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EDITORIAL

Midlines And Consumers

Six months into the year, one thing that has become clear is the success of the catalog midline. While sales are down for nearly every facet of the industry, the midlines have provided one of the few bright spots. Retailers are applauding the concept, and the consumers are apparently responding.

There is a valuable message here, if only the industry will take the time to hear it. With the public's attitude towards luxury items (which is exactly what records and tapes are) in this time of economic recession characterized as a "consumer strike," it is time for the industry to sit up and listen to the rumblings. The cost of the product has far exceeded its value to the consumer.

The industry has been quick to try and make scapegoats out of radio, retailers, vinyl and energy costs, counterfeiters, pirates and a host of others without ever looking inward to the real source of the problem. The consumer is disenchantment with the price of recorded music, something most obviously reflected in list prices that have crept as high as $15-20 and sometimes more.

By and large, the public has lost faith in the music industry. With seemingly endless price hikes, the public has finally had enough. What is needed now is a sincere effort to restore the public faith. The midlines are a step in the right direction. Let's hope it's not too late.

NEWS HIGHLIGHTS

- Fourth of July holiday sales remain steady despite diminished store traffic (page 5).
- Hit singles boost chart success of soundtrack albums (page 5).
- Ed Rosenblatt named president of David Geffen's new label (page 5).
- American broadcasters request trade panel help in fight against Canadian law (page 5).
- Retailers say midlines could replace cutouts as bargains (page 6).
- "Real People" by Chic and Poco's "Under The Gun" are the top Cash Box Album Picks (page 16).
- Robert John's "Hey There Lonely Girl" and "Hot Rod Hearts" by Robbie Dupree are the top Cash Box Singles Picks (page 18).
AL FRESCO SELL-OUT — Casablanca recording artists Captain & Tennille recently performed to sold-out crowds at the Universal Amphitheatre in Los Angeles, where they were later greeted backstage by well-wishers. Pictured are (l-r): Dick Sherman, vice president of sales, Casablanca; Don Wasley, vice president of artist development, Casablanca; The Captain and Tennille; Bruce Bird, president, Casablanca; T.J. Lambert, national promotion director; and Bob Travis, program director, WGCL, Cleveland.

Hit Singles Boosting Chart Success Of Soundtrack LPs

by Michael Glynn

LOS ANGELES — With 14 motion picture soundtrack LPs now accounting for an unprecedented 7% of the Cash Box Top 200 Albums chart, singles from those soundtracks are now beginning to dominate the Cash Box Top 100 Singles chart as well. A record 15% of the Cash Box Top 100 Singles consists of 45s culled from soundtrack albums, while in at least three cases, multiple single releases are directly contributing to the continued chart success of their respective soundtrack LPs.

Joe Walsh’s “All Night Long” (#19) and Mickey Gilley’s “Stand By Me” (#82), both on the Full Moon/Asylum label, in addition to Kenny Rogers’ “Love The World Away” (#24), on United Artists Records, and Johnny Lee’s “Lookin’ For Love” (#57), on Asylum Records, are all continuing to hold their respective top 100 slots this week, boosting Asylum’s “Urban Cowboy” soundtrack to #4 (bullet) in its tenth week.

MCA Records’ “Xanadu” soundtrack jumped a whopping 23 points this week to #75 bullet on the strength of Olivia Newton-John’s “Magic,” bullets at #80, and “Islands In The Stream” (#81), bullets in #81. While Warner Bros. “Roadie” soundtrack has yet to crack the Cash Box Top 100 Album chart, it did move up ten points in its fourth week to #14 bullet with the aid of Eddie Rabbitt’s “Drivin’ My Life Away,” on Elektra Records, at #50 bullet; and the Roy Orbison and Emmylou Harris duet, “That Lovin’ You Feelin’ Again,” on Warner Bros., also (#50) bullet.

RSO Records, which previously enjoyed a landmark chart success in 1977 and 1978 with the “Saturday Night Fever” record, continues to hold its bullet with “The Four Seasons” (#70) bullet. While many record outlets were closed on Friday, action began to increase on Saturday, and in areas where the heat was abusive, the greatest store activity was registered in enclosed malls.

“Traditionally the business week before the Fourth of July and the following week comes off slow,” commented Ty Rothblatt, president of Chicago One Stop.

“We basically conduct our business as usual. The fourth of July weekend is an independence Day is not really a gift giving event.

John Cohen, president of the 39-store Disc Records chain based in Cleveland, agreed. “I’ll tell you the truth,” he said, “sales were down for the week of the Fourth, the combination of the hot weather and the lousy store traffic makes for down sales. Hot dogs and six packs were what was selling over the Fourth of July weekend, and we were thinking if we could put them in our stores, it would improve our business.”

“ ”The Fourth of July is not necessarily a good business day,” added Russ Solomon, president of the 28-store chain based in San Carlos. “Business was fine for the week, but the Fourth was down from a normal Friday, which is usually a big retail day.”

“Our Fourth of July sales were excellent, very, very good,” said Herb Cohen, vice president of the Washington, D.C. based, 18-store Wackie Maxie chain.

He said that more people stayed in town during the week than in the past due to less traveling dollars and that consumers came out to the Wackie Maxie stores because of sale prices or midline product, some titles which is scheduled for the new WBCN-FM sales, mainly the Stones and Jackson Browne.

(continued on page 30)

U.S. Stations Want Trade Panel Help On Canadian Law

WASHINGTON, D.C. — In a collective action, 14 U.S. border TV stations last week urged the U.S. Trade Representative and panel to help fight a controversial Canadian broadcast law by imposing a series of sanctions that would force the Canadian government to lift the law.

Detailling their grievances, spokesmen for the broadcast group said that C-58, a 1976 amendment that prohibits Canadian advertisers from claiming business deductions for airtime bought on U.S. stations if the ads were primarily aimed at Canadian audiences, significantly gorged border stations’ revenues.

The stations, located in Maine, North Dakota, Washington, New York, Vermont, Montana, Michigan and Pennsylvania, said that the law has cut Canadian revenue to border stations in half from $18.2 million in 1975 to $9.2 million in 1977.

What the broadcast coalition is seeking from the panel is its recommendation for the imposition of sanctions by President Carter which would lead to duties and import restrictions on all Canadian feature films and records exported to the U.S., adoption of a similar tax which would prohibit deductions on U.S. tax returns for the U.S. broadcast trade in Canada, and continuing to deny Canada special relief from a U.S. tax law section which outlines limitations on the deductions of expenses of attending foreign conventions.

The positions to impose the sanctions were supported by Sen. Daniel Moynihan of New York, Sen. John Heinz of Pennsylvania and the National Assn. of Broadcasters (NAB).

(continuing the stations’ position and re- (continued on page 30)

Geffen Names Rosenblatt To Record Label

LOS ANGELES — Ed Rosenblatt has been named president and chief operating officer of David Geffen’s new Warner Bros.-distributed record company. Rosenblatt, who has been with Warner Bros. Records for the past nine and a half years, will leave his post as senior vice president, director of sales and promotion, on Aug. 15 to run Geffen’s as yet unnamed label.

In light of his long-time association with Warners and its distribution arm, WEA, Rosenblatt’s appointment was seen as a logical move, since these companies will be handling all marketing and support functions for the new label.

Ed Rosenblatt

Holiday Sales Remain Steady Despite Light Store Traffic

by Michael Martinez and Marc Cetner

LOS ANGELES — Record product sales during the week and weekend of the Fourth of July holiday ranged from moderate to fair, mostly due to the continuing factors such as diminished store traffic due to fewer expendable consumer dollars, the devastating heatwave that gripped much of the south and Midwest, and the fall in daily weather in much of the rest of the country.

According to a Cash Box poll of 22 record retail chains and one-stops, holiday sales were aided by new star releases, the increasing sales action on film soundtracks, and steady sales on midline.

Most of those surveyed indicated that there were no particular promotions or advertisements tied to the Fourth of July, but that “business was as usual” in promoting the new releases, midline items and assorted cutout titles doing well in each retailer’s particular market.


Sales this year were comparable, according to the poll, with last year’s holiday tally.

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(continued on page 30)

EMOTIONAL GATHERING — The Rolling Stones, whose new LP is called “Emotional Rescue,” recently met with six AOR personalities to discuss the making of the new disc. Posing at the taping of the 90-minute special, which is scheduled for new WBBM-FM, are (l-r): moderator Scott Muni, WNEW-FM; Charlie Kendall, WMMR-FM; Charlie Walters, Ronnie Wood, Bill Wyman and Mick Jagger of the group; Jack Snyder, KTMY-FM; Tempie Lindsey, KTOY-FM; and Mark Metzger of WBCN-FM. The program is being syndicated by the D.I.R. Broadcasting Corp.
Retailers Say Midlines Could Replace Cutouts As Bargains

by Richard Gold

NEW YORK — Despite the continuing availability of cutout and overstock product, there is mounting evidence that $5.98 midlines have become an attractive alternative for bargain-conscious consumers. According to a Cash Box survey of retailers around the nation, the CBS, WEA, RCA, MCA, Capitol-EMI and Phonogram/Mercury midlines are continuing to receive an enthusiastic reception from record buyers who are eager for price-breaks on product well-known artists. Citing the guaranteed availability and high quality of midline releases, many retailers believe that titles which previously have been cutout or sold to overstock suppliers will be marketed directly as midlines by the manufacturers in the future.

"From a retail standpoint, we feel much more comfortable with a piece of product that has consistent availability," said Norm Hunter, buyer and product analyst for the Licensing Groups Bid For Share Of CATV Royalties

WASHINGTON — Music licensing societies asked the Copyright Royalty Tribunal last week for 13.5% to 15% of the estimated $15 million collected from cable TV companies in 1976 under the compulsory licensing provisions of the Copyright Act.

The requests came when the dozen parties to the hearing on distribution of the CATV monies filed proposed findings with the Tribunal. Others seeking portions of the CATV pot include commercial broadcasters, who seek 21% for TV and 1.5% for radio; syndicators, 82% which includes 3.28% for music societies; sports claimants, 20% (30% est.)甜心; Selena; National Collegiate Athletic Assn. (asking for 3.83% for college teams); and public broadcasting, 9%. Other claimants are the Canadian Broadcasting Corp., TV Ontario, Christian Broadcasting Network, and cartoon character owners.

Midline retailers differed to a degree. ASCAP and SESAC jointly suggested 13.5%, BMI, 15%. The Copyright Royalty Tribunal took jurisdiction over the question of distribution last fall when claimants failed to agree on how the money should be divided. The Tribunal's finding will be made in September or November. There is belief that the distribution scheme proposed by the Tribunal for 1978 will apply also to the over $16 million in the CATV account for 1979.

Durham, N.C.-based Record Bar chain, which is the number one near-cutout retailer, is "very willing" to finance midline promotions because the element of risk involved in crack-at-the-crate set you to exist for the $5.98 line. "With cutouts you're more hesitant to do major merchandising also, a lot of midline records are legitimate sellers — something you can't say for many of the overstock records," Hunter also observed that overstock dealers will have to adjust to new business realities as midlines proliferate in the future. He predicted that overstock dealers will be compelled to "seasone" their pre-pack midline products in order to remain in business.

In the opinion of Ben Karol, president of the King Karol chain, "The more midlines you see, the less cutouts you'll see." According to Karol there has been a significant decrease in the amount of prime cutout titles available since the major labels began to institute midlines.

Even when first-rate releases are available on a cutout or overstocked basis, the limited supply of this type of product presents problems for retailers that midlines do not. As Carl Rosenbaum, president of Midline Record Bar in Chicago pointed out, "When a good title comes out as a cutout, not everyone gets a crack at it. You've got to exist for the customer of the cutout supplier who is handling the title. Midlines are available to everybody." Rosenbaum added that it was likely that midlines and overstock cuts and overstocked and demarcating as vehicle quality that falls short of midline titles currently available since the major labels.

"Midlines will certainly have an effect on the overran business," said Don Simpson, purchasing director for Ford's A&B's in Indianapolis, "It's got to be just as attractive. (continued on page 47)

Industry Faces Expensive Future, Witnesses Tell CRT

by Earl B. Abrams

WASHINGTON — The Copyright Royalty Tribunal will give a view of the technical history and future of the recording industry last week during its hearings on songwriter-publisher proposals to boost the mechanical royalty fee from its present 2.75 cents a song to 6% of the suggested retail price of a record or album or tape.

The prospective technological advances were discussed by Stanley Kavan, former CBS executive, who told of the development of the long-playing record by CBS' Peter Goldmark in the 1940s and of the development of stereo and quadraphonic sound in later years, in which stereo was accepted by the public and quadraphonic technology.

Kavan also showed the Tribunal a 3 to 4-inch compact disc, using digital recording techniques, that contained an hour of playback time or less. As a result of the development, by Philips and Sony, uses a laser beam to track the audio, he explained, thus obviating wear and tear on the disc. Savings in manufacturing costs would be impressive, he noted, calling attention to the small amount of used metal.

Responding to record industry attorney questions, Kavan told the Tribunal that as far as he knew music publishers had nothing to fear with the technological advances that had occurred or were occurring. He also recounted CBS attempts a dozen or so years ago to acquire a music publishing firm, some of which he had, said former CBS executive, he had, said, in pre-tax returns as high as 40% of interest and pre-tax returns of $16 million, up to 20 times adjusted gross income.

Kavan's appearance before the copyright panel as a recording industry witness was to bolster testimony that the record industry faced heavy investments to keep abreast of technological advances.

The first record retailer to testify in the hearings that began last April was Russ Selzer, owner of Coin Machine, which owns and operates the California-based Tower Records chain of 28 outlets. Testifying on the record industry's contention that it is having difficult economic

MCA Sets New All-Star Midline

by Richard Gold

NEW YORK — MCA will debut a new, $5.98 near-cutout and overstock program for its major artists on August 8, according to Sam Passamano, executive vice president of MCA Distributing Corp. The program, to be known as "Platinum Plus," will be promoted to retailers with the slogan, "We're the ones you've been waiting for — 80 new ways to increase your business from going out of business."

Passamano said that the major stature of the artists included in the "Platinum Plus" line will differentiate it from the label's previous midline projects, such as the "Rising Star" series introduced by new artists. (Although originally introduced at the same time as "Rising Star," no product has been released on the "Platinum Plus" line until now.)

The artists with titles available on the "Platinum Plus" line include: the Who; Journey; Jeff Walker; David Crosby; Platinum Nash; Poco; Steven Bishop; Jimmy Buffet; Roger Daltry; Rufus (with Chaka Khan); Cher; Steely Dan; Olivia Newton-John; Elton John; Lynnyd Skynnyd; Neil Diamond; the Crusaders; Crystal Gayle; Loretta Lynn; Conway Twitty; Tanya Tucker; Steppenwolf; and the Crusaders; Crystal Gayle; Loretta Lynn; Conway Twitty; Tanya Tucker; Steppenwolf; and to Passamano said. He added that titles in the new series will be marketed with a "#37,000" code to distinguish them from counterparts that were originally sold to dealers at front-line prices.

According to Passamano, MCA will continue to add another 30 to 40 titles to the new line "on January 1 and every six months thereafter." He said that future midline series will be marketed through an entire spectrum of MCA's "pop, R&B, and Jazz" catalog.

(continued on page 47)

CAPITOL SIGNS VEAL — Charlie Veal has signed a worldwide recording agreement with Capitol Records. The signing was announced by Dr. Cecil Hale, divisional vice president, Black Music. Pictured are (l-r): John Branca, Veal's attorney; Rupert Perry vice president, A&R, Capitol-MV/UA; Veal; Anne Havens, director of business affairs, Capitol; Alan Branca, Veal's manager and producer; and Dr. Hale.

Ever since "Shout" came blasting out over the AM airways in the early 1960s The Isley Brothers have been galvanizing R&B and funk fans. And after 20 years as a trendsetter in black contemporary music, the group is still firing the sextet's latest LP, "Go All The Way," has just gone platinum.

With the jazzy frenzy of 1962's "Twist And Shout" has transformed itself into the shimmering sexual style of songs like "Don't Say Goodnight (It's Time For Love)," the band is one of a handful of vocal-oriented groups that have been able to adapt pop music's changing trends and stay a consistent top seller through the 50's, 60's, 70's and 80's.

The mid-60's saw The Isley's making hits from "It's Time To Love" and songs such as the fantastic "This Old Heart Of Mine" ruled the airwaves. However, the group's desire for total artistic control was not realized until the early 70's, when they formed T-Nec Records. The bold move paid off and resulted in such hits as "It's Your Thing."

The advent of the label also sparked the introduction of a second and more musical generation into the band. Isley vocalists Ronald, Rudolph and Michael were joined by Ernie on guitar and drums, Marvin on bass and percussion and brother-in-law Chris Jasper on keyboards.

With CBS distributing, the Isleys and T-Neck scored big with "That Lady" from the stylish "3+3 Plus" album. More gold followed "Heat Is On, LP. The next album, "Harvest For The World," sold over a million copies in its first six days of release, and its successor, "Go For Your Guns," was even bigger sales-wise.

All of The Isleys T-Nec/CBS releases, including the more recent "Timeless" and "Winner Takes LPS" have gone either gold or platinum. And the hit-laden new album bodes well for the future, as The Isleys should "Go All The Way" again in the 1980s.

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INCLUDING THE SMASH HIT SINGLE "FAME" BY IRENE CARA
The Selecter

"It's convenient, in many respects, for people to say that we were just another ska band," said Neil David, lead guitarist and principal songwriter for the Coventry, England-based Selecter. "But we're more than just another ska band. Our music encompasses a broader range of styles. It's really pop music."

Rising from the musical melting pot of reggae, soul, punk and rock bands on the U.K. club circuit, the various members of The Selecter, in the words of Davis, represented "seven different, strong personalities... with very individual tastes and styles" who found a common musical ground in roots reggae. While the launching pad for The Selecter's career was the Davis-penned group namesake track, which ended up as the B-side to The Specials' Top 10 U.K. hit "Gangsters" on the fledging 2 Tone label, four of the other future band members had been digging around the area since early 1978 in a unit that included bassist Charlie Anderson, drummer Paul Hendy, keyboardist Desmond Brown, to complete the current Selecter line-up. Not surprisingly, the band's music was heavily influenced by Chas and Dave's "'50s Tones," and The Specials' Lynval Golding, in addition to Black.

"We come from the same background, but we're all very different sorts of people," Davis pointed out. "Like The Specials, we've picked up a lot of similar influences because we come from that same background, but we interpret those influences in our own way. We found the key to blending reggae and rock was through a ska rhythm and distilling that into a pop medium."

The developing and refining process began shortly after the group was officially formed in June of 1979, and The Selecter soon found itself on the road, drawing rave reviews for its energetic stage performances and, in particular, Pauline Black's dynamic, incisive vocals. The band was a hit with critics and audiences alike. "The Selecter" was recorded prior to The Specials' "Gangsters," but because ska bands encountered problems in finding suitable label interest in both songs, the two tracks were put on the same record. "2 Tone was the idea of specials brainchild Jerry Dammers, which has since been left open to interpretation by the groups, press and fans alike."

"2 Tone has really come to mean a lot of things, including the simple contradictions like, 'we want to be a band' and 'we want to be popular,' which have come to be expressed through our music," offered Davis. "What we encapsulate as a band are all those contradictions, the positives and negatives, trying to get those contradictions and prejudices out of the open, and make comments through our songs."

Now, fresh from the success of the debut LP, "Too Much Pressure," The Selecter is releasing their second album, slated for late summer or early fall release. As for the key to that success, Davis said, "It all comes down to working together."
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Gidion, Newman, Green Named At Handshake Label

NEW YORK — Handshake Records, the new label whose principals include Ron Alexenburg, Peter and Trudy Meisel of Harris Productions, and the EMI International Group, has made three executive appointments. Peter Gidion has been named vice president of national promotion and Newman has been appointed director of west coast operations and Larry Green is the new director of midwest and southern regions.

Alexenburg, who is Handshake’s president, said that the label executives will be responsible for all divisions of the company and product followthrough at the radio and retail levels, for each of their respective regions.

Gidion, who will be based in New York, was most recently vice president of promotion for Infinity Records. He has also served as director of national promotion for Epic Records and MCA Records.

Newman, who will be based in Los Angeles, was formerly associate director of national promotion for Infinity. He has also held similar positions with Arista Records and E/P/R/A.

Green, based in Chicago, spent seven years at A&M Records and has been national promotion director at the label for the past two years.

“Every one of these people is an aggressive self-starter who knows the record business and loves being a part of it,” said Alexenburg. “We like and support each other, and we’ll pull out all the stops to bring our artists home.”

Gidion noted that Handshake will “analyze the artist and the product, pick our target stations, and back all airplay on the retail level. We won’t let radio down. Being able to function with this kind of thought and attention to detail is one of the great benefits to be a boutique kind of label.”

Bogart Appoints Boardwalk Executives

LOS ANGELES — Neil Bogart, president of the Bogart Entertainment Company, has announced further expansion of the firm with the appointment of Ellen Wolff to vice president of creative services, and David Shein to vice president of business affairs.

In her position as vice president of creative services, Wolff will be responsible for creation of marketing and advertising campaigns and will also supervise media relations for all divisions of the company. Shein will serve as chief financial officer and Wolff was editorial director in the creative services department.

Wolff, for the past three years, was Bogart’s chief writer, supervising in-house writing for Casablanca’s record and film campaigns. She also served as writer/producer for the company’s television commercials, promotional films and video tapes.

Shein, who was with Casablanca two and a half years, also spent four years with the Polygram organization as vice president of finance.

“It’s an honor to work with both Ellen and David,” said Bogart. “Both Ellen Wolff and David Shein have been trusted associates in the past, and the rapport we enjoy will be a great benefit to the company.”

EXECUTIVES ON THE MOVE

Harrison Appointed At CBS — CBS Records Group has announced the appointment of James Harrison as staff assistant to the deputy president and chief operating officer, CBS/Records Group. Prior to joining CBS, he worked at Travelers Insurance, where he was an internal consultant involved in planning, market research, and human resource management activities. Before that he was with Mobi Oil Corporation as an employee relations representative.

A&M Names Powell — A&M Records has announced the appointment of John Powell as national singles sales manager. He has recently been working in the Baltimore/Washington area, eventually moving into the area of local marketing manager. In 1979 he was appointed national director of retail promotion and moved to the west coast.

WEA Announces Appointments — The Philadelphia branch of the Warner/Elektra/Atlantic Corp. has announced the following appointments: Bob Brady as Elektra/Asylum promotion rep; Rick Miller as singles specialist; Scott Stephens as field merchandiser; Karen Fisher as Atlantic promotion rep; and Tony Pelligrino as special project coordinator. Brady has been a recording artist for A&M Records and Cameo-Parkway. Most recently, Brady worked for RSO Records as local promotion manager in the Baltimore/Washington market. Fisher, most recently the singles specialist for the Baltimore/Washington/Virginia sales office, has been with WEA for the past four years, starting out as field merchandiser. Miller started with WEA two years ago as a field merchandiser and then moved into sales. Stephens most recently worked for RCA as a salesman and prior to that, as a manager with For The Record chain. Pelligrino, with WEA for the past three years, started in the warehouse, then moved up to singles specialist.

Wallace Appointed At A&M — A&M Records has announced the appointment of Diane Wagner to administrative assistant. Most recently, she held the position of manager, A&R administration at Arista Records, and prior to that in A&R at A&M Records.

Millennium Promotes Three — Millennium Records has announced the promotion of Karen Poulos as assistant to the president. She will also assume the duties of A&R coordinator. Also announced was the appointment of Kate Jansen to promotion and sales coordinator. Ken Franklin has had Top 40 and AOR national secondary radio promotion added to his present college radio promotion duties.

WEA Names Two — The Warner/Elektra/Atlantic Corp. has announced the following appointments: Al Morris as singles specialist and Sandra Burke as salesperson in the Charlotte Sales Office. Morris, who was a manager at Atlantic Records in Charlotte, is from Paper Mill Foods before joining WEA, and most recently a WEA R&B field merchandiser for the Atlantic branch. Burke, most recently a secretary in the sales department, will continue working out of the Charlotte Sales Office. She has been with WEA for three years.

Burkhalter Promoted — EMI Videograms, Inc. has announced the promotion of William Burkhalter, director of market research, to vice president of market research and planning for EMI Videograms, Inc.

William Wallace Appointed at CBS — Ronna Wallace has been appointed director, programming, CBS Video Enterprises. Since April 1979 she has served as director of programming, Viad, a division of the Video Corporation of America. From 1976 to 1979 she held the position of director, programming acquisition. QUBE, Warner Cable Corpora-

Morris To A&M — A&M Records has announced the appointment of Dana Morris to promotion director southern California. In 1977, she went to work for Arista Records doing local promotion in Seattle, and most recently she was local promotion representative for Los Angeles at Arista.

Montage Names Ringer — The Montage Music Group has announced that Doreen Ringer has joined the company as executive assistant to the president. She has most recently been associated with Sandra R. Newman Management. Prior to that she was an artist development manager at MCA Records and director of artist relations at ABC Records.

Bradley To Far Out — Far Out Management has announced the appointment of Eileen Bradley to national publicity director for the Far Out Companies. She comes to Far Out from Bobby Vinton Enterprises, where she headed the publicity department for the Vinton tapes and records. Prior to that she was national publicity director for Phonogram/Mercury records for three years.

Fret Named At Chappell — Steven Fret has been named controller of Chappell Music and Interworking Music. He joined the company in 1978 as assistant controller and in October 1979 was promoted to assistant controller.
Diana's new single "Upside Down" is moving up!
Memorex Will 'Explore The Legality Of Labels' Ad Edicts
by Leo Sacks

NEW YORK — The continuing battle between record and blank tape manufacturers over the inclusion of blank tape in advertisements for prerecorded product escalated last week with new developments on both fronts.

Cash Box has learned that the Memorex Corp., a leading supplier of professional and consumer products, is one of several blank tape manufacturers who are "exploring the legalities" of the actions taken in recent weeks by major vendors who will not advertise money to any retailer who includes blank tape in ads for their product. Polygram Distribution, CBS, Aristas and Chrysalis have come out with policies along these lines.

In another development, Ray Allen, vice president of marketing for Certron, a blank tape manufacturer, said that one or more of the aforementioned labels were "preparing to respond" to the firm's recently announced plan to increase its cooperative advertising allowance to record retailers. The program, which is effective immediately, offers a 20 percent allowance of 20% for purchases of its new Ferex 1 tape. Ten percent of the allowance must be used to promote the products in both 60-minute and 90-minute formats. The remaining half may be used to advertise product by the aforementioned vendors along with any other tape manufacturers through the International Tape Association (ITA).

Henry Brief, president of the ITA, said that the organization's governing body had yet to formulate a position concerning the blank tape advertising by the aforementioned vendors.

Certron's Market Introduction

The Certron program is scheduled to move into the marketplace, and a number of blank tape manufacturers have charged that the campaign is the same as the aforementioned program in the marketplace. However, Allen responded that other suppliers simply may not be able to introduce a product to the market, which runs until December 31.

"This is our first entry into the marketplace," he explained, "and we feel that the discount we're providing makes for an excellent way to introduce our product. Until now, we have geared our blank tape advertising to the electronics outlets, but with the advent of Ferex 1, we now have a product that is suited for the mail order business.

So far, he said, retail response to the program has been "very positive." The company has mailed flyers to approximately 12,000 record retailers apprising them of the coop allowance available to them for the new tape, whose suggested list price is $5.89 for a two-sided 60-minute and 90-minute tapes, respectively.

Allen declined to say if Certron has received written complaints from any record retailers. However, he did reveal that Pickwick International had ordered "a large shipment" of the Ferex 1 tape for its upcoming record rack operations. He noted that the tapes will not be marketed under the Ferex name. In addition, he stated that negotiation is underway for progress to distribution for its accounts.

(continued on page 30)

Klein To Start Serving Sentence On July 14

NEW YORK — Allen Klein, president of Abaco Industries, Inc., is scheduled to begin serving a two-year prison sentence on July 14, stemming from his conviction in 1979 on one count of filing a false tax return for 1970. The sentence, which was handed down in United States District Court in August of last year, called for two years imprisonment with 22 months suspended.

The same jury that convicted Klein also found him not guilty on three counts of tax evasion for 1970, 1971 and 1972 and not guilty on two counts of income tax for 1970 and 1971. Klein was also directed to pay a $5,000 fine and one-sixth of the $6,126 additional tax and interest for 1970. The additional estimated $4,000, in December 1979, the U.S. Court of Appeals affirmed the judgment of the Supreme Court.

Klein said in a statement that he would seek vindication "by continuing to pursue the remedies available through the judicial process."

East Coastings

THIS MUSIC OF BUSINESS — Stift president Dave Robinson is in town to decide whether or not to keep Stiff America's offices open. We hear that Bruce Kirkland, who recently replaced Barry Taylor as S/A's GM, says "yes," while Robinson says no. Taylor submitted his resignation, we hear, because of a shift in control to the British office. Robinson is considering moving the firm's operating base from the States back to London. Mike Kleiner, who had a cameo in the Blues Brothers movie, has become involved in the promotion of the new Bob Dylan album, "Desire," and through his office, Columbia, says that Chrysalis and MCA were in the running for WNEW-FM. Though the bio's author, Lester Bangs, is one of our favorite critics, we found the book to be a lazy effort... Millennium president Jimmy Ienner recently told a meeting of the Managers Alliance that "there are upwards of 4,000 record industry personnel unemployed at the present time and that he expects 500 acts to cut before the year's end..."

SNIFFS 'N' SHORTS — Rude Boy—the legendary punk-eta ner kings, in London, which stars members of the Clash, will have its American premiere here at the Deloney and Bonnie group and in Delaware and the Dominos, died his heart in Texas. Radio, 37, suffered from a chronic kidney ailment... Thin Lizzy, who have recently been reported to have undergone surgery here... Ian Lloyd is finishing up his next Scotch Brothers LP recently completed... The new recording of The Tiptons is being released by Capitol in August. DeVille flies here from Paris in three weeks to begin writing songs with Doc Pomus for a new pop album. Atlantic chairman Ahmet Ertegun is in town for his annual meeting... according to Dave Miller's Devis... Stevens. DeVille reportedly recently told New Musical Express, "New York is the pits; I don't see anything happening there at all. Musically, it's all bands who look like play, play like geeks, and sing about being geeks..."

CASH BOX BULLETIN BOARD — Our sincere congratulations to Richie Gallo, New York marketing coordinator for A&M Records, on his marriage to Dawn Kwart... Sue Byrom has left Virgin Records. She can be reached during any time you feel very much, Ebet Roberts, for your photo of the Keith Richards-Jimmy Carroll Jam... SIGNINGS OF THE TIMES — Epic has signed the Psychedelic Furs... Capitol has signed Anita Ward and Peabo Bryson who will promote his new album, "Bobby..." Nick Alger to A&M... Nick Glider to Casablanca... Tony Visconti producing the next Boomtown Rats... Jeff Lane producing William Picket... Rolling Stones Record... Early hardcoreer playing Blues Brothers at the Blues Band's manager Ray Williams. Though we agree with Sire president John B. Klein's talk of the American record industry unem-

B.C. PRODUCTIONS IS NOW BOOKING SUCH STARS AS:

McKeeley Mitchell
End Of The Rainbow
White Horse Inn
San Antonio
Texas

Buster Benton
Run A Muck
Lonesome For A Home
Beatrice, Iowa

"I Need Your Loving So Bad"
R&B Beat
St. Louis, Missouri

Donald Jenkins
Although His Music Revolutionizes Modern Vernacular
For More Information Call or Write:
B.C. PRODUCTIONS
C/o Bill Clinton
5131 N. Damen Ave.
Chicago, Illinois 60660
(312) 552-2242 or 720-3715 or 8-6414

LONDON CALLING — Rock 'n' roll guitarist Wilko Johnson disbanded the group. The Solid Senders, fueling speculation that he would join Ian Dury's Blockheads, replacing the departed Chas Jankel. Atomic Rooster's Vincent Crane and John Dunmarch. The original group featured Carl Palmer, who would have been ELP. Cherry Red Records has signed San Francisco's The Dead Kennedys. Peter Wolf would follow with six stitches in his right eye and a sling on his left hand after being attacked by six men in a London pub. The spunky Wolf performed in Holland five days later — on crutches... Sad to say that the rock and roll-roots power trio, The Pirates, have disbanded.

Aaron fuchs
Permanent Injunction Quells Antitrust Claim Against RIAA

NEW HAVEN — A permanent injunction handed down in Federal District Court here by Judge Ellen Burns has dismissed apparently a major complaint in an antitrust claim filed against the RIAA and its member companies.

The injunction, signed on June 24, prohibits the defendants, the National Music Corp., Ronald J. Mori, the Market Research Corp. of America, RKO-owned Imperial Records, BMI, and third party defendants Joseph Martin, individually and doing business as Martin Music Inc. — from duplicating and distributing unauthorized sound recordings owned by them which include most of the major record companies.

In the California case, Capitol Records v. Joseph Martin, Martin was enjoined from distributing copyrighted sound recordings, with no mention of recordings released prior to Feb. 15, 1972. After an April 1972 lawsuit against “National Music” (acted as a sales arm for Martin’s Pearl Music) was uncovered in April 1977, the RCA Corp. agreed to file a suit in U.S. District Court here.

In October 1977, the Federal court in California found Martin guilty of contempt of court, punishable by 30 days in jail, for violating a temporary restraining order. This order prohibited him from the unauthorized duplication of copyrighted sound recordings produced by the remaining record company plaintiffs in the 1975 action.

In April 1978, Pearl Music, Martin, National Music and three other firms brought antitrust action against RIAA in California Federal Court. The basis for the claim was that the RIAA was coercing minority broadcasters to file suit against the defendants. A summary judgement in favor of the RIAA was granted by Judge A. Andrew Hauk in October 1978, with the court dismissing the decision.

The Connecticut judgement dismisses that appeal. As part of the stipulation for that judgement, the Martin-National group agreed to release any and all antitrust claims against the RIAA and any of its member companies. The group was also enjoined from joining in any Connecticut action. The defendants also agreed to pay damages to RCA and Atlantic. In addition, National waived its rights to certain equipment originally seized by the FBI and attached by RCA.

The civil judgement also resulted in a permanent enjoining of the remaining defendants in a related New Hampshire action, which was consolidated with the Connecticut action. A complaint against the original defendants defaulted in Concord Federal Court in February 1978. The plaintiffs in that action included Capitol, MCA, RCA, and Warner Bros. Records.

NARM Issues Retail Brochure On Counterfeiting by Leo Sacks

NEW YORK — NARM last week mailed a memorandum to its member companies outlining the potential liability for record dealers who store, sell, or distribute counterfeit recordings, and the sale and/or distribution of counterfeit sound recordings. The memo, prepared by vice president and general counsel John C. Popkin & Kahn, in association with the organization’s newly formed Anti-Piracy Task Force, also outlines possible steps merchants can take to combat the counterfeiting problem.

“When the NARM convention convenes last September in Las Vegas, Task Force chair John C. Popkin & Kahn, in association with the organization’s newly formed Anti-Piracy Task Force, also outlines possible steps merchants can take to combat the counterfeiting problem. John Cohen said that the memo is the first project of the NARM Anti Piracy Task Force, a task force of corporate relations for Pickwick.

Among the areas discussed in the memorandum are Federal copyright statutes; mail and wire fraud statutes; the Racketeer Influenced and Corrupt Organizations Act (RICO); interstate transportation of stolen property statutes; the Justice Department’s enforcement policy towards record dealers who deal in counterfeit recordings, the degree of knowledge necessary to hold a person criminally liable for counterfeiting; and the liability of a corporation for counterfeiting activity by an officer or employee.

The next order of business for the Task Force, Cohen said, is an investigation into the means of counterfeiting and sharing devices for record dealers. “The manufacturer cannot, in a void, make a decision about how to stop piracy,” Cohen said. “The manufacturer can, however, make a decision about which counterfeiting detection systems on the horizon, the manufacturer must be privy to the labels’ various codes so that counterfeit product which reaches the retailer through legitimate channels cannot be detected.”

The memorandum is available through NARM, 1060 Kings Highway North, Suite 200, Cherry Hill, N.J., 08034, telephone (609) 795-5555.

Sutton Forms Two New Companies


The first project for the newly formed company will be the first U.S. tour of the English group The Corrs, who are currently under way to film a special based on the tour for U.S. cable and foreign television.

The location for Shadybrook, Sutton Management and Productions is 8380 Melrose Ave., Suite 206, Los Angeles, Calif. 90069. The telephone number is (312) 655-5923.

Purtan And Johnson Are Elected By SRPP

LOS ANGELES — Dick Purtan, morning personality at CKLU/Detroit, was elected president of the Society of Country Personalities and Programmers (SRPP). In addition, an election for National Secretary at KDY/Los Angeles, was elected vice president at the recent meeting by the SRPP board of directors, held in Kansas City on June 21.

Purtan succeeds KMPC/Los Angeles personality Gary Owen, who will remain as business and personal reasons. Owen will remain as honorary charter president.

Other SRPP officers include Brant Miller, WLS/Chicago, secretary, and David Lawrence, WDHF/Kansas City, treasurer.

RKO General Seeks To Spin Off 13 Remaining Stations Via New Company

LOS ANGELES — RKO General has proposed that the Federal Communications Commission permit the broadcast corporation to spin off 13 stations (12 radio and one TV) into a new company in its response to the commission’s invitation for interested parties to file comments concerning what action should be taken with the stations left untouched by its June 30 deadline to file a reorganization plan.

However, RKO’s dilemma was looked upon by some minority broadcasters as a chance to further their own interests. Golden Gate Broadcasting announced it would apply for the license of RKO-owned KFRC/San Francisco, and Future Broadcasting Inc. told the FCC it would seek the licenses of RKO’s KJH and KRTM in Los Angeles. Both groups claim substantial minority ownership and say that many of their stockholders will be involved in the day-to-day operations of the stations. They assert the commission to determine the licenses for hearings immediately.

In addition to the Los Angeles broadcast properties, other RKO owned stations in question are WOR-AM and WXLD-FM/New York, WRKO-AM and WOR-FM/Boston, WHBQ-AM/Memphis, WERF-FM/Bethesda, Md., and Washington, D.C; KFRC-AM/San Francisco, WAXY-FM/Ft. Lauderdale, Fla.; WYFY-FM/Chicago and WHGB-TV/Memphis.

Reply comments regarding the fate of RKO are due in approximately 10 days.

Cash Box/July 19, 1980

www.americanradiohistory.com
Gold, Goldstein To Chair Talent Hunt For 'Street Scene' 

LOS ANGELES — Mayor Tom Bradley appointed Steve Gold and John Goldstein to chair the International Entertainment Committee for the third annual L.A. Street Scene, Oct. 11-12 in the Los Angeles Civic Center. The two will coordinate the musical entertainment from all over the world that will be appearing on the 12 stages simultaneously in the 22 block festival area. They succeed last year's Street Scene chairman Neil Bogart and Jeff Wald.

The event, sponsored by the City of Los Angeles, the Joseph Schlitz Brewing Co. and the National Endowment for the Arts, will showcase the arts and crafts of Los Angeles in its bicentennial year. The event is expected to attract 500,000 participants and spectators per day, making it the largest turnout in the history of the event.

Gold and Goldstein will be responsible for the nightly entertainment, which will highlight the festivities and feature many of the superstars of the recording industry.

Gold and Goldstein head the Far Out Group of companies that includes Far Out Productions, Far Out Management, LAX Records, and Milwaukee Music, have been instrumental over the last 13 years in the careers of rock artists like the Cars, Pat Benatar, Blood, Sweat & Tears and Tanya Tucker.

Commenting on the appointment, Gold remarked, "We intend to show everyone that Los Angeles is the musical capital of the world. Our line-up of talent, as well as other committee members who will be announced shortly, will definitely prove our point.

FBI, IRS To Begin 'Urch' Show, Film

NEW YORK — Ian Copeland, president of Frontier Booking International, Miles Copeland, president of IRS Records, will be co-ordinating a "new wave" package tour. The dates, to be called "Urch: A Music War," will become the basis for a full-length feature film of the same name.

As part of the tour, magazine, Pere Ubu, Human League and the Members will perform in Vancouver on Aug. 12, in Seattle on Aug. 13, at L.A.'s Santa Monica Civic Auditorium on Aug. 16 (FRB) and markets to be announced shortly. The Cramps, X, the Dead Kennedys, Chelsea, and Wall of Voodoo will appear at Santa Monica Civic on Aug. 19.

The project, which will also be filmed in New York, France and London, will be produced by Michael White (Rocky Horror Picture Show) and directed by Derek Burbridge who is currently working on a film with the Police. Lorimar Productions will be distributing the film in May, 1981.

Matsushita Sales Up, Record Year Expected 

NEW YORK — The Matsushita Electric Industrial Co. expects to report record sales of $8.5 billion for the year ending Nov. 20, 1980, compared with $7.6 billion last year.

Although the company did not make an after-tax profit for the first half ending May 20, increasing to $153 million from $134.7 million in the same period of 1979.

Matsushita plans to increase videotape recorder production to one million sets this year, up from last year's total of 400,000 units. The company expects to export 80% of its production.

The company also reported a 13.6% gain in after-tax profit for the first half ending May 20, increasing to $153 million from $134.7 million in the same period of 1979.

NLDIC Is Formed To Distribute Small Labels

NEW YORK — Steve Schulman, creative director of Zane Management and vice president of ID Productions, and Lloyd Zane Remick, president of Zane Management, have formed the National Label Distributing Company (NLDIC). The NLDIC will be a national distribution service set up to expose and help new artists as well as to operate national label distribution to form and release their own product.

NLDIC will provide the new artist with the opportunity of getting their product distributed in all the major markets as well as overseeing such aspects as sales, promotion and legal representation.

In conjunction with the new enterprise, Schulman has signed Pro Records, Gold Domino Records and Pro Records and BSO Records to national distribution deals.

Schulman and Remick can be reached at the NLDIC central office at 1529 Walnut St., Philadelphia, Pa. 19102. The telephone number is (215) 368-5050.

Pfeiffer Leaves NBC

NEW YORK — Jane Cauth Pfeiffer has resigned from her position as chairman of the National Broadcasting Company. Her resignation was accepted by network president Fred Silverman.

Arista Ups Wholesale Prices Three Per Cent

NEW YORK — Arista Records has raised the wholesale price of its recordings and tapes approximately three percent. Seven and 12-inch singles are excluded from the increase, which took effect on July 1. The move affects all Arista-distributed tapes except Savory Records.

JONES AT THE GREEK — MCA recording artist Tom Jones (b) was congratulated by manager/business partner Mike Mashburn after his recent Greek Theatre performance.

The show will also feature Weather Report, would have to have precedent -setting tour. On Sept 26, as announced shortly, will be the basis for a full-length feature film of the same name.

As part of the tour, magazine, Pere Ubu, Human League and the Members will perform in Vancouver on Aug. 12, in Seattle on Aug. 13, at L.A.'s Santa Monica Civic Auditorium on Aug. 16 (FRB) and markets to be announced shortly. The Cramps, X, the Dead Kennedys, Chelsea, and Wall of Voodoo will appear at Santa Monica Civic on Aug. 19.

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DOWNTOWN WAY — While concerts by such artists as Jim Dandy, John Mayall and Richie Havens are commonplace in the U.S., they have been taboo in Mexico for several years. Incidents in the early '70s made Mexican authorities nervous about security and production quality, and ambitious American groups have persuaded the government to let the embargo rock 'n' roll concerts, and the market has opened up over the past several months. The people are hungry for music down there," said Steve Gold, a principal in the company. For example, Musica Es Amistad (Music Is Friendship), and a man who has been partly responsible for recent Mexico city gigs by Havens and Dandyy. "It will not be a wonderful market if it handles properly. But, a crone may have to take most of the professional show possible."

Musica Es Amistad, which put on concerts by Mayall and Havens in April and May, promised Jim Dandy's first gig since his heart attack six months ago at the Sports Stadium in Mexico City. "It was a well produced American-type show," said Goldberg, "and it turned out to be the most well-attended rock show in Mexican history." Goldberg and Musica Es Amistad partners Armando Garcia De La Cadena and Victor de la Cadena have been concentrating on the border. "Mexico City is ripe for the picking as far as promoting rock shows," explained Goldberg. "It's a lot like America was 10 years ago. If the people know a band, they'll come. If they don't, they're coming out to see the band."

"The event, sponsored by the City of Los Angeles, the Joseph Schlitz Brewing Co. and the National Endowment for the Arts, will showcase the arts and crafts of Los Angeles in its bicentennial year. The event is expected to attract 500,000 participants and spectators per day, making it the largest turnout in the history of the event."

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Can Music Really Charm Your Soul?... 

The Answer Lies In The Music Of Leon Huff

Coming On Philadelphia International Records & Tapes
JAZZ ALBUM PICKS

HONEY & DUKE — Capitol recording group A Taste Of Honey recently finished recording its "Twice As Sweet!" LP at Westlake Audio with George Duke producing. The LP is set for July 14 release. Pictured at Westlake are (l-r): Duke and Janice Johnson and Hazel Payne of the group.

TOP 40 ALBUMS

THIS TIME
AL JARREAU
(Island Bros. BSK 3434) 1 3
2 CATCHING THE SUN
SPIRO GyRA (MCA 5108) 1 18
3 ROCKS, PEBBLES AND SAND
STANLEY CLARKE (Epip 36560) 6 4
4 RHAPSODY AND BLUES
THE GYPSIES (Columbia 35310) 10 3
5 WIZARD ISLAND
JEFF LOBER FUSION
(Tower 8-1276) 5 16
6 SKYLARKING
GROVER WASHINGTON, JR.
(Warner Bros. BSK 3378) 2 20
7 A BRASILIAN LOVE AFFAIR
GEORGE DUKE (Epip 36483) 6 8
8 MONSTER
ART TOWN
(Columbia 34515) 8 15
9 ONE BAD HABIT
MICHAEL BOLTON
(Warner Bros. BSK 3427) 9 11
10 HIDEAWAY
DAVE SAMBORN
(Warner Bros. BSK 3379) 7 21
11 OH BOB JAMES
(Topazz Zee/Columbia 36342) 16 2
12 DETENTE
THE BROTHERS
davis and reidman
(Atlantic 4274) 12 5
13 YOU'LL NEVER KNOW
ROD STRATTON
(Atlantic Z-36162) 13 17
14 SUGARHOTEL
AL DI MEOLA
(Epic 36270) 17 4
15 PRIME TIME
ROY AVERSTEN/HENDRESON/FOOTE
(Delta 90-1267) 15 4
16 INFLATION
STANLEY TURRENTINE
(Atlantic 42769) 19 5
17 DREAM COME TRUE
EARL KLUGH
(Sony Arts & Music Art 1206) 11 15
18 TAP STEP
CHICK COREA
(Warner Bros. BSK 3425) 14 11
19 BODY LANGUAGE
PATI AUSTIN/CITY UNION (Jazz 36503) 21 3

20 FUN AND GAMES
CHUCK MANGIONE (A&M SP-3515) 18 22
21 LOVE APPROACH
DICKIE GURNEY (A&M 5008) 1
22 EVERY GENERATION
RONNIE LAINES
(United Artists 1-1001) 20 24
23 HIROSHIMA
ARABA (Atlantic 4235) 22 31
24 NATURAL INGREDIENTS
(Atlantic Z-36201) 31 2
25 LIVE IN NEW YORK
STUFF (Warner Bros. BSK 3417) 24 8
26 LOVE IS THE ANSWER
WILLIAM LYNCH SMITH
(Columbia 36373) 26 13
27 ANGEL OF THE NIGHT
ANGELA BOFILL (A&M 5001) 22 37
28 1980
DAVID HEBRON
AND BRIAN JACOBS
(Columbia 36321) 28 20
29 HORIZON
MICKEY TYLER
(Vanessa: Fantasy 1-19034) 37 7
30 SKAGLY
FRED FREEDER/HUBBARD
(Columbia 34664) 25 10
31 EMPIRE JAZZ
VARIOUS ARTISTS
(Contemporary 8-7054) 1
32 BARTZ
DAVE BARTZ
(Atlantic 42639) 30 13
33 DO THEY HURT?
BRAND X (Passport PB 1964) 36 2
34 NUDE ANTS
DAVID HEBRON
(Columbia 36279) 29 13
35 ONE ON ONE
BOB JAMES AND EARL KLUGH
(Topazz Zee/Columbia 36342) 34 38
36 AMERICAN GARAGE
THE GROUP
(ECM 1-1155) 35 35
37 NITE RIDE
DIAS BIEGEL
(City Union 4-1068) 32 12
38 CABLES’ VISION
GEORGE CABLES
(Contemporary 14001) 39 3
39 NOMAD
ELIO MALALI/ELIZABETH ELENA DEO
ELESA/ECM 1-1119) 13 37
40 LIVE AT THE PUBLIC THEATRE
CARL RAE
(Columbia 36374) 40 15

JAZZ VIEW: Your mind rumbles, the pores in your skin close up in protest and you realize that you've lived through another Newport Festival. The jazz festival has become like a cultural magnet, Newport draws the entire jazz world to its Mecca in Manhattan, focusing local, national and international attention on America's indigenous art form - jazz. I've said it before, and I say it again, but I really wish that all of the music that could be spread out over the entire year. There's really just as much music happening in New York on a week to week basis, but when George Wein takes his tent show out of town all the music settles down. But there still is — covering European derived musics to the max while ignoring American forms. Oh, well.

As Newport Festivals go this was a good one. The overall sound quality in the big halls was much better and the infamous Newport gremlins weren't as much of a factor now and far between. Wein with the sponsorship of Kool made a genuine effort to provide a wide range of music, with styles that one can't get too worked up over if the sluggishness of some of his slam/bang acts! ("Puttin' On The Ritz - A Jazz Tribute to Fred Astaire", and "The Blues Is A Woman"). Naturally I couldn't get to cover everything, but enthusiastic reports filtered back to me some of the things I missed. Gary Giddins told me that pianist Martial Solal evoked comparisons with the legendary Lennie Tristano, and Michael Bourne thought that "We Remember Eddie Jefferson" was the highlight of the festival (thanks to James Moody, the Manhattan Transfer and Jon Hendricks.) Very much looking forward to the highlights of the festival on the occurred on the

NEWPORT VIEWS — Your mind rumbles, the pores in your skin close up in protest and you realize that you've lived through another Newport Festival. The jazz festival has become like a cultural magnet, Newport draws the entire jazz world to its Mecca in Manhattan, focusing local, national and international attention on America's indigenous art form - jazz. I've said it before, and I say it again, but I really wish that all of the music that could be spread out over the entire year. There's really just as much music happening in New York on a week to week basis, but when George Wein takes his tent show out of town all the music settles down. But there still is — covering European derived musics to the max while ignoring American forms. Oh, well.

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REAL PEOPLE — Chic — Atlantic SD 16016 — Producers: Nile Rodgers and Bernard Edwards — List: 8.98

While everyone else is out copying the sophisticated soul of their piano/guitar rhythms, Rodgers and Edwards are out breaking new ground in R&B pop. The music on "Real People" is startlingly different from progressive soul ballad "Let's Go". "Freak" dancers to out-and-out-Jazz. And what makes the new effort even more special is that it remains totally commercial. Songs such as "I Got Protection" and "Rhythm Are We" are suited to all pop tastes, and "Real People" is proof that Chic is elevating B/C pop to a new art form.

BEYOND — Herb Alpert & A&M SP 3717 — Producers: Alpert, Badazz and Armer — List: 7.98 — Bar Coded

The executive/trumpet player follows up his platinum selling "Rise" LP with another in the same vein, as "Beyond" faithfully duplicates successful recipe of A/C jazz with Alpert's flowing trumpet lines. Of the six tracks on the album include the breezy "Kamali" and the intense "Red Hot." For pop and A/C formats.


Westberg touches on a plethora of musics — R&B, jazz, funk, Brazilian and jazz fusion — on his latest flute extravaganza, and he comes up with a work that is almost as strong as his Dan Fogelberg collaboration. Songs such as the floating title tune and the samba-styled "Magic Lady" pace the instrumentals, but the uptempo blue-eyed soul numbers featuring George Champain on vocals. "Everyone Loves A Mystery" and "Don't Keep Me Waiting Girl," are the album's highlights.

CONVICTED — Gus — Nemperor NJ 36502 — Producers: Eddie Leonetti — List: 7.98 — Bar Coded

Asbury Park has Bruce Springsteen and New York has Willy Deville, but Toronto's saint of the city is Gus. The urban rocker that this backstreet abandon brought in music that coalition of his leather-jacketed contemporaries possess. The sound is honest. tough East Coast rock 'n roll, and he should make good friends with AOR programmers the first time out. Those looking for a new "Wild One" in rock should give a good strong listen to Gus and songs such as "Sweet Delight" and "One More Border To Cross.


This German band really comes into its own on its second LP. The band has a clearly producer, hard rocking melody style that should appeal to both pop aficionados and metaliks. Lead vocalist Mike Starr has a dynamic singing style that is strong enough to stand out over a bone crunching power chord attack, and the uncompromising guitar bass front assault is balanced beautifully by keyboardists Adrian Askew and Peter Hecht. Look for this band to come on strong AOR-wise this time out.


Mirijan delivers an ambitious debut to say the least. His music is filled with synthesizers, high breathy energetic vocals, ringing guitars, solid piano and, it seems, everything but the kitchen sink. His full modern pop sound is particularly close and close to what Kenny Loggins would sound like if he went progressive rock. His vocals have that white, rhythm and blues quality of Michael McDonald, and the best tracks are "The Waiting" and "After Hours." For pop, A/C and AOR formats.


Fans of Foreigner and Bad Company should revel in the second LP from this hard rocking melodic heavy metal band. The foursome's debut album showed promise, and it looks like "Worlds Apart" should be aces up for AOR. Michael Bolotin has a distinctive and aggressive vocal style, and Black Jack's bold and proud rhythms and leads are the perfect complement to his sound. Blackjack has laid its cards on the table with its second LP, and there isn't a joke on this well-crafted AOR effort.


The Kings represent the best of the burgeoning Toronto club scene. The band plays clean, energized straightforward rock, and it's irresistible. Floyd producer Bob Erzin has given the foursome the perfect pop sheen, and its hooks and harmonies are perfect FM rock fare. Songs like "Partytime" and "The Beat Goes On" are teen anthems in the Cheap Trick vein. Other highlights on this raucous debut are "Go Away" and "My Habit.

TOUCHED A DREAM — The Dells — 20th Century Fox — Producers: Carl Davis and Eugene Record — List: 7.98

It's been a long time since we've heard from this venerable fivesome, and its classic Chicago R&B style has been sorely missed. The Dells and the Dramatics remain the best of the group's five-part harmony soul, and songs such as "All About The Paper" and the title track remind one of what an art form that singing style truly is. While youngsters might find the included little old fashioned, B/C radio should embrace this latest effort from this old friend warmly.

UNDER THE GUN — Poco — MCA MCA-5132 — Producer: Mike Campbell — List: 7.98

It's been almost two years since Poco put out "Legends," so they were indeed under the gun to put out this album. But everyone can breathe easy as the fivesome has come up with a winner. This LP is "In The Heart Of The Night" and "Crazy Love" showed the band shifting toward an A/C style, but the band definitely remains a strong FM rock contender. Country flying is also revealed with "Made Ol' Stone" and "Under The Gun," and the laid-back crowd should enjoy "The Everlasting Kind.


Maze has always had a strong following in the South and has made a strong career out of recording soft moving R&B ballads. However, the music on "Joy And Pain" is rooted in a sexy, slow chugging R&B style. The album's top cut, "Southern Girl," is a moving Funkathon that features vocalist extraordinaire Frankie Beverly and the entire LP are true winners for B/C and pop lists.

TWICE AS SWEET — A Taste Of Honey — Capitol ST-12089

Produced: Thelma Houston — List: 7.98 — Bar Coded

George Duke's jazz/funk production gives this album a most excellent foundation to work upon, and the girls come out singing with a breezy fire that they haven't possessed since "I'll Never Love This Way Again." The LP features Toots and the Maytals as "I Can't Stop" and "Crazy Legs," and "I Love You Baby." The album shows promise, and the material is geared more to the taste of the little old lady.

ENERGY TRANSFER — The Heaters — Columbia NJC 36486 — Producer: Joe Wissert — List: 7.98 — Bar Coded

Producers: Colin Thurston — List: 7.98 — Bar Coded

This band's first LP is getting some good exposure opening for The Who on many of its U.S. dates. and fans of well-played straight ahead rock should find this album exciting second effort. With ska music obviously gaining ground, this LP should appeal to pop for no good reason. Lead singer Mercy Bermudez has a raw and beautifully soulful voice, and this three-girl, two-guitar rock band is in place. Its debut is a tad uneven and unfocused, but look out next time around. For pop and AOR.

JUST CAN'T STOP IT — The English Beat — Sire SRK 6091 — Producer: Bob Sargeant — List: 7.98

This LP is ranging in style from reggae rock to R&B and a rhythm groove that draws from the burgeoning ska tradition. The English Beat is aptly named. The saxophone and steel drum are so natural in the songs that are most reflective of how this band of working-class rockers create a truly infectious groove. Best cuts include "Mirror In The Bathroom," a cover of Smokey Robinson's "Tryin' To Be A Clown," "Banging On My Whine and Grind/Stand Down Margaret," and "I Can't Get Enough Of Your Love." The album is highly regarded figure among reggae cultists, and Toots and the boys engage in a fine well-polished folk amalgam touching on R&B and blues, country and West Indian music grooves. But this music remains unmistakably a reggae festival. Toots and gang are best on "Let's Get It Together," "Turn It Over" and "Go With The Wind." With ska music catching fire here, there's no reason pop programmers can't find a place for Toots.

DIAMOND IN THE ROUGH — Bobbi Walker — Casablanca NBL 7227 — Producers: Stuart Alan Love and David Blumberg — List: 7.98

Newcomer Walker looks like she has a bright musical future ahead. She has a powerful, soulful voice that is nicely suited to the contemporary R&B setting that producer Love and Blumberg have fashioned for her. Randy Crawford LP, the album's opening track, with its walking bass line, strong keyboard theme, steady percussion and bright string arrangement, sets off the whole LP with "Something About You" is the top track on this arresting debut. For B/C formats.


This versatile septet has been the toast of Minnesota's Twin Cities for years, and it's easy to see why. The band plays music that is an out-and-out fusion of several different rock genres with equal skill and passion. The album's opener, "Keep On Drivin'," is a traveltin' tune that rivals the best of Poco, but strong R&B and blues flavored rockers also abound on this varied and engaging LP. "My Baby Don't Rock Me Now" and "Tore Up" are other highlights on this gem from the Midwest.
CBS MERCHANDISING NEWS — An updated check with the New York CBS office has uncovered a series of new merchandising tools developed to bolster the latest CBS releases. For the latest Eddie Money LP, an oversized 33” x 48” poster will soon be available, as well as a two-sided die-cut of Beek with his guitar. Other hits now available include an unusual tour poster for Tommy Tutone, an artist poster (33” x 48”) for Big “URBAN COWBOY”, plus a 2x2 of their near-sellout of the entire package, as well as flats for the new album for “Slow Train Coming”. A 3x3 cover blow-up, a die-cut logo, and a collector’s item poster giving the origin of the term “Cultsaurus Erecuits” for Blue Oyster Cult, and for the S.O.S. Band, a 3x3 cover blow-up is available. For all these merchandising aids, contact the local CBS district supervisors.

CAMERLOT CONVENTION — The annual Camerlot Convention is taking place this week at Beelden Village, a suburb of North Canton, Ohio. The large gathering, which is expected to number over 300 participants, will include a number of lectures, social events, and discussion groups. The opening day (July 10) featured a convention dinner at Skyland Pines, with store, warehouse, and office personnel in attendance, as well as several National Association of Recording Merchandisers (NARM) officials. Following the dinner, a show was held at Stark’s Galaxy Club, featuring La Flavour Friday featured by a laurel of Pat Gorkich on methods of incorporating the “Gift of Music” theme into product merchandising and advertising. There then were several concurrent business meetings, a meeting of distributors to discuss accounting and paperwork flow, a study of management training programs attended by veteran managers and a managers training session. A series of lectures on marketing Camerlot for the 80’s followed. That evening the participants attended a screening of Roadie. The activities include a morning tour of the main office and warehouse for all management personnel, as well as seminars on the make-up of corporate offices and divisions. During the afternoon, a chain-wide picnic will be held at Clay Park, with trophies as augests. Mike Cross, recording artist on QHE Records, will entertain on the main stage. The end of the convention and the departure of the guests.

PEACHES ACTIVITY — A check with the Peaches regional office in Philadelphia turned up thousands of dollars worth of guitar art for the week. The Peaches HouseRockers, was held at the Pittsburgh outlet. Semi-finals were held on June 14, with 700 patrons attending. The finals were judged by the HouseRockers at an in-store held on June 21. A draw, plus a 2x2 of their near-sellout of the entire package, was won. WYDD co-sponsored the event. The Peaches store was recently the scene of a Pure Prairie League “Finn ‘Up” competition held to commemorate the Indy 500. An obstacle course was set up in the store and the winner of a drawing was allowed to go on a 500-second record run. The record-runner received over $500 worth of albums. A “Dream Scream” Ted Nugent contest was also held at the Pittsburgh and Norfolk outlets. Entrants here had to scream, with the best screamer awarded a bed frame and mattress. Several unusual in-stores were also held recently. At Rockville outlet an appearance by The Nighthawks took place on June 23, with the group giving a concert for the customers. Over 600 people attended.

KANADU ACTION — A number of marketing aids have been released recently to help promote U.S. records on Camerlot’s “Kanadu” soundtrack. For example, a three-dimensional, six-foot wide display wall or a free standing counter display. Also available are both boxes, designed for counter use. One is a three-dimensional album bin box, while the other is for singles, and can display two singles at a time. 2x2 posters and 1x1 album front boards can also be obtained from WYDD.

TOWER HAPPENINGS — The Tower Records chain reports several new promotions. A Robbie Dupree “Steal Away” contest is being held at the San Francisco and Mountain View outlets in connection with FM radio station KFRC. First prize in the contest is a record of CBS’ VIP record club. There are three prizes of SuperSonic AM-FM portable cassette units and two third prizes of Rockwell pocket calculators. Another competition is taking place at the San Francisco and Mountain View stores. The borrower of a Blues Brothers movie will be picked in each lot, full of album jackets. The contestant who most closely estimates the number of jackets in the auto will receive a pair of tickets to the Blues Brothers show at the Concord Pavilion. Finally, on the in-store front, Herbie Hancock made an informal visit to the San Francisco outlet on June 25, in which Lieberman, chairman of Leifer enterprises, introduced the new album. The CUSTOMER QUOTE OF THE WEEK — “I hope you can find the right needle for my phonograph. It’s a 1949 model, only plays 78s and I forgot the name of the brand.” REGIONAL ACTION — Cameron LP breaking out of the East. Here Paul Band album showing some strength in the Midwest and South. - Denny Dangerfield taking sales in the South. - Silencers album selling most in the Midwest. 

LIEBERMAN SAYS THANKS TO CHUCK MANGIONE — A special thank you card was designed using pictures from over 500 accounts that participated in the Chuck Mangione Olympic Project. Picture are of (1-3) director of marketing projects, Joe Pagano, Car- lene Worthing art director, Dave Lieberman, chairman of Leifer enterprises, and Steve Salberg, vice president of marketing for Lieberman.
Robert John (EM America 8049)
Hey There Lonely Girl (3:08) (Famous Music Corporation — ASCAP) (E. Schumman, L. Carr)
Composer & master of the falsetto Robert John (with all due regards to Robin Gibb) succeeds brilliantly in making this made-to-order cover of Eddie Holman’s 1970 classic his own. Synthesizer swirls and a sleek rhythm give the song a thick, lush pop texture, while multi-tracked harmonies round out this pick to click. A pop sure shot.

Robby Dupre (Elektra E-47005)
Hot Rod Hearts (3:34) (Capitol Crystal Music/Blackwood Music, Inc./Dar-Jan Music — BMI) (B. LaBounty, S. Geyer)
One of the bigger pop success stories of the year. Dupree comes off his debut Top Five single, “Stolen Away,” with this equally pleasurable, accessible follow-up, a light, breezy ode to “love on the boulevard.” Crystal clear production keeps the focus on Dupree’s youthful vocals and doo-wop style arrangements are already charting.

Pat Benatar (Chrysalis CHS 2450)
You Better Run (3:02) (Downtown Music Company — ASCAP) (F. Cavaliere, E. Bridge)
Neil Geraldo’s gritty guitar march creates an undeniably hard rhythm for Benatar’s tough girl vocals on the first single from her forthcoming “Crimes Of Passion” LP (also featured on the soundtrack to Roadhouse). Benatar wagers a hard fought rock ‘n roll war and AOR, pop lists are clearly the winners here.

Joe Simon (Posse POS 5001)
Baby, When Love Is In Your Heart (It’s In Your Eyes) (4:06) (Little Jeremy Publishing Co./Window Music Publishing Co./Porter Music Co.) (D. Goodman, P. Rose, M. Kennedy)
Simon reminds one of a bluesy Otis Redding on this Porter Wagoner-produced track, the debut for the newly formed Posse label. Rich, earthy organ swells, smoky bass and female backup singers testify to the inspiring gospel quality here, making this a multi-format choice.

Daryl Hall & John Oates (RCA PB-12048)
How Does It Feel To Be Back (3:58) (Hot-Cat Music Co./Six Continents Music — BMI/Julian Music) (J. Oates)
The Byrds meet Hall & Oates. The combination is not as unlikely as it may seem, judging from the sweet, guitar-laden first single from the duo’s forthcoming LP. Composed, tailored to each other, it takes a turn in the vocal spotlight here with convincing earnestness, complemented by harmony support from her fair-haired cohort, Daryl Hall. A change of pace for pop.

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Jojo Zep and the Falcons (Columbia 1-11319)
A skipping reggae beat and Jo Camilleri’s rastafied lead vocal and crying rock guitar keep the pace hopping on the first single from the “Screaming Targets” LP. Chirpy female backup vocals accent the quick-step beat, while the remainder of the band keeps the fayor up.

Peter McLaren (ARC/Columbia 1-11286)
Light in Your Eyes (3:22) (Mac’s Million Music/Modern American Music — ASCAP) (P. McLaren)
McLaren scored a Top 50 sleeper last time out with “Solitaire,” and this new track from the crafty singer/songwriter/producer’s superb “Playing Near The Edge” LP is a grandiose pop-rocker, filled with cutting guitar licks and well-drawn-upon string backing. Symphonic rock at its best for AOR. pop.
**Spring Quarter Arbitrator Ratings In For Chicago, Seattle And New Orleans**

by Mark Albert

**LOS ANGELES** — Results for the Arbitron quarterly measurement period were released last week for the Chicago, New Orleans and Seattle markets. Measuring the period of Feb. 28-May 31, the quarterly measurements provided some surprises and interesting trends.

For the Chicago market, adult leader WGN captured top honors once again, jumping back into double figures, and Top 40 WLS was the only other station in the top five to show a gain, according to the latest advance Arbitron ratings.

WGN held a two-book downturn and vanishingly small in May, has closed for the entire measurement period began. WGN's coverage of the Cubs probably helped to boost the ratings. On the other hand, all-news WBWM-AM, which has been quickly rising and has been enjoying major success in the suburbs, fell from its top-5 status down to seventh this month.

** Stations Form AM Stereo Assn. To Resolve Conflict**

**LOS ANGELES** — The Stations' Committee for AM Stereo was formed last week with the primary purpose of determining the implementation of AM stereo.

Rob Scott of the New York based law firm Rob Scott, Esq., and KABC, Los Angeles, attorneys for the new association, said the committee planned to file pleadings to the Federal Communications Commission (FCC) outlining broadcasters' concerns for a marketplace solution.

"Not enough attention has been focused on AM stereo," Scott explained. "At a meeting this week in New York," he added, "the FCC has been too concerned with the technical aspects of the vanguard."

Harry Shriver, president and general manager of WFRB/Baltimore, one of the first stations to join the Stations' Committee, told the FCC that the AM stereo offer an unpopular system, broadcasters will not support it and AM stereo will be held up in FCC proceedings.

"The purpose of the Stations' Committee," Shriver explained, "is to get the attention of the FCC in an attempt to review the whole question of AM stereo and to get the marketplace idea of selecting the better system rather than have the FCC choose one."

Magnavox had been granted rights by the FCC to be the sole manufacturer of AM stereo equipment and had an FCC order to ensure widespread dissatisfaction with that decision has been expressed by broadcasters throughout the country, as well as by other stereo equipment manufacturers.

The commission formally instructed the Broadcast Engineering Committee to convene again and all of the data available to determine if the best systems were chosen for on July 5. The FCC is not likely to hear further notice from that engineering staff before Aug. 1.

**NEW ORLEANS Numbers**

Advance Arbitrator ratings for the Spring quarterly measurement in New Orleans are more diverse with rock formats taking top honors. By more than doubling its Fall quarter ratings (Sept. 6-Nov. 28) Top 40 WEZB captured first place overall with a 10.3, up from 4.2. Rival WTX; #3 overall, jumped to 8.4, up from 6.6. Beautiful music KLYU last fall's leader with 11.6, dropped to 8.6.

Jazz and country also fared very well. Jazz Black-formatted WYLD-FM leaped to #12 overall, up from #18 last Fall, while country music WSOW, now #5 in the market, climbed to #6 up from #8.

Station owners and sales staff were AOR WRNO-FM, which pulled a 4.8, up from 4.4. Black-formatted WNNR with a 2.7, up 1/2. AOR WRNO-FM, which doubled its share with a 3.9, up from 3.2.

Another market that has received its second set of quarterly measurement figures is Seattle- Everett-Tacoma, where four of the top five stations dropped with the other holding steady.

All news KIRO maintained its #1 market status, despite dropping from 8.9 to 8.2 in the fall book. Pop adult KOMO, #2 in the market, dropped to 7.8 from 8.9.

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ROCK ALBUM PROGRAMMER
JULY 19, 1980

48 AMBROSIA • ONE EIGHTY • WARNER BROS. ADDS: None. HOTS: WCCC, KZAM, KOME, MEDIUMS: KINK, WIN, KEZ, KNJ, PREFERRED TRACKS: Biggest Part, Only Woman. SALES: Fair in all regions; strongest in West.


38 JOAN ARMATRADING • ME MYSELF & I • ASM ADDS: WYFE. HOTS: KNJ, WHFS, WBLM, WNEW, WJXJ. MEDIUMS: KSJO, KZAM, KEZ, KJZ, WWWM, WORJ, WAAF. KNJ, KROQ. PREFERRED TRACKS: Title. SALES: Moderate to fair in all regions; strongest in East.

164 RUSS BALLARD • BARNET DOGS • EPIC ADDS: WAFF, HOTS: WCOZ, KBPI. MEDIUMS: WCCC, KREM, WAAF, KZEL, WBLM. PREFERRED TRACKS: Rebound. SALES: Fair in all regions; weakest in East.

25 JEFF BECK • THERE AND BACK • EPIC ADDS: None. KBI, WLIR, WMMS, KOME, KZEL, WBLM, WYFE, WWWM, KMET, WWWM, WMMS, WORJ, WAAF. ADDS: None. KEW, WORJ, WAAF, WYFE, WWWM, KMET, WWWM, WMMS, WORJ. PREFERRED TRACKS: Stair Cycle. Pump. El Beeko. SALES: Good in all regions.

28 BLACK SABBATH • HEAVEN AND HELL • WARNER BROS. ADDS: None. HOTS: KXTY, MLWJ, KCNJ, WSHE, KZEL, WORJ, WWWM, WBBM, WYFE, WWWM, MEDIUMS: KMET, WDFW, WWWM, KOME, WAAM, WBAB, KROQ, WWWM, WYFE, WWWM. PREFERRED TRACKS: Lady Evil. Title. Lonely. SALES: Moderate to fair in all regions.


66 BLUE OYSTER CULT • CULTOSAURUS ERECTUS • COLUMBIA ADDS: WWWW, HOTS: KXTY, KSJO, WYFE, WCOZ, WBLM, WWWM, KREM, WZMS, KZEL, MEDIUMS: WLVQ, KCNJ, WWWM, WQWR, WBBM, WYFE, WWWM, MEDIUMS: KMET, WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: Rock Brigade. Wasted. SALES: Fair in Midwest and West; poor in others.

11 THE BLUES BROTHERS • ORIGINAL SOUNDTRACK • ATLANTIC ADDS: None. HOTS: KXTY, KNJ, WMMS, WWWM, WYFE, KCNJ, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM, MEDIUMS: KZEL, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: Gimme Some Lovin'. Kity, Thrink. Jailhouse. SALES: Good in all regions.

— HERMAN BROOD & HIS WILD ROMANCE • GO NUTZ • ARIA/LARIATRASTA ADDS: None. HOTS: None. MEDIUMS: KBPI, WTXK, WORJ, WBBM, WYFE, WWWM. PREFERRED TRACKS: I Don't Need You. SALES: None.

12 JACKSON BROWNE • HOLD OUT • ASYLUM ADDS: None. HOTS: KXTY, KZEL, WLYO, KCNJ, WWWM, KZEL, KREM, WWWM, MEDIUMS: KREM, WZMM, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: Boulevard. Discio. Title. SALES: Good in all regions.

66 ROCKY BURNETTE • THE SON OF ROCK AND ROLL • EMI-AMERICA ADDS: None. HOTS: WRRW, WWWM, WAAM, WYFE, WWWM, MEDIUMS: WHFS, WWWM, WBBM, WYFE. PREFERRED TRACKS: Toeen The Line, Like A Wave. SALES: Moderate to fair in all regions; weakest in South.


84 ALICE COOPER • FLUSH THE FASHION • WARNER BROS. ADDS: None. HOTS: WYFE, KBPI, WLYO, WWWM, WBBM, WWWM, WWWM, WBBM, KNJ, PREFERRED TRACKS: Clones, Talk, Dance. SALES: Fair in Midwest and West; poor in others.

# MOST ACTIVE

49 ROCKY BURNETTE • THE SON OF ROCK AND ROLL • EMI-AMERICA ADDS: None. HOTS: WRRW, WWWM, WAAM, WYFE, WWWM, MEDIUMS: WHFS, WWWM, WBBM, WYFE. PREFERRED TRACKS: Toeen The Line, Like A Wave. SALES: Moderate to fair in all regions; weakest in South.


# MOST ADDED


70 DEVO • FREEDOM OF CHOICE • WARNER BROS. ADDS: KNAC, KNJ, WWWM, WBBM, WYFE, WWWM, KNJ, MEDIUMS: KREM, WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: Title. Whip It. SALES: Moderate to fair in all regions; strongest in East.

# MOST ADDED


15 ELTON JOHN • 21 AT 33 • RCA ADDS: None. HOTS: WWWM, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM, MEDIUMS: WWWM, WBBM, WYFE, WWWM, MEDIUMS: WWWM, WBBM, WYFE, WWWM. MEDIUMS: WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: I Feel Like Love. Lady. SALES: Moderate to all regions; strongest in West.


64 JUDAS PRIEST • BRITISH STEEL • COLUMBIA ADDS: None. HOTS: WWWM, WBBM, WYFE, WWWM, WBBM, WYFE, WWWM, MEDIUMS: WWWM, WBBM, WYFE, WWWM. PREFERRED TRACKS: After Midnight. Breaking Law. SALES: Moderate to fair in all regions; strongest in Midwest.

5 GRAHAM PARKER & THE RUMOUR — THE UP ESCALATOR — ARISTA
ADDs: None; HOTS: KYTX, WLKG, KNCN, WKBX, WESR, WWA, WSH, KMER, WJW, WYAL. MEDIUMS: WCOZ, WBB, WMMS. PREFERRED TRACKs: Open. SALES: Just shipped.

148 HENRY PAUL BAND — FEEL THE HEAT — ATLANTIC
ADDs: None; HOTS: WJW, WSH, WLKG, WRWN, WSS, WKBX, WESR, WWA, WSH, KMER, WJW. MEDIUMs: WCCC, KBPI, WSH, WLB, WWW, WOR, KOME, WBB. SITE PREFERRED TRACKs: Title. SITE: Freekouts in all regions.

17 PINK FLOYD — THE WALL — COLUMBIA
ADDs: None; HOTS: WJW, WWWM, WSH, WKBX, WESR. MEDIUMs: KEZY, WBB, KBB. KMET PREFERRED TRACKs: Run, Num. SALES: Good to moderate in all regions.

#4 MOST ACTIVE

22 QUEEN — THE GAME — ELECTRA
ADDs: None; HOTS: WJW, WSH, KMER, WJW, WBB, WESR. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Everything Works. You Better Run, Road Rats. SITE: Moderate in all regions.

#5 MOST ADDED

KING BILLY

28 HUEY LEWIS & THE NEWS — CHRYSLIS
ADDs: WDFK, WWWM, WSH, WBB, WESR, WWA, WSH, KNCN, KMER. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Open. SALES: Just shipped.

#1 MOST ACTIVE

5 THE ROLLING STONES — EMOTIONAL RESCUE — ROLLING STONE/ARTIST
ADDs: None; HOTS: KMET, WSH, WKBX, WESR, WWA, WSH, KMER, WJW. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Open. SITE: Good in all regions.

37 ROSSINGTON COLLINS BAND — ANYTIME ANEYPLACE ANYWHERE — MCA
ADDs: WWWW, WSH, WKBX, WESR, WWA, WSH, KMER. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Prime Time, Misunderstood, Opportunity, Gateway. SITE: Good in all regions.

40 ROXY MUSIC — FLESH AND BLOOD — ATCO
ADDs: WSH, WKBX, WESR, WWA, WSH, WBB, WSH. MEDIUMs: KSHE, WBB, WSH, WLB, KBB. SITE PREFERRED TRACKs: 805. SITE: Fair in all regions.

73 THE SCORPIONS — ANIMAL MAGNETISM — MCA
ADDs: None; HOTS: WBB, WSH, WBB, WWA, WSH, WBB, WSH. MEDIUMs: KSHE, WBB, WSH, WLB, KBB. SITE PREFERRED TRACKs: Breakdown. Jo Jo. SITE: Good to moderate in all regions.

88 THE SILENCERS — ROCK ‘N ROLL ENFORCERS — PRECISION
ADDs: WJW, WSH, WKBX, WSH, WBB, WSH. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: For a Night, Mike. SITE: Good in all regions.

98 CALVIN SIMON — CONJUNCTIONS — WARNER BROS.
ADDs: None; HOTS: WSH, WSD, WBB, WSH. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Horizonta, Strut. SITE: Good in all regions.

#2 MOST ACTIVE

6 PETE TOWNSEND — EMPTY GLASS — ATCO
ADDs: None; HOTS: WJW, WSH, WBB, WSH, WBB. MEDIUMs: WCOZ, WBB, WMMS. PREFERRED TRACKs: Gonna Getcha, Rough Boys. SITE: Good in all regions.
**TOP 100 SINGLES**  
**JULY 19, 1980**

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist(s)</th>
<th>Week(s) on Chart</th>
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<td><em>Take a Little Rhythm</em></td>
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<td><em>You're the Woman</em></td>
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<td>FRED KNOBBLOCK</td>
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**CASH BOX**

**RECORDS AND TAPES**

---

**LENORE O' MALLEY**

**RETRO EXPLOSION**

**NEW YORK**

---

**FIRST...BE A WOMAN**

**FROM HER DEBUT ALBUM**

**FIRST BE A WOMAN**

**ADDED AT:**

- KTSA • KIQQ • WPFO • KAAY • KUTE

---

**WBBQ**

---

**WQCQ**

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## Cash Box Magazine Top 100 Singles of July 19, 1980

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<td>20</td>
<td>I Can't Help Myself</td>
<td>Four Tops</td>
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**Prime Mover**

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50. "Drivin' My Life Away" - Eddie Rabbitt
51. "Give Me the Night" - George Benson
52. "Lost in Love" - Air Supply
53. "Kiki Dee" - Whitney Houston
54. "You're the Only Woman That Love's For Me" - Ambrosia
55. "One More Time for Love" - Billy Preston & Syreena
56. "Free Me" - Roger Dalrymple
57. "Looking for Love" - Johnny Lee
58. "Shandi" - Kiss
59. "Let's Go 'Round Again" - Average White Band
60. "That Lovin' You Feelin' Again" - Roy Orbison & Emmylou Harris

50. "Beyond" - Herb Alpert
51. "Fame" - Irene Cara
52. "Love That Got Away" - Culture Club
53. "A Lover's Holiday" - Gladys Knight & The Pips
54. "Someone That I Used to Love" - Natalie Cole
55. "Sweet Sensation" - Stevie Wonder
56. "Clones (We're All)" - Alice Cooper
57. "Everyday Works If You Let It" - George Benson, John Oates
58. "Hot Rod Hearts" - Bobby Rush
59. "I'm Still in Love" - Roger Dalrymple
60. "Upside Down" - Vaughan Williams
61. "I'm Gonna Get On It" - Toney Joe White
62. "Under the Gun" - The Doobie Brothers
63. "Who Shot JR?" - Gary Burbeck
64. "Save Me" - James Brown
65. "My Mistake" - The Kingsmen
66. "Years from Now" - Dr. Hook

50. Hey There, Lovely Girl - Robert John
51. Something About You Baby I Like - Olen Campbell & Rita Coolidge
52. It Hurts Too Much - Eric Carmen
53. The Royal Mile (Sweet Darlin') - Jefry Rafferty
54. On the Rebound - Russ Ballard
55. Just Can't Wait - The J Geils Band
56. How Does It Feel to Be Back - Daryl Hall & John Oates
57. You're Supposed to Keep Your Love for Me - Jermaine Jackson
58. Cheap Sunglasses - ZZ Top
59. First Be a Woman - Lennie McAlley
60. All Night Thing - The Invisible Man's Band
61. Honey, Honey - David Hudson
62. Half Moon Silver - Hotel
63. Bony Moronie - Cheeks
64. When Things Go Wrong - Robin Lane & The Chartbusters
65. Mirage - Eric Troyer
66. Brass in Pocket (I'm Special) - The Pretenders
67. Hurt So Bad - Linda Ronstadt
68. Dancin' in the Streets - Teri DeSario/K.C.

Looking Ahead

Dont Misunderstand Me - Rossington-Colling Band
(Call Me) When the Spirit Moves You - Touch
What Ever You Decide - Randy VanWarmer
Eighth Annual Willie Nelson July 4th Picnic Attracts 60,000, Despite Heat

by Don Cusic

AUSTIN, TEX. — An estimated 60,000 fans descended upon the Pedernales Country Club just outside Austin, Tex. to see and hear the eighth annual Willie Nelson Fourth of July picnic. This was the last annual picnic, though it probably will not be the last Fourth of July picnic for Nelson altogether.

This year’s picnic began shortly before noon on the fourth, is always more than just an outdoor concert. This year’s theme was “talent featured performances” by Nelson, Dylan, C.C. Cannon, Ray Price, Faron Young, Ernest Tubb, Fiddlin’ Frenchie Bouque, the Glezinzlaw Brothers, Meat Hooker John, and Leon Russell as fans sat through 10 degree heat while the acts performed.

For the past eight years, the picnic has been an annual event that fun loving Texans and Willie-philes consider it a must on their social calendar. To the true, dyed in the wool Willie Nelson fan, the picnic is as essential to the fourth of July as fireworks.

Country Woodstock

Indeed, it was the Lone Star Woodstock as people travelled from all over the country for the event to sit on the rock hard ground. However, though the crowd paid $12-15 apiece for these privileges, the press and VIP’s were much more pampered. Seating in the stage was an air conditioned club house with food, a hospitality center, a motor home stocked with beer and food sponsored by BMI and a swimming pool to accommodate those fortunate enough to be behind the scenes. With plenty of beer, sandwiches, free soft drinks, and a specialty built stage that afforded a good view of the stage from the back, the crowd primarily from L.A., New York and Nashville mingled as they watched Billy the Kid, Gruene, and how the ticket buyers could stand the heat and primitive conditions in front of the stage.

Still, it seemed like each had the best of both worlds at the last annual Nelson picnic. Those backstage were pampered in a style they were accustomed to while those out front, who came to ‘experience’ the picnic and party Texas-style also got exactly what they came searching for.

CMA Annual Talent Buyers Seminar Is Scheduled For October 10-13

NASHVILLE — The Country Music Assn.’s ninth annual Talent Buyers’ Seminar, which last year attracted more than 360 national buyers, is slated for Oct. 10-13 at the Hyatt Regency Hotel.

The seminar is an annual gathering of talent buyers, promoters, booking agents, artist managers, club owners, and representatives of fairs, auditoriums, and parks, which will offer a forum for the exchange of ideas. The event is scheduled to include showcases by country recording artists.


Rice is chairing a showcase committee including Billy Deaton, Billy Deaton Agency; John E. Sullivan, The Sound Seventy; Blake International; Tony Conway, Buddy Lee Agency; and Johnson Communications.

Rice said that registration forms would be mailed in early August, and that the theme for this year’s event focuses on consumer, economic, and creative trends in the industry. The theme is “The New CMA video presentation ‘The Music For The Times’ will be shown at the beginning of business activities to set the stage for the theme,” he said. “Keynote speakers on each of the three days will address one of the trends, and will be developed relative to these themes.”

“The showcase committee mailed a memorandum to all CMA agents and Lewis Honored With MSU Achievement Kudo

NASHVILLE — Jerry Lee Lewis has been selected to receive the 1980 Distinguished Achievement Award from Memphis State University.

The award is presented annually to the Memphian or Mid-Southerner whose artistic contributions have significantly affected the development of Memphis music. The award will be presented to Lewis at a banquet Aug. 16 in the University Center Ballroom on the Memphis State Campus.

The award, which was first presented last year to Sam Phillips, is given in conjunction with the annual Salute to Memphis Music program sponsored by the University.

Van Hoy Signs With Chappell — Singer/songwriter Rafe Van Hoy has signed an exclusive long term co-publishing agreement with Chappell Music Company. Van Hoy has written such hits as “Let’s Keep It That Way” and “Sail Away” and is currently recording his second RCA album. Pictured are (l-r): Henry Hunt, vice president and general manager, Chappell Nashville division: Van Hoy, Celia Hill, Chappell and Intersongs general professional manager; and Pat Rolfe, vice president of Intersongs Music, Nashville division.

NARAS-NASHVILLE ELECTS OFFICERS AND TRUSTEES — The Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) elected officers, national trustees and a national vice president on July 2. Bill Ivey was elected national vice president, while Bill Denny and Don Butler were elected national trustees. They join incumbent trustees Buzz Cason and Glenn Snoddy. The newly elected officers are (l-r): Joe Moscheo, first vice president; Gerry Teferi, secretary; Roger Sosima, vice president; Carl Rich, treasurer; and Tom Brannon, second vice president. Seated is Aaron Brown, vice president.

RCA Releases A Special Tribute To John Wayne

NASHVILLE — RCA Records is offering a specially produced 45-minute tribute to the late John Wayne as part of a promotional package in support of Wayne’s only album, “American: Why I Love Her.”

The program, prepared for the label by the album’s producer Billy Liebert and co-writer John Mitchum, is a retrospective look at the career of the American legend through some of his closest friends and co-workers. Conversations about the “Duke” from celebrities such as Robert Mitchum, A. Margaret, Ben Johnson, Forrest Tucker, Roy Rogers and Ronald Reagan are interspersed with live selections from the album.

RCA will be making the tribute, which is adaptable to local commercial programming, available to country radio stations along with a bulk quantity of Wayne’s album for giveaway.

Originally released before Wayne’s death, the album was reissued last spring after sales and radio requests indicated a renewed interest in the product. Wayne’s only recorded work is a set of recitations about America, including “The People,” “Face The Flag” and “The Good Things.”

CBS Label, Top Billing Join For Duncan Tour

NASHVILLE — Columbia recording artist Johnny Duncan began his first major market tour this week backed by the combined efforts of CBS Records/Nashville and Top Billing, Inc. Dubbed the “Dreams Tour” in support of Duncan’s latest CBS release, “In My Dreams,” the major market effort will take Duncan to every major city in the southwest and western U.S.

The tour will be supported by special contests, in-store appearances, radio promotions and appearances on syndicated radio and television.

Duncan, previously booked by ICM, Los Angeles, signed with Top Billing three months ago. According to Top Billing senior vice president Andrea Smith, “We feel the ‘Dreams Tour’ is a very important long range career builder for Duncan. All the ingredients necessary for putting together a strong album-supported tour are here and we feel the ‘Dreams Tour’ can be a vital tool in developing a market awareness of Johnny Duncan.”
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<td>THE COUNTRY IS MY HOME</td>
<td>Various</td>
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<td>MEGADETH SURFING THE DISENCHANTED SEASIDE</td>
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<td>WHAT'S TO COME</td>
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<td>A CHURCH IN THE COUNTRY</td>
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<td>THE COUNTRY ALBUM</td>
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<td>COUNTRY WORKS</td>
<td>Various</td>
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<td>THE COUNTRY IS MY HOME</td>
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<td>A CHURCH IN THE COUNTRY</td>
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<td>THE COUNTRY ALBUM</td>
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**Country Radio and Cash Box:**

The Only Trade To Devote A Full Page Every Week To Country Radio!
<table>
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<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Friday Night Blues</td>
<td>Cowboy Copasn &amp; Johnnie Rodgers</td>
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<td>2</td>
<td>Bar Room Buddies</td>
<td>Johnny Bond</td>
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<td>3</td>
<td>You Win Again</td>
<td>Charlie Pride (RCA PB-12002)</td>
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<td>True Love Ways</td>
<td>Mickey Gilley (Epic 9-50677)</td>
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<td>5</td>
<td>It's Love</td>
<td>Cowboy Troy &amp; Loretta Lynn (Columbia 1-1135)</td>
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<td>Midnight Rider</td>
<td>Tennessee River (RCA PB-12014)</td>
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<td>Dancin' Cowboys</td>
<td>Checker Brothers (Warner/CBS 49241)</td>
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<td>Stand By Me</td>
<td>Mickey Gilley</td>
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<td>9</td>
<td>Tennessee River</td>
<td>Checker Brothers (Warner/CBS 49241)</td>
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<td>Clyde</td>
<td>Raylon (RCA PB-12007)</td>
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<td>The Blue Side</td>
<td>Billy &amp; Dean</td>
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<td>Kaw-Liga</td>
<td>Mickey Gilley</td>
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<td>Drivin' My Life Away</td>
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<td>A Vernon For Me</td>
<td>The Charley Daniels Band (RCA PB-5088)</td>
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<td>Love The World Away</td>
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<td>Save Your Heart For Me</td>
<td>R Jackie/Mercury (Mercury 5002)</td>
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<td>Wayfarin' Stranger</td>
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<td>Cowboys And Clowns/Miser Love Company</td>
<td>RCA PB-12006)</td>
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<td>We're Number One</td>
<td>Rex Allen, JR (Warner Bros. WBS 49728)</td>
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<td>Let's Have Unbelievers</td>
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<td>Crackers</td>
<td>Murrell &amp; Murrell (Columbia MCA-41263)</td>
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<td>You Lift Me Up To Heaven</td>
<td>The Gatlin Brothers Band (Columbia 1-11289)</td>
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<td>I've Never Seen The Like Of You</td>
<td>Conway Twitty (Columbia MCA-41271)</td>
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<td>Over Here</td>
<td>Leon Everette (Orlando 107)</td>
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<td>Stone Cold Loving</td>
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<td>Sure Thing</td>
<td>Freddie Hart (Sunbird S119)</td>
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<td>Honky Tonk Stuff</td>
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<td>Take Me, Take Me</td>
<td>Rosie Lee Lewis (Epic 46642)</td>
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<td>I'm Gonna Love You Tonight</td>
<td>Johnny Duncan</td>
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<td>Misery</td>
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<td>Naked In Love</td>
<td>Loretta Lynn (Columbia MCA-4135)</td>
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<td>Making Peace</td>
<td>Porter Wagoner &amp; Dolly Parton (Columbia MCA-4130)</td>
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<td>What Good Is A Heart</td>
<td>Glen Ford</td>
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<tr>
<td>34</td>
<td>That Lovin' You Feelin' Again</td>
<td>Mickey Gilley</td>
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**Alphabetized Top 100 Country Singles (Including Publishers and Licensees)**
Ray Price's ever steady career seems to be on a definite upswing lately, particularly with the release of his duet album with Willie Nelson, "San Antonio Rose," which is currently on the Cash Box Country Album chart at #1. The first single from the album, "Faded Love," was scheduled to ship last week. Ray also received a little extra attention when he joined Nelson, family and a few thousand friends at the annual San Antonio Stock Show and Rodeo for the release of his fourth album titled "Tune Out." ANOTHER RECORD — Not only can Ronnie Prophet make a pretty good record, but he can break some as well. He recently set an attendance record for Canada Day July 1 in his wireless interview with his members and fans, as a matter of fact. Ronnie recently sold a song for RCA recorded by two of his favorites, COWBOYS AND FOLKIES UNITE — Rod Kennedy is doing it again with his third annual "12 Great Hours of Kerrville." Texas music aficionados should have a field day with such Texas greats as Roy Buchanan, Jerry Goldstein, Sugar, Johnie Van Sickie, Lindsy, Eagle Bone Whistle, Dan McCrimmon, John Vannderlie, Van Wall's Band, Marcia Ball and her band, B.W. Stevenson and Allen Damron. There will even be a "Worst Hit Contest" in which the winner can be a real loser. There's a $50 custom hat as grand prize. This all happens on July 26 in Kerrville, Texas. And speaking of festivals, another biggie is gearing up for July 19-20 at Brush Run Park near St. Claraville, W. Va. It's the Jambores in the Hills, and if the initial excitement runs true, it will prove to be one of the biggest Jamboreses yet. Set to perform during the two-day event are such luminaries as Bill Anderson, Hoyt Axton, Alabama, Maxie Bandy, Donna Fargo, Beverly Heekel, Con Hunley, Cristy Lane, Lynn Lynn, Marty Nutter, Johnny Russell, T.G. Sheppard, Joe Stampley, Mel Tillis, Mary Lou Turner and Kelli Warren. Sunday's performers include Clarence "Gatemouth" Brown, Billy "Crankshaft" Johnson, Jenee Fleenor, Gatlins, Jerry Lee Lewis, Ray Stevens, the Thrasher Brothers and Tammy Wynette.

Clint Eastwood did it in "Bronco Billy." Why shouldn't Burt Reynolds do it in his upcoming film "Smokey And The Bandit II?" Well he could, as a matter of fact. Reynolds has sold a song to the MCA soundtrack titled "Let's Do Something Cheap And Superficial." Catchy title, huh? Somehow, it seems most appropriate for Reynolds to record a song with a title like that. And it's a country song through and through. MCA execs don't know if it will be released as a single, but considering how successful the Merle Haggard/Clint Eastwood single is (this week #2 bullet on the country chart), it might be a very wise move.

HOT FUN IN THE SUMMERTIME — There were a lot of parties around the country during the Fourth of July weekend, and the song "June Nightmare's" to the Summer's biggest hit. One that may not garner as much press as these, but was just as much fun nevertheless, was Bob Montgomery's annual picnic. The House of Gold music exec played host to more than 175 guests at his 15-acre retreat near Mt. Julian, Tenn. The guests included the families of the House of Gold staff, including the firm's 15 writers, several House of Gold foreign affiliates in town for the holidays, recording artists Razzy Bailey, John Conlee, Lobo, Mark Gray of Exile, Kelli O'Dell, Larry Keeth, Bobby Springfield and Larry Henley. The day's activities included a record-release party, volleyball, horseshoes, swimming and fishing in Montgomery's well-stocked pool. Avi fisherman John Conlee was still engaged in checking out the fish pond when we passed him late in the afternoon.

NEW WAVE'S FIRST FATHER/Daughter DUO — Despite prominent records, Jeanne Kendall denies that she and her father Royce are planning strategic maneuvers to become new wave's first father/daughter act. "We werea a very disparaging and annoying rumors began when Royce was accidentally elbowed in the eye by a band member, resulting in minor injuries and the cancellation of a two-week tour. Notes Jeanne, "just because Dad's been wearing those dark glasses all this last week..." well you get the idea.

HANK JR. ON THE BIG SCREEN — Reportedly, Hank Williams Jr.'s autobiography has been turned down by publishers. They are presently negotiating for movie rights. By the way, David Allan Coe has recorded a song entitled "Hank Williams Junior-Junior" on his latest CBS album. The tribute written by Dickey Betts and Ronnie Bramlett, points out that it's difficult to think of someone who stands "6'6" and weighs "230," and (who just turned 31) as "Junior," Kris Kristofferson sings along on the Coke track. Hank Jr. also had his own fourth of July party in Montgomery, Ala. Centre Island suntan, swimming and boating. KENNY DARE TO DREAM — Kenny Dale has recorded songs for first singles that have been "San Antonio Rose," and "Cold Beer." This upcoming debut single is scheduled to ship this week. There are a couple of interesting points about this single — Sun wrote it and his band Shotgun appears on it — which is another surprise in the record as well. Stay tuned to find out.

PROSTRATORS OF THE NATION, UNITE — Oval Records reports that the Kendalls new single, "Put It Off Until Tomorrow," shipped last week.

DON'T MESS AROUND WITH THE DALTON GANG — that is, if you know what good for you. Never one to let matters rest, Lacy J. Dalton and band, The Dalton Gang, took law into their hands to stop a robbery and their biker friend was been stolen before a gig in St. Louis. Following a hot tip, gang members Terry Murphy, Bruce Bouton and Larry David, attired in swim suits, jumped in a cab and surrounded the perpetrators, and police were able to recover the rest of the Dalton Gang — Mick Wilshire, Jim Wade and John Marino — joined forces and surrounded the hideout. But obtaining warrants can be a long process, and the show must go on, so the Webster Grove police force kept an eye on the villains, the Gang retreated to perform the Chase Park Plaza show show (thanks to Scotty's and It's the Story of a Life, the report to store in St. Louis, who loaned some equipment to the Band). By the second show, the Gang was notified that all their equipment — minus a few items — had been recovered. All in a day's work, right Gang?

Cash Box/July 19, 1980
ASCAP Holds Tri-City Receptions For Writer And Publisher Winners

NEW YORK — In a unique tri-city celebration, ASCAP held receptions simultaneously in New York, Los Angeles, and Nashville on July 9 honoring its hit writer and publisher members. Nearly 120 songs were awarded plaques for Top 10 singles on the trade charts for any period between July 1, 1978 through Dec. 31, 1979.

The concept of the celebration linking the ASCAP membership offices in the three U.S. locations was prompted by a desire to give maximum flexibility to ASCAP members attending, according to Hal David, ASCAP President. "Since so many of our members frequently travel between the music cities, we didn't want to limit their attendance by fixing a time and date in only one city," explained David. The receptions were held in the following locations: New York City, ASCAP Building; Los Angeles, Carlos & Charlie's El Privado Room; and Nashville, ASCAP Building.

In addition to its members, recipients of ASCAP plaques included the artists, labels, and producers of the songs.

Darrell McCall Signs With RCA Records

NASHVILLE — Darrell McCall has signed an exclusive recording contract with RCA Records, according to Jerry Bradley, RCA division vice president of Nashville operations. The Texas singer/songwriter will be produced by Ronnie Milsap.

McCall began his recording career in 1969 with Capitol Records. He has worked on the road with such artists as George Jones, Faro Young and Ray Price and as a staff writer for Tree International.

WAGG GETS NEW MANAGEMENT TEAM — WAGG radio station in Franklin, Tenn. has a new owner and board of directors, which brings majority control of the station back to Williamson County. There are no immediate changes planned as far as the station format, personnel and general operation are concerned. The new board consists of (l-r): Jack Church, president of Harpeth National Bank; John Lentz; Tom T. Hall’s business manager; Tom T. Hall; Tandy Rice, president of Top Billing, Inc.; and Judi Simmons, Hall Note Music.

THE COUNTRY MIKE

TENTH ANNIVERSARY ROAD SHOW — The Charlie Douglas Road Gang Tour is gearing up once again for its 10,000 mile, 25-city traveling country show beginning Aug. 11. Douglas, from the all-night shift at WWL, will commandeer the entourage with displays from a variety of manufacturers and a crew of more than 50 people. The shows throughout the tour will be conducted from the bed of a 40-foot trailer with removable sides, foldout stage, and a built-in sound system. Douglas, at the conclusion of each night’s performance, will end with a two-hour remote broadcast from that site. Performers on the five-week, free admission tour include Bebe Jacobs, Dave Dudley, Kent Westberry, David Rogers, and the Firelighter Band with Delilah McClane. Prizes and gifts will be given away. Stay tuned for further developments.

COUNTRY PROFILE — Billy Parker is a nine-year veteran at KVOO, Tulsa, Okla. Currently he is handling the positions of music director, program director and operations director. As one might expect, his education in country music is phenomenal. Before his career in radio Parker fronted a band for Ernest Tubb and the Texas Troubadors. In 1959 he moved to Wichita and began his radio career with KLPR. He then became the MD for now defunct KFMJ in Tulsa while handling the afternoon shift. Then in 1971 he joined KVOO. Parker currently has a new single ready to be released.

KYGO-FM will become Denver's first country oriented FM station, according to PD Bill Call. The station is dropping it's Top 40 format and will institute "a contemporary solid-adult sound" says GM, Steve Kenney.

Recently elected to the Colorado Country Music Hall of Fame was Denver's Con Schader of KLAK. Schader has been with KLAK for 18 of the stations' 25-year existence. KGA, located in Spokane, Wash. held an "America, Why I Love Her" contest in the spirit of the Fourth of July celebration this past week. Listeners submitted 50 words-less patriotic write-ins while KGA gave away John Wayne albums, pictures, and American flags. The best write-ins, according to MD Dennis Bookee, were aired on KGA.

Music director for KWP, Amarillo, Tex. Doug Schader announced that his station will begin airing documentaries on the Country Music Hall of Fame for weekend specials. Former P/A station WSN in Allentown, Penn. has changed to a country format. Rick Meszlenak and Mike Hagerly will assume the roles of general manager and program director for the AM station.

It was a sad day for Buddy Johnson of KLVI, Beaumont, Tex. KTRM, the station which launched the MD's career, was recently airing its last day of a 33 year country format. Buddy and his corps of DJs joined those at KTRM and it was Buddy who signed off for the last time with The Big Boppers' "There's Someone Waiting Over You." KTRM will change its format from country to disco.

Oldies/variety station for WQAM, Miami, Dale Sommers was struck by a bolt of lightning only moments before his live remote broadcast. He was treated and released from Coral Reef General Hospital.

Mobile, Alfa's WKSU became the first radio station in the country to purchase a mechanical bull, a replica of the one used in Urban Cowboy. According to music director, Steve Halbrook, the bull will be used for station promotions, charity events, and live remote broadcasts.

country mike

PROGRAMMERS PICKS

Tiny Hughes WROZ/Evansville I've Never Seen The Likes Of You — Conway Twitty — RCA

Tom "Cat" Reeder WKCW/Sumner Charlotte's Web — Statler Brothers — Mercury

Con Schader KLAK/Denver Crackers — Barbara Mandrell — MCA

Diane Brennan WBAM/Montgomery Lookin' For Love — Johnny Lee — Asylum

Morgan Helbig CRAM/Las Vegas Charlotte's Web — Statler Brothers — Mercury

Jim Craig WIRE/Indianapolis Heart Of Mine — Oak Ridge Boys — MCA

Joel Raab WEEP/Pittsburgh Make A Little Magic — Dirt Band — UA

Bob Nyles WHOO/Orlando Heart Of Mine — Oak Ridge Boys — MCA

Lee Phillips WKMF/Flint Lookin' For Love — Johnny Lee — Asylum

Terry S lane WGTO/Cypress Gardens Moonlight And Magnolia — Buck Owens — Warner Brothers

Jimmy Bare WSDS/Ypsilanti Lookin' For Love — Johnny Lee — Asylum

Stan Davis WVAM/Altoona Charlotte's Web — Statler Brothers — Mercury

Paul Ryder KEGM/Boise Lookin' For Love — Johnny Lee — Asylum

Allen Dick WIVK/Knoxville Misery And Gin — Merle Haggard — MCA

Johnny Jobe WSHO/New Orleans Hello Daddy, Good Morning Darling — Mel McDaniel — Capitol
The Zondervanz Corp. of Grand Rapids, Mich., has purchased the Benson Company in Nashville for a reported $3 million. The Benson Company, which has been owned by the Benson family for over 78 years, includes HeartWarming, GreenTree and Impact Records, Impact Books, a publishing company, as well as a large sheet music business. The Zondervanz Corp., which has a chain of Christian bookstores and one of the largest book publishing operations in Christian circles, had been exploring a deeper involvement into gospel music because of the large number of sales of music in its chain of stores. The announcement of the sale will probably be made within the next two weeks, with business expected to be continued as usual at the Benson Company during the first part of this transition process.

Great Circle Representation, the booking arm of the Benson Company, has announced that it is closing after four years and that its artists have relocated their booking arrangements. The artists involved are Andrus/Blackwood Co., Danny Gaither, One Truth, Tim Sheppard, the Speers, Karen Voeglin and the Wall Brothers. Bitty Ray Hearn, president of Sparrow Records, has announced the acquisition of all outstanding shares of Avant Sales Corp. and the reorganization of the sales company as the Sparrow Sales Corp. The firm, which had been located in Kansas City, has relocated to Canoga Park, Calif. (home of Sparrow) and the staff now reports to Steve Potratz, vice president of marketing and sales.

The Bill Gaither Trio recently performed a two-week engagement in the United Kingdom and Sweden. On their first date, in London, the lights went out because of an overactive circuit breaker and Gaither had to improvise. That broke the ice for Gaither, who was visibly nervous until then, and reports are that the tour went magnificently after that.

Frances Moore and The East St. Louis Gospelletes will appear on a 96-city tour with the Commodores. The tour was booked after an overwhelming reception when the two groups worked together in Columbia, S.C. The Commodores later sent out a questionnaire to promoters seeking suggestions on a group to accompany them on their upcoming tour and the overwhelming response was the gospel choir led by Ms. Moore.

Dox恩 Entertainers, a booking company owned by Jeff Gaither and directed by Linda Holmes, is located in Santa Ana, Calif. The company handles the bookings for Dixon, Erick Nelson and Michele Pillar, Oden Fong, Chuck Girard Band, Lewis McCoy, Bob Ayala and Bob Benett.

The Terry Clark Band was featured at “Commucization,” a music festival in Hamburg, Germany on May 25 and 26. The concert was part of a two-week concert tour of Germany and Austria and by Clark and band.

Linda Miller, president of Linda Miller and Associates and Limited Edition Talent, Inc. has signed Brus Harbor and the Speer Family to her agency. Brus Harbor, who have had albums on Capitol and Monument Records, are currently on the Myrrh label. They have signed a booking and management agreement with the Speers, who record for the HeartWarming label, have just signed for booking.

Star Song has joined other gospel labels in announcing a coupon plan that entitles a consumer to receive one tree album with each four purchased.

Andrus/Blackwood & Co. have signed a new three-year contract with GreenTree Records. The group, which was formed by ex-Imperial members Terry Blackwood and Sherman Andrus, also includes those two as well as Billy Blackwood, Rocky Laughton, Bob Villarreal and Karen Voeglin.

Dayle Maloney has joined New Life Records as sales manager, according to Merrill Womach, president of the company. Maloney is recognized as a top sales expert and has conducted over 700 sales training seminars during the past two years.}

Middletown’s Public Relations and Management, formed in Polk City, Fla. by former Savoy promo head Ben Middleton, has announced that it is representing artists Genobia Jeter, Rev. Isaac Douglas and Glenn Jones and the Gospel Modulations.

Savoy has announced two new signings: the Voices Supreme and Mattie Johnson & The Stars of Faith. Each group has an album set for release. Robert Fryson, a member of The Voces Supreme, wrote “God Is,” the new James Cleveland hit.

Jessy Dixon will be featured on Paul Simon’s world tour to promote the movie One Trick Pony, which Simon directed and starred in.

Dannebelle has signed a contract with Light Records, the label where he began her recording career. A frequent guest on concerts of Andrus Crouch and Jessy Dixon, Dannebelle and label chief Ralph Carmichael are now preparing material for a new album. Light Records has also announced the signings of the Resurrection Band and Daniel Hawkins. The Resurrection Band is part of the Jesus People, S.A., Chicago Christian community. Daniel Hawkins is the brother and keyboard player for Walter Hawkins. Hawkins’ first release is an instrumental album consisting of the music of his brother as well as some old gospel standards.
Holiday Sales Remain Steady Despite Light Store Traffic

(continued from page 5)

Cohen also said that product from Stacy Lattisaw, Larry Graham and many sale priced albums encouraged greater store traffic. Cohen also said that the sales received advances, and that the movement of such items was good despite the warm holiday.

"Business was real slow for the past two weeks, despite the increased sales and the movement of such items was good despite the warm holiday."

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Hit Singles Boosting Chart Success of Soundtrack LPs

(continued from page 5)

"Grease" soundtracks, has made a strong resurgence with the "Empire Strikes Back," which is currently holding at #14, and the soundtrack from "Fame," which is bulleted at #44 in its seventh week. Singles such as Meco's "Empire Strikes Back (Medley)," at #31 bullet, and Irene Cara's "Fame," at #35 bullet have been pivotal in the boosting of those soundtracks.

The Blues Brothers' soundtrack LP, on Atlantic, also continued to climb this week, moving to #11 from #14, bolstered by the single cover of the Spen- cer Davis Group's "Gimme Some Lovin," which rises to #16 bullet.

In certain cases, however, the lack of a hit single has failed to deter the initial chart impetus. This was the case of the fact that the initial single releases by The Ritchie Family, David London and the title track by the Village People have failed to break into the Cash Box Top 100 Singles, the "Can't Stop The Music" soundtrack album topping 16 points this week, to #57 bullet from #103.

Singles from forthcoming soundtrack albums such as "McVicar" and "Caddyshack" also showed impressive movement this week, as Roger Daltry's "Free Me," on the Polydor label, bullets at #56 and "Twisting the Night," on Columbia, jumps to #74 bullet.

The chart strength of soundtrack singles since the beginning of this year has been underscored by the #1 achievements of Blondie's "Call Me" (from the "American Gigolo") LP and Bette Midler's rendition of the title track from "The Rose." Both "The Rose" and "American Gigolo" LPs continue to hold at #16 and #130, respectively, while "The Electric Horseman, "Coal Miner's Daughter, "Bronco Billy" and "The Long Riders" soundtrack albums remain in the Top 200.

In other significant chart developments, the Rolling Stones' "Emotional Rescue" LP debuts this week at #55, the highest debut of the year so far, followed by Jackson Brown's "Hold Out" LP at #12 and Queen's "The Game" at #22. The Dirt Wilcox Establishes Office For Nashville

NASHVILLE—Harry Wilcox, director and owner of Southern Music Group, has announced the opening of offices in Nashville, to be located in the United Artists Tower. The firm's home office is in Dalton, Ga. 3M, which makes deals in many facets of business, including publishing, management and promotion. Wanda Heims, who has worked with firms such as Wilcox and the Halsey Agency, will manage the Nashville office.

COPME Honors Haayer

The Conference of Personal Managers East (COPME) recently presented its Humane Agent of the Year award to sterling vice president. Pictured at the award ceremony are (l-r): Bruce Lundvall, president, Columbia Records, and last year's award recipient, Joseph Rapp, president, COPME, and Haayer.

Memorex Explores Legality Of Ban On Blank Tape Ads

(continued from page 17)

The Certron executive, who indicated that a Ferex 1 marketing campaign was being formulated for national rollout in the fall, and that MCI was working on a future model designed to antagonize any one of the four companies with a blank tape policy. "Our view is that the whole situation is one big tempest in a teapot," he remarked. "Before the advent of the cassette, if you wanted to listen to a record, you did so at home. Today, stereo cassettes can be found anywhere you go, and that's Likewise music sales 149/3 over an eight-year period because of the advent of the records, since they are now out of school.

Saturday was a good day considering the Fourth of July is not usually a good week for record retailers, Bob Crouch, manager of the Riaa. "Weather wasn't spectacular and there were quite a few people out. The tapes and Jackson Browne brought people in."

He further said that soundtrack albums such as the Blues Brothers, Urban Cowboy and Xanadu were doing well.

Good weather in other parts of the country did help sales in store traffic, according to some polls. "We just had tremendous weather and it took both the Rose and conse- quently was really only fair," said Joe Bressi, head buyer at the 97-store Carmel chain based in North Can- ton, Ohio. "While the weather did hurt business, we normally don't make much in sales on those kind of days." He added that most of the chain's holiday special promotions were geared toward the weather.

But it was clearly discount items that per- severed the holiday weather and an economy.

Bob Cooprider, head buyer for the eight- store Karma Records chain based in In- dianapolis, said that sales were up slightly throughout the weekend, but especially the fiscal year, which ends Oct. 31. He pointed to the fact that ad allowances for Sony ac- counts tend to increase annually. The Certron move was typified by the comments of Don Rushin, retail products manager for the 3M Com- pany, who manufactures Scotch Tapes. "It would seem to me that a practical ap- proach to the resolution of this controversy could be achieved if the respective trade associations worked on a platform together," he said, referring to the ITA and the RIAA. "We firmly believe that the record and the retailer must work together to the benefit of each other, and that the people who buy blank tapes also buy a lot of records. In all probability, if they stop buying one, they're going to stop buying the other to some ex- tent."

Auction Planned For Record Merch. Assets

LOS ANGELES — The Federal District Court in Los Angeles has disclosed that a settlement has been reached in connection with the bankruptcy action brought against Record Merchandising Co., Inc. The settlement, which the trustee, in bankruptcy, has employed an auctioneer to conduct public sale of the company's office equipment, equipment in the warehouse, per- sonal effects and remaining inventory on file in the case.

A meeting of creditors will be held pursuant to Chapter 11 of the U.S. Section 341(a), in the Federal courthouse in Los Angeles on the day of the auction.

Band's "Make A Little Magic" LP enters at #133.

Rossington Collins Band's "Anytime, Anyplace, Anywhere" LP registered a strong second week, moving to #43 from #70 bullet, as did the Crusaders' "Rhapsody And Blues," which jumped 30 points to #46 bullet from #86.

Singles chart highlights included, George Benson's "Give Me The Night," which moved to #51 from #56, Fred Knoblock's "Why Not Me," which rose to #49 from #66 bullet, and Larry Graham's "One In A Million You," which leaped to #48 bullet from #63. However, the highest jump of the week was registered by Ambrosia, whose "You're The Only Woman I Have," climbed to #54 bullet from #77.

20th Century-Fox Music Signs Three Artists

LOS ANGELES — Twenty-First Century-Fox Music Publishing has announced a series of pacts including the signing of the Webo Music catalog, by Epic recording artist Webster Lewis, to worldwide administra- tion by Fox Music Publishing. Lewis earned chart success earlier this year with the LP "E For The 90's," for which the single "Give Me Some Emotion" was written.

Singer-songwriter Michael Dees has also signed an exclusive writer's agreement with 20th, calling for the company to co-publish with the singer-songwriter all material with his own outfit, Real Fine Songs.

Herb Eiseman, president of 20th-Century-Fox Music also announced the coupling of Dusty Springfield with producer Andre Fischer to record the Academy Award winning theme from "Norma Rae," titled, "It Goes Like It Goes." Twenty-First Century-Fox Records will release the cut as Springfield's first single for the label.

U.S. Stations Ask For Trade Panel Help

(continued from page 28)

The trade panel is required to make a recommen- dation to the president by July 27, then must decide what action to take by Aug. 18.
## BLACK CONTEMPORARY TOP 75 ALBUMS

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### DELL'S INK AT 20TH
Veteran R&B crooners The Dells recently pacman 20th Century Fox Records and rolled out an L.P. titled "The Dells at 20," which was a single A-side, "It's Not Over Yet," b/w "Dell's Ink Is For Real." The single was released as a single. Picture d (1-7): Bunky Sheppard, vice president, R&B promotion, 20th; Carl Davis, producer; E. Rodney Jones, national radio relations director. 20th; James J. Couch, senior vice president and general manager. Vern Allinson, Mickey McGill, Chuck Barksdale and Jerold Carter of the group.

### THE RHYTHM SECTION

The Perren Expansion — Freddie Perren, president of MVP Records, recently announced the signing of songwriter Keni St. Lewis to a long-term, exclusive contract with Perren's music company, Bull Pen Music Inc., and to Grand Slam Productions, Inc. Having recently disclosed plans to expand his operations through the record company, the signing of St. Lewis, who has co-witten a number of top chart songs with Perren, represents the move to build a roster of in-house talent in production and songwriting. Perron's latest also signed writer/producer Dino Fekaris, who, with Perren, was responsible for Gloria Gaynor's hit, "I Will Survive." MVP Records has also signed the rock group Mizzou Fox, which further signals Perren's desire to expand his music involvement. But perhaps Perren's coup so far this year is the signing of Peaches and Herb to the label. The duo is set to record an album of material largely supplied by a Perren/Ferakis collaboration and a Perren/St. Lewis coupling. St. Lewis co-wrote with Perron such hits as the Sylvers' "Boogie Fever" and "Hotline," while co-penning the Tavares' tune, "Heaven Must Be Missing An Angel.

Black Radio Power — Black radio, though underrated by ratings surveys and advertisment companies, has managed to always have an impact on music trends and can often act as catalyst to the success of largely unknown or novice acts. Recently, the Los Angeles-based EMI-America/UA group Kittyhawk was airplay on black radio stations with the title "Black Madonna," and the album's title song is a rather graceful audience program and listeners. While the label originally thought to break the jazz-rock ensemble on jazz and AOR radio, the resistance to the post-fusionist, mellow jazz music required the company to call on the services of independent record promotion man Jack L. Robb, who has had almost no success in the mainstream climate-spring has included Herbie Hancock, George Duke and Al DiMeola. After Kittyhawk's manager, Gary Borman, convinced the label to hire Gold, the group went on 30 jazz stations around the country, but still found resistance among AOR and progressive Adult Contemporary stations, particularly in the east. Gold credits play given Kittyhawk's LP at black progressive stations in the east as a key leading to AOR radio giving the album more consideration. "These (black) programmers know when a promotion man has a sincere interest in the product he's working and they respond," Gold commented.

Walden's Victory — Narada Michael Walden of Mahavishnu Orchestra fame, recently completed the mixing of five tracks from his upcoming album, "Victory," at the Power Station recording studio in New York City earlier this month. According to Walden, who is co-producing the album with engineer Bob Clearmountain, known for his work with Chic and Sister Sledge, he only works on one-half an album at a time to maintain his creative momentum. He is not a very prolific writer because he has begun to forge ahead with his career as a producer. Walden recently completed work on an L.P. by 13-year-old Washington D.C. prodigy Stacy Lattisaw and said that after completion of his LP and a subsequent tour, he plans to produce two or three other artists before the end of the year. Concerning his own product in progress, he said the material closely follows the grooves established on his LP "Awakening," which yielded the dance chart hit "I Don't Want Nobody Else."

Hot Cross Vinyl — The Spinners: "Cupid/I've Loved You For A Long Time" (#6 bullet), "Shining Star" by the Manhattan's (#10 bullet) and The S.O.S. Band's "Take Your Time (Do It Right) Part I (#11 bullet) toppled black crossover product on this week's Cash Box Top 100 singles chart. Top pop debuts for black product included Rockie Robbins "You And Me" (#88 bullet) and "You're Supposed To Keep Your Love For Me" (#89 bullet) the second single from Jermaine Jackson's L.P. "Let's Get Serious," Jackson's LP (#10 bullet) joins the Commodores latest L.P. "Heroes." (#7 bullet) in the Top 10 of the Cash Box Top 100 albums chart. Diana Ross "Diana" L.P. (#13 bullet) and "S.O.S." by the S.O.S. Band (#21 bullet) are also popping up through ranks on the Cash Box pop album chart. "Something To Believe In" (#156 bullet) is the top debut by a black artist on the Cash Box Top Albums 101 to 200.

Final Notes — Marla Gibbs, who plays Florence on the CBS series "The Jeffersons" was in San Diego July 11 to support Lou Rawls "Parade of Stars," which aired on Channel 10 there, and was broadcast to raise money for the United Negro College Fund. Rawls and The Tonight Show's Ed McMahon hosted the program. Carmen McRae and pianist George Shearing recently completed work on their debut L.P. as a duo at the Soundmirror in New York. The album will be titled "Two For The Road." Atlantic recording artist The Spinners are set to celebrate their 25th anniversary as a group during their engagement at the MGM Grand Hotel in Las Vegas with Burt Bacharach. The engagement began July 16. The Spinners, who are set to appear on the Mike Douglas Show July 23 and have appeared on the Midnight Special (July 18) . Fellow Atlantic recording mate Roberta Flack is also making the video rounds, being scheduled to appear on the Mike Douglas Show July 22 and on the January 12 edition of "The Mike Douglas Show." The singer has had its latest L.P., "Spirit Of Love," certified gold by the Recording Industry Assn of America (RIAA), signaling sales in excess of 500,000 units. Marking the fourth L.P. for the group, Con Funk Shun has already received gold awards for "Sensations," "Secrets," "Lies" and "Candy." The single "Got To Be Enough" from the current L.P., was definitely a boost to the album's success.
CBS Activates New Record Pressing Plant For Entire British Operation

by Nick Underwood

LONDON — CBS U.K. recently inaugurated its new record factory with an official plaque unveiled by the factory's chairman, the Rt. Hon. Sir Jack Straw, who is also a deputy member of parliament for the Salford constituency. At the same time, the factory was opened by the charity's president, Sir Michael Caine, and the andy Parker, who is the factory's managing director.

The facility is the result of a major investment in new equipment and technology, which will enable the factory to produce records of the highest quality. The facility will be capable of producing over 50 million records per year, which will allow CBS to meet the demands of its customers worldwide.

The new factory is located in Salford, which is an area known for its rich history in record production. The factory has been designed with the latest technology, allowing for efficient and effective production. The facility has been designed to be environmentally friendly, with energy-efficient systems and renewable energy sources.

The opening ceremony was attended by a number of industry professionals, including the Minister for Industry, Science, and Technology, and the Minister for Culture and the Arts. The ceremony was also attended by the chairman of the charity, Sir Michael Caine, who praised the facility for its commitment to high-quality production and its dedication to the music industry.

The facility is expected to create over 200 jobs in the local community and will be a major boost to the local economy. The factory is also expected to attract other businesses to the area, further enhancing its economic potential.

The opening of the new factory is a significant milestone for CBS, as it continues to invest in its facilities and technology. The company is committed to providing high-quality records to its customers, and this facility will enable it to do so even more effectively.

The opening ceremony was a great success, with a large crowd of media and industry professionals in attendance. The facility is expected to open for business in the near future, and it is already generating excitement and anticipation among the industry and the public.

In conclusion, the opening of the new record factory is a major achievement for CBS, and it is expected to have a significant impact on the music industry. The company is committed to providing high-quality records, and this facility will enable it to do so even more effectively.
Ariania Group New U.K. Record Label


Schmuecker will also be actively engaged in the development of Aariania’s music publishing company, Evensound Ltd. Responsibility for the company’s U.K. expansion lies with managing director Schmuecker and Aariana director Murphy, both of whom have had extensive past success in the U.K. music business.

Schmuecker was previously assistant to the international manager of EMI International. Murphy has in the past instigated successful projects for such artists as Tony Monopoly, Freddie Bistro, and The End, all of whom he gave first recording opportunities to in the U.K. He was also instrumental in the creation of the POLY “Beatles Live Hamburg” tapes, after successfully winning a high court action brought by them.

Commenting on future policy of Aariania worldwide, Pellerin said, “Our aim is active, global development with emphasis on quality of product, not quantity. The ‘pope’ will definitely be out, as it is, and the only tendency we can foretell as regards repertoire is: WTPW, what the people want.”

The U.K. arm of Aariania recently concluded a pressing and distribution deal with Poly/PRT for the U.K. Only. First release, from Avalanche, is from the group Tristar, with a single titiled “TV’s OK.”

Aariania was formed by the French music promoter Jean-Claude Pellerin, along with Belgian record producer Jean Van Loo, who produced the hit single and album “Pink Floyd To Be Alive” by Pink Floyd. Last year Van Loo will be responsible for international product acquisition and international A&R policy.

Waters Of Pink Floyd Wins Silver Clef Award

LONDON — Despite all the doom and gloom surrounding the music industry during the current recession, the fifth Music Therapy Luncheon held recently in London proved to be the most successful ever. BBC DJ Dave Dee presided over the lunch, while the Duchess of Gloucester presented Pink Floyd’s Roger Waters with the Silver Clef for achievement in British music, won previously by Cliff Richard, The Who, Elton John and Genesis.

INTERNATIONAL BESTSELLERS
Mittelf Named President And CEO Of Taito America Corp.

CHICAGO — Jack Mittel, recognized both domestically and internationally for his expertise in the coin-operated amusement games industry, has been hired as president and chief executive officer of Taito America Corp., effective July 1. Mittel has had an impressive career. For 18 of his more than 20 years in the industry he was the 82 power behind Williams Electronics, Inc. His ability to analyze games, their market success and earnings potential has been proven accurate by results in the cash box.

Abba Kogan, director of Taito Corp., feels Mittel's "integrity and wide-ranging administrative, manufacturing and sales expertise will be the key to Taito America's achieving its goals as a thoroughly integrated manufacturer/distributor of sophisticated electronic products."

Since its establishment in 1973, Taito America Corp. has been closely surveying the American marketplace to determine the viability of electronic video games and their positioning in the entertainment industry as well as making games available through licensing. "Space Invaders," unanimously acclaimed the most popular game of all time, along with "Wheels" and "Gunfight," some of the best games of the '70s, are all licensed by Taito America. As of January, 1986, however, the corporation has also begun to manufacture video games in their Elk Grove Village facilities from which they will ship product worldwide. Mittel feels the evolution of electronics has given video games uniquely high earnings and a versatility not shared by other games, while creating fewer service problems. Mittel resides in Morton Grove, Ill., with Judy, his wife of 25 years, and Andrea, an 18 year old daughter who will be attending Northern University in DeKalb.

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. I'M ALIVE ELECTRIC LIGHT ORCHESTRA (MCA/RCA 47246)
2. CLONES (WE'RE ALL) ALICE COOPER (Warner Bros. WBS 49204)
3. IN AMERICA THE CHARLIE DANIELS BAND (Epic/50988)
4. ALL OUT OF LOVE AIR SUPPLY (Atlantic A 5203)
5. ATOMIC BLONDIE (Chrysalis CHS 2410)
6. JOJO BOZ SCAGGS (Columbia 1-11825)
7. THE GAME QUEEN (Elektra E-46956)
8. OLD-FASHIONED LOVE COMMODORES (Motown M-4968)
9. EMOTIONAL RESCUE THE ROLLING STONES (Rolling Stones/A&M 20001)
10. I CAN'T LET YOU KNOW RONNIE MILSAP (RCA/4654)

TOP NEW COUNTRY SINGLES

1. SOLDER OF FORTUNE TOM T. HALL (RCA/PW-18505)
2. DANCIN' COWBOYS BELLAMY BROTHERS (Warner/Curb WBS 49341)
3. KAW-LIGA HANK WILLIAMS, JR. (Erie/E-46366)
4. NAKED IN THE RAIN LORETTA LYNN (MCA-41256)
5. SONG OF THE PATRIOT JOHNNY CASH (Columbia 1-11825)
6. CLYDE WAYLON (RCA/PW-12007)
7. STAND BY ME MICKEY GILLEY (Asylum/5064)
8. LOVE THE WORLD AWAY KENNY ROGERS (United Ariost/UA-X-13597)
9. COWBOYS AND CLOWNS RONNIE MILSAP (RCA/PW-12006)
10. MAKING PLANS PORTER WAGNER & DOLLY PARTON (RCA/PW-11983)

TOP NEW R&B SINGLES

1. I WANNA KNOW YOUR NAME FRANK HOOKER & POSITIVE PEOPLE (Panorama/RCA PW-11984)
2. WE HERE GO AGAIN (PART 1) THE ISLEY BROTHERS (7-Nack/DDS/Z5S 292)
3. SUPERWOMAN SIDE EFFECT (Erika/E-46837)
4. BY YOUR SIDE CON FUNK SHUN (Mercury/76016)
5. WE SUPPLY STANLEY CLARK (Epic/E-50888)
6. BACK STROKIN' FATBACK (Spring/Pourya SP 3012)
7. GIVE ME THE NIGHT GEORGE BENSON (Warner Bros. WBS 49505)
8. RESCUE ME A TASTE OF HONEY (Capital/4508)
9. REBELS ARE WE CHIC (Atlantic/3668)
10. BEYOND HERB ALPERT & JAM (2296)

TOP NEW DANCE SINGLES

1. HOOKED ON YOUR LOVE THE FANTASTIC ALEEMS (Panorama/RCA/JH-12034)
2. DANK DAYTON (United Ariost/AUA-KYX 1203-70)
3. ROLLER SKATE VAUGHN MASON & CREW (Brunswick B-550)
4. MAGIC OF YOU (LIKE THE WAY) CAMERON (Starday/RCA 572124)
5. PARTY ON PURE ENERGY (Prolog/PWF 311)
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Gremlin Meet Stresses Exchange Of Ideas

(Continued from page 35)

Gremlin's game play progresses from round to round. As Carnival begins, three rows of brightly colored targets move in opposite directions across the screen, with a revolving pipe target at top center. Players win the first round by eliminating all targets. Extra points are scored for each bullet remaining at the end of a round.

Players must contend with pesky duck targets that come alive on the bottom row; unless they are shot, they'll flap down on the ammunition supply and quickly devour ten rounds.

Another challenging feature of Carnival is the pipe wheel. Since the value of these targets decreases as play progresses, players need to hit them early in the game. By hitting the extra bullet boxes players can add to their ammunition supply.

After each round, a bear target appears: when hit, it brings 50 extra bonus points. As players compete for additional rounds, two, three and four bears appear, offering more chances for bonus scoring.

In Digger, the player is lost in a maze-like desert canyon where he is stalked by four hungry, flesh-eating creatures. Armed with only a shovel, the object is to dig holes to trap the creatures and then fill them up to score points. Trapping the red creature scores bonus points.

As play progresses, the army of creatures grows and the player must trap them all before they escape and devour him. The maze also changes with each new round.

Players may choose either individual or combined scoring for competitive or cooperative play. Additional features include ten different sound effects and a built-in ranking display.

In addition to Carnival and Digger, the distributors were shown two games originally developed for the Japanese market that may find their way into U.S. locations later this year. One of the two, a game called "Samurai," based on the traditional Japanese warrior, could be a major hit if its release is timed to coincide with NBC-TV's six-part adaptation of the best-selling novel Shogun, slated for this fall.

In the meantime, Gremlin seems to have solidified its position as one of the big three video makers — a distinction that was underscored by the fact that close to 90% of the factory's worldwide distributor representatives were on hand for the open house.

Atari Predicts Sales Growth

SUNNYVALE — More than 200 people, including Atari personnel and distributors from around the world, were in attendance at The Wigwam in Phoenix, Ariz., for "The Atari Roundup," the company's recently held sixth annual distributor meeting.

Highlights of the business sessions were addresses by Gene Lipkin, president of Atari's Coin-Operated Games Division; Ray Kassar, chairman of the board of Atari; and Emanuel Gerard, office of the president of Warner Communications, Inc.

Lipkin announced that 1979 was a record year for Atari and that 1980 would easily surpass 1979 in growth of sales. "Product acceptance is greater than ever," he said, citing contemporary packaging and advanced technology as factors.

Kassar gave an overview of the Consumer Division and stated that Atari's entry into the computer business opened an important new market with the introduction of the Atari 400 and 800 computers. He also pointed out that both divisions of Atari are investing heavily in Research and Development.

Gerard reiterated this theme, saying that representatives were on hand for the open house. The participants included representatives from Mexico, Europe and South America, as well as the U.S.

"To reach the point where we are today, it was necessary to expand our plant and increase production to a level commensurate with what you would expect from one of the top three companies in the business," said Fogleman. "We have added facilities and people, and as a result, production is up considerably over a year ago. Now we feel confident that we will be able to maintain leadership in the industry."

Campbell Named As National Sales Manager At Stern

CHICAGO — Tom Campbell has been appointed national sales manager at Stern Electronics, Inc., according to an announcement by company president Gary Stern.

Campbell was formerly a sales executive at Betsyton Pacific of San Francisco, a prominent distributor of coin-operated products.

In his new position, Campbell's duties will include supervision of sales of the company's full line of pinball games and new line of video games which are set for introduction in late summer.

Campbell is a graduate of the University of Kentucky. At present, Campbell, his wife, Mary Ann, and son, Tom, are in the process of relocating to Chicago where they will reside in the Lincoln Park area of the city.

Tom Campbell
CHICAGO CHATTER

Those calls keep coming in — at Midway Mfg. Co. Just as with "Space Invaders," players are becoming expert at "Galaxian" and scores are being phoned in to the Midway plant. At present, the "Galaxian" high score champion is Rich Lowless who scored $6,680 at the Barrel of Fun in Columbus, S.C. Arcade manager Brendan Shaw, 23, witnessed the feat and reported the results to Midway.

CONGRATULATIONS TO Williams staffers Mark Pugh, Barry Oursler, Nick Miku and Ken Fedosse who were singled out for special commendations at the factory's recent Achievement conference in the Marriott Lincolnshire Resort (June 27-28). Company president Mike Stroll presented the awards and the gathering was attended by key members of the Williams staff along with their spouses guests and various representatives of the trade press. While a good portion of the weekend was devoted to business meetings and strategy planning for the ensuing year, there was plenty of time spent enjoying the resort's abundant summer-time activities. The weather was ideal for sun-bathing, swimming, golf — (volley ball!) — et al; and a great time was had by everyone.

DATELINE HULLHORST, GERMANY, home of Deutsche Wurlitzer where plans are being formulated for the annual International Wurlitzer Meeting. This year's event will be held Oct. 7-9 in Bordeaux, the town known worldwide for its supreme wines, excellent cuisine and scenic surroundings. The meeting site is the famed Aquitania Hotel and those in attendance will view the new line of Wurlitzer vending machines and phonographs.

SCHOOL IN SESSION: Midway Mfg. Co.'s service manager Andy Ducay has lined up some additional factory service schools for the summer months. The dates and locations are: July 24-25 (Mountain Coin-Denver); Aug. 19-20 (Cleveland Coin-Cleveland); Aug. 21-22 (Northwest Sales-Seattle) and Sept. 12 (Nevada Gaming School-Reno). Arrangements for attendance must be made direct with the respective distributors but Andy may be reached at (312) 451-1360 for further details.

CALIFORNIA CLIPPINGS

The venerable Hank Tronick reports that business is at an all-time high at C.A. Robinson, and that the district is eagerly awaiting the arrival of Atari's new video, "Missile Command" and Bally's latest pinball, "Mystic." Tronick went on to say that "the majority of manufacturers are putting out products that every operator would be proud to own. It's very gratifying to know that the saturation point hasn't even been approached yet. Tronick also mentioned that he recently received a visit from Gremlin exec. Jack Gordon, and that they both had a fabulous time talking about the old Seeburg days and various distributors that they know mutually. "We both graduated from the old days and are ardent students of the new era," reflected Tronick.

Talked briefly with Oscar Robins of Betson Pacific, who had glowing things to say about Sega's new PJ Pizzazz Family entertainment complex in West Covina. "I think it's an excellent concept, and they've put a lot of thought into the design and décor," said Robins, "The format is good as it makes for a nice flow of customer traffic and I'm sure we'll be seeing a lot more of them. It's good to see new approaches in the industry, especially one that combines the arcade with family entertainment.

INDUSTRY CALENDAR

Sept. 19-21; North Carolina Coin Operators Assn.; annual conv.; Radisson Hotel; Charlotte.
Sept. 26-28; West Virginia Music & Vending Assn.; annual conv.; Ramada Inn; South Charleston.
Oct. 7-9; Intl. Wurlitzer Meeting; Aquitania Hotel; Bordeaux (France).
Oct. 8-10: JAA (Japan Amuse. Trade Assn.); annual conv.; Tokyo.
Oct. 10-11: Amusement and Music Operators of Virginia; annual conv.; Howard Johnson's; Richmond.
Oct. 23-26; NASA National Convention-Exhibit; H. Roe Bartle Convention Hall; Kansas City, Missouri.
Oct. 31-Nov. 2; AMOA, annual exposition; Conrad Hilton Hotel; Chicago.
Nov. 22-24; IAAPA annual convention; Rivergate; New Orleans, La.

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□ DEALER

□ ONE-STOP DISTRIBUTOR

□ RACK JOBBER

□ PUBLISHER

□ RECORD CO

□ DISC JOCKEY

□ JUKEBOXES

□ AMUSEMENT GAMES

□ VENDING MACHINES

□ OTHER

www.americanradiohistory.com
The duo is now a part of another revolution — this time, a movie of movie making. According to Cheech: “The whole movie structure is changing. Many of the old big names are fading away, and so are a lot of ways of doing business. The audience is changing, too. It’s not the same people who are watching movies.”

“You know what it is,” Cheech continued. “Our generation, a few years on either side, is the great mass of people. The record buying group is now smaller in number. Our replacement is by the next generation, not at the height of it, but now that group has grown older and more into movies, and our movies are right at the height of it.”

This continuing identification with the baby boom generation that spawned the film’s creators has served the band well throughout its many endeavors, but neither Cheech nor Chong are willing to be counted out in the future. Their future plans include the possible formation of an incendiary revue for “legit theater,” the development of a “Mexican bar band” flavored movie tentatively titled “Riding High With Cheech And Chong” and another “fishing, tripping around and relaxing.”

“We’re in a category all by ourselves,” he added. “We’ve got our own zone, just like a Clint Eastwood did. We’ve put our own stamp on things.”

Chock full of corny jokes, the title is a deconstruction of a culture that Cheech and Chong have experienced firsthand. The film’s action is in the present; it’s not about the past. It’s about the future, with a twist of the past thrown in.

“Thirty years ago, I was a kid,” said Cheech. “We were sitting around listening to the music. Now, it’s the kids who are sitting around listening to the music. It’s all about the music.”

The film is a celebration of the music, the culture, the people who have come before us, and the ones who will come after. It’s a love letter to the past, and a warning to the future. It’s a call to arms for anyone who wants to be part of something bigger than themselves. It’s a call to arms for anyone who wants to be part of something bigger than themselves.

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Retailers Say Midlines Could Replace Cutouts As Bargains

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for the manufacturers to midline and sell a lot of those titles themselves."

Of course, some are suggesting that midlines will wipe out the cutout and overstock business entirely, because there is already evidence that they are sometimes bringing in sales of $2.99 to $2.99 per pricing. According to Ira Helicher, president of Great American Music in Minneapolis, the impact of the midlines on cutout business would be minimal because, "cutouts have their own price-point level." Nevertheless, Helicher said, "The midlines are an added value for the retailer because with midlines you generate ad dollars and return percentages — things you need in today's market. Midlines bring you more gross dollar profits."

Helicher also pointed out that many consumers have a psychological resistance to product with cut corners or punched holes, feeling somehow that the discs are of questionable quality. Frank Sceir, area manager for one of the Korvettes department stores' record departments in Manhattan, agreed, saying, "The problem with cutouts is that a lot of people assume something is wrong with the albums, even if you explain the cutout and overstock business to them." Sceir added that he believes the elimination of the cutout stage system, itself, will help eliminate midlines made the $5.98 list product more attractive to retailers than cutouts and overstocks.

Cutout dealers interviewed by Cash Box were sincere about the possible impact of midlines on the future of their business. Jim Cochran, president of New Light Distributors in Indianapolis said, "The midlines haven't seemed to hurt us yet. To cutout dealers who have some trouble with the midlines, I'd suggest that retailers more budget conscious. It's going to be tough for the manufacturers to midline. Manufacturers do not have an easy time because each item has to stand on its own merits." in the view of Al Ambie, president of Audio Distributors, "Manufacturers are not going to destroy all of the cutout product. I will only have a problem if I can no longer buy cutouts.

Although it is too early to assess the ultimate impact midlines will have on the cutout and overstock business, retailers are hailing the $5.98 innovation for increasing

floor traffic, bringing back multiple purchases and, in some instances, reviving sales of frontline $7.98 and $8.98 list catagories.

Our catalog sales have been stimulated by the midlines," said Jim Howard, director of catalog sales and trade advertising at the Overture chain, which has five stores in the Mid-City area. "Six months ago we had the feeling that catalog was almost completely and now that has changed." According to Howard, the advent of the midline has boosted 181's sales by 25 to 30 percent. "I believe the beneficial affect of encouraging some satisfied bargain-hunters to purchase frontline catalog items they had been staying away from.

In Atlanta, Brian Poehner, merchandise manager for the four-outlet Turtles Records & Tapes chain, said that midlines have had "a great deal of impact" on sales. "The midlines aren't causing everybody to buy everything, but there has been a little pick-up on catalog," he remarked.

Other retailers who reported a marked increase in sales with the institution of midlines were Howard Shapiro, vice chairman of the Pittsburgh-based National Record Mart chain, who pointed to the "very, very good sellers," Mike Wylner, manager of one of Elyor Entertainments in Long Island; and Steven Polcher, co-owner of the Midline Music World stores in the Boston area.

Midlines are a real alternate catalog — which is marvelous," said John Cohen, president of the Cleveland-based Disc Records chain. "These days the customer wants to spend $5.98 per record, the retailers haveBacking the Yuck line available midlines were "only the begining" of a long-range marketing trend for the midline business. Cohen predicted an eventual surprise to $5.98 list prices for new releases by major artists.

All indications point to an across-the-board increase in the major labels' midline rosters. MCA Records, which has had a $4.98 midline for some time will follow up with a $5.98 midline sometime in the near month, featuring titles by major artists (see separate story). The growth of the midline business will probably make the labels more appealing to artists, who must agree to reduced royalties in order to effect the price cut. "Frontline hit records bring people into the stores," said Norm Hunter. "Hopefully, the midlines, properly promoted, will bring back the days of multiple purchases."

HALSEY & CONN SIGN $2 MILLION DEAL — U.K.-based country music impresario Mervyn Conn (I) and Tulsa-based Jim Halsey (II) announce this week an agreement last week which is a $2 million personal appearance contract, the largest ever signed for one country music package outside the U.S.A. The joint Halsey/Conn venture will involve five artists from the Halsey's company artist roster, including Don Williams, Tammy Wynette, George Lindsey, Joe Sun and Hank Thompson. Conn will present them in concert appearances in 1980/81 in the U.K. and Europe.

Industry Facing Expensive Future

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times, Solomon noted that in 1977 a dealer paid $3.84 for a record album with a list price of $7.98. This wholesale price has grown, he said, to the current $4.33, but the list price still is $7.98.

And, he emphasized, manufacturers have been paying those same advertising, copywriting and promotional costs for advertising, for example, and on bonuses — such as the custom of including 10 free records to single buyers.

Should record prices rise, he said, there undoubtedly would be more and more tapings and black lists; that blank tape already have begun to increase significantly, he reported. The recording industry has claimed that any boost in mechanical royalties would require increases in retail prices.

Also testifying for the recording industry last week was Edward L. Findley, Jr., president for general of IFPI, an international federation of phonographic industry associations, who discussed the mechanical royalty practices in Europe. IFPI, Thomas said, was attempting to change the current percentage rate to a flat fixed rate. Even with the percentages cut, he said, there are allowances and deductions permitted from the base listed price.

Stanley Gortikov, president of the Recording Industry Assn. of America, had to acknowledge during cross examination of his earlier appearance that record companies recently signed a contract with the American Federation of Musicians based in Cleveland and the National Assn. of Recording Industry Employes, which is composed of machinists in the recording industry.

Korvettes Sells Lease On Fifth Ave. Store

NEW YORK — The Korvettes department store plans to sell the lease on its Fifth Avenue store here to a Long Island real estate company for $18 million, according to published reports. The sale to Sterling Equities, owner of Manhattan-California (tel) on the nine-floor property on the southeast corner of Fifth Avenue and 47th Street to be announced this week.

The chain's owner, the Agache-Willot Group of France, which acquired Korvettes in April 1979, had earlier considered a plan to convert the site to an Au Bon Marche store, similar to the parent company's Paris store chain of the same name. It had consistently denied trade reports that the lease would be turned into a diamond center.

In a related development, the chain announced that it is establishing a new broader-based retail strategy, which will not be affected by the new expense-saving effort, according to a company spokesman.

Bumps Blackwell Forms New Production Firm

NEW YORK — Robert A. "Bumps" Blackwell has formed Bumps Music, Limited, a management and production firm for young artists, Bessie Griffin, pop singers Teddi Christopher, Linda Jackson and Ann Huggins. Bumps Blackwell, a son of Donald "Sugarcane" Harris and Dewey. One of rock 'n' roll's earliest record men, Blackwell wrote and produced Little Richard's "Lonely Teardrops," "Money Honey," "Miss Molly," "Rip It Up" and "Ready Teddy." In addition, as head of A&R for Specialty Records in the 1950's, Blackwell was actively involved in the signing and recording of such artists as Lloyd Price, Little Richard, James Brown, Bee Gees, The Pilgrim Travelers (featuring Lou Rawls) and Clifton Chenier.

Blackwell can be reached at 5140 Fifth Ave., Ave. 7, Sherman Oaks, Calif. 91423. The telephone number is (213) 760-8029.

RSO To Release 10" Empire Disc By Mecco

LOS ANGELES — RSO Records is planning to soon release the label's first 10-inch disc, "Mecco Plays Music From The Empire Strikes Back," by Mecco Monardo.

Release of the 10-inch record, which will be specially list priced at $5.98, joins four other albums based on the film including John Williams' original Empire soundtrack to the motion picture, "Empire Jazz," which was arranged by Ron Carter, "The Adventures of Luke Skywalker," and "Boris Midney Music From The Empire Strikes Back.

Saul Davis Mgm. Firm Opens New Offices

LOS ANGELES — Saul Davis Management, which has opened new offices in Beverly Hills, Calif. The address is 9744 Wilshire Blvd., suite 208, and the phone number is (213) 272-8111.

The management company currently handles Phil Seymour, the first recording artist released from the recently established Mgm imprint, "The Boardwalk;" The Textones, which currently has an EP in the U.K. on the Chiswick/EMI label, and actress/singer Chris Snow, who was presently featured in the motion picture Hollywood Knights.

E/A REGIONAL TEAM GATHERS AT LA COSTA — The Elektra/Asylum regional staff of distributors held a two-day conference later this month in Carlsbad, Calif., said the manager of discussion for the meeting was the establishment of the label's marketing department as the umbrella for sales, promotion, advertising and merchandising activities. Pictured in the back row (I-r): Oscar Fields, E/A vice president/special markets, Wasymon "Sack" Garchok, Richard Scott Burns; Randy Edwards, E/A consumer and trade advertising director; Joe Morrow; Jimmy Bowen, E/A vice president & general manager/Nashville operations, Ralph Euler; and Dave Uroz. Shown in the middle row are (I-r): Jerry Sharell, E/A vice president/territorial sales; Paul Halsey, E/A vice president/sales and promotion; David Cline, E/A sales advertising director; Lou Maglia, E/A national sales director, Sylvia Rhone; Morty Gilbert; Phyllis Palmetto; Bill Berger; and Rip Peiley. Pictured in the front row are (I-r): Primus Robinson, E/A national promotion/special markets; Alan Golden, John Michael Provenzano, Vic Faraci, E/A vice president and director of marketing; Bill Smith, Burt Stein, E/A national promotion director; and Marti Schwartz.
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Includes the single, "Rebels Are We" #3665

The new chic sound for the 80's is here! It's Chic's newest trendsetter, "Real People." On Atlantic Records and Tapes.

Produced by Nile Rodgers and Bernard Edwards for the CHIC Organization, Ltd.