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On Motown Records & Tapes
EDITORIAL

A Noble Experiment

The sweeping organizational changes instituted last week by Polygram Record Operations, U.S.A. (PRO, U.S.A.) are what appear to be the final stage in the creation of a unique, streamlined company for the new decade. In a period of six months, the company has undergone a remarkable change from a collection of labels, a distribution network and various other services to what looks to be a compact, cohesive unit.

With the music industry still in the midst of a recession that has gripped much of the industrialized world, the need for the PRO, U.S.A. experiment is obvious. In this time of economic crisis, PRO U.S.A. can be seen as a full-fledged effort to reorganize a record company into the streamlined, more businesslike unit many financial experts have predicted for the future of the industry.

Many of the frills have been removed, and the organizational structure has been pared to the bone. Services that were duplicated among the various labels have been centralized for efficiency. The functions best suited to creative record people — including production, A&R and promotion — have been left to the labels. Everybody appears to be doing the job best suited to his or her abilities.

There were many sacrifices along the way to finally achieving this organizational structure, especially in the area of personnel. Many of the operating units have only a small fraction of the people they had only a few months ago. That is the saddest part of all.

However, Cash Box applauds the courage and commitment behind the PRO, U.S.A. experiment. With the industry faced with the worst worldwide economic situation in years, it is clear that bold and innovative steps need to be taken. If PRO, U.S.A. can prove to be the prototype company for the ’80s, then all of the sacrifices would not have been in vain. If not, it can still be said that PRO, U.S.A. was a good try.

NEWS HIGHLIGHTS

- Recording studios adjust to recession with aggressive sales policies, expanded services (page 7).
- Polygram Records reorganizes, Irwin Steinberg to head operations (page 7).
- City One Stop, Music Plus retail chain merge (page 7).
- Bob Marley & The Wailers’ “Uprising” and George Benson’s “Give Me The Night” are the top Cash Box Album Picks (page 11).
- “You’ll Accompany Me” by Bob Seger and Gerry Rafferty’s “The Royal Mile” are the top Cash Box Singles Picks (page 13).

TOP POP DEBUTS

SINGLES

REALLY ME — Bob Seger — Capitol

ALBUMS

ONE IN A MILLION YOU — Larry Graham Warner Bros.

NUMBER ONES

B/C SINGLE

IT'S STILL ROCK AND ROLL TO ME — Billy Joel Columbia

COUNTRY SINGLE

ONE IN A MILLION YOU — Larry Graham Warner Bros.

JAZZ

THIS TIME — Al Jarreau Warner Bros.

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**CASH BOX NEWS**

**Polygram Records Division Revamped Under Steinberg**

by Richard Imamura

LOS ANGELES — Polygram Record Operations, USA (PRO), this year has implemented a complete reorganization of the structure of its records and tapes division in a series of steps to streamline the operations, which includes the Polydor, Phonogram/Mercury and Casablanca labels, such a move also includes record production and administration were centralized, while production, promotion and A&R duties were delegated to two new geographical sub-units, Polygram Records West (Casablanca) and Polygram Records East (Polydor and Phonogram/Mercury).

Under the new set-up, the overall structure of PRO, USA will be comprised of three divisions — the newly formed Polygram Records, Polygram Classics, Inc. and Polygram Distribution, Inc. (PDI). Irwin Steinberg, chairman and chief executive officer of PRO, USA, will also head Polygram Records, while John Frisoli and Guenther Hensler remain as presidents of PDI and Polygram Classics, respectively.

Polygram Records West and East, both headquartered in New York, following the relocation of Phonogram/Mercury from Chicago to New York, and Polygram Records West will be headquartered in Los Angeles.

Bruce Bird, Fred Haayen and Bob Sherwood, respective presidents of Casablanca, Polydor and Phonogram/Mercury, will serve as vice chairman of Polygram Records. In addition, Bird will act as managing vice president of Polygram Records West, and Haayen and Sherwood will serve as vice chairmen of Polygram Records East.

**Centralized Services**

Two new sub-units, Polygram Central Marketing Services (PCMS) and Polygram Central Administration (PICA), were also formed to provide centralized services for the Polygram Records division.

Headed by senior vice president John McGlone, PCMS will be a full-service marketing organization supporting each of the record companies.

PCAS, headed by senior vice president Wingolf Mielke, will provide each record company with all related financial and administrative support. This network of PICA will also report to Polygram Records.

Nevertheless, in spite of such centralized services, the parent company, the management of Polydor and Phonogram/Mercury and Dick Sherwood, both of whom controlled the Casablanca and records labels will retain much autonomy under the new set-up. In the area of promotion, Dick Kline, appointed vice president, Polygram Records East, will be the head of promotion for Polygram and Phonogram/Mercury product; while Danny Davis will head promotion for Polygram Records West product as senior vice president, promotion, Casablanca.

**Product Development**

In the area of product development, Harry Ryan of Polydor, Lou Simon of Phonogram/Mercury and Dick Sherwood, both of Casablanca were named senior vice presidents of product development. Anger and Simon will report to Polygram Records East, and Sherman will report to Polygram Records West.

PDI and Polygram Classics were not directly affected by the organizational restructuring.

The new restructuring apparently fulfills the administrative and personnel needs identified by PRO, USA for several years. The problem about this year with the formation of PRO, USA (Cash Box, Feb. 23).

Since that time, approximately 600 people, have been trimmed from the staffs at Casablanca, Polydor and Phonogram/Mercury.

**City One Stop, Music Plus Chain Combine In L.A.**

by Alan Sutton

LOS ANGELES — Small independent record retailers will be the main beneficiaries of the recent merger of City One Stop and Music Plus here, according to Lou Fogelman, head of Show Industries, the new parent company combining two of the West's largest volume merchandisers.

"We think this merger will help keep the marketplace healthy," observed Fogelman, president and founder of the 20-store Southern California-based Music Plus chain. "We can offer a lot to the independent dealer in terms of marketing concepts, inventory control and merchandising ideas.

"City One Stop services the heavy area of Southern California, including Twin Falls, Idaho, and we want to extend our expertise to small dealers in these areas."**Additional Buying Power**

Independent dealers, he went on, will also benefit from the combined purchasing power of the two chains.

"We're going to try and apply that buying leverage to generate more ad dollars not only for Music Plus, but for all the accounts," said Fogelman, adding that City's customers should also be receiving additional buying power.

(continued on page 15)

**TROPHY FOR TED — Heavy metal's original daredevil, Ted Nugent, recently won first place honors in the second annual Celebrity Grand Prix Challenge at the Los Angeles Coliseum. The Epic recording artist rode to victory in his CJ-7 Bronco.**

**New Music Meet Draws 500, Unites Fragmented Media**

by Richard Gold, Aaron Fuchs and Leo Sacks

NEW YORK — Nearly 500 representatives from radio, major and independent labels, booking agencies, dance-oriented rock clubs and press were on hand for the first New Music Seminar at S.I.R. Studios on July 14. This unique conference, which was organized by Rockpool Promotions and Dance music Magazine, provided an opportunity for the diverse and often fragmented new wave community to gather for an exchange of ideas on how the loosely-defined "new music" movement in music and breadth its appeal in the new decade.

Throughout the day-long series of spirited panel discussions, seminar participants addressed themselves to the problems posed by the prevalent conservatism of radio and major record labels, and the generally perceived resistance of the pop music establishment to the "new music."

In the keynote address, Kate Ingram, music director of radio station WCQZ-FM in Boston, set the tone for the seminar by lambasting those who are reluctant to embrace the "new wave." Ingram said that the "new music" is still stigmatized in many quarters for being "ugly, confused and doing a thousand things wrong." But it's "the early days of English punk rock bands like the Sex Pistols, and such music is right up to the moment:" airplay at best on most AOR outlets.

Ingram also concluded that many record companies are investigating superstars at the expense of innovative new talent. She speculated that independent labels might provide the best refuge for creative trailblazers. Ingram praised rock dance clubs for stepping into the vacuum and playing music by "cult groups" that are shunned by radio and the majors. Ingram said that many people who go to clubs regularly are giving up on radio in despair over the lack of new music play lists. Ingram warned that the emergence of a new "culture" could make current programming at commercial radio obsolete, with serious consequences for the establishment's infrastructure that is resistant to the new music.

**No Clear Solution**

Although the subsequent panel discussions produced no clear-cut solution on how the problem might be resolved, the panelists did point to the "crisis" of radio resistance, the assembly clearly established the existence of a fledgling alternative network of independent producers, promoters, radio and press dedicated to furthering the evolution of new wave music.

(continued on page 29)
E/A Destined For ‘Biggest Year Ever,’ Smith Reports
by Alan Sutton

LOS ANGELES — Elektra/Asylum chairman Joe Smith believes the label has rebounded nicely from the economic malaise that affected the industry during 1979. In fact, Smith predicts that 1980 will be E/A’s best year ever.

“Our figures for the first six months show an all-time high both in sales and profits,” Smith says, “and given the releases we have lined up for the rest of the year, this will undoubtedly be the biggest year in the history of the company.

“That’s very reassuring, coming off a tough 1979 when we had to make some major adjustments from a personnel standpoint. And one thing I’d like to set clear for the record is that last year, at the worst time for all of us, it was never dis- considered at any level of this company (Warner Communications, Inc.) that there be any merger of any one of our record entities.

“It is the philosophy of this corporation that our strength lies in these three separate companies — Elektra/Asylum, Atlantic. All three companies are highly profitable, with amazing artistic rosters, excellent management, and there is no need to merge.”

According to Smith, any savings that would result from such a merger pale in comparison to the profits generated by having three separate labels. “We all have our own personality, our own identity, and we’re all healthy record companies,” he says.

Faraci Realigns Marketing
E/A recently installed a new marketing system headed by Vic Faraci, vice president and director of marketing. Under the new setup, sales, promotion, advertising and merchandising all report to Faraci, who was formerly executive vice president of Wer." (continued on page 12)

RIAA Witnesses Cite Publishers’ Inactivity At CRT
by Earl B. Abrams

WASHINGTON — An array of old-time music publishing came to the Copyright Royalty Tribunal (CRT) last week during its hearings on mechanical royalties where songwriters and publishers are asking for a change from the current 2.75 cents per song to a flat six percent. 

The three-month-long hearings are expected to come to a close by the end of this month.

The Tin Pan Alley atmosphere was introduced to the hearings with the appearance of veteran song-plugger Gayle (continued on page 16)

Demand For New Presley Collection Spurs Reservation System By RCA

LOS ANGELES — RCA Records has received so many requests for its just-announced “Elvis Presley” eight-record collection (Cash Box, July 5) that it is instituting an advanced reservation system in preparation for the projected Aug. 5 release date. The collection, which will retail for $69.95, will have an initial pressing of 200,000.

Following the intense reaction to the announce- ment of the limited edition collection, RCA has instituted a system whereby advanced reservations will be made available to retailers in various ways, ‘usually with a minimum advance deposit,” according to Larry Gallagher, RCA division vice presi- dent, national sales. “It’s possible the limited edition could be completely sold out before the albums reach the stores Aug. 5.”

The unprecedented demand began soon after the commemorative collection was announced. The eight-record set will in- clude numerous unreleased cuts, various promotional photographs and a replica of Presley’s signature on his first contract with RCA Records.

“Almost at that national press stories ap- peared announcing the album, RCA and its branch offices were deluged with thousands of calls, all of which were virtually pleading to buy copies,” said Gallagher. “They wanted to give us credit card numbers, to send us money, and even pay cash in advance to assure their getting copies of the limited edition album.”

Demand was so intense, according to RCA sources, that all calls were diverted to the consumer services department after the first day. Calls were received from Atlanta, Dallas, Houston, Durham, N.C., Nashville, San Francisco, New York and “hundreds of other cities,” according to RCA.

“One child even telephoned from Wales, wanting to be certain copies of the album would be available there,” Gallagher added. “Some of those people that thought of placing their orders early, they would get the lowest numbers of the sequentially numbered edition. Others merely wanted to guarantee that they would be able to secure copies.”

The intense demand for the collection was reflected in the actions of one customer whom Gallagher described as “one determined New Zealander who telephoned 10 retail stores attempting to reserve a copy. Each told her it was not set to take advance orders and then she telephoned the Daily New York writer who had written a feature story about the forthcoming album and the continuing Presley phenomenon. He hurriedly gathered the information she needed to place her order.”

(continued on page 15)

E/A recentley installed a new marketing system headed by Vic Faraci, vice president and director of marketing. Under the new setup, sales, promotion, advertising and merchandising all report to Faraci, who was formerly executive vice president of WE. (continued on page 12)

GRAND OPENING AT NETWORK INK — Nashville’s newest music public relations firm, Network Ink, recently staged its grand opening celebration. Pictured are (l-r): Jim Marshall, member of the Charlie Daniels Band; Elizabeth Thies, executive vice president, Network Ink; Mike Hyland, president, Network Ink; Joe Sullivan, president, Sound Seventy Management; Frances Preston, vice president, BMI; Jimmy Hall, Epic recording artist; Hal Kennedy, chairman of the board, Network Ink; and recording artist Dobe Gray.

Cash Box/July 28, 1980
THE VAPORS

‘TURNING JAPANESE’
the single from the album
NEW CLEAR DAYS

ON UNITED ARTISTS RECORDS

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Def Leppard

Heavy metal music, one of the hardest hitting forms of rock, is once again alive and well. Britain's Def Leppard is one band in the forefront of this resurgence. Def Leppard, composed of five young Britons aged 16 through 20, debuted its Mer-
cury album, "On Through The Night," quickly winning a loyal following on both sides of the Atlantic, and the band is currently touring America for the first time opening for Ted Nugent.

Starting out in the industrial town of Sheffield, England, Def Leppard's mem-
ers (saxs new drummer Steve Clark) joined forces in 1977 doing mostly cover versions of songs by people like David Bowie and Thin Lizzy. After playing together for only eight months, the group released a three-track maxi-single on its own Blue Giraffe Label. The record sold 25,000 copies in England, and attract-
ed the attention of Phonogram Ltd., which signed the band to a worldwide recording deal.

"Obviously we're surprised to be making it this quickly," enthused 20-year-old keyboard player Rick Savage. "It's a good luck, good timing and good manage-
ment, but it must also be due to the fact that we've made our songs sound different. Otherwise, it would all be a waste of time if the songs were rubbish. We believe in the songs and so do most people listening to the way we've been going down every night."

At the time of the band's formation in 1977, most young British music fans con-
sidered rock to be an anachronistic institution, preferring instead the more fashionable new wave and punk move-
ments.

"We just weren't into that kind of lifestyle," he replied. "We'd always been in-
f luenced by people like the Stones, the Who, Led Ze-
ppelin and Queen, so it was pretty obvious that it was the kind of music we were gonna play. Plus, I think there's more energy in heavy metal bands. We don't just go onstage and bang away for an hour with just three chords at exactly the same speed."

The band's LP, "On Through The Night," which has been garnering much critical ac-
claim while swiftly topping the charts, was done under the auspices of Tom Aitom, who also produces such heavy metal mainstays as Judas Priest and Pat Travers. "Tom was recommended to us by our management," recalled Elliott. "We wanted a chance of producers after our first single, 'Wasted,' which was a disgusting load of rubbish."

How does Elliott assess his band's role as youth spokesman for the 80s compared with some of the older, more established bands? "Well, obviously we're a lot more street level than a band like the Stones are, but if we ever get as popular as they are, then we probably will lose touch also. Kids obviously relate to us better than to the Stones because we're a lot closer to their age. Bill Wyman is 43, (27 years older than the youngest Def Leppard) so they are getting too old to relate to. They are out of touch with the good music, and that's what really counts if someone says, 'Oh, I'm not going to buy that person's album because they're too old to me, that's really stupid."

"Like I said, it should just be the music that really counts."

Robin Lane And The Chartbusters

Will Warner Bros. recording artists Robin Lane and The Chartbusters be the next group to actually live up to its self-
proclaiming moniker? With the group's self-titled debut album still rising after 10 weeks on the Cash Box charts, this may in-
deed be the case for this talented quintet.

While up four chartbusters had all been fixtures on the Boston music scene prior to meeting Robin two years ago, Robin traced his career back to his native England where she was reared among some of show business' biggest personalities. The daughter of Dean Martin pianist Ken Lane (whose piano Dean would sit atop every week on his TV variety series), Robin began singing for some very impressive com-
panions.

"When I was little," she recalled, "my dad used to dress me up and make me sing and do all the songs. People like Frank Sinatra and Dinah Shore who used to all remark how cute I was."

Educated at LSU, where she studied music, Robin moved to Boston in 1976. The experience changed her whole perspective on life. "I started taking LSD and Luxembourg and taking LSD and playing my guitar all hours of the night. It was a real interesting place to live, a lot of interesting bands like J. Geils Band. "Many of the coming of age groups and we liked a lot of this music and decided I wanted to play rock, which was the music I was brought up on the folkier things I had been writing."

Robin and company put out a three-song demo on the ''Black River'' label of the MCA Music which actually outdid The Knock's ''My Shorona'' in nearby Cam-
bridge for one week. "We sold the records by having a poster in 'The Knock,'" Robin confided, "we lied the glue on all 2,000 paper sleeves."

Eventually, the group came to the atten-
don of Jerry Wexler, senior vice president and A&R consultant for Warner Bros. who signed the group to the label last year.

The band's debut album was done under the auspices of Joe Waisnet, known for his work with such rock staples as Chubby Checker, The Lovin' Spoonful and J. Geils.

With Robin coming into prominence af-
after other female rock stars as Debbie Harry and Pat Benatar, does she feel she's in any way riding on their coattails? "I just think it has more to do with people being receptive to a lot of different types of music like they were in the '60s. I think our group would have eventually done something even if they hadn't been so many good girl singers out there. People are always trying to com-
pare newcomers with someone who is already successful. When I first started out with my little folk guitar, people said 'Oh, you're trying to be like Joan Baez.' Five years later as Debbie Harry and Pat Benatar, does she feel she's in any way riding on their coattails?

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With a hot new album and a promising touring career, when will Lane feel that she's actually made it? "To me success would mean having a whole bunch of hours to write songs in my comfortable little living room while my wash is getting done."

NEW FACES TO WATCH

ARTIST PROFILE

Def Leppard

The band's music has been recorded on a number of labels, including Atlantic, Arista, affinity, Freedom, Prestige, Neiss, and even its own label, AECO, which has served as vehicle for many of the members' personal experiments.

Ensemble's music has been called avant garde, spacey and, to some critics, bewildering and primitive, to give at least one solo concert each year.

Many of the musicians who participated in these concerts played like Anthony Braxton, Leroy Jenkins, Leo Smith, are now (continued on page 18)

Halsey, Conn Join With $2 Million Pact; European Country Market Is 'Strong'

by Jennifer Bohler

NASHVILLE — U.K.-based country music impresario Merlyn Conn and Jim Halsey of the record label Phonogram Ltd., have recently signed a $2 million personal appearance pact, the largest such agreement for one country music package in Europe.

According to Halsey, the agreement in-
volves six of the U.K.-based country music company — Don Williams, Tammy Wynette, George Lindsey, Joe Sun and Hank Thompson, plus at least two more artists to be announced following completion of negotiations. Through the pact, the ar-
tists will appear at Conn's six music festivals, the Festival Plus festivals in Germany, France, Switzerland, the Netherlands and Sweden — and/or play a series of major concert venues throughout the U.K. and Europe.

Thus far all artists mentioned, with the excep-
tion of Don Williams, will appear first at Conn's six festivals. Williams is still under negotiation. He will, however, embark on a 12-day concert tour in November, possibly picking up the tour at the Royal Festival Hall in London. Wynette, who is scheduled to appear at the festivals, will also begin a ma-
\nшир markets for the Phonogram Ltd. has added that all artists are handled on an in-
ividual basis rather than a "package deal."

Solo U.S. Proprietor

Stateside, Halsey will be sole represen-
tative of a package of videocassette covers lasting eight years of the Wembley Festival Plans, which are still in the negotiation stage, call for the series of tapes to be produced as specials for television, possibly being edited into eight or so "Best of Wembley." The $2 million does not in-
clude any future plans that may result from the Wembley specials.

This major step for country music in the European market has been under cultu-
ration for some years. It came to fruition in May, when, according to Halsey, "all pieces fall into place.

The U.K. and European continent have been steadily growing country markets over the past four or five years," noted Halsey, "We have spent a good deal of time and energy working the market through television exposure, personal ap-
ppearances, etc."

Halsey added that one of the primary reasons Joe Sun was included in this 18-
month deal was the success the artist's experiences through an international television and concert exposure.

"We took Joe to the festivals this year, and also worked with many of the British television shows. The reaction was very strong," said Halsey. "We feel that because of this onus on overseas concert exposure, he can become a very, very big art-
ist in Europe.

"We've only just beginning," Halsey ad-

"I am really pleased that Merlyn and I could make this agreement because he is one of the people that helped build country music in the European market. His festival shows have been tremendously important as far as exposing artists in the U.K. and Europe. Our teaming means that country music is going to hold a very strong position in Europe.

www.americanradiohistory.com

Cash Box/July 26, 1980

10

Bob Marley's career is a hard one to figure out. The reggae master is a major star in Europe and South America, but he has yet to crack the U.S. market. This latest effort, a follow-up to "Conscious Party," and "Realization" could be a commercial success. The album is a major hit in Europe and South America, but it is not yet available in the U.S. market. This is the first time that Marley has released an album in the U.S. market. The album is a major hit in Europe and South America, but it is not yet available in the U.S. market.

TRUE COLORS — Split Enz — Mushroom/AUS LST1767 — Producer: David Tickle — List: 7.98

This group of Kiwi rockers should put New Zealand on the map as far as rock music is concerned. Split Enz put two superb, but unnoticed, albums out on Chrysalis a few years back, but on "True Colors," the band sheds its bizarre prog rock sound for a more surreal, commercial style. The result is catchy, albeit quirky, but the music is as delightfully infectious as anything on the market today.

KIV — Chicago — Columbia FC 36517 — Producer: Tom Dowd — List: 7.98 — Bar Coded

Chicago has eschewed the hard-edged rock sound that exemplifies Dannie Dacus brought to the band, and though there are plenty of vibrant horn passages on "KIV," the band has a fresh, bristling pop style. "Manipulation" is a strong rocker, but the rest of the album is devoted to growing, horn-filled ballads and bright uptempo pop songs. Strong vocals and a fluid arrangement contribute to an up-tempo, laid-back Pop
candy-keish.


Whitesnake's debut on the newly formed Mirage label shows this prestigious heavy metal outfit to be in fine form, as it has refined its R&B-based, grinding sound to perfection. Songs such as "Carry Your Load" and "Blindman" have moved up there with the best of Bad Company and Rainbow, and Coverdale's vocals are, at last, powerful but controlled. " Ain't Gonna Cry No More" features some lovely keyboard passages by Jon Lord and FM programmers should be cueding.

CADDYSHACK — Various Artists — Columbia JS 36737 — Producer: Various — List: 7.98 — Bar Coded

The soundtrack to the upcoming film about hooligans on the links is more of a showcase for Kenny Loggins than anything else, as he performs four of the LP's 10 tracks. Songs such as the driving "I'm Alright" and "Make The Move" feature a high energy style of his "Whenever I Call You Friend" hit, and the record's opening track looks like it's hit bound. Other highlights on the LP include the country swing of "Go Any Way You Want" and the novelty "Michael's zany, Sparks-like "Something On Your Mind."" NEW CLEAR DAYS — The Vapors — UA LT-1049 — Producer: Vic Coopersmith — List: 7.98

This foursome from London's Guildford area is having success internationally with an odd new wave-ruled "Tinsel Japanese." Fans of such fun English bar bands as The Jags and Squeeze should love the sound of The Vapors. By guitarist David Benton, the quartet's songs are fast-paced and filled with catchy hooks and AM pop harmonies. While Kent Rados has written a dozen or so songs, the band's best track has yet to wake up to this punky pop style that borrows directly on the best influences of the mid-60s. A strong debut for FM.


As a leader of Matthews Southern Comfort, Ian was responsible for bringing the easy-listening sound to English folk rock. His new album is filled with up-tempo soft rock numbers. Fans of Kenny Loggins and Kenny Rankin should love the latest effort from this transplanted northwesterner. Matthews has surrounded himself with top flight musicians and his mellow compositions should especially appeal to 25-25 female demographic. Songs such as "Home Somewhere" and "The Baby She's On The Street" should please A.


While this LP might seem a little too country for most pop tastes, it is of great historical importance because of the work of the late legendary guitarist Lowell George. Starling, who was the leader of pioneering folk/bluegrass group The Sechum Scene, has produced a nice collection, and friends like Emmylou Harris, keyboardist Bill Payne and fiddler Ricky Skaggs also add class to this fine country outing. But, it is his slide work on "Hobo On A Freight Train" and "White Line" that make this LP unforgettable work.

SEEDS OF CHANGE — Kenny Livgren — Kirshner NJZ 36537 — Producer: Kenny Livgren and Brad Aaron — List: 7.98 — Bar Coded

The Kansas guitar player steps out on his own on "Seeds Of Change" and delivers an album that is similar to the platinum work of the midwestern symphonic rock band. Livgren stretches out a tad more on his solo effort, opting for more experimental excursions into jazz and rock than he would with the septet. However, his "Lord Of The Rings" fantasy fiction-type themes are more present than ever here.

GIVE ME THE NIGHT — George Benson — Qwest/Warner Bros. — List: 8.98 — Bar Coded

Mr. "Breeze" is back with his most R&B/pop-oriented effort yet, and while these flowing guitar runs are still present, Quincy Jones has contributed his signature sound to the music. This is very much a 'something for everybody' album, with elements of funk, soul and jazz complemented brilliantly by the best of those genres. Fans to Michael Jackson aficionados should be able to appreciate the artistry and class of this effort.
E/A Destined For ‘Biggest Year Ever,’ Smith Reports


McGathy Joins RCA — Bill McGathy has been appointed director, national album promotion for RCA Records. He comes to RCA from 1 1/2 years as Polydor as director, national album promotion. Prior to that, McGathy was Polydor’s local promotion manager in Madison-Clinton.

Melancon Moves To Pacific Arts — Pacific Arts has announced the appointment of Chuck Melancon director of national sales for The Pacific Arts Corporation. He has held the position for the last 12 years. Prior to Chuck, he was regional sales manager for the New York office.

EXECUTIVES ON THE MOVE

EVA's Astonished For ‘Biggest Year Ever,’ Smith Reports


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SINGLES

**BOB SEGER** (Capitol 4904)
You'll Accompany Me (3:36) (Gear Publishing Co. - ASCAP) (B. Seger)
Seger goes for the Top 40 Triple Crown with this first single from the highly popular "Against The Wind" LP. A gentle mid-tempo romance from Michigan's own, drum and woodblock set the rhythm, but piano and swelling organ provide the passion — with Seger's rich vocal and beautiful female backup vocals. Right at the heart of pop.

**GERRY RAFFERTY** (United Artists UA-X1366-Y)
The Royal Mile (Sweet Darlin') (3:52) (Screen Gems-EMI Music, Inc. - BMI) (G. Rafferty)
Rafferty continues to expand his musical horizons with this bittersweet highland march, expertly meshing synthesizer effects (describing a train's movement on the intro) with more traditional acoustic guitar and Scottish-flavored pipes. The soothing, folk-styled vocal approach, mournfully emotive, is already winning over Top 40 programmers.

**L.T.D.** (A&M 2250)
Where Did We Go Wrong (3:56) (Irving Music, Inc. - BMI/Almo Music Corp./McRovssod Music - ASCAP) (S. Dees, J.L. Osborne)
Few R&B units working today can match the sleek, emotive ballad style of L.T.D., and this new single from the forthcoming "Shine On" LP sparks in every respect, from the tender, bittersweet lyrics to the string-laden orchestration and harmonies. A sure bet for B/C.

**MCFADDEN & WHITEHEAD** (TSOP ZSP 4782)
Now on the resurrected TSOP label, McFadden & Whitehead continue the groove they made popular with " Ain't No Stoppin' Us Now," sliding easily along on a pleasant and familiar arrangement of strings and trademark Philly rhythms. While no new ground is broken here, the beat is rock solid and made for body movement.

**THE BROTHERS JOHANSON** (A&M 2254)
Treasure (4:09) (Rodsongs) (R. Temperton)
Turn the lights down low because this slow dance is made for lovin'. Ace song scribe Rod Temperton has delivered the goods to the Brothers, and the duo makes the most of it, with an absolutely gorgeous rendering that will melt every heart. Shimmering arrangements back the luxuriously high vocals and harmonies, due to heat up pop, B/C and A/C airwaves on the money.

**SWEET DELIGHT** (3:04) (Magnetic Movements, admin. by Partner Ship — ASCAP/CAPAC) (Gus)
Canadian rocker Gus displays a stylish kinship with some of his American cousins, as the single from his self-titled debut LP brings to mind elements of Lynyrd Skynyrd (specifically "That Smell") and modified southern rock. Due for AOR, pop attention.

**STACY LATTISAW** (Cotillion 46001)
Let Me Be Your Angel (4:00) (Walden Music, Inc./Graduate Sky Music, Inc. — ASCAP/Cotillion Music, Inc./Brass Heart Music — BMI) (N.M. Walden, B. Hull)
Young Stacy Lattisaw is quickly maturing into a first rate singer/performer. She backed up all the outstanding industry pride with "Dynamite!" and now, with the climactic title cut from her LP, she should achieve immediate crossover success.

**DIONNE WARWICK** (Arista AS 0527)
No Night So Long (3:26) (Irving Music, Inc. — BMI) (R. Kerr, W. Jennings)
Climbing with every note of her latest track, a bit-tersweet ballad, squeezing emotion out the hook with tremendous conviction. The addition of female backup vocalists lends to the powerful string-drum crescendos. This will instantly grace Top 40 and A/C hits and is destined for the top.

**ALICE COOPER** (Warner Bros. WBS 49526)
Talk Talk (2:08) (Trush Music Publishing — BMI) (S. Bonnivill)
The sharp production edge of "Clones (We're All)" is still there, but Cooper salvages his way back through the same single from the "Flash The Fashion" LP. Staccato drum shots create a fascinating rhythm, while witty guitar licks slice through. Crash AOR, pop stuff.

**THE TEMPTATIONS** (Gordy G 7118B)
Struck By Lightning Twice (3:36) (Book Music Publishing Co. — W. Weatherpoon, A. Bond, W. Weatherpoon)
A rush of instrumentation crests upon the fanfare. As the strings fade out, four harmonies ride upon a bouncy bass beat with clever string accents. The inimitable bass of David "Melvin" Franklin may remind us that this is still the veteran Motown supergroup, but the follow-up to "Power," they sound revitalized.

**MCADDEN & WHITEHEAD** (TSOP ZSP 4782)
Now on the resurrected TSOP label, McFadden & Whitehead continue the groove they made popular with " Ain't No Stoppin' Us Now," sliding easily along on a pleasant and familiar arrangement of strings and trademark Philly rhythms. While no new ground is broken here, the beat is rock solid and made for body movement.

**TOMMY TUTONE** (Columbia 1-11333)
Cheap Date (4:05) (Tutone Keller Music) (J. Keller, D. Gilman)
Tommy Tutone's "Angel Say No" sparked the airwaves (and the charts) with its hook-filled urban rock, and this new track is equally street smart, with a hard, reggae-bottom, poppin' rhythm (just like standin' on the corner) and cracking guitars.

**WALTER EGAN** (Columbia 1-12997)
Baby Let's Run Away (2:44) (April Music, Inc./Swell Sound Music/Melody Deluxe Music/Seldex Music Corp. — ASCAP) (W. Egan)
Egan takes the listener on a rock 'n' roll roller coaster ride, courtesy of latsa organ lunge and a double shot of rhythm and lead guitar. Combined with a beat that just won't quit, this cut from "The Last Stroll" LP is a carnival of rock (by far, but here, ended).

**JANIS IAN** (Columbia 1-11327)
The Other Side Of The Sun (3:57) (Music Ltd./Alpert Hammond Music — ASCAP) (J. Iam, A. Ham mond)
Ian wraps her supple vocals about this slightly wistful, light and utterly pleasing track from her Warner Bros. debut LP. With a lot of vocals are buried in the background, Ian makes the most of her solo effort.

**HEUED LEWIS AND THE NEWS** (Chrysalis CHS 2446)
Some Of My Lies Are True (Sooner Or Later) (3:13) (Hulex Music/Rare Blue Music Inc.) (Huey Lewis and The News)
Call it new wave, modern rock — who cares? The point is excitement, and this band definitely has it. This is revved-up rock that moves at breakneck pace, great hooks, good vocals — it's all here. And, by the way, it's fun, too, from the Bay Area quintet's debut LP.

**BLACK RENNADE** (Motown M 1493F)
I'm Ready (3:30) (Virgin Music/Midnight Sun Music Publishing Co. — BMI/ASCAP) (M. S. Kaspchun, A. Willis)
Full blown orchestration layered over a scintillating electric piano and R&B bass passage not only hints at Black Russian's diverse influences, but provides a perfect showcase for the trio's multi-talented facets on its debut single. Cutting across all boundaries and styles, this band has it all.

**SINGLES TO WATCH**

**THE LITTLE ONES** (Columbia 1-11327)
One Of Our Own (3:34) (Music Ltd./Alpert Hammond Music — ASCAP) (J. Iam, A. Ham mond)
Ian wraps her supple vocals about this slightly wistful, light and utterly pleasing track from her Warner Bros. debut LP. With a lot of vocals are buried in the background, Ian makes the most of her solo effort.

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Recording Studios Are Taking Measures To Counteract Sluggish Business

(continued from page 7)

“Our business has gone from good to excellent because, over the years, we’ve nurtured the business to the point where it has resulted in very healthy repeat business,” noted studio manager Jim Williams. “If an artist has a string of hits, what usually happens is that they come back to record his next record and we’ve had a lot of chart hits here. Success breeds success.”

Studios which will handle an album project from beginning to final mixdown have also been able to maintain a somewhat stable business.

“Project House”

“We’ve been extremely lucky because we were principally a project house and people will book from a month to two months or more here to start and finish their album,” said Chris Stone, manager of the Record Plant. “The smaller studios, which deal on a day-to-day basis, are the ones who feel the going particularly rough right now.”

Duncan, also in Los Angeles, concurred with Stone, stating, “The larger studios have not been affected as much as the smaller studios. (Kendun’s) business has been flat in a year-to-year comparison, and sales have only picked up to the point where we have recently opened our ‘super studio’ 3, where (producer) Quincy Jones has been in for the past two months.”

On the other hand, Duncan noted that our disc mastering business has shrunk due to the fact that labels have become more conservative. He found that it was indicated that ‘we’d only get an average order for seven sets or 14 album sides, we’re not getting cut to six sets, all the superstar acts now get only six sets or 12 album sides’, and that despite a drastic drop in it’s third party business.

Due to the highly competitive nature of the studio business, there is a ongoing need to maintain the most current, state-of-the-art equipment, which requires extensive capital outlays and profits into heavy capital. However, even studios that are experiencing slow business are expanding, looking toward a more revitalized fall and winter season.

“Here there’s no question about that. But very often during this time of year that will be the case, so it’s a matter of judgement,” said Atlantic Studio’s Dave Reitman Named Mgr., RCA SelectaVision

LOS ANGELES — Laura Reitman has been named manager of program evaluation for RCA SelectaVision VideoDiscs. In her new position, Reitman will be responsible for evaluation of programs from independent suppliers, including screening and evaluating television programs, made-for-TV specials, films and syndicated products for possible use as material for videodiscs.

Home VTR Sales To Dealers Up In June

NEW YORK — Total U.S. market sales of home video tape recorders increased in June, with unit sales of dealers increasing substantially in June, according to figures compiled by the Consumer Electronics Group of the Electronic Industries Association.

The EIA said that home video sales to retailers amounted to 52,076 units in June, an increase of 55.5% over the 33,500 units sold in May. Home video sales to dealers in the first half of 1980 increased to 286,601 units, a gain of 46.6% over the 198,444 units sold to retailers in the same period a year ago.

Teig, in any case, ourplans are being formulated for expansion and re-equipment. ‘We’re basically revamping the whole place.’

The studio manager has experienced a drop-off in business, New York City’s Elec-}
**SINGLES BREAKOUTS**

**Pickwick—Midwest**
- Jackson Browne
- Fred Knobloch
- 1812 Overture
- Milwaukee
- A Taste of Honey
- Herb Alpert
- The Chipmunks
- Chicago
- Boston

**Spec's—South Florida**
- Herb Alpert
- Jackson Browne
- Pat Travers Band
- Joe Ely
- Reba McEntire

**Fattlers and Sons—Indianapolis**
- Herb Alpert
- Ray Charles
- John Prine
- Sonny & Cher
- The J. Geils Band

**Alaska**
- Phoenix
- John Prine
- Lynyrd Skynyrd
- The J. Geils Band
- Hank Williams III

**Rossington Collins Band—Philadelphia**
- Herb Alpert
- The Chipmunks
- Chicago
- Kim Carnes
- John Prine

**Rolling Stone**
- John Prine
- Tom Jones
- The J. Geils Band
- The J. Geils Band
- The J. Geils Band

**Tower—Sacramento**
- Hank Williams III
- The J. Geils Band
- John Prine
- The J. Geils Band
- The J. Geils Band

**Wherehouse—Los Angeles**
- Herb Alpert
- The Chipmunks
- Chicago
- Kim Carnes
- John Prine

**Bee Gee**
- Herb Alpert
- The Chipmunks
- Chicago
- Kim Carnes
- John Prine

**Record Theatre—Cleveland**
- Herb Alpert
- The Chipmunks
- Chicago
- Kim Carnes
- John Prine

**Merchandising**
- Herb Alpert
- The Chipmunks
- Chicago
- Kim Carnes
- John Prine

**MCA Sets Push For Elton John LP August Releases**

**LOS ANGELES—** MCA Records will expand its marketing campaign in support of Elton John's current "21 at 33" album and "Little Jeannie," John's Top Five single from that album beginning the first week in August.

A radio and television campaign is targeted specifically at the 18-34 age group because of that audience's familiarity with John's past successes. In addition, national in-store merchandising will be aimed at the current teenage radio listening audience.

Top 40 and AOR radio advertising in major markets will highlight both the LP and John's two singles from the album, "Little Jeannie" and the forthcoming "Don't You Wanna Play This Game," which will be released at the end of July.

Along with television advertising, TV spots will also run on national cable and satellite networks.

Point-of-purchase displays at retail outlets will include 1 x 1 front boards, 2 x 2 album cover blowups and specially designed "21 at 33" mobiles.

Major marketing campaigns have also been scheduled for August releases, according to Bob Siner, president of MCA Records.

Asleep At The Wheel's debut album for MCA, "Framed," will have regional and local print announcements, as well as two 60-second radio spots produced for AOR and Adult Contemporary audiences and for country audiences.

In support of the soundtrack to Universal Pictures' upcoming film "American Beauty," there will be advertising in regional and national consumer publications as well as radio spots produced for country stations.

**Big Demand For Elvis LP**

RCA Records' home office, RCA's New York branch sales office immediately asked a number of stores in the metropolitan area to accept reservations.

"As a result of the tour," Gallagher concluded, "we've added a most unusual feature to our national advertising-promotion campaign... We'll run ads in local newspapers telling customers that they can make reservations with our customers."
Riaa Witnesses Tell Of Publishers' Lack Of Support At CRT Hearings

(Continued from page 8)

they once performed are now undertaken by others. If the RIAA threatened him with legal action, he said, at one point, "the publisher is nothing but an administrator." At another point, he quoted what he said is a common expression: "the publisher is a part owner of the recording, and the record company is the other part owner." But the "other part owner" is sitting day by day on their ASCAP."

And, he continued, "Today, if a writer has any brains, he'll join a recording branch firm that also is in the recording business."

Long Career

In 1965, Gayle, then a highly-recognized Atlantic Records where, he said, he helped promote such artists as Aretha Franklin, Roberta Flack and Bette Midler, among others. Since 1973, he's been an independent promoter, specializing in radio relations, record promotion and marketing. And, he added, "In these last two years, I have seen little if any publishers out promoting their songwriters.

One of the RIAA witnesses last week bolstered earlier testimony by record industry leaders that the present 2.75 cents a song compulsory license for mechanical royalties projected that any boost would result in injury to the record business.

Gene Norman of Crescendo Records argued that while the present 2.75 cents a song would mean higher retail prices that would result undoubtedly in fewer records being sold, it would mean reduced revenues in the aggregate for songwriters and their publishing partners. Crescendo puts out specialized records, Cajun, old time jazz and money tings, among others.

Publishers, Norman said, are only copy right owners; they don't do anything for songwriters. And, he contended, "As record companies are always laying out money (for production, for pressing and so forth)," publishers "make money even if the song's not a hit."

Korvettes To Shut Half Of Its Stores

New York — The Korvettes department store chain plans to close as many as half of its remaining 36 department stores by Aug. 1 as part of a plan it has negotiated with its only lender, Continental Illinois Bank. The move will give up its stores in other cities and become strictly a New York retailer, with 18 outlets in the city.

Korvettes will close five stores in Detroit and four in the Maryland-Virginia suburbs. It will also close four stores in the New York metropolitan area, including the South Street Seaport Avenue store, which will become a diamond dealers' center and office building.

Cash Gamble To Receive 1980 Acm Award

New York — Kenneth Gamble, chairman of Philadelphia International Records and co-founder of the Black Music Assn. (BMA), will receive the 1980 Acm Humanitarian Award at its 13th annual dinner here on Dec. 13. The announcement was made by Walter Yetts, president of the CBS Records Group, prior to his keynote address at the recent BMA convention in Washington, D.C.

Nnamdi Nwagwu, president of WEA International and the recipient of last year's Acm Award, will chair this year's event. The selection of a regional chairman and committee members is under way.

East Coastings

This Music of Business — A funny way on the way to the simultaneous release of the four new albums by the band. The two new albums have as their anchor a song that had to have its hook in place to hit the charts, "Two's Company One's A Crowd." This year has seen the release of the album, the video has yet to hit the charts, "Two's Company One's A Crowd." The song has been a hit, and that is the reason why the album has been a hit. The album is the release of the video, the project has yet to hit.

"The farm system" for developing acts continues to yield results. On the heels of the graduation of the Fabulous Thunderbirds from Takoma to Chris Hillmen, comes the news that John Cale has matriculated from I.R.S. to A.M.M. WEAT international president and Atlantic Records of Microwave Electronic Music is to receive a rare return to the producer's helm as he oversees the live recording of The Mingus Dance Band at the Montreux Jazz Festival. A.M.M.'s five-inch single is again set for commercial release. But, with the new split of the label, the producer gets an even greater share of the distribution's territory. According to Rounard's Bill Nowlin, while the firm's distribution arm is not as profitable as its manufacturing arm, it is still as profitable as it has been, literally doubling what they were last year.

Mike Chapman Goes In Through Mike Chapman is in, and Gerglio Moroder is out as producer of the next Blondie album. Apparently, Moroder's involvement with the Blondie project is over after the release of the album, their last. Chapman will now be heading to the studio and working with the last straws being the addi-

Backstage with Brian — Epic recording group The Beach Boys recently changed front in the Washington Monument in Washington, D.C., before an estimated crowd of 300,000. The concert, held on July 4, was simulcast on WABC, WLS, KNBC and WNYE. The group's performance was the most publicized of its careers.

Teenage News — Antilles has signed Japanese jazz group to a record deal. The label's roster includes Kate and Anna McGarrigle and Geoff Muldrew. Bryan Ferry was described as "seriously ill" following his hospitalization for an infection of the kidney. Ferry's illness forced a cancellation of Roxy Music's European tour. Ferry was slated to produce a re-recording of Chubby Checker's classic, "The Twist." According to executive producer Rick Stevens Louise Gifford is no longer managing the local territory. Speedies. According to "Get Down" girl, "I was getting to the point where I could not longer communicate with anyone older than 19."

East Coastings Looks and Listens — Based on runs at only two or three weeks each, the recently launched record Rocker, tented movie Rockers, is one of the top 33 grossers in the country, currently doing $1 million in box office gross. It's a film about the lives of like Rock and Carny. The No. Nukes movie premiered at the Cinema last week. A.M.M.'s Sequence to Grease will star Andy Gibb, Martin Man, Jane Curtin and Reinhold Keil. Between July 18 and Aug. 7, a firm called Roadmovies Inc. will present at the Harold Clurman Theatre at 412 W. 42nd St. the most comprehensive collection of road movies ever seen. The series spans 50's era movies like Jailhouse Rock and The Girl Can't Help it through 60's classics like The T.A.M.I. Show, and Has A Wild Weekend, among other contemporary films like The Kids Are Alright and Renaldo and Clara.

The Right Ingredient — The Main Ingredient, whose recording of "Playin' Fool," went gold for RCA some years ago, has returned to the label and is now being promoted. The group consists of four members: group members Cuba Gooding, Luther Simmons, and Tony Sylvester.

The Right Ingredient — The Main Ingredient, whose recording of "Playin' Fool," went gold for RCA some years ago, has returned to the label and is now being promoted. The group consists of four members: group members Cuba Gooding, Luther Simmons, and Tony Sylvester.

MUSICAL CHAIRS — Warner Bros. has dropped Jimmy Cliff. Arista has signed Eddie "Knock On Wood" Floyd. A&M is courting X. Backstreet has signed Keith Sykes. MCA has dropped Denise LaSalle (she completed an LP for her own Wolfgang label). WB has signed Rock Oak Arkansas guitarist Jack Holden. Arista has signed another ex-Capricorn act, Sea Level. Warner Bros. and MCA are both laying claim to New England, who formerly recorded for DOT. D.O.D. Records takes The Rascals free for its new label. We Funds is at the dog stand on Broadway and 57th. The Ig Masters are signed to the new label. It reports that he will make his film in England for the summer, though, by this time, he is en route to a week's vacation in New Orleans. In August, he returns to the studio to cut an album under the production agnes of Tom Panunzio, using the same musicians from his previous sessions in the studio.

CRITIC'S CHOICE — A year ago, when disco rock teamed on the Jenner, the smart bizzars anticipated a rock-disco crossover and the record sold. Confuse appeals to the hip audience. The album has sold over 1.5 million copies to date. Although the group charted a year ago with a pure disco record, "Long Beach," its last album, "Party Boys," showed that they assimilated new rock wave in one large dose. Like no other bands, their music implied that both disco and new wave were two sides of the same cultural story, sharing preoccupations, but one or the other igniting a style, still full of kinetic and energetic grooves. With the band's latest release, "Foxy Live," the group proves that their incredibly funky, but-chic fusion does not miss a step as it takes to the stage, as the group seamlessly plays its way through 11 compact, highly danceable numbers. My favorite tune is "She's So Cool," where led, destined for rock 'n' roll immortality, "she's so cool, she could kill a refrigerator."

AARON FUCHS

Cash Box\July 26, 1980www.americanradiohistory.com
HARMONIZING WITH SOME BARBECUE — I'm not a 60-minute man and there weren't any street-corner harmonizers or gospel churches where I grew up (not that nothing was my town called Plainview, right next to the borough of Hixsville). What I do know is that the blues and romance has never been more than a part of the fabric of New York. And the music, by any and all means, has been heard. The proof is in the reactions of people who encounter the incomparable Fourteen Karat Soul for the first time. At N.Y.U. last December, Fourteen Karat Soul was presented to a popular jazz club group, by such noted practitioners as the Whispers, the Manhattanites, and Spinners, Ray, Goodman and Brown, the Persuasions, the Hendricks Family, the Singers Unlimited, and Manhattan Transfer. With all of this heavy company, where do I get off rating live reviewers from East Orange, New Jersey, as the best that they ever heard? The proof is in the reactions of people who encounter the incomparable Fourteen Karat Soul for the first time.

GEM — The New Jersey-based do-wop group Fourteen Karat Soul has been performing everywhere it has played. The youthful outfit recently released an LP, “Lover's Fantasy,” on Catamount Records.

“Lover's Fantasy” is featured on the album Fourteen Karat Soul. The album features singer David Friesen, keyboardist Ronnnie Laws, and guitarist Blood Ulmer. The album was produced by Jerry Wop Disco. The album was recorded at the Beachwood Studios in Brooklyn, New York. The album features nine songs and was released in 1980.

For more information on Fourteen Karat Soul, visit their website at www.americanradiohistory.com.
Art Ensemble Of Chicago: Top Jazz Band's Concept Unfolds

(continued from page 10)

held with the same esteem as the Art Ensemble of Chicago.

Composition Chores

While composing chores are handled by each individual member, the overall music composition is handled by Jarman, Mitchell and Bowie. So it is no surprise that the band's early recording efforts, such as Mitchell's "Numbers 1 & 2" on the Chicago-based Nema label, marked the beginning of a trend among the AACM artists to confine finely-tuned jazz buffets and other exploring musicians, a plan was launched to take the creativity beyond the Chicago ghetto.

"That's why the Art Ensemble got together; to see if that creativity got beyond Chicago," said Bowie during an interview with Cash Box.

We wanted to make sure the whole world knows we're not just creating some music our music. It has taken a lot of years, and the whole world still doesn't know," Bowie added.

The formation of the Art Ensemble was part of the cooperative tradition the band's members developed while experimenting at Art Ensemble of Chicago.

"Of course, the basis of the whole organization (AACM) is music and playing forces. And one of the main parts of it is teaching and disseminating," explained Moye, during the Cash Box interview.

"We're also trying to change the role and function of musicians in the community," Moye added.

The Arthur Henry Moye spoke of did indeed expand during the late '60s, when the band was first formed, and has continued to expand over time. "We're going to do it. Although there's something there for everyone." Moye said.

"I dove to stimulate thought," added Bowie. "We like to get the wheels in people's heads turning.

"People need to sleep; we want them to wake up," he concluded.

Both agreed that Europe had initially been a viable market artistically for the band's music, a market described by Moye as "more adventurous and more interested in seeing things not familiar to them."

Part of the unfamiliarity, a much noted oddly associated with the band, is the enigmatic stage and garb, make-up and theatrics that accompany its music performance.

Moye called the stage appearance, "huge part of the band's appeal. Except for an outfit of African garb, an outgrowth of each individual's perception of himself and his role in the making of music on a ceremonial level."

"Art Ensemble behind the whole thing, and then, too, we believe that music should be more than just a presentation of music and making sense of things," Bowie said.

"We've got as much vaudeville, minstrel musicians, and, even beyond that, we go back to the villages in Africa."

"We always like to put something special that removes us from the ordinary," Moye explained. "This is one of those," said Moye who debuted his 18th Century ladies' garb at the recent Newport Jazz Festival in New York City's Town Hall.

But beyond that, the garb, which was designed to create a visual impact in line with the music, the band does not delve into the use of gimmicks to engross an audience.

No Technology

He said that the reason the group does not attempt to codevelop its music is because, according to Bowie, they are too limited in locale.

"People are starved for music," Bowie commented. "I don't think that the music they are hearing now is bad, but there is more. I don't want to listen to Sun Ra all the time and Outward Visions' band is times when I want to dance," he added.

"We constantly add new and old elements and constantly try to keep the music fresh, just not for the listeners, but for us," Moye added.

Adding to the Ensemble's repertoire has been the development of its own label and publishing company and an association with ECM executive Orjan Brevik.

"Dowie explained that since the band began to work with Outward Visions and the first LP with ECM, there has been much progress.

"In our dealings with people, we apply our basic concept," Bowie explained.

"Outward Visions is like an Art Ensemble in a different bag. They are into creatively except they express it through their percussion. He said a combination of the management change and the association with ECM has opened up a more generous market in countries like France, Italy, The Netherlands, Sweden, Denmark, Finland and England.

According to Helene Can, spokesperson for ECM, the group's first album, an extensive Full Force Tour for all regions of the U.S., including dates in the East, Midwest and West is due to start next month on the west coast. She said that while most of the dates were set, some were still being added where the interest and the booking agency was still interested in contacting interested promoters in some markets. She said that the Outward Visions offices in New York at (212) 473-1175 to help enhance maximum exposure of the Full Force tour.

"It may have taken years for us to develop the following we now have," Bowie said. "But we've got a whole lot of years ahead of us to finish spreading a sense of creativity."

But in a triumphant story the cooperative perspective connecting artist, and management goads, Cann of Outward Visions said, "The whole point in sending art out on tour is to develop markets, not cream them."

M-80 Announces Staff And PR, Booking Firms

LOS ANGELES — M-80 Records, the newly formed Los Angeles-based label, has announced the appointment of Kay Grant, former executive vice president of sales manager and west coast and southwest promotion manager, and Nicole Lemp, former marketing manager for the bands Outward Visions and Red Line, as the new M-80 vice presidents.

Red Line currently handles Mark Hoffman and the Rabble and Jeff Rollings, who are signed to the label.

M-80 is located at 9343 Sunset Blvd., Los Angeles, Calif. 90028.

UP FROM DOWNUNDER — While only a handful of Australian acts have made a dent in the U.S. market in the past, a burgeoning rock scene in the land down under has developed within the last year or so, and both Aussies and Kiwis (New Zealanders) are finally starting to be noticed. The current group of heavily metalers AC/DC had recently finished their recording efforts and were finalizing their contract with both AC/DC mold and "Back in Black" (hats off to Bon) will be out shortly and maintain the large of that have made valuable inroads on U.S. charts, the Sports and Jo Ze Jop and the Grateful Dead have attributed their high status in the States were "said Jeff Shock, director of marketing and promotion for Homerun Management, which manages the Sports. The 13-25-year-olds are the influence the sound down there, but the 27-38-year-old demographic, so the scene is vital and exciting like America was in the '60s. The music is pure and raw and no one here anymore. There's an excitement down there when a new band or sound comes along, but Americans cop the attitude of 'Oh here comes just another rock 'n roll band.' The Aussies' zeal for the new bands such as Angel City and the Sports finally caught the attention of American companies. And via Aristos, the Sports saw its "Who Listens To The Radio" achieve Top 40 status on the American pop charts. "Bands from Australia and New Zealand are real people, not just for their own right," explained Ian Copeland, who works U.S. tours for such Kiwi bands as the Sports and Elephant Power through his Frontier Booking Agency (FBI), "It used to be that Australian bands were campaigned in the '60s but now their personalities of their own." Copeland went on to say that Epic was skeptical of supporting modern rock acts because of the rhythm clashhydration they had on the band on computer. However, the group's tour got a lot of audience response and the label is now ready to go all out for the band's new album (due in August) and a September tour. Perhaps the most musically advanced band to come from the land of Marsupials is New Zealander Split Enz. Reggae, mid-'60s rock and heavy metal, although given a Aussie twist, play a heavy role in the sound of the majority of the others, while the bands themselves have a unique level of musicality. The six-piece from Auckland, led by brothers Tim and Neil Finn, have just had their third album, "True Colours," released by A&M, and it is proof that the music from the land of Fosters Lager and snow-capped Fjords is developing its own distinct identity.

ON THE BEAT — A newly revamped Jethro Tull will release their new "Alert" LP in September. The album represents a step away from its recent past in that there is only one instrumental in the collection. Longtime band members Barriemore Barlow, John Evan and David Palmer, have left the group named for the famous English agrarian and have been replaced by keyboardist and percussionist Carl Hunter and J.L. a drummer Mark Cranney in a major personnel shift. The result of the restructuring will be heard on the band's upcoming single, "Crossfire." "Alert," was originally scheduled to be an Ian Anderson song, but Tull, as whole band, has been rehearsing newly penned Anderson tunes at the Wurlitzer Studios as well. Tull's lead singer and songwriter of the有利于 this and Copeland has grown tired of the synthetic Munich Machine sound and switched producers with Giorgio Moroder to Mike Chapman for its latest effort. Rock 'n 'roll author/collector Jim Carroll, whose musical style is akin Lou Reed meeting John Coltrane, is in San Juan, Puerto Rico, where he is on a feature performances of music happening in the music business, reviews of albums and concerts and information on the latest in stereo and recording equipment. Circulation is approximately 100,000 copies nationwide, and distribution through the Sounds Good mail order business, college campuses and in record stores. The bi-monthly's first feature issues features interviews with Bob Marley and Frank Zappa.

NARAS RE-ELECTS — The governors of the Los Angeles Chapter of the National Academy of Recording Arts & Sciences (NARAS) have re-elected Eddie Lambert, chapter president; Sue Raney, first vice president and treasurer Marilyn Baker for their second term. The council members in office were Michael Melvoin, second vice president and Tom Morgan, secretary.

SAN JUAN SERENADE — The Fourth Annual Telluride Jazz Festival will take place July 16-18 on San Juan Mountains. The three day festival will feature performances by Roberta Flack, Sprogo Gya, Herbivore Hancock, Anthony Braxton, Woody Shaw, Etta James, Albert King, Paul Butterfield, Sunnyside Slim and Paul Horn. The festival will be kicked off at 1 p.m., July 25, with a parade down Main Street with horn players, drummers and gits, opening scenes. The music is non-stop jazz and the New Orleans Mardi Gras tourny The Golden Eagles. Ticket sales are limited to 5,000 in order to maintain a mountain community setting.

IRONBOLTS, RANDY BACHMAN AND MASON LUECK, lead Ironhorse, have agreed to sever all contractual obligations with Scott Bros.
AIR PLAY

THREE IS ENOUGH — The Federal Communications Commission (FCC) would serve no useful or public interest purpose by allowing bidders to submit multiple bids for one license. Therefore, it is proposed that the FCC require bidders to transfer its 13 stations to an independent, qualified licensee. These and other comments were filed with the FCC by the National Assn. of Broadcasters (NAB) to support the FCC's position that the FCC should allow a bidder to acquire only one license in the area of the FCC's recent auction.

This case, which was settled after the FCC recently settled three of the chain's licensees. The NAB said that the commission's decision, while beneficial, has "certainly been more than sufficient to deter other licensees from similar misconduct and leaves only a question of trustworthiness." The NAB further urged the FCC to "recognize that deterrent purposes have been served and that there is an affirmatively public interest in allowing a transfer rather than attempting to judge the licensee as totally unfair.

ARBITRATION SETS NEW SURVEY SCHEDULE DATES — Responding to broadcasters' requests that the Oct./Nov. survey be pushed back until after the World Series is over, Arbitron has established new Fall 1980 survey dates — Oct. 23-29. While considering the delay beneficial, Arbitron said that these dates will now be delivered later than usual. The 1980 Fall Quarterly Measurement dates have also been revised to begin two weeks earlier than originally announced. The new dates are Sept. 25-27.

The 1981 Quarterly Measurement dates have been revised to cover 44 weeks instead of the previously proposed 48 weeks of measurement. The new survey periods include: Winter, Jan. 6-12, 1981; Spring, 1981; Summer, June 25-29, 1981; and Fall, Sept. 25-26, 1981. According to Arbitron, the Summer schedule was reduced to keep the measurement period more in line with the actual summer season. The Winter survey was reduced to avoid the Christmas/New Year's holidays.

MEETING OF THE MINDS — UCLA Extension is currently running a nine-week course entitled "Music On The Radio In The '80s." The series will feature numerous radio and record industry leaders, as well as discussion of listeners' mutual working relationships, goals and needs. The opening seminar on Oct. 2 will feature Kent Burkhart, Arbitron consulting firm; Bob Sherwood, president, Phonogram/Mercury Records; and Dwight Case, president, KROG Radio.

Targeted audiences as a problem that reduces the available market for breaking new acts. Case and Burkhart both felt that the record companies were not producing enough diverse material. Case also said that radio today lacks direction. "A lot of PD's seem to be going on something that they feel is a winner," Case said. Burkhart attributed the fear of Arbitron ratings as the instigator that curbs a PD's creativity and desire to experiment. Both Case and Burkhart expressed concern over Arbitron's methodology, but agreed that they are "very useful" in determining challenging times. Listeners, they say, will be hearing from Dave Sholin, Rich Sklar, Tommy Hedges, Billy Bass, David Morehead and a number of top recording artists.

FROM A WORLD FAR AWAY — Drake-Chenault Enterprises have put together a 48-hour fantasy special, SATCON I that will put together the superpowers of the world in an unreal concert setting that will sound totally real. The special production will create the illusion of an international hookup with several concerts happening in several cities. Through "the magic of satellite," listeners can celebrate their favorite concert artists, without leaving their living rooms, at the parties and enjoy the actual concerts as well. Authenticity is a prime goal of the producers of SATCON I as the special will bring together radio concerts like Rod Stewart from Honolulu, the Bee Gees from Miami, the Doobie Brothers from San Francisco, Eagles from Los Angeles and Paul McCartney from London. The premiere release weekend is scheduled for Oct. 24-26. For further information, contact Jim Kifford at Drake-Chenault by calling (800) 423-5084 or (213) 831-7409 in California, Alaska or Hawaii.

THE SOURCE PRESENTS — Representatives of NBC Radio’s The Source will be em- bellishing the audience of the network’s media extravaganzas to members of the press and advertising communities. First stop is Los Angeles on July 28, followed by trips to Dallas on July 29, Chicago on July 30-31, New York City on Aug. 4-5 and Detroit on Aug. 6-7.

SYNDICATION INDICATIONS — DIR Broadcasting has produced a new 60-minute weekend news magazine for radio called "Hour Time." The firm has signed author and critic Kurt Vonnegut to cover the Republican and Democratic Conventions. Former New York Yankee pitcher Yogi Bown and Bill Simmons will produce weekly commentaries and features on American sport. Martin Mull has also been signed to go out on location as a reporting "Hour Time." The show will debut on Aug. 3 over DIR network stations. ... The public firm of Age, Stevens, and Acree Inc. has been retained to handle corporate pr and publicity for the nationally syndicated company. ... Aug. 8, The Rolling Stones will be featured in a two-hour special of Westwood One’s "All The Radio News." ...

NEW JOBS — Diane Sutter, general manager of WEPZ/Pettsburg, was recently elected to the national board of the American Women in Radio and Television. Sutter will serve a two-year term as vice president for the midwest area. Brian Moore, general sales manager of WNNY/New York, has been named general sales manager of WNYW/New York. Larry Knight has joined Charter Broadcasting’s KCBQ/San Diego as program director. ... Bobby Rich has left KHTZ/Los Angeles. Jim Conlee will be acting PD until a replacement is found.

Summer Radio Programming Reflects Seasonal Lifestyles

Mark Albert and Marc Conner

LOS ANGELEs — Reflecting the leisurely attitude and lifestyle synonymous with the season, promotions geared toward recreation is the major station visibility within the community and programming that emphasizes oldies and songs with the summer spirit have become a part of aOR and Top 40 radio’s strategy during June, July and August.

The seasonal change to warmer weather is reflected in promotions that heighten a station’s profile within the market. Promotions that specifically cater to the beachgoers and out of doors listeners are especially popular, as bumper sticker giveaways, free outdoor concerts, station-sponsored volleyball and basketball tournaments and vacation contests typify summer activities.

People here live for the summer months," says John Gehr, program director at WLS in Chicago. "We bring out the heavy artillery in summer including two softball teams, play for community charities and outdoor activities." However, our best asset is our three mobile units which are constantly visible at the beachgoers’ hub, or wherever our listeners are hanging out.

Eaching Gehr on the summer for the major station is Tracy Mielke, market manager of KAIR.Seattle maintains that the season is of special significance for the usually rain-soaked northwest. "The city freaks when the sun shines," explains Mitchell. "We're here with our summer vehicle, cruising the beaches, giving away cokes, cash prizes and bumper stickers where ever possible. Since we don't get much sun up here, we try to sound like sunshine."

Like many other stations across the country, KJF features block programming such as all Beatles, all Beach Boys, and all Beach Boys. As well as, as season-oriented oldies such as The Lovin’ Spoonful’s "Summer in the City" and Sly And The Family Stone’s "Hot Fun In The Summertime."

While similar programming philosophies work throughout the year, the Midwest, Southwest and the Southeast, this year’s sweltering heatwave has tended to subdue rather than increase the listener.

When it's 110 degrees outside and 120 degrees inside your car, you don't want to hear 'Hot Fun In The Summertime.' It just isn’t fun," said Tim Spencer, program director of AOR-oriented KTQO/Dallas.

He went on to say that when the mercury climbs that high even hard core rock 'n' roll listeners can’t tolerate set after set of heavy metal. "Where would we tend to loosen up?" he asks. "How would we walk away music without getting too intense," said Spencer.

Another philosophy exists in California where Tommy Hedges, program director for KLZ/ Los Angeles, stated, "We don't really change our programming for summer — it's just that it's summer time all year long."

However, Hedges did say that the FM station which he’s most proud of is a station that he says is "partially the brainchild of personality Frazer Smith, that visited a different southland beach each weekend with prizes and bumper stickers."

Disagreeing with Hedges’ description of Los Angeles as "sand and sun," program director at KZGAM-Anahiem, in addition to our Cuervo/O/PDK/KEZY sponsored volleyball tournament (which drew 100,000 spectators), and in which we plan to draw more on July 26-27, we’re really hitting the beach crowd with hard rock and rock & roll."

The Who’s "Won’t Get Fooled Again" maintained Forman.

Distinct Advantage

He adds, Airwaves, an-AM station had the distinct advantage over many of LA’s leading FM's in reaching the beach crowd, in contrast to oldies, up-tempo rock, country and pop. According to Forman, Westwood One’s "Off The Clock," is the most popular series, with many observers noting its "incredible success.

And while WBAB is one of the more visible in reaching the beaches, WBIP, WPLJ, New York’s leading AOR, sponsors the youth-oriented Dr. Pepper concert series in Central Park and various concerts, which have been estimated to draw anywhere from 10,000 to 20,000 listeners every week. They have featured such acts as Ian Hunter, Peter Gabriel, The Pretenders and The Iron Chef.

As in New York, a summer in the city concert series is full in swing in San Francisco. However, the summer is the perfect opportuni ty to get out more into the community," said Bob Cole, program director at KML/ San Francisco. "We have a giant mass of camp that is 10,000 strong and a 40- foot long, which is very visible at the concert series we sponsor in the summer in contrast to oldies, up-tempo rock songs, giant camels, soda pop, vans and other youth-oriented promotional include ments, KROY/Tucson, a pop adult station caters to the tastes of an older demographic.

Older Demos

"Older demographics are of prime importance to this station,” says Dan McCow, music director at KRO. "Therefore, we do anything we can to keep the baby boomer kids from leaving us."

Arbitron To Measure Degree Of Sample Error

LOS ANGELES — The Arbitron Company is undertaking its second major study of the reliability of its broadcast ratings. Because radio estimates are based upon a sample of listeners and are subject to sampling errors, the purpose of the forthcoming Radio Replication Study is to determine just how big or small this sampling variability tends to be.

Generally, the idea of replication is to repeat a study either literally or through a process of subsample simulations several times, and then gauge empirically how much the estimates based on different subsamples differ. The nature of replication is to determine just how big or small this sampling variability tends to be.

A replication plan to apply this replication procedure to 19 separate Market Survey reports. Based upon this analysis, a model of replication was developed and tested for use in deriving sampling error estimates for all local Market Survey Reports.

POP CROSSOVER POTENTIAL

Can't We Try — Teddy Pendergrass — Philadelphia Int'l

Rebel Sig are — Chlo — Atlantic

mark albert
44 JOAN ARMATRADING • ME MYSELF & I • A&M
ADDS: None. HOTS: WRNW. WABG, WBLM, KNX, KZOK, WQRS. MEDIUMS: WWJM, WSCN, WWXM, KMGN, KROQ. PREFERRED TRACKS: Rebound. SALES: Moderate in West; fair in others.

160 RUSS BALLARD • BARNET DOGS • EPSIC
ADDS: None. HOTS: WCNX. WAMS. MEDIUMS: KZEL, KSHE, WORJ, KWMN, WBLM, KJJQ, WBCN. HOTS: WGLQ. MEDIUMS: WWNJ. WPPB. WORJ, KZOK. PREFERRED TRACKS: Dance. SALES: Moderate in West; poor in others.

21 JEFF BECK • THERE AND BACK • EPSIC

49 ROBERTO ANTONIO • THE COMPLETE ALBUM • Verve
ADDS: None. HOTS: WSHE, WORJ. MEDIUMS: WBAB, WYDD. PREFERRED TRACKS: Lady Evil, Lonely. Title. SALES: Moderate to fair in all regions.

6 THE BLUES BROTHERS • THE COMPLETE ALBUM • ABC
ADDS: None. HOTS: WWWM, WWYF. MEDIUMS: WBBR, WHW, WCOZ. PREFERRED TRACKS: Earth, Wind & Fire. SALES: Good in all regions.

200 JIMMY CLAPTON • THE COMPLETE ALBUM • ABC
ADDS: None. HOTS: WWWM. MEDIUMS: WWWM, WWXY. PREFERRED TRACKS: Lay Down Sally. SALES: Moderate in all regions; other regions.

46 JIMMY CLAPTON • JUST ONE NIGHT • RSO
ADDS: None. HOTS: WTVW, WLDW. MEDIUMS: KZOK, WORJ, WYFE, WBCN. PREFERRED TRACKS: Thin Line. WS. SALES: Good to moderate in all regions.

144 DAVE DAVIES • AFL-3630 • RCA
ADDS: None. HOTS: WTVT. MEDIUMS: WWWM, WYDF. PREFERRED TRACKS: Lady Evil, Lonely. Title. SALES: Moderate in all regions.

73 DEVO • FREEDOM OF CHOICE • WARNER BROS
ADDS: None. HOTS: KYQO, WBCN, WCCC, WKL. MEDIUMS: WYDD, WKL. PREFERRED TRACKS: Title, Whip It. SALES: Moderate in East; fair to poor in others.

117 THE BIRD TANK • MAKE A LITTLE MAGIC • UNITED ARTISTS
ADDS: None. HOTS: WTVL, WABB, WWKB, KNX, WQRS. MEDIUMS: WWNY, WWGM. PREFERRED TRACKS: Badlands. Title. SALES: Moderate in all regions; fair in West.

24 BOB DYLAN • SAVED • COLUMBIA
ADDS: None. HOTS: WTVW, KYQO, WBCN, WCCC. MEDIUMS: WBCN, WWGM, WORE. PREFERRED TRACKS: Solid Rock. Title. SALES: Good in all regions; moderate in West.

200 JIMMY CLAPTON • THE COMPLETE ALBUM • ABC
ADDS: None. HOTS: WWWM. MEDIUMS: WWWM, WWXY. PREFERRED TRACKS: Lay Down Sally. SALES: Moderate in all regions; other regions.

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5 MOST ADDED

HUEY LEWIS & THE NEWS • CHRYSALIS

KERRY LIVGREN • SEEDS OF CHANGE • KISHER/CBS

LOVE AFFAIR • RADIO RECORDS

PHILIP LYNNOTT • SOLO IN SOHO • WARNER BROS.

BENNY MARDONES • NEVER RUN NEVER DIE • POLO POLO

DAVE MASON • OLD CREST ON A NEW WAVE • COLUMBIA

PAUL McCARTNEY • McCARTNEY II • COLUMBIA

THE MOTELS • CAREFUL • CAPITOL

NEW ADVENTURES • POLYDOR

TED NIGENT • SCREAM DREAM • EPIC

GRAHAM PARKER & THE RUMOUR • THE U.P. ESCALATOR • ARISTA

47

ROXY MUSIC • FLESH AND BLOOD • ATCO

ADDs: None. HOTS: WWWM, WWNE, WJKL, WYFE, KSLD, WBAB, WIBZ, WMMS, KLAC, WCCC, KEZY, WRNW, WMMS, KMLS, WODR, WCLB, WOUR, WBAB, WLAV. MEDIUMS: WLQG, KNCK, KZOK, KXST, WXYD, KQCQ, WCCQ, WBAB. PREFERRED TRACKS: Midnight Hour, Eight Miles. SALES: Moderate to fair in all regions.

78

SCORPIONS • ANIMAL MAGNETISM • MERCURY

ADDs: None. HOTS: WCOZ, WMGN, KMGN, KELS, KXST, KNCK, KNOF, FFRO, KZOK. MEDIUMS: WRRJ, WBCG, KZOK, WMGN. PREFERRED TRACKS: Zoo. Title. SALES: Fair in all regions; poor in East.

7B

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

ADDs: None. HOTS: WWWM, KMET, WKDF, KSJD, KZOK, KSAM, WCCC, KNKQ, KEZY, WMMS, WJVB, WOUR, KOME, WYDD, WBAB, KNCN. SALES: Moderate. PREFERRED TRACKS: Title, Strat. Vertical. SALES: Good to moderate in all regions.

62

SOUTH SIDE JOHNNY & THE ASBURY JUKEBOX • LOVE IS A SACRIFICE • MERCURY

ADDs: None. HOTS: WWWM, KEZY, WCOZ, WMGN, WMMS, WJVB, WBCG. MEDIUMS: WXYD, WIBZ. PREFERRED TRACKS: Why. SALES: Moderate in East; fair to poor in others.
### PRIME MOVER

<table>
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<tr>
<th>WEEK</th>
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<th>CHART</th>
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<th>WEEKS ON CHART</th>
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<tbody>
<tr>
<td>36</td>
<td>INTO THE NIGHT</td>
<td>BENNY MARIONTE</td>
<td>8</td>
<td>KEF-29, KDIB-29, WBBB, KFCF, KRTH, WAXY, WDE-17</td>
<td>JUMPS: WBEN-FM 39-35, WCVO Ex To 27, WFCR 29 To 21, WAFB 27 To 26, HOF To 21, WJG 26 To 22, WSMN 22 To 21, WSSL 21 To 17, WSRQ 17 To 14, WDSF 14 To 9</td>
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### HIT BREAKER

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<tr>
<td>39</td>
<td>YOU'RE THE ONLY WOMAN</td>
<td>AMBROSIA 17</td>
<td>3</td>
<td>KEF-17, WFCF-17, WAVE-17, WSPF, KFCX, WRF, WAXY-17, WDE-17</td>
<td>JUMPS: WBOC 17 To 17, WGCM 17 To 17, WBCF 17 To 17, WJG 17 To 17, WDSF 17 To 17, WDSU 17 To 17, WYMD 17 To 17</td>
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### CASH SMASH

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<td>40</td>
<td>WALKS LIKE A LADY</td>
<td>JOURNEY</td>
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<td>KEF-14, WFCF-14, WAVE-14, WSPF, KFCX, WRF, WAXY-14, WDE-14</td>
<td>JUMPS: WBOC 14 To 14, WGCM 14 To 14, WBCF 14 To 14, WJG 14 To 14, WDSF 14 To 14, WDSU 14 To 14, WYMD 14 To 14</td>
<td>14</td>
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### CASH BOX

**JULY 26, 1980**

FROM ERIC'S DOUBLE POCKET ALBUM

**JUST ONE NIGHT**

RSO 2-4262

APPOROACHING PLATINUM

**“TULSA TIME”**

RS 1039

EXPLORING AT 1-50

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<th>ARTIST</th>
<th>ALBUM</th>
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<td>WAPE</td>
<td>20-15</td>
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<td>2</td>
<td>WHIT</td>
<td>19-09</td>
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<td>3</td>
<td>WHHY</td>
<td>18-15</td>
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<td>4</td>
<td>WAPE</td>
<td>17-10</td>
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<td>5</td>
<td>WCSI</td>
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<td>KTKT</td>
<td>12-10</td>
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Southeastern U.S. Club Owners Form Texas Creative Booking Corporation

NASHVILLE — Club owners from Texas, Oklahoma and Louisiana recently met at the Palace in Beaumont, Texas to form the Texas Creative Booking Corp., an informal organization that buys talent for clubs.

Ken Rollins, formerly with the Shorty Lavender Agency in Nashville, is president of the new organization and will serve as club buyer for the Palace in Beaumont, The Silver Dollar North and South in Austin, The Texas Western in San Angelo and Labrador's in Tyler. Larry Williams of Lynn's in Bryan and College Station, The Melody Ranch in Waco, The Cotton-Eyed Joe in Nacogdoches, and Cowboy's in Lake Charles, Louisiana. Rollins will also be buying country dates for Ziggfield's in Tulsa.

In the next few weeks, Rollins plans to travel throughout Texas, contacting other club owners about the organization.

Bruce named Casting Director for Elvis Film

NASHVILLE — Warner Bros. Studio in Burbank has named Patsy Bruce of the Nashville-based Bruce agency to the post of casting director for the upcoming film, This Is Elvis, a docu-drama based on the life of the late Elvis Presley. Bruce previously served as assistant casting director on the Warner Bros. TV series, Cowboy, on NBC.

"We are obviously looking for actors and actresses to recreate certain events in Elvis' life, such as his early days in Tupelo and Memphis," said Bruce, who is currently in the process of scouting talent for the film. Casting for the film will be conducted in the cities of Nashville, Memphis and Tupelo. Anyone interested in trying out for the film should watch local newspapers for requirements and times of casting calls.

FIlming is scheduled to begin Aug. 26 at Graceland and move to Tupelo in early September. All rights to the Presley concert footage have been purchased from the Presley estate.

Gilliey Boasts Two Top Five Bulleting Singles

NASHVILLE — in an unprecedented move, CBS artist Mickey Gilley boasts two singles in the Top Five of the Cash Box Country Singles Chart this week — his Epic single, "True Love Ways," which rests at #2 bullet, and the Elektra single, "Stand By Me," which is at #5 bullet.

In the midst of this chart success, Gilley has embarked on his first multi-market tour in support of his current Epic album, "That's All That Matters To Me," released in mid-June. Major venues on the itinerary include Freeman Coliseum in San Antonio (July 25); Chicago Fest, Chicago (Aug. 5); Plantation Theatre, St. Louis (Aug. 17); Will Rogers Auditorium, Fort Worth (Aug. 24); and Belmont Park, New York (Sept. 1). The tour will continue into October.

Elektra Set To Release Various Williams Singles

NASHVILLE — In a concentrated effort aimed at various formats, Elektra records is issuing two Hank Williams, Jr. songs in three forms — a 12" single, a 7" single for jukebox operators and a brand new single release.

From his current album, "Habits Old and New," the label is shipping a 12" disc of "If You Don't Like Hank Williams" on both sides to country, AOR and pop-oriented stations, with one side of the disc being the edited version.

The second single is especially tailored for jukebox play, Elektra is shipping "If You Don't Like Hank Williams" (unedited) backed with "Old Habits," from the same album. Both singles are on Elektra's second Elektra album, "Whiskey Bent and Hell Bound." The third release will be a new single, "Old Habits," cutted from the new album, which follows "Kawling," Williams' most recent hit.

"If You Don't Like Hank Williams" was written by singer/songwriter Kris Kristofferson.
<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
<th>Weeks On Chart</th>
<th>7/19 Chart</th>
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<tr>
<td>WHERE THE COUNTRY MUSIC GOES</td>
<td>Hoyt Axton</td>
<td>1</td>
<td>11</td>
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<tr>
<td>THE BEST OF</td>
<td>Jerry Jeff Walker (MCA-5158)</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>DOWN &amp; DIRTY</td>
<td>Bobby Bare (Columbia-3623)</td>
<td>2</td>
<td>20</td>
</tr>
<tr>
<td>TEN YEARS OF GOLD</td>
<td>Kenny Rogers</td>
<td>3</td>
<td>128</td>
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<tr>
<td>ED BRIECE</td>
<td>Ed Bruce (MCA-3242)</td>
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<tr>
<td>DON WILLIAMS</td>
<td>Don Williams (MCA-3192)</td>
<td>1</td>
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<tr>
<td>ENCORE</td>
<td>Jeanne Pruett (RC-1001)</td>
<td>3</td>
<td>31</td>
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<tr>
<td>WHISKEY BENT AND HELL BOUND</td>
<td>Hank Williams, Jr.</td>
<td>4</td>
<td>38</td>
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<tr>
<td>THE PILGRIM</td>
<td>Larry Gatlin &amp; The Gatlin Brothers</td>
<td>5</td>
<td>52</td>
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<tr>
<td>WITH LOVE</td>
<td>Marty Robbins</td>
<td>6</td>
<td>51</td>
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<tr>
<td>THE BEST OF RIDES AGAIN</td>
<td>Statler Brothers (Mercury BSM-5024)</td>
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<td>SHRINER'S CONVENTION</td>
<td>Ray Stevens (RCA-15774)</td>
<td>3</td>
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<td>1/4 LONELY</td>
<td>T.G. Sheppard</td>
<td>1</td>
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<td>THE BEST OF DON WILLIAMS, VOL. II</td>
<td>Don Williams (MCA-3096)</td>
<td>2</td>
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<td>CLASSIC CRYSTAL</td>
<td>Crystal Gayle (Columbia-3642)</td>
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<td>THE BEST OF THE OAK RIDGE BOYS</td>
<td>The Oak Ridge Boys (Columbia-3620)</td>
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<td>A RUSTY OLD HALO</td>
<td>Hoyt Axton (Jeremiah-JH-300)</td>
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<td>RIGHT OR WRONG</td>
<td>Ronnie Cash (Columbia-JC-365)</td>
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<td>THE OAK RIDGE BOYS HAVE ARRIVED</td>
<td>The Oak Ridge Boys (MCA-AY-1130)</td>
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<td>ORION</td>
<td>Orion (Sun-1019)</td>
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<td>GREATEST COUNTRY HITS OF THE '70s</td>
<td>Various Artists (Columbia-3649)</td>
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<td>SOMETHING &quot;BOUT YOU BABY I LIKE</td>
<td>Glen Campbell (MCA-3250)</td>
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<td>MISS THE MISSISSIPPI</td>
<td>Crystal Gayle (Columbia-3650)</td>
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<td>LOVE HAS NO REASON</td>
<td>Deely Boone (Warner/Curb BSK-3419)</td>
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<td>HEART OF THE MATTER</td>
<td>The Kendalls (Ovation-OV-1746)</td>
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<td>SPECIAL DELIVERY</td>
<td>Dottie West</td>
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<td>MILLION MILE REFLECTIONS</td>
<td>The Charlie Daniels Band (Capitol-3751)</td>
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<td>STANDING TALL</td>
<td>Billy Joe Spears (United Artists-368)</td>
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<td>M-M-MEL LIVE</td>
<td>Mel Tillis (MCA-3258)</td>
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<td>WILLIE AND FAMILY LIVE</td>
<td>Willie Nelson (Columbia-3542)</td>
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<td>55</td>
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<td>AUTOGRAPH</td>
<td>John Denver (RCA-15777)</td>
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<td>20</td>
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<td>BLUE KENTUCKY GIRL</td>
<td>Emmylou Harris</td>
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<td>LORETTA</td>
<td>Loretta Lynn (MCA-3101)</td>
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<td>68</td>
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<td>YOU CAN GET CRAZY</td>
<td>Bellamy Brothers (Warner/Curb BSK-304)</td>
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<td>72</td>
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If You Knew Susie Allanson's First LP For United Artists Includes “While I Was Making Love To You”

Susie Allanson's First LP For United Artists

Includes “While I Was Making Love To You”

Cash Box July 26, 1980
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**ALPHABETIZ - TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)**

**A**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
- Asa Cook (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**B**
- Harry Belafonte (Blackwood/Magic Castle - ASCAP)
- Jack Graven (Blackwood/Magic Castle - ASCAP)
- Jack Graven (Blackwood/Magic Castle - ASCAP)
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- Jack Graven (Blackwood/Magic Castle - ASCAP)

**C**
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- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**D**
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**E**
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- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**F**
- Harry Belafonte (Blackwood/Magic Castle - ASCAP)
- Jack Graven (Blackwood/Magic Castle - ASCAP)
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**G**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
- Asa Cook (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
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**H**
- Harry Belafonte (Blackwood/Magic Castle - ASCAP)
- Jack Graven (Blackwood/Magic Castle - ASCAP)
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**I**
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**J**
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**K**
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**M**
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- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**N**
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**O**
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**P**
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**Q**
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**R**
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**S**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
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**T**
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**U**
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- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**V**
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- Jack Graven (Blackwood/Magic Castle - ASCAP)
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**W**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
- Asa Cook (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**X**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
- Asa Cook (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
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**Y**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
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- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)

**Z**
- Hattie Derksen (Blackwood/Magic Castle - ASCAP)
- Asa Cook (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
- Joe Harnell (Blackwood/Magic Castle - ASCAP)
THE COUNTRY COLUMN

GOLD NUGGETS AT THE NUGGET — Con Hunley is currently in the midst of a two-week engagement at the Opryland Hotel in Nashville. Proceeds from the show will benefit the Opryland Children’s Fund, including the replenishing of the recently established Scholarship Fund, which was set up to benefit students presently studying the music business. Pictured following the presentation of a special citation to Milas are (l-r): John McCarthy, chairman of the board; Tom Brannon, master of ceremonies; Milas, Don Butler, chairman of the executive board; and Paul Craft, who opened Milas’s show.

SINGLES REVIEWS

SLIM WHITMAN (Epic 9-50912)
When (2:33) (Burning River Music/The Company of the Two Peters, B.V./Blue Moon Music, B.V. — BMG) (H. Bouwens)
Even though Whitman has been a stranger to the charts for some time, his popularity with the buying public has not diminished in the least. This debut single for Epic is a smooth-flowing, Latin-influenced number that should light up the request lines, and re-establish an old friend with the top of the charts.

Bombed, Boozed, And Busted (3:06) (ATV Music/Blue Lake Music — BMG) (D. Knutson-J. Sun)
It’s a honky tonk time with Sun and company as they deliver a delightfully potent follow-up to “Shotgun Rider.” Sun’s convincingly bluesy vocals are layered on top of Shogun’s honky tonk guitar riffs and fiddle wails, which build to the final chorus — an impassioned Sun as co-star the honky tonk ensemble in the grand finale tribute to the “men of the road.”

COUNTRY BROTHERS (MCA 14150)
Gustavo (2:55) (Buckle Music) (R. Jenkins)
Another stab at solid country and the jukebox. From her “Ask Me To Dance” LP, this single is an excellent follow-up to her Top 5 single “One Day At A Time.” An interesting guitar line and subtle strings back Lane’s smooth as silk vocals, which seem to improve with each successive release.

CONNIE CATO (MCA 41287)
You Better Hurry Home (Something’s Burnin’) (3:15) (Tree — BMG) (G. Martin-T. Henry)
Cato’s got bounce and verve and she sounds much like the effervescent Brenda Lee. This is a hot, upbeat little number that she’s been connie Cato back in the minds of programmers, and back on the country playlists.

SINGLES TO WATCH

ROY CLARK (MCA 41283)
For Love’s Own Sake (3:39) (Bobby戈ldsboro Music — ASCAP) (Casey Kelly/J. Dixie)
SPURZ (Epic 9-50911)
Cowboy Stomp (3:12) (Young World Music — BMG/Buzz Cason Publ.) — ASCAP) (F. Weiler/B. Cason)

MAB RECORDS (Cash Cmc 801)
Amorillo By Morning (2:19) (Terry Stafford Music/Cottill Music — BMG) (T. Stafford/P. Fraser)

MARC CLEMENTS (DDF DDF-123)
Forevermore (2:29) (Jennibelle Music — BMG/Marc Clements)

WEBB & DEBBIE (THE PIERCES) (Plantation PL-191)
Reality Of Life (3:11) (Tuesday Music — BMG) (Wayne Walker/Jim Candy)

COUNTRY BROTHERS (MCA 14150)
One Night Led To Two (3:21) (Port Music/Traymus Music — ASCAP) (Paul Evans/Bob Alan)

JESS GARRON (Chartha CH-146)
Sunshine Girl (2:53) (Mr. Mort Music/Craftshop — ASCAP) (G. Fields)

ALBUM REVIEWS


La Costa Costello delivers and winning way about her vocal delivery. Although at times she sounds a bit like her talented sister, Tanya Tucker, the young lady from Texas can stand on her own vocal merits. Like Crystal Gayle, La Costa covers a wide range of musical genres, from country to rock to blues, and draws upon a variety of quality songwriters for material. Prime cuts include “Shades of Blue,” “Since I Fell For You” and “That Things What I Like.”

SOMETHING ‘BOUT YOU BABY I LIKE — Glen Campbell — Capitol SDO-12075 — Producer: Gary Klein — List: 7.98 — Bar Coded

Glen Campbell’s latest outing features some solid country fare, as well as a few rockers. Campbell-style. The outstanding numbers are the Ritas Coolidge/Campbell duets, particularly the gospel-flavored “Show Me You Love Me” with Jeff Baxter sitting in on pedal steel. Though the album features several levels, David Gates’ “Part Time Love,” with the angelic harp fervor and out of the guitar lines, is an excellent choice for all formats.


With each successive album, and label, Allanson becomes more and more one of the leading new female country vocalists. Many of her vocals have taken on a depth and maturity that was lacking in her earlier efforts. Already a favorite at the radio level, Allanson should have no trouble breaking into country formats with such cuts as “While I Was Making Love To You” and “Never Tell Me About Goodbye” with her duet with Bill Medley, “I’m Born Again.”

LOVE IS ALL AROUND — Sonny Curtis — Elektra SE-283 — Producer: Linda, Young, Thompson and Odom — List: 7.98

Of the 10 songs on Curtis’s album, the top-notch singer/songwriter wrote eight. The two he didn’t write are excellent songs, so you can’t fault him for not going for a solid “10.” Country radio has been clamoring for “country” songs to play — Curtis gives country in a double dose with his version of “Wild Side Of Life” and his own “Cowboy Singer.” This might well be the “gosh. I didn’t know he wrote that” album. “Love Is All Around” was the theme to the Mary Tyler Moore Show.
DIAMOND IN THE ROUGH — In a unique promotion idea, MCA Records, in conjunction with Brandeis department stores of Omaha, Neb., and radio station KYKN recently held a "Diamond in the Rough Contest" to promote the Coal Miner’s Daughter movie soundtrack. P.J. & Woody who were being buried in a pile of coal outside of one of the Brandeis department stores. Contestants sifted through the coal until one produced the diamond, which was his or hers to keep. Pictured after all excitement are (l-r) Chris Taylor, P.D., KYKN, Larry Wayne, contest winner, David Langs, Brandeis store public relations; and Geoff Hammond, KYKN account executive.

WWL's Charlie Douglas Road Gang Show Kicks Off Aug. 11 In Gallup, N.M.

NASHVILLE — The Charlie Douglas Road Gang will kick off its 10th anniversary tour Aug. 11 at Truckstops of America in Gallup, New Mexico. The tour will be headed by WBLM'sრ's personality Charlie Douglas and will include an entourage of more than 50 people and 10 or more truck displays by a number of manufacturers.

The road show is scheduled to make 25 different stops over a five-week period, covering a total of 10,000 miles. Performers with the truck show will set up in each town at approximately 3:00 p.m. and offer a free country music show at 8:00 p.m. The performers, Dave Dudley, David Rogers, Kent Westberry, Becky Hobbs and the Fireightiner Band with Delilah McLane, will perform from a self-contained traveling show unit — a 40-foot trailer with drop sides, fold-out stage, complete sound system and self-generated power, if needed.

At 11:00 each night, Douglas will move into the truckstop driver’s section for a two-hour show, during which thousands of dollars worth of prizes will be given away. The show’s major sponsors include Fireightiner Trucks and Truckstops of America. Truck displays featured with the road show will be representative of several manufacturers, including C.R. Industries, Goodyear, Cummins Engines and Utility Trailers.

Following its Gallup, New Mexico kickoff date, the road show will proceed to 25 cities in 15 different states, including Oklahoma, Texas, Arkansas, Illinois, Indiana, Ohio, Pennsylvania, New York, New Jersey, West Virginia, Virginia, Tennessee, South Carolina and Georgia.

Mutual's Larry King Covers GOP Convention

WASHINGTON, D.C. — Mutual Broadcasting's Larry King hosted his latenight talk show from Detroit July 14-18, while covering the Republican Party's convention.

King broadcasted live to nearly 200 radio stations from a 68-foot yacht anchored in the Detroit River, behind the site of the convention arena. The show aired from 12:05-5:30 a.m. (EST).

The week of Aug. 11-14, The Larry King Show will broadcast live from New York's Madison Square Garden during the Democratic National Convention.

COUNTRY MIKE

NO MORE COUNTRY — Despite a hefty boost in the most recent Arbitron ratings, WWOK/Hollywood, Fla. will change its present country format to a Cuban format. The edict will go into effect July 31, as decided by the Metropolis Corp., owner of the Florida station. Metropolis made the decision before the new Arbs were released, but plans to stick by that decision. According to MD and assistant PD Larry Coates, he and the staff are proud of the work they did with the station, raising its ratings from 1.7 to 3.4 in the latest survey. Coates and the WWOK staff are presently looking for new positions and are willing to travel outside the Florida market. Contact him at (305) 921-4000.

Following a stint in the Marine Corps, Chris Lane began his broadcasting career with WBM-TV/Nashville. Deciding radio was more his game, Lane worked with a number of pop/rock-oriented radio stations, including WKNJ/Knoxville, KAKC/Pensacola and KISQ/Den Moines. He began his long country career with KAYO/Seattle in 1982. Lane worked with WWJ/Detroit, WPLO/Atlanta and WIL/St. Louis. His numerous awards include Gavin's Program Director of the Year, awarded by Bill Gavin to Lane for five years. He was also Gavin's Music Director of the Year for two straight years.

He is currently with the Weedeck Corp.

The fourth annual "Jamboree In The Hills" was held this past weekend (July 19-20) at Brush Run Park near St. Clairsville, West Va. The two-day event, produced by WWVA/Wheeling, is said to be the largest outdoor country music festival in the country. The first Jamboree In The Hills attracted some 26,000 fans in 1977, while this year's total attendance was expected to exceed last year's total of 40,000. The list of artists scheduled to perform this year included Charley Pride, Hoyt Axton, Alabama, Moe Bandy, Donna Fargo, Bobbie Blue, Charly McClain, Miss prisoner, John, Judd Stark, Mel Tillis, Mary Lou Turner, and Kelvin Warren. Sunday's performers were Clarence "Gatemouth" Brown, "Bobby "Crack" Craddock, Janie Fricke, Larry Gatlin, Jerry Lee Lewis, Ray Stevens, the Thresher Brothers, and Tammy Wynette.

Beasley Broadcast Group, owners of a chain of stations in the Eastern United States, recently bestowed the honor of Manager of the Year to general manager Danny Highsmith of WFAI/Fayetteville. President George Beasley acknowledged Highsmith in recent group meetings in Augusta.
New Music Meet Draws 500, Unites Fragmented Media Web (continued from page 7)
The attitude of the seminar participants was that the isolated admission of a few groups with commercial receptibility to the hallowed radio playlist (Blondie, The Pretenders, Elvis Costello, and The Clash were frequently mentioned as examples) had not established a beachhead for a new direction in pop music, as the success of The Beatles and The Rolling Stones had in the early ‘60s.

During the radio panel discussion, Mike Ellis of WKTY-FM said that “it is an accepted axiom in radio that the most conservative stations are the most successful.” Ellis pointed to the success of the B-52’s “Rock Lobster” in major markets like Miami and Los Angeles, while being ignored by programmers in other markets.

Bill Hard, publisher of his self-named radio tip-sheet, added that many stations are afraid to go out on a limb with new music because “if the ratings are low, the MQ takes the blame.” George Meier of the defunct Walrus tip-sheet contended that the music itself must shoulder the burden of blame, since it tends to be involving itself with form, and not with content.

The consensus of the panel was that new music to be established itself on radio stations other than those innovators like WBCN and WCOZ, Chicago’s WXRT, and Washington’s WHFS, a less homogeneous, more eclectic approach than that of Miami and Los Angeles, would be required. Jimmy Mack and Oedipus of WBCN both stressed this approach. “The best way to play Public Image and Van Halen in the same set is to play an R&B record in between,” Oedipus remarked.

Clubs An Alternative?
The burgeoning club scene was touted throughout the day as an important alternative means of breaking acts that are denied access to the airwaves. Nevertheless, the relationship of the new music to the club scene has spawned its own set of problems in the attempt to bring

what Neil Cooper, promoter for the Manhattan club The ‘80’s called “commercial unity to a cult phenomenon.” Cooper moderated a panel on Clubs, Booking and Artist Development that was highlighted by charges and counter-charges concerning the encroachment of major concert promoters on the dance club scene. Jim Fourell of Danceteria charged that he has been closed out of bidding for acts represented by powerful booking agencies like William Morris and Frontier Booking, Inc.

Wayne Forte of William Morris and Ian Copeland of F.B.I. argued that their obligation was to find profit-making venues for their acts. “You can’t expect to make a profit playing clubs with less than 2,000 seats,” Forte said.

Clubs An Alternative?
In a related panel on Dance/Rock Promotion, seminar participants debated the role of clubs in selling the records that the club DJs spin. Moderator Danny Heaps of Rockpool Promotion said that “a club’s business is not to sell records, it’s to fill the club.” Nevertheless, there was an acknowledgment of the fact that the future health of the club scene is at least indirectly related to the broadening the listening base of the new music. Heaps himself pointed out that when WPIX-FM in New York abandoned its new rock format, “dance clubs had a tougher time playing unknown groups like The Cure.”

Independent promotion rep Steve Leeds said that the success of records in dance clubs alone would not be sufficient to insure the future of the new music. “If DJs will not keep putting out records that sell 10,000 copies,” he remarked. Participants also addressed the inherent “trendy” elitism of the club scene. One disco DJ in the audience said that he knew of colleagues who would tape-over the labels of hot records in order to present their exclusivity on the DJ’s turntables. The danger that the very exclusivity that makes the club scene so appealing to “cult” devotees could also spell the demise of the new music, was acknowledged by several panelists and observers. As Scott Tuchman of the Southwest Record Pool observed, “Sales are the bottom line and radio will sell a lot more records than club play alone.”

Very often, records that are played at dance rock clubs are only available as imports. The import retail scene has long been viewed as a vital conduit for enlarging the new music’s audience (Cash Box, March 15). In a panel on Retail & Imports, moderator Alan Backer and Bob Plotkin, owner of Golden Oldies in New York, cited marketing tools unique to imports such as picture sleeve 45s, non-LP B sides, and limited edition LPs and EPs for helping them to maintain a steady level of business. Rick Lawler, of Jam Records, a major import distributor noted that in-store play accounted for “more than 50 percent” of Jam’s sales.

In a panel on the role of Independent Labels, Marty Scott, president of Jam, said that the new music community must be prepared to face the challenge of integrating itself into the infrastructure of the music business. Scott said that he was willing to approach National Assn. of Recording Merchandisers (NARH) executives to sound them out on ideas for merchandising new musical product. Scott told aspiring record producers to “go for regional distribution and create a buzz—if you try to compete with the majors you’ll lose lots of money.” The tricky art of compromise was addressed by Michael Zilka, president of 2e records, who recently convinced the two-man New York group Suicide, for example, to simply self-title their album “Alan Vega/Martin Rev.”

Both Scott and Howie Klein, head of 415 Records, emphasized the importance of selectively servicing new music to the specialized consumer rock and youth-oriented press and to college radio stations. The salient conclusion of the seminar panel on the role of Press & Publicity was precisely that the print media, in the face of the oft-cited conservatism of commercial radio, should play a significant role in sustaining and broadening the cultural base for innovative new forms of pop music.

Most participants in the seminar seemed bothered by the scene of community evident in the gathering. Even the occasional acrimony displayed at the Rock-Disco Formattning seminar did little to dampen the general spirit of espirit de corps. Danny Heaps of Rockpool said that many of the participants have already inquired about a follow-up seminar. “We accomplished our objectives,” Heaps said, “which were simply to get everybody together and to find out where we all stand. We believe that there is a national audience for new wave and that the music will continue to grow.”

Kari Records Releases First Label Single
NASHVILLE — Newly formed Kari Records entered the industry mainstream last week with its first release, Narvel Felts’ “Love The One You’re With.” Headed by Jerry Foster, the young label boasts a roster of seven artists, in addition to Felts. They are Melba Montgomery, whose single, “The Star,” will ship in late July; David Rogers, Dianne Trask; Roy Claryborne, Debbie Clark, Foster and pop/R&B artist Freddie Waters.

The Nashville label currently has 29 distributors lined up to represent its product, with Ted Jarrett spearheading national marketing and sales.

The Fourth Of July — Country Style

HOT FUN IN THE SUMMERTIME — Country music and the Fourth of July go together like Mom and apple pie, and, to be sure, there was no shortage of country music activities across the country this year. Following are just a few of the activities that kept country music fans happy through the holiday. Pictured in the top row of photos are (l-r): (standing) Kenny O’Dell, Tim DuBois, Danny Morrison, Bob Montgomery, Johnny Slate, Jim Greshaw, (kneeling) Lucy Stephenson, Sam Lober and Jim Hunt at Montgomery’s annual House of Gold picnic at Mt. Juliet, Tenn.; MCA recording artist John Conlee and RCA’s Rezzy Bailey at Montgomery’s picnic; and Randy Owen, Jeff Cook and Teddy Gentry of RCA recording group Alabama entertaining at WSM radio’s celebration at Centennial Park in Nashville. Pictured in the bottom row of photos are (l-r): the massive Willie Nelson-hosted event in Austin, Texas, that drew thousands in spite of 100+ degree temperatures; MCA recording artist Merle Haggard and Nelson performing at the event; and Harold Reid, Lew DeWitt, Phil Balsley and Don Reid onboard a float at the Stellers Brothers annual Fourth of July celebration in Staunton, Va.
L.A. Orchestra Starts Eighth Year Of Training Minorities
by Michael Martinez

LOS ANGELES — In ongoing efforts to broaden the ranks of minority orchestral artists, the Los Angeles Philharmonic recently began its eighth annual auditions for its Orchestral Training Program for Minority Students. The program was developed by the Philharmonic's executive director, Ernest Fleischmann, and former Los Angeles Philharmonic conductor Zubin Mehta. The program provides training to talented minority instrumentalists through the Philharmonic's Minority Training Program.

"There is less than one percent of any minorities participating in any major orchestra," said Joe Westermarck, the Philharmonic's Minority Training Administrator.

DG To Release Discount Catalog Of Bach Concertos

LOS ANGELES — Deutsche Grammophon (DG), a Polygram label, plans introduction of a Resonance, which will feature the works of Herbert von Karajan and the Berlin Philharmonic at reduced prices for the first time in the United States market. Resonance, an extension of the Privilege Line, will offer product of audiophile quality at reasonable prices from repertoire not now available in the DG catalog. Of particular significance are the recordings of Los Angeles, where Von Karajan has been director for life of the Berlin Philharmonic, and the orchestra, comprising approximately 120 items in the current U.S. DG catalog. About 75 of those recordings have received international awards, and are largely considered unique works.

Von Karajan, in a more recent development, has gone against the grain in the current trend of recording Baroque music with original instruments and has recorded Bach's Brandenburg Concertos at the orchestra's own Philharmonic Hall.

Westermarck said that participants in the training are selected from applicants from throughout Los Angeles County. He said they are encouraged to develop their skills through participation in community, church and ensemble performances.

In fact, many of the students, most of whom have positions with high school, college and community orchestra, participate in ensemble performances at the Music Center with members of the Philharmonic, Westermarck explained.

"He said about 130 students per year are trained in programs taught by orchestra members, while less advanced students are instructed by program participants with more developed talents.

Westermarck said that financial support is supplied to each student on the basis of need and that for those who are deemed to need total support, the training is fully supported by the program.

Highlighting the success of the Los Angeles programs has been placement of seven students in various orchestras including the Mexico City Symphony, New Haven Symphony, New York Philharmonic, Pittsburgh Symphony, San Diego Symphony, Seattle Symphony and the Toronto Symphony.

Calif. Chamber Society Reveals 1980-81 Series

LOS ANGELES — The California Chamber Symphony, led by founder/director Henri Temianka, in announcing the group's 1980-81 season are planning a salute to the upcoming Los Angeles Bicentennial Celebration, which includes at least one work written by Mozart in 1781 during each concert of the symphony's expanded series.

The regular series of four orchestral concerts at Royce Hall of UCLA, which are featured by Los Angeles Philharmonic, will be augmented by the inauguration of a new series of four concerts held at the Mak Tepan Forum. Some artists will feature during the Society's season are violinist Sidney Harth, soprano Mari Nixson, and pianists Gary Graffman and Menahem Pressler.

CLASSICAL ALBUM REVIEWS

THE BEATLES CONCERTO: Rostal & Schaefer with the Royal Liverpool Philharmonic Orchestra; Ron Goodwin, director. Moll Music MGM 1121 — List: 8.98

The music on this LP finds avenues to broad and more dynamic extrapolations in the care of this talented aggregation. The piano legerdemain of Paul Schaefer and Peter Rostal is deftly woven into the symphonic perspective under the direction of Ron Goodwin. So infinitely enhanced through Maestoso Allegro modo composition were "She Loves You," "Eleanor Rigby," "Yesterday," "All My Loving" and "Hey Jude." Renditions of "Foot Of The Hill" and "Hard Days Night" might ferret out new Beatles fans among the ranks of concert patrons.

HAYDN: Symphony No. 100 in G Major "Military," Mostly Mozart Festival Orchestra; Johannes Somary, conductor. Vanguard Audiofile VA 25000 — List: 8.98

Haydn's harmonic zeal, modal perception and counterpoint sensibilities are keenly interpreted by conductor Somary and the Mostly Mozart Festival Orchestra on this Digital/Analog Comparison LP. The dramatic soundscape illuminated on this UNEXPLORED TERRITORY: The Canadian Brass and Friends; Moll Music MGM 1119 — List: 8.98

In a tradition that has spawned artistic couplings such as Jean Pierre-Rampal and Hubert Laws, and Paul Horn and Ebergo Gismont, the Canadian Brass overcomes the confines of ascribed labeling and manages a pop product of most credible compositional, improvisational and production quality. Five brass players and collection of tasty sidemen blend an eclectic compositional and improvisal quill of energies that are most volatile on "The Joust," "First Gymnopedie," "Bourbon Street Medley" and "A Royal Firework.

1 PAVAROTTI'S GREATEST HITS
London DS 4113 (11.98 / LP)
2 GUERRINI: The Joust, The Last of the Mohicans
London DM 129 (10.98 / LP)
3 LEONFRIE: Piano Concerto No. 1
Deutsche Grammophon 2570090 (10.98 / LP)
4 DEBUSSY: Images For Orchestra; New York Philharmonic (Mehta)
Angel Digital 37094 (10.98 / LP)
5 RIGBY: "Yesterday," "All I Ask Of You"
London TX 33995 (11.98 / LP)
6 BEETHOVEN: Nine Symphonies
Angel Digital 35997 (10.98 / LP)
7 PAVAROTTI: O Sole Mio
London DM 1288 (10.98 / LP)
8 JAMES GALWAY: "She Loves You, "Hey Jude"
London Digital 35863 (10.98 / LP)
9 VERDI: "Luce di Vittoria"
Deutsche Grammophon 4710 (11.98 / LP)
10 JAMES GALWAY: "Luce Di Vittoria"
London Digital 35841 (10.98 / LP)
11 CANADIAN BRASS PLAYS BAROQUE MUSIC:
Pachelbel Canon
RCA ARL 1-3504 (8.98 / LP)
12 SHOSTAKOVICH: Symphony No. 5
New York Philharmonic (Barenboim)
Columbia M35845 (14.98 / LP)
13 PERLMAN: The Spanish Album
Angel SG 37506 (11.98 / LP)
14 RIGBY: "She Loves You"
London Digital 35981 (11.98 / LP)
15 MOZART: The Symphonies-Volume 3
Academy of Ancient Music; "Allegro quasi Menuet"
London Digital 35973 (11.98 / LP)
16 STRAVINSKY: Petrouchka
New York Philharmonic Digital M35923 (14.98 / LP)
17 MOZART: The Symphonies-Volume 3
New York Philharmonic Digital M35924 (14.98 / LP)
18 SQUIRES: Sinfonia For Strings
London Digital 35971 (11.98 / LP)
19 MAHLER: Songs
London Moll Music (Davison)
19.98 / LP
20 LEONFRIE: Piano Concerto No. 1
Deutsche Grammophon 2570908 (11.98 / LP)
21 Puccini: La Boheme
National Philharmonic (Levine)
London Digital 35869 (11.98 / LP)
22 JONES: Engagement In The Air
London Digital 35972 (11.98 / LP)
23 MAHLER: Songs
London Moll Music (Davison)
19.98 / LP
Argentina

BUENOS AIRES — Mario Kaminsky, president of the Argentine Music Federation (FAMPRA) and the president of the country's major record companies, has been appointed the manager of the company. Lopez was one of the founders of Miroc in more than 20 years, and he has contributed significantly to the growth of musical businesses in the country.

Sicamerica celebrated its 30th anniversary with a gala dinner at the Hotel Plaza, the country's largest hotel. Lopez, who has been with Miroc for 15 years, was one of the guests at the event. The company recently received the visit of Hispanic artist manager Luis Calvo, who came from Spain with his clients Marini Trini.

The company is planning a promotion for the upcoming release of the album "Long Nights." The vocalist with Dianne Sicamerica, Nestor Selasco, received a gold record from the company.

To celebrate the album, the company has organized a tour of Argentina and Chile. The artists will perform at various venues throughout the country, including the Chrysalis Convention in Portugal.

Francisco Vidal of Tondoc is busy with the visit of Spanish group Parchis, who have been appearing on Chilean TV. The group has been recording in Spanish for the Latin markets. McCluskey will attend the Chrysalis Convention in Portugal next month.

Canada

TORONTO — The long-since-recorded debut album of Dianne Heathwood, "Sung by the Wind," was recently scooped up by CBS Canada for release. A&M has signed Shari Uhrich, former lead vocalist with the popular British band, Black. The album is for sale in the United States and is available on cassette and CD.

A&M has released the album "Long Nights," the second album by the Canadian rockers. The album was released in the United States and is available on cassette and CD.

A second Canadian album, "Long Nights," was released in the United States and is available on cassette and CD.

The album has been recorded in the United States and is available on cassette and CD.

A third Canadian album, "Long Nights," was released in the United States and is available on cassette and CD.

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The program, which was used to test records that do not have the anticipated appeal to warrant UK pressings, will fall into WEAK UK's normal release pricing structure. The new policy will also enable dealers to take advantage of such services as five percent returns, cash settlements and rebates.

A WEAK UK spokesman said last week that the company has been investigating the possibility of offering albums "at a limited price" for some time. The program, he said, will enable the company to keep the price of forthcoming albums in line with those from other companies, in advance of their US release. He added that the policy will be a big help in monitoring the development of our artists' records of which might not normally be released here.

CRIA Study Finds Blank Tape Usage Centers On Recording Radio, Albums

TORONTO — A study, commissioned by the Canadian Recording Industry Association (CRIA) to examine the extent of home taping in the country, has found widespread practice to reinforce the findings of both the United States and Europe.

The study, carried out by Market Facts of Canada, which polled 2,000 tape recorder owners, found 61% said they used blank tape to record music from their own collection. A further 41% said they used blank tape to record music from their own collection.

A second study, carried out by the Gallup Poll of Canada, will be conducted within two weeks. Meanwhile, CRIA has plans to hire a full-time bookkeeping investigator at the end of August, and it is seriously considering offering rewards for information that leads to the conviction of copyright infringers and illegal taping hotlines, similar to those used by the CIA and NARM.

There are certainly gathering the evidence needed to enact new federal legislation, a CRIA president Brian Robertson told Cash Box. "We are not speaking out of luxury. There are down about 20% of this action. Your job is to keep the record and the company.

"The results reinforce our vulnerability," Robertson said. It is obviously the serious problem here that it is elsewhere.

Cassette tapes were overwhelmingly favored by tape purchasers, garnering 84.3% of the polled market share. Eighty-three tracks followed with 18.1% and reel-to-reel tapes pulled in 12.9%.

Several owners said they would be interested in a "pay per use" system that would allow them to keep track of their taping habits.

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INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. "Funkytown" - Lipps, Inc. - Phonogram
2. "Endless Love" - Lionel Richie & Diana Ross - MCA
3. "Bad Fish" - Fishbone - Elektra
5. "The House That Jack Built" - The Police - CBS
7. "It's Not Unusual" - Terry百度 - CBS
8. "Don't Stop Believin'" - Journey - Columbia
9. "I Want To Hold Your Hand" - The Beatles - Parlophone

TOP TEN LPs
1. "The Best Of" - Various artists - RCA
2. "The Very Best Of" - Various artists - MCA
3. "The Very Best Of" - Various artists - CBS
4. "The Very Best Of" - Various artists - EMI
5. "The Very Best Of" - Various artists - Columbia
7. "The Very Best Of" - Various artists - PolyGram
8. "The Very Best Of" - Various artists - CBS
9. "The Very Best Of" - Various artists - EMI
10. "The Very Best Of" - Various artists - MCA

Australia

TOP TEN 45s
1. "Can't Stop The Music" - Village People - RCA
2. "The One" - The Police - ABC
4. "Mambo No. 5" - Lou Bega - BMG
5. "The Game" - Queen - EMI
6. "There Ain't No Age For Rock'n'Roll" - The Ventures - Avenue
7. "The Very Best Of" - Various artists - Capitol
8. "The Very Best Of" - Various artists - Columbia
10. "The Very Best Of" - Various artists - RCA

TOP TEN LPs
1. "The Very Best Of" - Various artists - ABC
2. "The Very Best Of" - Various artists - RCA
3. "The Very Best Of" - Various artists - EMI
4. "The Very Best Of" - Various artists - Columbia
6. "The Very Best Of" - Various artists - PolyGram
7. "The Very Best Of" - Various artists - CBS
8. "The Very Best Of" - Various artists - MCA
9. "The Very Best Of" - Various artists - CBS
10. "The Very Best Of" - Various artists - MCA

Canada

TOP TEN 45s
1. "It's Still Rock And Roll To Me" - Billy Joel - CBS
2. "Funkytown" - Lipps, Inc. - Phonogram
3. "Cats" - Gary Numan - Beggars Banquet
4. "The Rose" - Bette Midler - Atlantic
5. "Comin' Up" - Paul McCartney - Columbia
6. "Echo Beach" - Martha & The Muffins - Virgin
8. "Call Me" - Blondie - Chrysalis
9. "Little Jeannie" - Elton John - USA
10. "Fine State Of Affairs" - Burton Cummings - CBS

TOP TEN LPs
1. "The Very Best Of" - Various artists - ABC
2. "The Very Best Of" - Various artists - RCA
3. "The Very Best Of" - Various artists - EMI
4. "The Very Best Of" - Various artists - Columbia
6. "The Very Best Of" - Various artists - PolyGram
7. "The Very Best Of" - Various artists - CBS
8. "The Very Best Of" - Various artists - MCA
9. "The Very Best Of" - Various artists - CBS
10. "The Very Best Of" - Various artists - MCA

CRIA Study Finds Blank Tape Usage Centers On Recording Radio, Albums

WEA U.K. To Import U.S. WEAK Releases

NEW YORK — Beginning in August, WEA will import U.S. WEAK releases of labels in the immediate UK release date. WEA UK sales representatives have been pre-selling product scheduled for August release since last month.

The product will carry the same list price regardless of where it is pressed. The program, which was used to test records that do not have the anticipated appeal to warrant UK pressings, will fall into WEA UK's normal release pricing structure. The new policy will also enable dealers to take advantage of such services as five percent returns, cash settlements and rebates.

WEA UK spokesman said last week that the company has been investigating the possibility of offering albums "at a limited price" for some time. The program, he said, will enable the company to keep the price of forthcoming albums in line with those from other companies, in advance of their US release. He added that the policy will be a big help in monitoring the development of our artists' records of which might not normally be released here.
CRIA Study On Blank Tape Usage

used different tape modes for home and car use.

On average, the respondents purchased at least six blank tapes each year and preferred 60- to 90-minute tape lengths.

Robertson said CRIA will likely push for a tariff on blank tape, with most of the tax going to record firms. 

An analysis by Reason with government officials have not been fruitful thus far, he said.

In a related CRIA news item, Robertson said he views threats by broadcasters and elected officials in the U.S. to cut off Cana-

Benjamin, Conway Named To CRI Executive Posts

LOS ANGELES — David Benjamin and Catherine Conway have been named to new positions at CBS Records International (CRI). Benjamin will assume the post of director, business affairs, and Conway will become senior financial analyst.

In his new position, Benjamin will be responsible for the origination and negotiation of artist, production, publishing, label distribution and related contractual arrangements on behalf of CRI, subsidiaries and joint ventures in which CBS Records or CRI is a participant.

A senior financial analyst, Conway will analyze subsidiary operating results, prepare corporate salient financial reports and assist in operating and capital budget preparation.

Benjamin joined CBS in 1978 as a senior attorney with the Records Group law department. His position prior to moving to CRI was assistant attorney general with the law department.

Conway joined CBS in June 1977 as an account analyst with corporate reports and consolidation. Her most recent position was as royalty accountant for CRI.

INTERNATIONAL DATELINE

(continued from page 31)

Italy

MILAN — Many new singles performed by Italian artists were released this month during the summer campaign. Among them were Mina’s “Buonanotte Buonanotte” on PDJ label, Mina’s Italian and Spanish hit “Sina- lonia” on Ariston and Alunni del Sole’s “Canticona” on Ricordi.

Giapponese “Yupapponi” was awarded with the Tenco Prize as the best singer/songwriter on the international scene during 1980. The same prize was given in past years to Lea Ferre, Vinicius de Moraes, George Brans, Jacques Brel, Leonard Cohen and Lush Liach. Yupapponi will receive the prize in Sanremo at the end of August.

Artist Alberto Camerini switched from Criba to Polydor. First release on the new label is “Sinonizzati Con Me.”

Saxophone soloist Fausto Papetti recently released his thirtieth album on Polydor, 30 years after his debut. “Estate Violenta” in 1960, all Papetti’s LPs entered the Italian charts tops.

Musica e Dischi music publishing group moved July 1 to the new address of via Giovanni 2 in Milan.

Dischi Ricordi will be the distributor of the new-born Gala label. First product will be an album by Umberto Marcato, “Doco Piranha,” a compilation of Marcato’s 25-year-old concert tapes, recorded in Italy and Brazil.

The Terry and the Pirates’ Royce Battinger and his wife Tania, a member of the Terry and the Pirates’ back-up band, will appear in a 20-minute Yokohama Stadium.

Japan

The Netherlands

AMSTERDAM — The Dutch Grammy Awards for this year were awarded recently, said the Edison Award, the NVPI (The Dutch Society for Vision and Sound) had the honor of bestowing the little golden statue to the following artists and groups:

Local: Slarge for its single “You And Me.” Lancee for its album “Models.”

Margaret Stowe for her album "On The Move Again." Japariyona de Jong for her album "Thuis" ("Home").


David Sanborn for his album "Hideaway." Dexter Gordon for his album "Encounters," J.D. Souther for his album "You’re On Loneliness."

Stevie Wonder for his album "Secret Life Of Plants," and Lee Clayton for his album "From The Inside Out.

Seven thousand people made a journey through the past of The Hague’s 60s pop scene. Now defunct groups like Shocking Blue, Sandy Coast, Shoes and Q 65 played to such enthusiastic crowds that plans of reforming were immediately in the making. Shocking Blue’s former band mate, "Venus," will be re-released.

Massada is finishing up its contract with Telstar Records with a live album, recorded at various locations. The group’s next album will be produced and recorded for its own company.

One of Holland’s top pop shows has been cut down for the 1981 season. A former member trimmed the program back to half-an-hour from its current hour. Developed into an interesting new wave programming, the format is going back to the charts. Director Wim van der Linden will not continue his contract with TROS, he is looking for a job.

Top female vocalist Lenny Kuhr, who recently scored with the singles "Visite" and "Maar ja," is leaving Holland. Together with her husband, a plastic surgeon who fell in love with Miss Kuhr when she came to him for straightening up her nose, she will emigrate to Israel. Dr. Kuhr has found a job there. Once a month, Lenny Kuhr will return to Holland for shows and recording.

Dries Holten, former half of very successful duo Sandra and Andres, and Rosy Groot, who recorded his first solo project, an album of Indonesian songs, the album is called "Rame, Rame met Andres, and the first single is "Kok," a constant meyards

WHERE IN THE WORLD

 starchip Talent recording group the Capitol recording group Dr. Hook is currently on a tour of Canada. The tour will conclude July 26 with a appearance in Victoria, B.C.

Tie Wave Talent recording group the Plasmatics will begin a six-day tour of the U.K. on July 2 at 2.

Eddie Fisher will embark on a promotional tour in South America later this month. Fisher will visit Santiago, Chile on July 28 and Buenos Aires, Argentina July 30 to tape television shows.

Cheese Trick (Eric), The Atlanta Rhythm Section (BGD/Polydor), Kalajapana from Hawaii, the Southern All-Stars (Afa) and Spectrum from Japan will appear at the second annual Japan Jam, Aug. 16-17, at the 30,000-seat Yokohama Stadium.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s
1. "Non So Che Darei" — Alain Sorrenti — CBO
2. "Tempo Sce Ne Va" — Agnino Ceilano — Clan
3. "Luna" — Ginetti Tagli — CDG
4. "Olimpic Carrera" — Miguel Bosi — CBS
5. "Video Killed The Radio Star" — Buggles — Island
6. "Another Brick In The Wall, Pt. II" — Pink Floyd — Harvest
7. "Una Giornata Uplight" — Lucio Battisti — Numero Uno
8. "Kobra" — Rottore — Antonio
9. "Funkytown" — Lips, Inc. — Casablanca
10. "Stella Stilii" — Umberto Tozzi — CDG

TOP TEN LPs
1. "Sono Solo Canzonette" — Edorado Bennato — Ricordi
2. "Una Giornata Uplight" — Lucio Battisti — Numero Uno
3. "Piero Di Ceci" — Enrico Livini — Criba
4. "Tozzi Umberto Tozzi" — CDG
5. "Miguel Bosi" — Rca
6. "Galaxy" — Rockets — Rockland
7. "The Wall" — Pink Floyd — Harvest
8. "Duke" — Genessa — Charisma
9. "Nero A Meta" — Pino Daniela — EMi
10. "Musica e Dischi"

Japan

TOP TEN 45s
1. "Dancing All Night" — Monte & Brothers — Nippon Phonogram
2. "Suburai" — Shinya Tamiharu — RCA
3. "Ride On Time" — Yashiro Yasutaka — Rca
4. "Asha Date" — Toshiko Takahawara — Polygram
5. "Rock ‘n Roll Widow" — Momoy-yamauchi — CBS/Sony
6. "Doppi" — Shinsuke Nakamura — Sony
7. "Kajinai Yashiro" — Takayuki Horikawa — Polygram
8. "Koji No Tsunawatar" — Akiko Kemkuma — Techiku
9. "Yes No" — Of Course — Toshiba/EMi
10. "Wakarekuro Srima" — Ross Indos & Polygram

TOP TEN LPs
2. "Zoshokk" — Yellow Magic Orchestra — Afa
5. "Teleskope" — Yumi Matsutoshi — Toshiba/EMi
6. "Subaru" — Shinji Taninura — Polygram
7. "T-Flow Wash" — Ushio Ushio — Toshiba/EMi
8. "Roman" — Chiharu Matuyama — News
10. "Glass Houses" — Billy Joe — CBS/Sony

Japan

Cash Box July 26, 1980
THE RHYTHM SECTION

BURN VICTIMS TELETHON — More than 150 celebrities and community representatives recently solicited funds during a telethon for the "Richard Pryor Burn Fund," which was co-chaired by Red Fox and Sammy Davis, Jr. Videotaped at station KVOF, Channel 38 in Glendale, Calif., and also shown in San Francisco on KVBF, Channel 38, and in Hartford, Conn., on station WHCT, Channel 18, the show was broadcast July 18. The donations gathered through the telethon were placed in the charge of the Charles Drew Post Graduate Medical School Foundation to further medical research and financial aid for burn victims, which reached a total of 200,000 in the United States last year. Further support for the telethon was offered by Dr. Eugene Scott, president of Wescott Christian Center in Glendale, who donated use of his television facilities for pre-taping of some of the music celebrities who donated performance time during the affair. Some of the artists appearing on the telethon included Rose Royce, Randy Crawford, Rockie Robbins, Loretta Alexander, Dusty Springfield, O.C. Smith, New Birth, Ernie Andrews, D.J. Rogers, Debbie Bode, Edwin Starr, Bloodstone, Kellee Patterson, Freda Payne, Paul Mooney, the Commodores, Wolfman Jack and a multitude of other artists and community figures.

While many volunteered in the effort to make the telethon come true, it was clearly the efforts of Fox, Davis and Pryor which placed the telethon on top of the national chart for the second week steady after unseating the first place spot at the Black Contemporary chart for the first week. With ratings outside Biloxi, Miss. which required 27 stitches._pushButton(3, 'THE INVISIBLE MAN'S BAND', 'Out of This World (Atlantic 85321)').

32 LIGHT UP THE NIGHT BARRY WHITE (Epic FE 34795) 26 48
33 ONE WAY featuring AL HUDSON (Gorda/Motown 85317) 40 5
34 SPIRIT OF LOVE CON FUNK SHUN (Warner Bros. / Motown MFS 31065) 29 16
35 THE BLUE ALBUM HAROLD MELEV and THE BLUE Jays (Motown/MCA ST 31197) 34 19
36 MONSTER HERBIE HANCOCK (Columbia CS 36541) 31 15

KLUGH AT THE GREEK — United Artists guitar virtuoso Earl Klugh played to responsive audiences at a recent engagement at the Greek Theatre in Los Angeles. Pictured after the show are (l-r) Don Snyder, nato R&B promotion director, Capitol/EMI America/UA, Bill Burks, art director, EMI/UA, Vannell Johnson, director, black talent acquisition, Capitol/EMI/USA, Estelle Radin, senior attorney, EMI/UA, Klugh, David Bridger, manager, artist relations, EMI/UA, Mike Cox, EMI Records, UK, Don Grieron, vice president, A&R, EMI/UA, and David Budge, manager, publicity, EMI/UA.

www.americanradiohistory.com
GIRL OF MY DREAM - MANHATTAN - COLUMBIA
BABY, WHEN LOVE IS IN YOUR HEART - JOE SIMON - POSSE
HANGIN' OUT - ACD BAND - COTILLION/TIGHT
TIGHT MONEY - LEON HUFF - PHILADELPHIA INT'L/CBS
TREASURE - THE BROTHERS JOHNSON - A&M

BLACK RADIO HIGHLIGHTS

1. REAL PEOPLE - CHIC - ATLANTIC
2. ADVENTURES IN THE LAND OF MUSIC - DYNASTY - SOLAR/RCA
3. I TOUCHED A DREAM - THE DELLS - 20TH CENTURY FOX/CBS

WADD – ATLANTA – CHARLIE CONNER, PD


WILM – MILWAUKEE – BILL YOUNG

WRLM – LOS ANGELES – LATTISAW, JAZZ, BOB JAMES, DYNASTY, TONY CREEDON, MOTOWN, 20TH CENTURY

WAWA – MILWAUKEE – KING JAMES - K. BLOOM

WBP – BUFFALO – BOUG BLAKELY - K. S.O.S. BAND

WBN – CHICAGO – STEVE HARRIS

WGC – Chicago – BARRY MAYO, PD

WDJ – CINCINNATI – MIKE ROBERTS, PD

WDG – CINCINNATI – MIKE ROBERTS, PD

WGB – WILMINGTON – BILL YOUNG

WRB – FT. LAUDERDALE – RANDY FRANKLIN, PD

WRC – WASHINGTON – BRETT LEWIS, PD

WTL – INDIANAPOLIS – ROGER HOLLOWAY, MO

WTV – DAYTON – GORDON PAYNE, PD

KDD – LOS ANGELES – STEVE WOODS, PD

WDA – MEMPHIS – MARK CHRISTIAN, PD

WWW – ATLANTA – CHUCK MILLER, PD
Employees Honored During Williams' 2nd Accent On Achievement Confab

CHICAGO — Prominently displayed in the lobby of the Williams Electronics, Inc., facilities is a plaque bearing the names of key employees who have made significant contributions to the growth and success of the company. Names are added to the plaque at the firm's annual Accent on Achievement Conference, which was initiated by Williams President Michael Stroll in 1979, to provide an opportunity for company personnel to meet, exchange ideas and plan contributions to the atmosphere. Stroll displayed the plaque before this year's conference at the climax of the 1980 awards presentation.

The Second Annual Accent on Achievement Conference was held June 27 and 28 at the Marriott Lincolnshire Resort and the theme was "Meeting the Competitive Challenge -- Design, Technology, Quality."

The program began with a Friday meeting, devoted to engineering, game design and marketing. Saturday's agenda focused on manufacturing, quality control and data processing departments. The final segment of Saturday's meeting was set aside for guest speakers, which included John Gatens (Southwest Vending Sales), Bill Herman (Chain Pinball), Joseph Quadri (Quadex Handels A.G.), Didier Salmon (Elts. Salmon) and Gerard Gary (Excel Corporation).

A reception, dinner and dancing, with music provided by the Michael Leric Band, capped Saturday evening's festivities. Highlighting the dinner was the presentation of awards, in four categories, to the employees who made major contributions to Williams' success in the past year. Award winners were Mark Pugh (Operation and Support); Barry Oursler (Game Design); Nick Mukio (Manufacturing/Production) and Ken Fiedesna (Technical). Stroll notified the awardees and, in addition to the appropriate plaques, each employee received an all expense paid trip to Las Vegas for himself and his wife.

Special Awards

Joseph Quadri, Williams' European representative, was singled out to receive an award for his outstanding service on behalf of Williams throughout Europe.

The coveted Special Recognition Award was presented to Williams staff member Steve Ritchie for his "dedication" and "excellence in design" achievements during the past year. Mr. and Mrs. Ritchie and son were also given an all expense paid Caribbean cruise, courtesy of Williams.

Vending Machine Thieves Up, Reports Insurance Firm

CHICAGO — A significant increase in the theft of vending equipment has been reported by various insurance companies who cover this type of equipment. Cash Box was informed by Manfred Spindel, president of the Spindel Insurance Agency, Inc. that incidents of stolen machines have risen by more than 100%, the prime objects being the smaller, countertop type vending machines commonly placed on top of bars and counters.

The problem appears to be worldwide in scope, Spindel observed, and much of the equipment is uninsured. "These are not cases where only the coins are stolen," Spindel said. "Entire machines are removed, coins and all. It seems the thieves are working in teams of two and they wait until the store is crowded and the caretaker is pre-occupied with customers before they cut the chains from the machines and take them out of the premises.

More Claims

Spindel advised that his company paid about 35-40 claims last year, as opposed to more than 100 already paid thus far this year. He urged that, for their own protection, operators secure sufficient insurance for on location coverage of equipment. For full specifics on coverage and costs contact Spindel Insurance Agency, Inc., P.O. Box 515, Lansing, Ill. 60438. Telephone is (312) 695-1900.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. IN AMERICA THE CHARLIE DANIELS BAND (Epic 10588)
2. ALL OUT OF LOVE AIR SUPPLY (Arista AS 0020)
3. ATOMIC BLONDE (Chrysalis CHS 2140)
4. JOJO BOZ SAGGOS (Columbia 1-12818)
5. PLAY THE GAME QUEEN (Elektra E-46596)
6. OLD-FASHIONED LOVE COMMODORES (Motown M-14897)
7. EMOTIONAL RESCUER THE ROLLING STONES (Rolling Stones Atlantic 200121)
8. I CAN'T LET GO LINDA RONSTADT (Asylum E-46640)
9. HOT ROD HEARTS ROBBIE DUPREE (Erika E-47005)
10. HEY THERE LONELY GIRL ROBERT JOHN (EMI America 8049)

TOP NEW COUNTRY SINGLES

1. DANCIN' COWBOYS BELLA MOTHERS (Warner/Curb WBS 49241)
2. KAW-LIWAH WILLIAM JR. (Elektra E-46626)
3. NAKED IN THE RAIN LORETTA LYNN (MCA 14270)
4. SONG OF THE PATRIOT JOHNNY CASH (Columbia 1-11283)
5. CLYDE WILSON JR. (Powers AS 1267)
6. STAND BY ME MICKEY GILLEY (Erika/Mfn/Moon E-46640)
7. LOVE THE WORLD AWAY KENNY ROGERS (United Artists UA-X13691)
8. COWBOYS AND CLOWNS RONNIE MILSAP (RCA PB-12006)
9. MAKING PLANS PETER WAGNER & DOLLY PARTON (RCA PB-11983)
10. IT'S TOO LATE JEANNE PRUETT (IBC 520101)

TOP NEW R&B SINGLES

1. HERE WE GO AGAIN (PART 1) THE ISLEY BROTHERS (T-Neck/CBS 259291)
2. SUPERWOMAN SIDE EFFECT (Erika E-46637)
3. BY YOUR SIDE CON FUNK SHUN (Mercury 76026)
4. WE SUPPLY IAN CLARKE (Erich E-50930)
5. BACK STROKING THE TRACER BROTHERS (Polydor SP 3012)
6. GIVE ME THE NIGHT GEORGE BENSON (Warner Bros WBS 49050)
7. RESCUE ME A TASTE OF HONEY (Capitol 4688)
8. REBELS ARE WE THE Sundaes (Arista B-8586)
9. BEYOND HERB ALPERT (A&M 2240)
10. SHAKE YOUR PANTS CAMEO (Chicagoland City Cabbage 330120)

TOP NEW DANCE SINGLES

1. DANK DAYTON (United Artists UA-X13693)
2. ROLLER SKATE VAUGHN/MASON CREW (Brunswick B-550)
3. MAGIC OF YOU LIKE THE WAY CAMERON (SoulUK RCA S 72124)
4. PARTY ON PRES ENERGY (Phon PP-311)
5. I LOVE IT TRUSSLE (Erika E-46664)

HIGHEST AWARD — Williams' employee Steve Ritchie recently accepted the coveted Special Recognition Award during the factory's 2nd Annual Accent on Achievement Conference, held June 27 and 28 at the Marriott Lincolnshire Resort. Also pictured are Mrs. Ritchie and Williams president Michael Stroll. (Additional photos appear on page 38).

The theme, the model 4 player pinball machine from Williams' president Michael Stroll.

The pinball technology features created for this game combines an all-action "loop-a-ball" feature, where players get up to five extra balls on a single play.

Additionally, the new model has seven-digit scoring, a spectacular sound and light display signaled by higher scoring and awarding players an extra ball for getting the maximum on bonus, and exceptional target design. There are 12 Zodiac targets and three drop targets for variable bonus scoring as well as three spinning targets for variable value scoring.

Stern's subsidiary, Universal Research Laboratories, designed and manufactured Star Gazer's advanced electronic system.

Sam Stern

Pinball Veteran Sam Stern Named As Consultant

CHICAGO — Pinball pioneer Sam Stern has been named executive consultant to Stern Electronics, Inc. Formerly the firm's executive vice president, Stern's new appointment will enable him to pursue personal interests while remaining active in company affairs.

Stern has long been regarded as a master builder of amusement games, (continued on page 38).
Home Grown.

The freshest, ripest electronic video games are now being grown right here in your own back yard.

Taito America games like "Stratovox".
To be harvested next month.
Frank Sinatra
UNIVERSAL AMPHITHEATRE, L.A.

Although forty years of crooning have left a few wrinkles, the ageless Frank Sinatra's opening night at the Universal Amphitheatre proved that this legendary crooner can still put out the youthful energy to deliver a song with the same compelling style that has endeared him to voters for a lifetime.

While many of the concert goers were able to instantly recognize the opening strains and lyrics to such standards as "The Lady Is A Tramp," and "I Had To Be You," there were many who sat equally captivated upon seeing "O' Blue Eyes at work for the very first time.

Although much of his patter and jokes with the audience were probably a bit too familiar to long-time fans, Sinatra's obligatory "saloon song" segment in which he sits on a stool with cigarette and drink in hand, struck a responsive chord with old and new alike.

Beautifully supported by a full orchestra conducted by Vincent Falcone, Sinatra performed a host of material from his latest "Trilogy" album as well as songs that were composed fifty and even sixty years ago. "Trilogy" and "I Got Under My Skin" were particularly strong pleasers, but his latest single, "New York, New York," brought the house down, a further testament to Sinatra's ability to remain popular with contemporary audiences.

Before Sunday night's 8pm shows, Sinatra and Brazil '88 opened the evening with a pleasant set of breezy Latin music that 'featured some of Mended's past hits including "Fool On The Hill."'

The Look Of Love

Billy Joel

MADISON SQUARE GARDEN, NYC

Those who came to see Billy Joel and his group during their recent five-night engagement here did not come away disappointed. The set, which lasted more than two hours, consisted of tunes from the major hit album, "The Stranger," as well as Columbia albums, including its latest, "Glass Houses." Ordering "on the down-swing," Bressi noted that Stark's warehouse was "sold out." Bond added that Stark has been providing its free-standing units with additional advertising dollars for "organizational promotion" promotions of cutouts and midlines.

Bond said that across-the-board which by last year had been "difficult" for the chain to absorb. "We're scared of how much longer we can continue to provide a full house operation," he added, saying that Stark has recently raised its retail prices for $7.98 listed at $7.49. Stark is now selling singles for $1.49.

In spite of the problems posed by the industry overall, Bond said that Stark/Camelot remains "bullish and optimistic" on the future of the record industry. The chain's long-term commitment to the business is evident, he said, in the projected openings of between 12-15 new stores in 1981.

AFTRA Sets Meet, Threatens Strike

NEW YORK — The American Federation of Television and Radio Artists (AFTRA) will hold its 43rd annual convention Aug. 7-10 at the Dearborn Hyatt -Regency in Dearborn, Mich. Highlights of the convention will include an address by Benjamin L. Hooks, executive director of the National Assn. for the Advancement of Colored People (NAACP) and reports by AFTRA President Daryl R. Wolf, the national executive secretary.

Meanwhile, the eastern board of the union's Gulf & Western contract direct union locals in New York, Chicago, Los Angeles and San Francisco to strike on July 20 if no agreement is reached on a new industry contract before then. The contract expired on June 20.

Stark Convention Looks To Expansion, Sales Volume Up (continued from page 8)

would be "phasing-out" 8-track tapes, and would begin to test-mark video-oriented products.

Gladevik spoke about Stark/Camelot's advertising plans, and said that the chain would be advertising more of its one million song titles, particularly those that have sold the least (which includes co-op money from the labels) toward the promotion of midlines. "The '81 cellar slate is one of the strongest for the Stark chain and other strong performers in the country (Cash Box, July 19)." Gladevik also said that the company would be placing more emphasis on regionally targeted advertising in order to maximize the effect of its spending.

Stark/Camelot executives noted that although the chain's executives are "unhappy" about the manufacturers' prohibition of co-op supported advertising where blank-tape ads also appear, Stark has complied in order to retain the indispensable co-op funds.

After Gladevik's presentation, Larry Mundorf led a discussion on how to improve communications between staff in the field and the home office in Canton. Stark's top-ranking employees, four of the five executive directors are located in St. Louis, Nashville, Tampa and Canton.

Even if the second day of the convention was the most important of the entire convention, the first day was still a resounding success, as proved by the diverse topics of discussion included Stark's new managers-in-training program, which is currently preparing 20 candidates for supervisory positions, and a new company benefit package. The presentation was also used as an exchange of ideas on utilization of time and employee motivation.

A three-hour seminar on "Marketing Camelot In The '80s" was chaired by Bonk, Joe Bressi, vice president of purchasing, Jerry Gladevik, vice president and Merchandising, and Mac Munds, general manager. The session addressed the subjective of individual store managers' "feedback" to Stark's centralized planning group. "This affects ordering patterns for the chain," Bressi said.

Stark's recently instituted policy of arranging for shipment of ten, front-line releases from the manufacturer directly to the individual stores, rather than Stark's warehouse Bressi urged store managers to acquire a broader knowledge of the breadth and depth of the manufacturer's operational concerns. He also said that "time, not slant" our music or subject to avoid ordering "on the down-swing." Bressi noted that Stark's suburban mall orientation is "a big plus," as fuel-conscious consumers tend to do more one-stop shopping. Bond added that Stark has been providing its free-standing units with additional advertising dollars for "organizational promotion" promotions of cutouts and midlines.

Bond said that across-the-board which by last year had been "difficult" for the chain to absorb. "We're scared of how much longer we can continue to provide a full house operation," he added, saying that Stark has recently raised its retail prices for $7.98 listed at $7.49. Stark is now selling singles for $1.49.

In spite of the problems posed by the industry overall, Bond said that Stark/Camelot remains "bullish and optimistic" on the future of the record industry. The chain's long-term commitment to the business is evident, he said, in the projected openings of between 12-15 new stores in 1981.

Joe Sun and Shotgun

MISSISSIPPI WHISKERS, NASHVILLE — If Joe Sun doesn't become one of the all-time greats of country music, it will be for lack of talent or trying. Sun has developed quite a following in the Nashville area, as evidenced by the packed house in this veteran's time. Joe Sun, who claims he's been playing the same show in his current gig for the past five years, the time to recommend his group to those who should certainly hear them. Michael Glenn

Jennifer Bohler

THE WHISKY, L.A. — While island recording group The Jags may not be the most significant pop/rock unit to come across the pike from England of late, the five-member band manages to compress a lot of Dynamite Git required for arena-sized musicmanship and sheer fun into 70 minute shows and still make you feel that they had a great time.

The group has been attacked for sounding too similar to Elvis Costello and while those comparisons are apt, they fail to take into account that the Jags, who are not a two-piece group, don't play the material as well as Costello does and even sixty years ago, "the Blue Moon Boys" would have enough style to avoid comparisons to the TV personality of the national AFTRA board last August. John Gorman, the executive director of the National Assn. for the Advancement of Colored People (NAACP) will speak about "Paperwork Analysis."
THE WHO FILMS PRESENTATION "McVICAR" STARRING ROGER DALTREY FEATURING "FREE ME" WITH JOHN ENTWISTLE KENNEY JONES PETE TOWNSHEND AND OTHERS THE ORIGINAL SOUNDTRACK RECORDING ON POLYDOR RECORDS AND TAPES.