for the workshop, which included Bob Beckham, Roy Bourke, Larry Butler, Tom Collins, Dick Frank, Steve Gibb, Randy Goodrum, Bill Hall, Henry Hurt, Archie Jordon, Bobby Kidd, Richard Leigh, Bill McKenzie, Ronnie Milsap, Bob Montgomery, Mickey Newbury, Wesley Rose, John Schweers, Bob Thompson and Billy Ed Wheeler and others to be announced.

Asserting the workshop could be an opportunity to encourage and educate new writers, David said, “Those of us who have been able to earn a steady income as writers and publishers know how difficult it is to make it in this business. “Whatever we can do to make it easier for the new guy with a song in his pocket is not only good for him but good for all.” he concluded.

Earl Owens Opens Local PR Firm

NASHVILLE — Earl E. Owens, formerly ow- ner and director of the public relations firm, Owens, Fair and Associates, has formed Total Concept Representation. Owens is a 15-year veteran of the music industry, having managed Jerry Lee Lewis, Donna Douglas (of Beverly Hillbillies fame) and Charlie Louvin. He was also the national promotion director of country music for Kusum Electronics.

Total Concept Representation will include public relations, career guidance, management, booking, business management and concert representation in Nashville for labels that wish representation in the city, but do not want to open an office.

Owens will be joined by Robert F. Nacarato, a veteran in both public relations and business management. The firm will be located at 535 Murffreesboro Rd. in Nashville.

INDUSTRY PEERS ‘ROAST’ PRODUCER BUTLER — On June 15, a gathering of the Nashville Chapter of NARAS Board of Governors sponsored a roast to honor Grammy Award-winning producer Larry Butler. Hosted by Ronnie Prophet, Butler was roasted by peers such as Bobby Goldsboro, Billie Jo Spears, Bob Montgomery and Paul Richey, among others. Pictured following the roast are (l-r): Merlin Littlefield, co-chairman of the affair and member of the Board of Governors; Bill Jud, chapter president; Francine Anderson, chapter executive director; Butler; Ed Penney, co-chairman of the event and member of the Board of Governors and Prophet, roasterman.

COUNTRY

CMA Upgrades General Information Services With New Surveys, Booklet

by Don Cusick

NASHVILLE — The Country Music Assn. (CMA) moved strongly in the direction of providing an "information center" for country music recently, with extensive surveys of radio, TV and consumers currently under way. This move by the CMA has always maintained a high profile for providing valuable information about country music to a variety of interested groups — including advertising agencies, television producers and radio programmers — the recent push in that direction takes the organization one step further in becoming a strong information source containing anything anyone would want to know about country music.

The TV survey, mailed to approximately 900 stations a week ago, was a two-page questionnaire seeking information about country syndicated shows and locally produced country shows carried by the station, as well as audience and ratings data for each show, a comparison of ratings on country shows and non-country shows, a list of programs, national and local advertisers that buy during these programs, promotional support and audience response.

Each station manager was also asked for a personal perception of the audience's feelings about country music programming, as well as personal feelings about the potential of country music on TV.

The consumer survey was done during Fan Fair, with a questionnaire inserted in each of the attendees' registration packets. Approximately 3000 of the surveys, or a third of the Fan Fair registrants, responded. Questions on family income, occupation, educational background, age and population of home were asked, along with specific questions about Fan Fair.

Although a CMA staffer admitted it was not a fair sampling of a national "average consumer," but instead a controlled survey of people very pro-country music, the survey is expected to provide some valuable insights into certain buying and listening patterns of country music consumers throughout the nation.

The survey also included questions about how many records the Fan Fair attendees had purchased during the past year, their favorite country music stations, how many hours they listened, how much money they spent, and country music concerts they had attended, the availability of country records in the home locale, the credit cards they owned and what type of country recordings (albums, singles or tapes) were generally purchased.

The results of the CMA's TV and consumer surveys have not yet been compiled.

Broadcasters' Handbook

Perhaps the major undertaking by the CMA was the Broadcasters' Handbook. The handbook, which will probably be released within two months, will be in loose leaf form with approximately 100 pages, covering such topics as the number of country radio stations and who they are, as well as articles covering topics such as "Outside Media," "National Sales," an excerpt from the book Secrets of Country Music Radio by Pat Martin, "Station Tours of Nashville," "Radio Stations Doing Promotions With Retailers," "What An Advertising Agency Can Do For Country Radio Stations," "Selling Country Music in Markets Where Country Music Isn't Big" and "Programming Philosophies" from about 20 different station managers in various sized markets.

The handbook will also include features about programming, services, broadcasting associations, reference guides to record companies and music executives, research companies and the television survey once it has been compiled.

The wealth of information should provide the perfect central source for those seeking to know about a number of facets of country music. The fact that the CMA has taken such great strides in this endeavor reflects the direction the board of directors feel the CMA should go, as well as the recent appointment of Jerry Jo Walker, who is executive director and is assisted by Ed Benson, the CMA now has a public information center and a special projects office to initiate and carry out these programs. In fact, it was because of the numerous questions the CMA received that they were unable to answer that served as a major catalyst for examining and re- aligning the structure of the organization.

Now, the CMA hopes to be able to answer any question about country music that anyone might ask.

COUNTRY
Cash Box July 12, 1980

www.americanradiohistory.com
Eddy Arnold

"THAT'S WHAT I GET FOR LOVING YOU"
BB 49* CB54* RW 54*

Steve Wariner

"THE EASY PART'S OVER"
BB 72* CB 69* RW 72*

Jim Ed & Helen

"THE BEDROOM"

JUST SHIPPING
**THE COUNTRY MIKE**

Richard A. Foreman, vice president and director of programming for the ABC Radio Network, has announced another program in the series “Country Greats in Concert,” featuring country star Waylon Jennings. The one-hour special, the sixth of a nine-part series on country music stars, will be broadcast on the ABC Entertainment Network’s August 2 to more than 500 affiliated stations. The Waylon special, hosted by Boston personality Jerry Goodwin, will consist of a concert recorded live in Nebraska which features a variety of Waylon classics, and an interview with the country music star. Other previously televised segments in the series included features on Larry Gatlin, Tanya Tucker, Ronnie Milsap and the Oak Ridge Boys. Future segments will consist of features on Eddie Rabbitt and Tammy Wynette.

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**DISC JOCKEY PROFILE — Del DeMontreux** currently handles the morning announcing duties at WHN in New York. He has been at WHN since 1971, starting with the station’s news team as a news assistant. At that time DeMontreux gathered actualities, wrote news copy and produced news shows. A few years later he started announcing the all night show, then moved to afternoon drive, and eventually to the morning slot. DeMontreux started in radio in the late '60s while in school at the College of St. Stubbenville in Ohio. At that time he gained experience with radio stations WEIR and KDKA. Before his move to New York, Del does his share of concert emceeing, and does many voice overs on national radio commercials.

Ann Williams has been appointed music director at WAMG in Gallatin, Tenn. She welcomes artists to contact the station for the on the air interview as well as in person.

Don Kelly is the new VP and GM at KLAC in Los Angeles. Kelly is from P/A Formatted WIP-Philadelphia, also a Metromedia station.

Mike Horey will be leaving KNX/Kamloops. This week to join a Top 40 station in Houston, Billy Parker. MD at KVOO in Tulsa, Okla. recently hosted the Second Annual Billy Parker Golf Tournament. Held in Indian Springs Country Club, the annual event netted over $12,000 for the Nurse Scholarship Fund of Doctors’ Hospital in Tulsa. Parker headed the list of more than 250 local and statewide luminaries participating in the tournament, while an exceptionally large gallery witnessed the 100 degree plus weather to view the spectacle. When asked about his score, Parker acknowledged that it was at least lower than the temperature.

Wichita’s KFH has announced the exclusive coverage of Kansas City Chiefs football for the upcoming 1980 season in south central Kansas. Coverage of Monday Night Football, Kansas University football, Wichita Wings soccer, Big 8 basketball and World Series baseball is also scheduled. MD Ralph Hughes announced a new line-up at KFH which runs as follows: John “Hooter” Myers from 5-30 to 11 a.m. followed by Jason Drake from 10 to 2, Father Frank Stanton will handle the afternoon drive, followed by Kevin Craig from 6-11. Jessie takes care of the all night show.

KPLX in Arlington, Tex. recently sponsored two concerts, reported MD Hal Jay. Don Williams appeared on June 27, while Mickey Gilley, Faron Young and Box Car Willie kicked off Independence Day festivities performing July 3rd.

Family Unity Day in Pittsburgh was hosted last week by WVEP. Reports MD Joel Raab of WVEP’s DJs joined a crowd of several thousand at Point State Park for an afternoon of music provided by South Bound Band. The husband and wife team of Jonathan and Terry Rhodes MC’d the show which culminated the week’s activities.

The softballers at WSAI, Cincinnati, led by PD Terry Wood, are somewhat in a slump this season. The sluggers have been victimized in every outing to this date. Their most recent loss came by the hands of the Cincinnati VA Hospital.

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**PROGRAMMERS PICKS**

| Tim Byrd | WHK/Cleveland | Don't Promise Me Anything — Brenda Lee — MCA |
| Jay Phillips | WMC/Memphis | She's Out Of My Life — Johnny Duncan & Janie Friske — Columbia |
| Bill Pyne | WQYK/St. Petersburg | That Lovin' You Feelin' Again — Roy Orbison & Emmy Lou Harris — Warner Bros. |
| Jim Randell | WMZO/Washington | Let's Keep It That Way — Mac Davis — Casablanca |
| Willis Williams | WLS/Jacksonville, N.C. | The Bedroom — Jim Ed Brown & Helen Cornelius — RCA |
| Mike Malone | WYDE/Birmingham | Charlotte's Web — The Statler Brothers — Mercury |
| Mark Anderson | WTTM/Louisville | Charlotte's Web — The Statler Brothers — Mercury |
| Paul Adams | KMET/Reno | The Easy Part's Over — Steve Warner — RCA |
| Bud Forte | WWVA/Wheeling | Misery And Gin — Merle Haggard — MCA |
| Ron Christian | KBBV/Ventura | It Don't Get Better Than This — Sheila Andrews — Ovation |
| Ron West | KSON/San Diego | (You Litt Me) Up To Heaven — Reba McEntire — Mercury |
| Tom Pittler | KRMJ/Shreveport | The Bedroom — Jim Ed Brown & Helen Cornelius — RCA |

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**COUNTRY RADIO**

**MOST ADDED COUNTRY SINGLES**

1. LET'S KEEP IT THAT WAY — MAC DAVIS — CASABLANCA — 27 REPORTS
2. THE BEDROOM — JIM ED BROWN AND HELEN CORNELIUS — RCA — 21 REPORTS
3. DON'T PROMISE ME ANYTHING (DO IT) — BRENDA LEE — MCA — 21 REPORTS
4. CHARLOTTE'S WEB — THE STATLER BROTHERS — MERCURY — 20 REPORTS
5. SHE'S OUT OF MY LIFE — JOHNNY DUNCAN AND JANIE FRICKE — COLUMBIA — 19 REPORTS
6. THE FRIENDLY FAMILY INN — JERRY REED — RCA — 19 REPORTS
7. BRING IT ON HOME — BIG AL DOWLING — WARNER BROS. — 16 REPORTS
8. MISERY AND GIN — MERLE HAGGARD — MCA — 15 REPORTS
9. COWBOYS ARE AS COMMON AS SIN — MAX D. BARNES — Ovation — 15 REPORTS
10. I'M HAPPY JUST TO DANCE WITH YOU — ANNE MURRAY — CAPITOL — 12 REPORTS

**MOST ACTIVE COUNTRY SINGLES**

1. DRIVIN' MY LIFE AWAY — EDDIE RABBITT — ELEKTRA — 62 REPORTS
2. COWBOYS AND CLOWNS/MISERY LOVES COMPANY — RONNIE MILSAP — RCA — 50 REPORTS
3. CRACKERS — BARBARA MANDRELL — MCA — 49 REPORTS
4. STAND BY ME — MICKEY GILLEY — ASYLUM/FULL MOON — 48 REPORTS
5. LOVE THE WORLD AWAY — KENNY ROGERS — UNITED ARTISTS — 48 REPORTS
6. TENNESSEE RIVER — ALABAMA — RCA — 42 REPORTS
7. WE'RE NUMBER ONE — LARRY GATLIN & THE GATLIN BROTHERS — COLUMBIA — 42 REPORTS
8. (YOU LIFT ME) UP TO HEAVEN — REBA MCENTIRE — MERCURY — 41 REPORTS
9. CLYDE — WAYLON JENNINGS — RCA — 38 REPORTS
10. WAYFARING STRANGER — EMMILY LOU HARRIS — WARNER BROS. — 37 REPORTS

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Waylon Jennings Scheduled To Tape First Television Special For ABC-TV

NASHVILLE — The first television special of RCA artist Waylon Jennings will begin shooting in July for a November air date over the ABC network. In addition to Jennings, the special will co-star Jessi Colter (Mrs. Waylon Jennings) and James Garner, star TV’s Rockford Files.

The show will open in Phoenix, Ariz., where Jennings was discovered in 1965 and will feature him singing some of his greatest hits. The special will be shot entirely on location with sets covering everything from a deserted train depot to a recording studio. Additional sequences feature a car race between Garner and Jennings, Mr. Lucky’s Club in Phoenix and the Red Rock Amphitheatre in Denver where Jennings will be filmed in concert.

Producer Jack Thompson of the Los Angeles-based Booker-Thompson Productions stated, “This will be Waylon in his environment and music. There'll be no sketches or anything you wouldn't expect to see Waylon doing — just the man and his music.” In addition to Thompson and his production partner Bill Booker, Texas winter Bart LaRue is also working on the show.

Jennings will continue to tour in support of his new album, “Music Man,” and sing, “Clyde,” until he begins filming the special. The “Music Man” album is being supported by an extensive marketing campaign encompassing special in-store display materials, print advertising and multi-format national radio spot buys.

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**RABBIT WHEELS IN WEST VIRGINIA** — Eddie Rabbit’s recent performance at Jam-boree U.S.A. in Wheeling, West Virginia was broadcast live over WWVA Radio. Additionally, the Elektra artist’s show will be rebroadcast through the Mutual Broadcasting Network on over 250 radio stations the 4th week. Pictured following the concert are (l-r) Marty Rubenstein, president of Mutual; Tom Miller, WWVA Radio Operations manager; Rabbit; and Jerry Brightman, Jam-boree U.S.A. director.
MCA IS BURNIN' UP THE CHARTS

2

JOHN CONLEE
Friday Night Blues
(MCA-41253)

34

LORETTA LYNN
Naked In The Rain
(MCA-41250)

40

MERLE HAGGARD
Misery And Gin
(MCA-41255)

64

ED BRUCE
The Last Cowboy Song
(MCA-41273)

8

CONWAY & LORETTA
It's True Love
(MCA-41232)

86

JOHN WESLEY RYLES
May I Borrow Some Sugar
(MCA-41278)

24

BARBARA MANDRELL
Crackers
(MCA-41265)

76

BRENDA LEE
Don't Promise Me Anything
(MCA-41270)

31

CONWAY TWITTY
I've Never Seen The Likes
(MCA-41271)

From
Barbara's forthcoming album

From
Brenda's forthcoming album

From
John's forthcoming album

www.americanradiohistory.com
THE COUNTRY COLUMN

AS IF THERE WAS EVER ANY DOUBT... George Jones is back and better than ever. Coming down a line of songs like "We Stopped Loving Her Today," Jones' career has never looked brighter. His duet with the rogue of country music, Johnny Paycheck, is building up the charts, while their debut album, released two weeks ago, is knocking on the album chart's door. Additionally, we just learned that George has added yet another dimension to his burgeoning career — movie star. He has been signed to appear in the Warner Bros. film "Any Which Way You Can," starring Clint Eastwood. Jones' role calls for a musical number as well as dialogue. He will be on location with the film July 13-15 in Los Angeles. And... there's a new album in town. It's called Network Inc., Inc., and it's Nashville's newest music business public relations firm. To kick off their entrance into the Nashville business community, the principals of the company, Mike Hyland, Elizabeth Thielis and Hal Kennedy threw a party, hosting to some 250 people. Such Nashville luminaries as B.M.C.'s Frances Preston and Joe Moschero, ASCAP's Rusty Jones, the CMA's Jo Walker, Epic Records' Jim Harnell, the Charlie Daniels Band's Jim Marshall, Dobie Gray, producer Bob Montgomery and a host of others were seen sipping refreshments and making conversation. By the way, excellent entertainment was provided by Riders In The Sky and Thomas Cain.

PARTY HARDY... or there's a new album in town. It's called Network Inc., Inc., and it's Nashville's newest music business public relations firm. To kick off their entrance into the Nashville business community, the principals of the company, Mike Hyland, Elizabeth Thielis and Hal Kennedy threw a party, hosting to some 250 people. Such Nashville luminaries as B.M.C.'s Frances Preston and Joe Moschero, ASCAP's Rusty Jones, the CMA's Jo Walker, Epic Records' Jim Harnell, the Charlie Daniels Band's Jim Marshall, Dobie Gray, producer Bob Montgomery and a host of others were seen sipping refreshments and making conversation. By the way, excellent entertainment was provided by Riders In The Sky and Thomas Cain.

Tom T. Hall was recently made an honorary member of the Cincinnati Reds by the team's mascot, "Mr. Red." This all happened following Hall's 45-minute concert before the Reds-Dodgers confrontation at Riverfront Stadium. Catcher Johnny Bench joined Hall on a musical finale in a duet of "Don't Make You Want To Go Home," after which Hall was presented with his own team jersey and autographed bat.

Royce and Jeanette Kendall will be getting a break from the heat of a summer in the south when they begin a ten-day tour of the northern U.S. and Canada this week. While on tour, the father/daughter duo will tape Nashville Sounds, a Canadian network Country Music Association chart顶级制作商，while still being able to participate in their Pro-Am off road to be held in Riverside, Calif. in August.

STUDIO TRACKS... In Nashville's Woodland Studio: Conway Twitty and producer Ron Chancey are working on an upcoming RCA album... Ronnie Milsap and producer Tom Collins are working on a single release for RCA. Fact... you and producer Ron Chancey are finishing up their RCA project.

During the taping of the recent Chet Atkins tribute, Charlie Roy, general manager of Kustom-Gretch, presented Atkins with a custom built White Falcon Gretsch guitar.

Larry Gatlin and the Gatlin Brothers were chairmen of the Dallas Metro PGA Assistant's Third Annual Celebrity Golf Tournament at Los Colinas Country Club in Dallas recently. Not only did they participate in the golf tournament, they performed at a $100 a plate dinner benefit at the Hyatt Regency in Dallas as well. Janie Friddle, Jimmy Dean, Pittsburgh Steeler quarterback Terry Bradshaw, comedian Kenny Davis and Leon McAllister and the Texas Playboys also performed at the benefit, proceeds from which went to the muscular dystrophy drive.

NOTABLE SIGNINGS... Singer/songwriter Gary Gentry, under the management of the Sy Rosenberg organization, has signed a recording pact with the Mike Curb organization.

Warner Bros. artist John Anderson, who recently released his debut album for the label after an impressive number of top singles, has signed an exclusive artist-agent contract with the Joe Taylor Artist Agency of Nashville.

Jennifer bohler

SINGLES TO WATCH

DEL REEVES & LIZ LYNDLE (Koka KOS-321)
We Must Have Been Out Of Our Minds (2:43) (Glad Music — BMI) (Melba Montgomery)

SUSIE ALLANSON (United Artists UA-X-1336-V)

I Wonder If You'll Miss Me (3:21) (C-Cap Music, Inc. — BMI) (Charlie Louvin)

THE DIRT BAND (Universe UA-X-1335-V)

Make A Little Magic (3:40) (De-Bone-Aire/Vicious Circle, ASCAP) (J.H. R. Hathaway/R. Carpenter)

T.G. SHEPPARD (Warner Bros./Curb WBS 4915)

You Wanna Go To Heaven (3:08) (Tree/BMI/Calvary. ASCAP) (C. Putnam-B. Jones)

Sheppard consistently puts out Top Ten records and this should be no exception. It's an uptempo song about finding heaven here on earth and it sounds heavenly.

DARBY FARGO (Warner Bros. WBS 4914)

Land Of Cotton (2:50) (Galleon Music — ASCAP) (James M. Vest/Willie C. Chamberlain)

ROGER BOWLING (NSD NSD-50)


MIKI MORA (NSD NSD-49)

The Last Farewell (2:40) (Baby Bun Music Ltd. BMI) (Joe Egan)

BILL & RANDY (Yatahey YTH-8510)

Coffee Cups And Cowboy Boots (3:09) (Door-Knob Music — BMI/Branch International) (Billie/Robbie Nelms)

RAYBURN ANTHONY (Mercury 57024)

Cheatin' Fire (2:47) (East Memphis Music — BMI) (Russ Allison/David C. Hall/Don Miller)

RICK BOWEN (Gemini GE 574)

No One Ever Said It Would Be Easy (3:13) (Gem Music BMI) (Kye Fleming/Dennis Morgan)

ALBUM REVIEWS


It is rare to get such a thoroughly excellent album from a newcomer. This set is country clear through and Anderson's vocals deliver songs such as "Just Started Hating Cheating Songs," "The Girl At The End Of The Bar," "If There Were No Memories" and "It Looks Like The Party's Over." There's a big, bright, shining star in the future of this young man.

MORE PRETTY GIRLS THAN ONE — Buck White — Sugar Hill SH-3710 — Producer: Ricky Seaggs — List: 7.98

Buck White has long been known as a premiere mandolin player in bluegrass circles. Recently, he and his two daughters, The White Girls, launched the opening act for Emmy Lou Harris, bringing further attention to his diverse talents. This album contains both vocal and instrumental tracks, with the best being "Marie," "Closer Walk With Thee" and "San Antonio Rose.

COUNTRY — Orin — Sun Sun-1019 — Producer: Shelby Singleton — List: 7.98

The mystery continues about this masked man. The voice certainly sounds familiar as he covers country classics such as "Please Help Me I'm Falling," "Faded Love," "Green Green Grass Of Home" and "Crazy Arms." There is certain to be a strong cross-mix of Orin fans and Elvis fans who will find this album to be just their cup of tea.

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Cash Box/July 12, 1980

32
BLACK CONTEMPORARY

TOP 75 A L B U M S

<table>
<thead>
<tr>
<th>Week's On</th>
<th>Chart</th>
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<tr>
<td>1</td>
<td>LET'S GET SERIOUS</td>
<td>7/3</td>
<td>KARINKE ROBINSON (Motown MT-92842)</td>
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<td>2</td>
<td>DIANA</td>
<td>30</td>
<td>DIANA ROSS (Motown MB-939)</td>
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<td>3</td>
<td>CAMEOSIS</td>
<td>40</td>
<td>NEW ARTISTS (Vanguard CLC-2011)</td>
</tr>
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<td>4</td>
<td>HEROES</td>
<td>41</td>
<td>COMMODORIOS (Motown MB-92891)</td>
</tr>
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<td>5</td>
<td>AFTER MIDNIGHT</td>
<td>42</td>
<td>MANHATTANS (Columbia JC 36411)</td>
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<td>6</td>
<td>ABOUT LOVE</td>
<td>43</td>
<td>LION'S KIGHT &amp; THE PIPS (Columbia JC 36381)</td>
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<td>7</td>
<td>THE GLOW OF LOVE</td>
<td>44</td>
<td>CHANGE (RCA Victor 3492)</td>
</tr>
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<td>NAUGHTY</td>
<td>45</td>
<td>MC KAY (Warner Bros. 3434)</td>
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<td>S.O.S.</td>
<td>46</td>
<td>THE FOUR Tops (Brunswick SRM 1-3804)</td>
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<td>TOO MUCH TOO LOVE</td>
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<td>CAROLINE (Capitol 300-12063)</td>
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<td>HOOT TAYLOR</td>
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<td>RUTHLESS (MCA 5108)</td>
</tr>
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<td>POWER</td>
<td>49</td>
<td>TEMPTATIONS (Gordy G-99411)</td>
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<td>LOVE TRIPPIN'</td>
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<td>THE TEMPTATIONS (Motown MT-92801)</td>
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<td>THIS TIME</td>
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<td>AL-FARRAH (Warner Bros. 3434)</td>
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<td>LET ME BE YOUR ANGEL</td>
<td>55</td>
<td>ALC (Atlantic SJ-3492)</td>
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<td>19</td>
<td>MONSTER</td>
<td>56</td>
<td>HERBIE HANCOCK (Columbia JC 36416)</td>
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<tr>
<td>20</td>
<td>SPIRIT OF LOVE</td>
<td>57</td>
<td>CONFUNK SHUN (Mercury CBS T-36806)</td>
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<tr>
<td>21</td>
<td>FOR MEN ONLY</td>
<td>58</td>
<td>WILLIE JONES (Spring-Poly SP-1-6727)</td>
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<td>22</td>
<td>THE INVISIBLE MAN'S BAND</td>
<td>59</td>
<td>MONGO MILPS (5931)</td>
</tr>
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<td>23</td>
<td>LIGHT UP THE NIGHT</td>
<td>60</td>
<td>THE BROTHERS JOHNSON (Gordy G-99411)</td>
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<td>24</td>
<td>AND ONE AGAIN</td>
<td>61</td>
<td>SAAC HAYES (Polydor 36248)</td>
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<td>25</td>
<td>THE WHISPERS</td>
<td>62</td>
<td>THE WHISPERS (Vanguard CLC-2011)</td>
</tr>
<tr>
<td>26</td>
<td>THE BLUE ALBUM</td>
<td>63</td>
<td>HAROLD MELVIN AND THE BLUE NOTES (Source/VCA SOR-3197)</td>
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<td>64</td>
<td>PATTI LABELLE (Epic JC 36381)</td>
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<td>RHAPSODY AND BLUES</td>
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<td>THE CRUISEERS (ARCA S-5104)</td>
</tr>
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<td>1980</td>
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<td>S.T. EXPRESS (Columbia JC 36333)</td>
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<td>30</td>
<td>38</td>
<td>WAR THOUGHTS</td>
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<td>39</td>
<td>SHINE</td>
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<td>WINNERS</td>
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<td>41</td>
<td>ROCKS, PEBBLES AND</td>
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<td>WINNING ON YOU</td>
<td>7/5</td>
<td>BILLY JOEL (A&amp;M SP-48601)</td>
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<td>35</td>
<td>BOUNCE, ROCK, SKATE, KNOCK</td>
<td>7/5</td>
<td>JOHNNY GIL (A&amp;M SP-48601)</td>
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<td>36</td>
<td>YOU AND ME</td>
<td>7/5</td>
<td>BO BRYSON (Motown M-939)</td>
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<td>37</td>
<td>LOVE JUNES</td>
<td>7/5</td>
<td>BOBBI WALL (Elektra 36601)</td>
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<td>38</td>
<td>NATIVE SKYWAY</td>
<td>7/5</td>
<td>NATIVE SKYWAY (Arista AL 9515)</td>
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<td>39</td>
<td>TWO STOPS O' FUN</td>
<td>7/5</td>
<td>NATIVE SKYWAY (Arista AL 9515)</td>
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<td>40</td>
<td>NEW WAY</td>
<td>7/5</td>
<td>NATIVE SKYWAY (Arista AL 9515)</td>
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BILLY & SYRETTA SING FOR SOLomon — Motown recording artists Billy Preston and Syreeta performed at the City of Hope dinner in Los Angeles June 15, honoring Tower Records president Rusty Solomon. Presented are (l-r): Mike Lustik, executive vice president and general manager, marketing, Motown; Syreeta; Preston; Solomon, and George Albert, president and publisher.

BMA Convention Strives To Define Blacks’ Industry Role

(continued from page 5)

Electric’s Jim Tyrell, said “I closed sessions of industry executives, artists and allied professionals to analyze problems and recommend plans of action...”

Chuck Smiley, vice president of theatrical motion pictures for the ABC television network, reported that “there must be a fresh review of the black performer in understanding the specific demands of music making and performance of music for the television medium and that television executives must, in turn, be sensitized to the performer who is not TV-oriented.”

Smiley’s feedback called for an increased communication between the record and TV media, and suggested that the BMA create “sponsors’ index,” lists of production companies and option agencies to reverse performers’ misconceptions about television performance.

Other Panels


(The final highlight of the convention was the election of new officers. Kenneth Gamble, president and co-chairman of Philadelphia International Records, and Edwin W. Wright, president of GEI Communications, last year’s president and vice president, respectively, were elected to the newly created positions of chairman and vice chairman.

In addition, LeBaron Taylor, vice president and general manager of divisional affairs for CBS Records; Ewart Abner, music industry consultant, Rod McGrew, vice president of the BMA’s communications division; and Jim Tyrell, president of T-Electric Records, were elected to the positions of president, vice president, secretary and treasurer, respectively.

‘Be Patient,’ Says BMA’s Gamble

(continued from page 17)

press recognize the responsibility of the printed word. “As a songwriter,” said Gamble, “I know that if I write a single lyric that’s not quite right, I’ll have to live with it for the rest of my life once it’s recorded. The press must also realize that once something is written, it’s a document.” Second, Gamble urged that those with problems or complaints rechannel their energies to making constructive criticism. “We’re not perfect,” he said. “But we would prefer to have your suggestions so that we can put them in our think tank. We really don’t have that many more chances to get ourselves together.”

Isleys, A/B Pact For Publishing

LOS ANGELES — Rick Smith, vice president and general manager of April/Blackwood Music has signed a long-term, world-wide co-publishing agreement with the Isley Brothers’ Bovina Music (ASCAP). April/Blackwood will handle all publishing interests for the Isleys.

The Isleys most recent album, “Go All The Way,” has yielded the hit singles, “Don’t Say Goodnight” and the current single “Here We Go Again.”

AINT NO STOPPIN’ EM NOW — Musical maestro Leon Huff consults with songwriter/musical director one McFadden and John Whitehead who will appear on Huff’s soon to be released Philadelphia International album, “Here To Create Music.”
FUTURE SITE — Pictured is a preliminary rendering of the new Chicago Hilton Hotel complex to be built on Wacker Drive nearby AMOA headquarters in Chicago. Upon completion, the Hilton will house the 1984 AMOA Expositions, according to association executive vice president Fred Granger.

FUTURE HOME OF AMOA EXPO

Site Is Announced For New $200 Million Hilton Complex

CHICAGO — Mayor Jane Byrne and Barron Hilton, chairman and president of Hilton Hotel Corp. recently announced that an agreement has been signed for the acquisition and clearance of the site for the new $200 million Chicago Hilton. When completed, the new hotel will house the 1984 (Oct. 26-28) and 1985 (Nov. 1-3) AMOA expositions and the association's executive vice president Fred Granger advised that AMOA is holding tentative dates at the new facility through 1990.

The site of the new Hilton covers nearly two full city blocks and forms a major portion of Chicago's North Loop Redevelopment Plan, which is one of the largest downtown renewal programs ever undertaken by a major American city.

The agreement, signed in mid-May, commits the city to expediting the purchase and clearance of the property for the hotel site over the next 18 months. During the same period, the Hilton Corp. will proceed with the completion of architectural plans and financing arrangements in preparation for the construction of the hotel.

Barron Hilton stated that although planning was still in the conceptual design stage, the corporation already had completed extensive studies for the new hotel. The Chicago Hilton will contain between 1,800 and 2,100 guest room "modules," giving maximum flexibility for operational efficiency and guest comfort.

The hotel tower will be located on Wacker Drive, between State and Dearborn Streets. The ballrooms and exhibit halls and other public areas will be located along the Lake Street side of the property, spanning Dearborn Street and continuing over the southern half of the adjoining block to Clark Street.

A parcel of the property will be reserved for the development of a residential structure containing between 200 and 500 units. The structure will be integrated architecturally and operationally with the hotel.

Based on present plans, it is anticipated that the hotel will contain two million square feet, with the public areas devoted to banquet, meeting and exhibit space comprised of 200,000 square feet. Included in the public square are a one-level exhibition hall of 80,000 square feet, and a grand ballroom of 32,000 square feet which will be capable of seating 3,200 persons and divisible into three separate ballrooms.

Also included in the plan is another ballroom, the "Chicago Ballroom," seating about 1,500 persons and designed in the exhibit space concept.

Rock-Ola Names Belam As Full Line Distributor

CHICAGO — Belam Florida Corp. of Miami has been appointed distributor for Rock-Ola's phonograph and vending products in portions of Florida, Georgia and South Carolina plus Jamaica and the Bahamas, according to an announcement by executive vice president Edward G. Doris.

Under the direction of president Marc Haim, Belam Florida Corp. will be responsible for all Rock-Ola sales in Florida except those counties west of Gadsden, Liberty and Franklin. Belam will also service Rock-Ola operators in the 26 southeastern counties of Georgia and Beaufort County in South Carolina.

Belam Florida enjoys a valued reputation throughout the southeast as a dependable, efficient distributor," Doris commented. "As a result the organization has continued to grow at an exceptional rate in recent years. We are especially pleased to have this organization servicing Rock-Ola phonographs and vending operators in the southeast."

A complete line of Rock-Ola phonographs, vending machines, parts and accessories is maintained by Belam Florida Corp., which is located at 1541 N.W. 165th St., Miami, Fla. 33169.

AMOA Awaiting CRT's Decision

CHICAGO — In the current edition of the AMOA newsletter, the association provided an update on the jockeybox royalty hearings, which began on April 2 and are still in progress. According to AMOA, "The performing rights societies completed their rebuttal testimony on May 19 and a meeting scheduled for AMOA rebuttal on June 9 was cancelled." That meeting has not been rescheduled up to this point.

Upon completion of the hearings AMOA will prepare a written brief explaining "why the $8 royalty fee should remain in effect for the next ten years." Likewise, the performing rights societies will submit their briefs, following which reply briefs will be issued by all parties. The Copyright Royalty Tribunal will then analyze all of this material and subsequently render a final decision on what the jockeybox royalty rate will be for the next decade.

Still under consideration in the Judiciary Subcommittee is the Danielson Bill (H.R. 997), which would add $1 to the present $8 jockeybox royalty fee for contribution to record companies and performing artists. AMOA strongly opposes this bill on the grounds that it would "create a new performance right for record manufacturers and performers."

The association contends that one performance right for one play of a musical recording by a jockeybox manufacturer and performers are not authors of writings protected by the Copyright clause of the Constitution.

Canteen’s O’Malley Receives Award

CHICAGO — Patrick L. O'Malley, chairman of Canteen Corp. recently was chosen to be the recipient of Saint Mary of Nazareth Hospital Center's Annual Recognition Award for 1980. The award was presented on June 25 during the center's seventh annual Recognition Dinner at the Conrad Hilton Hotel.

O'Malley was honored for his "many-faceted contributions to the city of Chicago through his business expertise, civic leadership and as a family-oriented man." (continued on page 41)
THE PINBALL PROJECTILE

Steel Ball Tells All
(See inside)
WHY EVERY STEEL BALL WANTS TO BE IN A STERN GAME.
AN EXCLUSIVE INTERVIEW
by Richard Leslie

Not knowing much about the game of pinball, I was a little apprehensive about meeting one of the "superstars" in the game. But it's all part of my job. So I left Chicago to track down the busy Stern Ball. Two weeks later I caught up with it inside an arcade in Melbourne, Australia. The Ball was kind enough to take a few moments off to talk.

Leslie: What makes a Stern game so special? I thought all pinball games were alike.
Ball: Are you kidding? Some games can put a ball to sleep. But you've got to stay on your toes--err... I mean rounded bottom—all the time in a Stern game. The action's always fast!

Leslie: Is that what you like most about a Stern game? The action?
Ball: Yeah... The hits and bumps and all the exploding lights and sounds get me into the game fast. The old adrenalin starts flowing immediately and I end up getting lost in the competition.

Leslie: You mean there's competition between you and the player?
Ball: Of course... That's what the game's all about. Sure I appreciate a perfectly timed gunch or a great release on the flipper. But I sure do love to see their faces when I go straight down the drain.

Leslie: One last question... If given the chance, would you add anything to a Stern game?
Ball: That's hard to say... Stern's always innovating the game so... oh yeah... cheerleaders! Football has them, why not pinball? How 'bout shooting a game before you go?

Leslie: Better not... I gotta catch a...
Ball: C'mon... just one little game...
Leslie: Well...okay...but just one...

Ed. Note: Leslie has yet to return from Melbourne.
“You ain’t seen nothing yet!”

STERN

STERN Electronics, Inc. 1725 Diversey Parkway, Chicago, Illinois 60614, 312/935-4600

www.americanradiohistory.com
Site Is Announced For New $200 Million Hilton Complex

Hilton said the company had received many inquiries from developers concerning alternate uses of the property. Present plans, however, are to continue to operate the hotel as a convention facility.

Larger Exhibit Hall

Upon analyzing the specifications of the new hotel, AMOA's Fred Granger submitted various suggestions for improvement in a letter to the Conrad Hilton's sales manager. "I would like to recommend that, if possible, the one level exhibition hall be increased from 80,000 square feet to 100,000 square feet in the new hotel," he wrote. "I think that this size of hall would satisfy the needs of more exhibiting organizations. Also, a sizeable registration area should be a part of this complex."

AMOA will continue to hold its annual exhibition in the Conrad Hilton for the next two years. The dates are Oct. 31-Nov. 2, 1980; and Oct. 29-31, 1981. The show moves to Las Vegas' Caesars Palace in 1982 (Nov. 2-4) and New Orleans' Rivergate in 1983 (Oct. 28-30), returning to Chicago in 1984 at the new Hilton.

Atari Announces Limited Release Of 'Football' Video

SUNNYVALE — Atari has announced plans for the release, in August, of a special limited edition version of last season's highly successful "Atari 4-Player Football."

According to Frank Ballouz, the firm's marketing director, "The release is timed to coincide with the beginning of the 1980 football season so that operators have the opportunity to again take advantage of the excitement, the tie-in possibilities, and profit potential of what looks like one of the biggest seasons yet."

'Realistic Action'

Atari 4-Player Football is a realistic video sports simulation game, featuring two or four-player action. It is the only game of its kind that allows two players to cooperate as a "team" against an opposing two-man squad in the four-player mode, according to Atari.

Additional Features

Other play features include: five-player-selectable pro-type players, including Field Goal, 1 or 2 point-after-touchdown conversions and multiple pass options; scrimmage line marker, adjustable game time and optional coinage, instant-response Trak-Ball controls, and Add-a-Coin accumulator.

The heated offense and defense action, running plays, pass plays, interceptions, sounds of the cheering spectators and even the familiar whistle of the referee are all contained in this successful Atari game.

Since production of this special edition will be limited, operators are urged to place orders early with Atari distributors.

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COIN MACHINE

CHICAGO CHATTER

Stern's field engineer Gene Roelle is continuing his road travel during the summer season to conduct service schools at various distribs & showrooms across the country. Roelle's presentation offers technical counsel on equipment operation and maintenance. Following a 2-day session at Dennis Rhodes Enterprises in Memphis (June 25-26) he conducted classes for Albert Simon, Inc. in New York (June 30-July 2). Next up will be two schools, sponsored by General Vending Co. in Baltimore (July 30) and Richmond (July 31), respectively. In addition to supervising the factory's school program Roelle is responsible for Stern's toll-free hotline, which ops & distrib's are encouraged to use for service assistance. The number is (800) 621-6424.

WITH THE NEW BALLY "Mystic" off and running — and getting excellent response, according to marketing chief Tom Nieman — the Bally Pinball Division is concentrating on its next model, the supersized "Hot Doggin" pinball. Sample shipments to distributors are in progress. Incidentally, the Bally plant will be closed for summer vacation commencing July 21.

SAID A QUICK HELLO to John Blaney out at Talto America headquarters in Elk Grove Village. "We're very happy with the orders that have been coming in for 'Lunar Rescue,'" he told us, adding that the trade can look for a follow-up piece in the very near future.

EMPIRE DIST. INC. is enjoying brisk summer business with video games very much in the spotlight. Dist. sellers include Midway's "Galaxian," Atari's "Asteroids," Gremlin's "Astro Fighter," Cinematronics' "Rip Off" and Exidy's "Targ" — to name a few. They're anxiously awaiting Atari's "Missile Command," which is due later this summer.

PROMINENT LOCAL P.R. FIRM Margie Korshak Associates has welcomed account exec Janie Goldberg to vice president/entertainment division. With the company for five years, Goldberg majored in Theatre and graduated with a B.S. in Speech from Northwestern University. Congrats, Janie.

A THREE-DAY BALLY-MIDWAY service seminar will be sponsored by Northwest Sales (Seattle), July 16-18. Opening session will be held at the distribs' headquarters in Seattle and the other two at the Sheraton Anchorage Hotel in Anchorage, Alaska. Bally's Bernie Powers and Midway's Andy Ducay will conduct. Andy said that the seminars will be extended into the evening when Northwest's Bill Herbold will show service slides on Rock-Ola phonos and provide service assistance on Mars Changers and Automatic Products equipment — as an added accommodation for those attending.

EASTERN FLASHERS

Betson Enterprises in Moonachie recently launched a big sales promotion centering on the Rock-Ola 480 phono. Participation is limited to customers in the distribs' marketing area and the goal is to sell 120 phonographs. With each sale the purchaser's name is entered in a drawing for a 1980 Cadillac or $11,000 in cash. The campaign has spurred a lot of interest, as we learned from sales manager Art Warner, and Betson's already at the three quarter-first sales mark towards its goal. Art also said that the distrib's been enjoying exceptional summer business, with the emphasis on video games continuing: "They're getting better and better," he observed, "both in terms of popularity as well as type and quality."

DATELINE OHIO: Paul Corey of the Ohio Dist. Assn. sends word that the state group's 3rd annual Family Outing will be underway shortly. Dates are July 18-20 at Kings Island Inn in Mason, Ohio. The event will begin with golf at the Jack Nicklaus Golf Center and will continue with cocktails, dinner and dancing. On Saturday, there'll be a board meeting, some industry related seminars and a lot of free time to enjoy the many recreational facilities available at this popular resort. For baseball fans, a limited number of tickets to the July 17 Cincinnati/Montreal game will be distributed on a first come, first served basis. Sounds like a fun weekend.

THE PENNSYLVANIA Amusement Parks Assn. (PAPA) annual summer meeting will be held on Aug 26, with Kennywood amusement park in West Mifflin, Penn, serving as host.

NEW YORK MAYOR EDWARD KOCHE was a keynote speaker at the recent fundraising breakfast in Rockefeller Center's Rainbow Room, jointly sponsored by radio station WNY and AMICO (American Italian Coalition of Organizations). The function was organized by WNY to help save some of AMICO's critical programs (daycare centers, hot meals programs for senior citizens, etc.) which are being threatened by city budget cuts. AMICO facilities serve the entire New York community, both Italian and non-Italian.

CALIFORNIA CLIPPINGS

Although it had been open on the QT the prior week, Sega officially bowed its new P.J. Pizzazz family center in West Covina on June 20. Sega chairman David Rosen, vice president of operations Steve Issacson and food services manager Dave Petty were on hand to help customers get acquainted with the combination restaurant, lounge, video center and arcade. The Vallee, largely comprised of teenagers, was also on hand to sign autographs. The complex computerized robot P.J. seemed to thrill the kids, and while P.J. Pizzazz' restaurant probably won't hold with adults until the company's advertising plan is underway, many were clamoring for the pizza and large chocolate chip cookies. After the Segatron computer electronic video screens are working full time with live sports events, feature length movies and cartoons, and the operation is running on a smooth course. Sega will be announcing a new P.J. Pizzazz center. Industry speculators have the San Fernando valley picked as the next site.

SPOKE BRIEFLY WITH Claudia Wichinsky of Coin-O-Matic of Nevada, and she says that she will be opening her distributorship in Las Vegas within the next 6 months. As it stands now she is already set to represent Atari, Stern, Gremlin, Exidy, Game Plan and Tournament Soccer.

GREMLIN INDUSTRIES' recent distributor meeting and open house in San Diego was an unqualified success. Factory representatives from across the U.S., as well as Europe, Mexico and South America were on hand to hear presentations by various company executives. Complete coverage — including photos — will appear in next week's Cash Box.
CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in item name. Minimum ad $10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADS. If cash or check is NOT enclosed with your order, your Classified ad will be held for one full year, 52 consecutive weeks. You are allowed to change your Classified ad each week if you so desire.

All words may be used at the rate of 35 cents per word. 25 words or less $8.00. Classified Ads is sent to Hollywood publication office by 12 noon, 6 days preceding week to appear in the following week's issue.

CLASSIFIED ADS CLOSE WEDNESDAY

M. Frances, Marshall Join Martell Foundation Board of Directors

NEW YORK — M. Frances, president, A&M Records, and Paul Marshall, senior partner in the law firm of Marshall, Morris, Pincus, Sullivan and Cinque, were appointed to the Board of Directors of the T.J. Martell Foundation for the Music Industry at a meeting of the Board at which the appointment of a new chairman was made. Mr. Marshall is the fourth director appointed.

Friesen was the 1979 recipient of the T.J. Martell Humanitarian Award. Marshall is a founding attorney of the Foundation.

The T.J. Martell Foundation, an organization dedicated to the support of the American music industry, over two million dollars has been raised for the T.J. Martell Memorial Foundation Leukemia Research Laboratory with proceeds from its annual concert. The unit, under the direction of Dr. James F. Holland, serves as an international bank of bone marrow, the treatment and care of leukemia.

George J. Asher Dies

NEW YORK — George Joseph Asher, the father of M. Richard Asher, deputy presi dent and chief operating officer for the CBS Records Group, died June 5 in New York at the age of 77. In lieu of flowers, the family has requested that donations be made to the charity of one's choice.

U.S. Release Set For Iron Maiden

LOS ANGELES — British heavy metal band Iron Maiden, which just signed a long-term recording agreement last winter with EMI Records U.S.A. will release its new LP, "Live After Death," on North America on the EMI-affiliated Harvest label, distributed by Capitol Records. The band will release the debut album, "Iron Maiden," on Harvest in North America on July 14. The album reached the Top Five in Britain earlier this year. Iron Maiden's second LP, "Killers," included on the album, had Top 30 success. A second single, "Sanctuary," is now being released to the U.S. while the LP is also released in Europe and Australia. The album, included on the EMI version of the Iron Maiden LP, but is included on the Harvest release.

Iron Maiden is currently touring Britain and tours of Europe, Japan, and the U.S. are scheduled for the remainder of 1980.

New Label To Release First Single Product

LOS ANGELES — E.CI/Sugarman/Light-records, a division of Sugarman International Communications International, was recently established by artist/writer/producer Gary Unger and Howard Horak. The company, which is located in Davenport, Iowa, is set to release its first product, "Good Night Jackie" by Unger.

U.S. Copyright Act of 1976

The suit was filed under provisions of the U.S. Copyright Act of 1976 and is based on the internationally accepted principle that copyrights are the property of a person's mind and are just as much his/her property as the property of a product's hands. As such, it cannot be used without permission.

PRINCE WEDDING AT ELY CATHEDRAL

Catherine H. Boyle and Prince Charles of England were married July 29, 1981 at the Cathedral of Ely. Among the guests was Princess Margaret, who wore a cream-colored silk organza gown and carried a bouquet of pink roses. The bride's mother, Mrs. Catherine Boyle, also wore a silk organza gown. The bride's father, Mr. William Boyle, was a guest at the ceremony.

The couple will live in London, but will share their time between homes in London and a country house near Cardiff, Wales. The wedding was held at the Cathedral of Ely, which is one of the oldest cathedrals in England. The couple were married by the Archbishop of Canterbury, who performed the ceremony.

The couple will have their first child in October, and plans for the wedding have been announced. The couple will have a private wedding ceremony in London, where they will be joined by family and friends. The couple will then return to their home in London, where they will spend the remainder of their lives together.

The couple's relationship was the subject of much speculation in the media, and the couple's wedding was one of the most anticipated events of the year.
AL FRESCO JAZZ — The Playboy Jazz Festival, held at the Hollywood Bowl June 21-22, proved to be a successful event, offering a full range of music styles. The two-day music conclave set attendance records with more than 34,000 jazz buffs showing, and also set a record for the largest gross money take for a non-charity event at the Bowl. Pictured are (l-r): Johnny Mori, Dane Matsumura, Dan Kuramoto, Richard Matthews, Teri Kuramoto and Jess Acuna of Hiroshima; Arnett Cobb, Richie Cole, Eddie “Lockjaw” Davis and Zoot Sims during the Battle of the Saxes; trumpeter Dizzy Gillespie, bassist Stanley Clarke and keyboardist Chuck Corea during an extended jam session. (Photos: Michael Martinez)

CMPC Supports Percentage Royalty
NEW YORK — The Church Music Publishers Convention has voted its support for recording royalties based on a percentage of the retail price of the disk or tape. CMPC president Hal Spencer announced.

The religious group is endorsing the National Music Publishers Assn presentation to the Copyright Royalty Tribunal calling for at least six per cent royalty. Spencer, who heads the Hanna music-record books operation in Burbank, Calif., has informed NMPA president Leonard Feist that the CMPC has approved the appointment of Paul Weiss, Rifkind, Wharton & Garrison to represent it at the tribunal’s hearings on the mechanical rate. That New York City law firm has been presenting the NMPA case.

The Church Music Publishers Convention policy decision was made at a recent meeting in Key West, Fla. The percentage basis has been widely used in Europe and elsewhere for half a century, and has the backing of such U.S. songwriters’ organizations as the American Guild of Authors and Composers and the Nashville Songwriters Association International. These groups have proposed an eight per cent rate.

Westlinghouse Signs To Buy KJQY/San Diego
LOS ANGELES — Westinghouse Broadcasting Co. has signed a letter of intent to purchase KJQY-FM/San Diego from HBC Inc. for $6.4 million, plus $850,000 for consulting fees, pending FCC approval. HBC Inc. is privately owned, primarily by Congressmen Cecil Heflin (D-Hawaii). The agreement also contains a proviso that Heflin cannot own a competing station in that market for a specified time period.

Wrigley Bows Disc-Shaped Gum With Mini-LP Covers

Cash Box “In high traffic areas like convenience stores, supermarkets, and drugstores, we’re offering exposure to the 9-to-15-year-old who is always looking for something new. When you think of how much record companies spend to display album covers, this becomes a tremendous advertising vehicle,” Mankoff said, that the company will not support Chu-Bops with a media campaign. “The costs are extremely high,” said. “To begin with, the gum is the same formula used by Wrigley’s to make their top brand of bubble gum. Also, the covers are the same quality board jackets used for 12-inch discs. We’re also dealing with shrink-wrap and insertion costs, in addition to the fact that a counter display is built into Chu-Bop’s wholesale pricing structure.”

AGI, which will handle orders for Chu-Bops through its New York, Chicago and Los Angeles offices, will accept a minimum order of six cases. The case cost for up to 23 cases is $82.50, or 21.5 cents per unit. For orders of 24 cases or more, the price will be $76.80, or 20 cents per unit. Each DRG starts Concord Series With Aznavour
NEW YORK — DRG Records will inaugurate its “Concorde” series with an LP by Charles Aznavour, “Camarada,” which will be sung entirely in Spanish. The Concorde series carries a $7.98 list price and will specialize in recordings from around the world. The second record in the series will be Gerry Mulligan’s original soundtrack of the Yves Montand film “La Menace.”

FCC Waives Its Multi-Ownership Rule In R.I. Case

(continued from page 5)

AASCAP ROLLS OUT “WIN” FOR WEST COAST PR — Norman Winter and Assoc. has been retained to handle AASCAP’s west coast PR for the society. Pictured are (l-r): Ron Barron, vice president of the Winter office; Karen Sherry, AASCAP national director of public relations; Winter, Hal David, AASCAP president; and Paul Marks, AASCAP managing director.

Wally Heider To Close San Francisco Studio
LOS ANGELES — Wally Heider Recording closed its San Francisco recording studios effective July 1, according to Dave Kelsey, president of the Filmways Audio Group. According to the company, the closing of Heider’s San Francisco studio was due to a decrease of recording business in the Bay Area in recent years. The action will not affect the operation of Heider’s nine Hollywood recording studios.

The Filmways Audio Group is comprised of Wally Heider Recording Filmways Audio Services, AGI Filmways Pro Audio Services and Heider Scoring Services.

BSO Expands Services
LOS ANGELES — The Brad Simon Organization has expanded its services to include the representation of independent record producers. BSO will assist producers in securing distribution deals for their productions. The first client is Philie Records, Inc. The Brad Simon Organization is located at 716 E. 7th St., New York, N.Y. 10002. The telephone number is (212) 968-4962.

Katz, Stewart Form Publishing Company
NEW YORK — Marc Katz and Charles Stewart have formed Musique de Soleil, a music publishing company. Westinghouse to the company include Stewart and Lee Coward, both of whom perform in the group Charles Stewart and Good News. Offices are located at 6 Melrose Drive, Livingston, New Jersey. Phone number is (201) 533-0448.

Riva, Gaff, HG Music Move To New Office
NEW YORK — Riva Records Inc. and its affiliated, Gaff Music Inc., Riva Music Inc. and HG Music Inc. have moved to new headquarters in New York City. The new address is 232 E. 61st St., New York, N.Y. 10021. The telephone number is (212) 750-9494.

Roberts Mgmt. Formed
LOS ANGELES — Gary Roberts Public Relations has announced the opening of a management/division called Gary Roberts Personal Management. The first clients are Cherie and Marie Currie.
MUSEXPO '80—WORLD RECORD AND MUSIC MARKETPLACE

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