EDITORIAL

Vanilla Radio

Has radio programming at the Top 40 and AOR levels become increasingly bland over the past few years? Has the increased emphasis placed on ratings stunted innovation and the creative role of program directors? Has radio, in fact, become similar to network TV programming by aiming at the lowest common denominator?

Radio has been labeled by many of its own people as "jukebox radio" or "vanilla radio." Musically speaking, much of what goes out over the airwaves has become bland, characterized by a sameness that is dangerously boring. Driving across country, it has become possible to feel that the same station is playing everywhere.

While the finger can be pointed in many directions, one of the most significant culprits has been the general economic situation. In the midst of a recession, radio seems to have retreated, pared its playlists and instituted programming for the book.

Most industry leaders acknowledge that competition for ratings and ad dollars tends to curb the creativity of programmers, but does it have to be that way? Shouldn't the excitement of competition what the creative instincts of those involved?

It's a given fact that most programmers are creative or they wouldn't be in the positions they currently occupy. However, too many have apparently forgotten what got them there in the first place. Hopefully, creativity and innovation will re-emerge as radio's top priority. When creative, energetic programming is permitted to prosper, so too will the radio station.

NEWS HIGHLIGHTS

• Court grants modified Goody subpoena of RIAA documents (page 7).

• RIAA says Goody subpoena will imperil pending probes (page 7).

• Ratings, ad competition serve to dampen creativity in radio (page 7).

• MCA negotiates with indie labels for distribution pacts (page 7).

• "Playing For Keeps" by Eddie Money and the soundtrack to "McVicar" are the top Cash Box Album Picks (page 13).

• "Don't Ask Me Why" by Billy Joel and ELO's "All Over The World" are the top Cash Box Singles Picks (page 18).

TOP POP DEBUTS

SINGLES

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<th>Number</th>
<th>Song Title</th>
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<td>53</td>
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Bellaphon Records (Germany)
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Bonnieville Broadcast Consultants (USA)
Branemedia Music (USA)
Broadcast (USA)
CBS Records (UK)
CBS Records Int. (UK)
CRC Records (USA)
Cameo Records (Canada)
Canto (Canada)
Cantabria Music (Germany)
Capitol Magnetic Products (USA)
Capital Video (USA)
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Carasian Records & Filmworks (USA)
Cash Box (USA)
Century Broadcasting Inc. (USA)
Chappell Music (UK)
Chappell Music (UK)
Chappell Music (UK)
Chappel Records (UK)
Cinevox Records (Italy)
Coal Miners Music (USA)
Collector’s Classic (USA)
Columbia Pictures Home Entertainment (USA)
Columbia Pictures Publications (USA)
Continental Consult A/S (Norway)
Coral Records (USA)
Coral Records (USA)
Core Music (USA)
Country Music Association (USA)
Cross Promotions (USA)
Edizioni Curci (Italy)
D J J Music (UK)
Decca Records Co. Ltd. (UK)
Dee Jay International (USA)

Der Musikmarkt (Germany)
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Dist. Conograma (Venezuela)
Drum & Bass (USA)
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IF YOU’RE IN THE MUSIC BUSINESS
YOU CAN’T AFFORD NOT TO BE THERE
Court Grants Modified Goody Subpoena Of RIAA Records

by Richard Gold

NEW YORK — Federal District Court Judge Thomas C. Platt ruled July 27 that the RIAA must allow attorney fees to be paid to defense attorneys for Sam Goody, Inc. and its executors could have access to the documents in connection with the civil Goody subpoena. (Cash Box, June 21). Defense attorneys told Cash Box that the Judge would probably issue that ruling after he returned from vacation on Aug. 2.

MCA Negotiating With Indie Labels For Distript Packs

by Michael Martinez

and Chip Stern

LOS ANGELES — MCA Distributing Corp. president Al Bergamo last week confirmed that the company is currently negotiating to distribute records for independent labels.

MCA is now trying to close a deal with a predominantly jazz label with a substantial catalog, including one. Bergamo told Cash Box that MCA had declined to identify the jazz label, Cash Box learned from an informed source that the label is Manhattan, a New York City-based company.

MCA joins CBS as the second major label to enter the distribution of independent labels. The MCA arrangement, according to the source, resembles the agreement between Manhattan and RSO Records earlier this year in that MCA will provide no label funding while Artists House maintains responsibility for marketing and promotion of achose, Pressing and other manufacturing arrangements.

SBA Asked To Drop Loan Restrictions For Disc Industry

by Earl B. Abrams

WASHINGTON — Citing inconsistencies in the Small Business Assn.'s (SBA's) present policy towards record merchandisers, National Assn. Recording Merchandisers (NARM) counsel Charles B. Rutenberg last week urged passage of Senate bill S-2873, which would specifically authorize SBA to guarantee small business loans to the record and tape industry.

Testifying before the Senate Select Committee on Small Business at a hearing on S-2873, Rutenberg noted that the SBA's 27-year-old policy forbidding loans or guarantees to businesses that were perceived to influence or mold public opinion has not been applied equally to all who sell records. He pointed out that general merchandisers, for example, are exempt from the ban and that some specialty record stores have been granted loans by the agency.

Rutenberg said that just as radio and television and cable TV were removed from the prohibitions in order to help minorities, so should the recording industry and its allied businesses.

Moreover, he emphasized, are significant members of the music industry.

The proposed legislation submitted by Sen. Robert Menogan (D-N.J.) would prohibit the SBA from denying a loan or guarantee to any small business concern "solely because its primary business is book, newspaper, magazine, greeting (continued on page 12)

Ratings, Ad Competition Serve To Dampen Creativity In Radio

by Marc Cetner

and Mark Albert

LOS ANGELES — One of radio's biggest problems today at the Top 40 and AOR levels is an almost total lack of different program styles. With tighter billboards — in many cases including only national hits — radio has come to sound the same almost everywhere. For Bob Seger or a Led Zeppelin classic, turn to AOR, any AOR, and for Bon Jovi, Joe Bonamassa, turn to Top 40, anywhere, anytime.

Still competition for ratings has spawned massive cloning of successful formats, while emphasis upon clinical market research analyses has significantly narrowed many radio stations' target audiences. Under such circumstances, creativity and the willingness "to take a chance" have diminished. Music, new acts and creative, but commercially unattractive approaches all have but disappeared, especially at stations competing in large metropolitan markets.

"I haven't spoken to anyone on this subject in a year that wouldn't agree that radio is obviously boring," says Gil Friesen, A&M Records president. "Competition for ratings drives where gone beyond itself value and importance to the point where radio people have lost sight of creativity and the onus to find the programmer that TV network programming has." (continued on page 13)

RIAA Says Goody Subpoena Will Imperil Pending Probes

by Richard Gold

NEW YORK — The Recording Industry Assn. of America (RIAA) recently warned that unless a subpoena of documents requested by defense attorneys for Sam Goody, Inc. is modified, disclosure of the material would, "jeopardize other unrelated, pending investigations of the RIAA relating to possible other instances of criminal activity, by other individuals engaged in piracy and counterfeiting of phonorecordings at various levels."

In a motion filed on July 14 in the United States District Court for the Eastern District of New York, the RIAA also cautioned that a successful subpoena of daily field reports from RIAA investigators working as undercover agents running "in all likelihood, compromise the safety of the RIAA investigators and any informants developed by the RIAA." (continued on page 19)

RIAA's probe was opened in response to a guilty plea in the Goody case. Charges pending in the RIAA investigation include "fraudulent schemes and artifice in connection with the sale of unauthorized phonorecords or phonorecordings and pretending to be in the business of selling or distributing phonorecords or phonorecordings of a GRAMMY-award winning recording artist who has never released phonorecords or phonorecordings," and "unlawfully causing or attempting to cause to be made counterfeit phonorecords or phonorecordings," which could lead to a Class II felony.

The RIAA has cited rule 17(c) of the Federal Rules of Criminal Procedure in its opposition to the subpoena. The rule stipulates in part that the court "may quash or modify the subpoena if compliance would be unreasonable or oppressive." Referring to the Supreme Court test cases of United States vs. Nixon (1974) and United States vs. Isola (1952), the RIAA argued that the Goody subpoena is "on its face" because it has failed to demonstrate that the contested documents meet the criteria, established in the cases of being "evidentiary, relevant, ad-
**12" Disco Records Still Rack Up Heavy Sales, Say Indies**

by Leo Sacks

NEW YORK — Twelve-inch configurations of “disco” or “dance music” records continue to sell upwards of 100,000 records for small independent labels, according to a Cash Box survey of northeastern-based manufacturers and distributors. In addition, “club play” was frequently cited as a key marketing strategy. Two releases come at a time when most major labels have nearly eliminated the configuration for concerts and other forms of service to clubs as a means of selling records.

Distributors interviewed cited the success of several records which broke at the Top 100 and later retail levels before they received any radio support. For example, Vaughn Magon of “Bounce, Rock, Skate,” has sold approximately 225,000 copies, according to a label spokesman, while Young & Co.’s “I Like What You’re Doing To Me” (also on Brunswick) is nearing the 100,000 unit plateau. In addition, Rhyze’s “Just How Sweet Is Your Love” sold 72,000 copies for Handshake Establishes Offices, Unveils Logo

NEW YORK — Handshake Records, the new company headed by Ron Alexenhagen, has been approached by many independent labels to hook up with his company's personnel in the new offices in the penthouse of 25 West 56th St., New York, N.Y. 10019. Phone number is (212) 245-3600.

Alexenhagen, who has worked in the West Coast office, headed up by Joel Newman, director of West Coast operations, has been established at 8304 Beverly Blvd., Los Angeles, CA 90048. Phone number is (213) 852-0771.

Alexenhagen has also bowed the Handshake label, which features two hands gripping. According to Alexenhagen, they “symbolize the trust and sincerity in our relations with our artists, the industry, and the public. We want the logo to talk to everyone in the music industry, we’re reaching out to you and we’re only a Handshake away.”

**Chrysalis Ups Tape, LP Wholesale Prices**

LOS ANGELES — Chrysalis Records raised its wholesale prices three percent on all LPs and tapes, effective July 1, according to Gino Rossino, Chrysalis’s president. The prices on singles remained unaffected by the wholesale price hike.

Chrysalis also signed RSO and Aristal as independent artists, which have their wholesale prices within the three to 3½% range. Also hiking their wholesale prices this year have been RCA, CBS, WEA, Capitol/EMI/UA, MCA and Polygram.

**Motown Budgets $13 Million For TV Production**

by Richard Imamura

LOS ANGELES — Motown Productions last week announced a major commitment to television production, unveiling a $13 million slate of 40 projects to feature Lynda Carter, Lindsay Wagner, Jaclyn Smith and Jean Stapleton. Motown will work with all the major networks and has already arranged product for each. We have announced the programme for the next 12 months,” said Michael Rosekind, Motown executive vice president and chief operating officer, “but we are committed to working on something set. Everything that we are announcing is set.

Motown’s television production commitment, which includes four television shows and three films in addition to the made-for-TV films to star Carter, Wagner, Smith and Stapleton, will, at various times, call upon the services of the corporation’s other interests, particularly the record company and Jobete Music, its publishing arm.

**Tap Music Talent**

“We, of course, will try to work our music talent to the maximum of their abilities,” Rosekind explained, “but we are committed to working on something set. Everything that we are announcing is set.

Motown’s television production commitment, which includes four television shows and three films in addition to the made-for-TV films to star Carter, Wagner, Smith and Stapleton, will, at various times, call upon the services of the corporation’s other interests, particularly the record company and Jobete Music, its publishing arm.

**The initial television project. The Last Song starring Carter, has already been completed and will air in the fourth quarter of 1980 on CBS. The title song was written by Jobete’s Ron Miller and Ken Hirsch. Carter & Stargate, starring Wagner, will begin production Sept. 29, and is set for airing on CBS. The Gene Tierney Story, starring Smith, and The Rag Bag Clan, starring Stapleton are set for production early next year. The Gene Tierney Story will air on ABC, with the Rag Bag Clan set for CBS.

Also in preparation for production or on air Dec. 1 is Teenage Sexuality, a four-hour, two-part miniseries for NBC. Other television productions planned include The Devil’s Alternative, a 10-hour

(Cash Box/8/2/80)
The Statler Brothers are celebrating their 10th anniversary with Mercury records with a brand new album of 10 perfect songs, including “Charlotte’s Web,” the hit single from the movie, “Smokey & the Bandit 2.” “The Statler Brothers 10th Anniversary.” It's one album that's a perfect 10.
Rocky Burnette

EMI America recording artist Rocky Burnette found it was no exaggeration when his new LP, "The Son Of Rock And Roll," The 27-year-old son of singer Johnny ("You're the Reason I'm Living" Don Dorsey) ("Tall Oak Tree") Burnette was released in Memphis as the heir to a rock 'n roll tradition. "I don't mean to sound conceited calling myself the son of rock 'n roll," but of all the early rockers, Elvis never had a boy and the others all died before they could have any descendants. Burnette's moniker was coined by Gene Vincent who, with Elvis Presley, Bill Black and Scotty Moore, was a regular visitor at Rocky's childhood home. "My dad and uncle always had a gang of us kids around, and Gene Vincent would say, 'Oh, let's get these little sons of rock 'n roll into the car.'" In 1963, when Rocky was 11, his dad was killed in a freak boating accident in California, and he went to live with his uncle Don. Dorsey. At the age of 14, Burnette was signed to a publishing deal writing songs for Aluffi-Rossi's and Curb school at the age of 18, but left before the end of his final term. After working with Mike Curb and ATV, where he recorded a few singles, Burnette went to London.

Burnette's luck began to change in England. "Bert Berman, who was with EMI America, found me and signed me."

An upward metamorphosis and a multi-dimensional evolution of Burnette's experiences is art descirptions of Contemporary Records artist George Cables and his work, which has cited him in the category of "most original" and "most distinguished" artists. "I mean the band has accumulated a broad range of sound dynamics from its initial training in the classics and his improvisational acumen, which he grasped while playing with some of the most famous names in contemporary jazz."

After listening to music from his current LP, cuts like "Morning Song," "Voodoo Lady, Little Church," and "Hit it, L.A.'s," some of which have appeared on LPs by other artists, it's easy to believe Cables has played with such a diverse set of artists.

In New York in 1944, Cables was a student at the High School of Performing Arts and later spent two years at Mannes College of Music. His early music experience was in music through classical forms, but the rich New York jazz culture bubbled and perked up his interest in jazz, which became his main avenue of music expression during his late teens.

Hanging out in the New York City jazz clubs, Cables was a part of the jazz scene that included, among others, Billy Cobham, Clint Houston, Benny White and Steve Grossman, all known then as the Jazz Samurai Band. The band went on to develop its music skills in and around the New York City club scene, which eventually led to Cables playing with Art Blakey and the Jazz Messengers. Moving to California, Cables eventually continued his collection of music experience through gigging with Sonny Rollins, Joe Henderson and Freddie Hubbard. Though the keyboardist had already recorded on the last two, he frequented a role as a freelancer on an album by tenorist Paul Jeffrey, two LPs with trumpet Woody Shaw and another one with Henderson. His composition and playing became more fluent when he began touring and recording with Hubbard. Some compositions he contributed to Hubbard product include "Ebony Moonbeams," "Camel Rise" and "Lost Dreams." It was in Japan, while on tour with Hubbard, that Cables recorded his first LP for Trio Records.

Many of those explorations came in handy when Cables lent his skills to the work of pianist Bobby Hutcherson. The relationship between Cables, Hutcherson and Hubbard has prevailed as Cables appeared on each of Bobby's last LP, "Un Poco Loco," and both Hubbard and Hutcherson contributed to Cables' debut Contemprary LP. "It's been a good relationship," Hubbard explained. "Trio Records has always treated me well and I've been able to stay with them for a few years."

PRODUCER PROFILE

George Tobin: Creating Mass Appeal Records Is His Goal

by Michael Glynn

LOS ANGELES — A Los Angeles-based record producer George Tobin is not likely to engage in conversation about the "high art" of record making. Nor is his name likely to be mentioned in the same breath as such contemporaries as, say, Ted Templeman, Quincy Jones or Mike Chapman at this point. After more than 15 years in the music business, the talented, salt-and-pepper-haired, 37-year-old Tobin has few illusions about his craft. His business, he will tell you, is "to make hits, and not just a few singles appealing to the so-called mass market, but an entire body of records," and he's been doing just that with such artists as EMI America's Robert John and Kim Carnes.

"Sure, I'd love to get the chance to produce a Barbra Streisand," said Tobin recently in his office at Studio Sound Recorders in North Hollywood, where he owns and operates. "But, ideally, I'd most like to work with the type of artist who would say, 'I'd love to get a hit,' and not too much else."

Straight forward, opinionated but not arrogant, Tobin relishes the fact that he helped give Robert John his first #1 single since "The Lion Sleeps Tonight" in 1972, last year's "Sad Eyes." He is equally pleased with the fact that John's most recent single, and cover, which he produced, "Hey There Lonely Girl," is charting up the Cash Box Hot 100. (His first artist, John Cables, released a third week, and that Kim Carnes' cover of Smokey Robinson's "More Love" is still being re-recorded.

"I feel that the best services I can give is to make hits for great singers who are not particularly big or well-known at this time," said Tobin with pride. "It's also nice when I record an oldie for someone and it does better than the original record. Many people tend to get overly clinical, or critical, when it comes to re-recording oldies, but the housewife in Van Nuys doesn't care. I hope they like it, #1 or #20.

In keeping with his approach to recording, Tobin takes flak that the records which he makes are totally 'controlled product.' He explains that from the inception of a production project, "I know exactly what I want because I've come to realize that most things don't happen by themselves in the studio."

"I think that if you sit down with an artist who is very opinionated, the best you can hope to come up with is a co-production," he added. "My temperament is such that I need full control. If I can't get that control, then I don't want to do the act."

Strong words, perhaps, for a producer who re-entered the business in 1978 after a five-year hiatus, but Tobin is fully committed to both his work and his artists, as well as the business. He maintains that he has (continued on page 16)

Video Category Added To Grammy

LOS ANGELES — The 23rd Annual Grammy Awards will cover a record total 60 categories including, for the first time, a Best Video Disc category. The divisions of Best Jazz Vocal Performance into male and female segments will be new additions as well. The category for Best Arrangement for Vocal Groups will also be reinstated.

Two sets of semi-annual entering forms were mailed to record companies last week. The National Academy of Recording Arts and Sciences (NARAS) has requested the companies to enter on these forms a limited number of what they consider their outstanding creative product released during the first half of the Grammy Awards eligibility period, Oct. 1, 1979 through March 31, 1980. The forms must be sent to the Academy by Aug. 8.

Record companies will be mailed a second set of forms to cover the second half of the eligibility period. At the same time, all Academy members will be mailed their annual entry forms to cover the full eligibility period of Oct. 1, 1979 through Sept. 30, 1980.

Any record companies that have not received their forms are urged to contact the Recording Academy's national office at 4444 Riverside Drive, Burbank, Calif. 91505 or call (213) 843-8233.

CASABLANCA SIGNS GILDER — Nick Gilder has signed with Casablanca Records and will release a first single and album for the label in late summer. Pictured at the signing are (l-r): Bruce Bird, Casablanca president; Ken Mansfield, Gilder's co-producer; Gilder; Lloyd Segal, Gilder's co-manager; and Barry Samuels, Gilder's co-manager.

Cash Box/August 2, 1980
12" Discs Still Racking Up Sales

(continued from page 8)
of Kurtis Blow, was chiefly responsible for breaking "Christmas Rappin.") He said that long before Blow had signed a recording contract with Phonogram, his management had 100 copies of the tune distributed to discos and mom and pop stores in upper Manhattan, the Bronx, Brooklyn and Queens. "The Breaks," he said, was promoted exactly the same way. And when Blow's album is released next month, "the first place we'll go is back to the key discos and one-stops in the city."

In contrast, a rap record called "Rap-tivity" by Ronnie Gee (on the Reflection label) was broken "exclusively in-store," according to Tom Rogan, vice president of sales and promotion. "First we brought the record around to retail," he explained. "At the same time, our distributor in the area was soliciting key black one-stops. Soon, the in-store play started to build, and we were getting orders of 15 and 25 and a shot. Several DJs who hang out at key retail stores picked up on the response, and that's how the clubs became aware of it."

Rogan said that without airplay, the single had sold 18,500 units since its release in July. "If radio would go on the record, I'm sure our sales would quadruple, and we're already geared to press an edited seven-inch version."

"We often find ourselves in a Catch-22 situation," remarked Curtis Urbina, vice president of Emergency Records. "First you're in the position of having to convince your distributor to go on a record, and even then, he's not always convinced that you have not been firmly decided, according to the source.

Details To Be Worked Out

Partial advertising budget and some merchandising support might also be extended by the distributor, but details of such provisions were yet to be settled, the source said.

John Snyder, owner of Artists House, had no comment.

Bergamo said that developing a distribution arrangement with a jazz label would "highlight MCA's own jazz product."

"It's obvious that jazz is selling well right now, and we feel that we have an opportunity to do well distributing an independent jazz label, Bergamo said.

But he stressed that labels supporting other types of music were also being considered. Industry sources have speculated that MCA may also be seeking a distribution pact with a country-oriented label, which would augment MCA's already substantial involvement in country music.

Bergamo said that MCA would eventually like to distribute between five and six labels, depending on their size.

According to the source, Artists House catalog LPs tentatively scheduled for September re-release by MCA includes product from Dave Liebman, Jim Hall, Ornette Coleman, Thad Jones, Andrew Hill, Wayman Reed, Mel Lewis, Ornette Coleman and Charlie Haden, James Blood (Ulmer) and Paul Desmond.

New product that would be distributed by MCA includes albums from Chet Baker and Art Pepper.

MCA Negotiating With Indie Labels

(continued from page 7)

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Musexpo '80 Panels Are Set

NEW YORK — The Musexpo '80 convention, which will be held from Sept. 26-30 at the Americana Bai Harbour Hotel in Miami Beach, will feature seven seminars of interest to audio/video and music industry personnel.

On Sept. 26 there will be a Video Programming and Marketing Seminar. Panelists include: Henry Brief, president of the International Tape Association (ITA); Richard Childs, president of Paramount Pictures Home Entertainment; Austin Furst, president of the Time Life Video Division of Time-Life Films Inc., and others. On the same day, there will be a Lawyers Meeting/International Licensing Seminar which includes Marty Olvek, VP, business affairs for RCA Records and others.

On Sept. 27, there will be a Presidential Panel. Panelists will include: Bruce Bird, president of Casablanca Records; Larry Depe, president of Philadelphia International Records; Jeff Franklin, chairman of American Talent International; Peter Gallo, president of Gallo (Afica Ltd. (South Africa); Bruce Lundvall, president of the CBS Records Division; Jim Mazza, president of EMI-America/United Artists Records; Doug Morris, president of Atlantic Records; Robert Siner, president of MCA Records; and Robert Summer, president of RCA Records.

On Sept. 28 there will be a Promotion and Marketing Seminar. Panelists include: Harold Childs, Sr., vice president of A&M Records; Tom Draper, vice president of marketing, Warner Bros Records; Mike Lushka, vice president of sales and general manager of Motown Records, and others. On the same day there will also be a seminar on Radio Programming and the Record Industry, which will include: Frankie Crocker, PD, WBLS-FM; Richard Olegasi, VP sales & marketing, Hibichin, and others. On Sept. 29, there will be an A&R Seminar. Panelists will include: Ed de Joy, vice president of A&R, RCA Records; Jordan Harris, vice president and general manager of A&R, A&M Records; Denny Rosencrantz, vice president of A&R for MCA Records; and Don Wasley, director of A&R, Casablanca Records.

On Sept. 30 there will be a Music Publishing Seminar. Panelists will include: Marvin Cane, chief executive of Famous Music Publishing Co.; Chuck Kaye, president of Irving/Aim/Rondor Music; Lester Sill, president of Screen Gems-EMI Music; Heinz Voight, president of Intersong Int'Music Group (Germany); and Jonathan Simons, managing director, Chappell Music (U.K.).

Motown TVBudget

(continued from page 8)

miniseries; Libby, a two-hour television feature; and A Class Act, an eight-hour miniseries.

Motown's feature film projects include: Noel Coward's Blithe Spirit, a comedy called A Kansas Affair and Happy Endings, another comedy.

"We look at this as developing a bank of soft goods," Roshkind noted. "We're getting prepared for the future of the entertainment business."

Still, while the production commitments mark a new direction for the company, Roshkind was quick to add that the record company was still a major priority. "The record company is still our main business," he said.

In "The Blues Brothers" movie, the horn arrangements are by Thomas "Bones" Malone.

Thanks from Universal Pictures and Atlantic Records.
Magnetic Video Will License 250 UA Films

LOS ANGELES — United Artists has agreed to license some 250 of its major motion picture to Farmington, Mich.-based Magnetic Video, the company that submitted a 1979 bid for a subsidiary of 20th Century-Fox and a leading supplier of videocassette software, for exclusive videocassette rights of right to WGN, the Chicago-based network of ABC. The deal, which must be signed by the end of September, is for a reported $40-45 million in incentives, and is being paid over the course of a seven-year period.

Under the terms of the agreement, signed in principle, Magnetic Video will not have the rights to such top-grossing UA films as West Side Story, Woody Allen's Annie Hall, Rocky and Rocky II, the James Bond and Pink Panther films and Fiddler On The Roof, but first option on pre-1950 Warner Bros. features and musicals.

The deal will not only up Magnetic Video's catalog of feature movies on videocassette, already one of the largest in the business, considerably, but according to trade reports it is also expected to make the company a major player in shares by the end of this year.

Magnetic Video has also obtained licenses to 88 theatrical and made-for-TV releases, including a complete video library of TCM, the exclusive rights to the video version of video cassette and disc including The Miracle Of Lake Placid, featuring highlights from the Winter Olympics, and all of the Olympic Games, and 20 David O. Selznick features, such as Alfred Hitchcock's Notorious, Spellbound and The Paradine Case. Other Selznick properties against the deal are Intimate Love and The Spiral Staircase.

Contemporary feature films in the distribution agreement include Woody Allen's Take The Money And Run, Straw Dogs. They Shoot Horses Don'T They, and Charly, among others.

Title Wave Relocates

LOS ANGELES — Title Wave Talent, the management outfit for acts such as The Elevators, The Plasmatics, the Feelies and Sylvain Sylvain, has moved to new offices at 527 Madison Ave., Suite 700. New York, N.Y.

ATI Equities Undergoes Divisional Restructuring; New Video Wing Set

NEW YORK — ATI Equities, the umbrella organization which encompasses American Talent International Ltd., a full-service talent agency, and United Talent Agency, has undergone a major restructuring and diversification with the formation of a new company to produce and sell video programming (ATI Video Enterprises).

Jeff Franklin, formerly president of ATI Equities and all subsidiaries, becomes chairman of the board and chief executive officer of the parent company. Mark Phillips, formerly president of finance for American Talent International Ltd., assumes the post of ATI Equities president. Phillips remains as chief financial officer for all subsidiary companies.

The newly-created video programming arm, ATI Video Enterprises, will be headed by Wally Meyrowitz, previously senior vice president of American Talent International Ltd. Meyrowitz will remain actively involved with the booking agency as senior vice president and responsible agent for clients Bob Seger, Rod Stewart and Kiss, as well as continuing to administer American Talent International Ltd's international booking operations. Michael Grossman, formerly head of business affairs of NBC, will serve as vice president of ATI Video Enterprises.

Other Changes

In other sectors of ATI Equities' restructuring, William Elson assumes the post of president of American Talent International Ltd., taking over the day to day operations of the then head, William Cory. Cory was formerly vice president of ATI Ltd.

Franklin noted that the divisional restructuring of ATI Equities Corp. and American Talent International Ltd. will allow him to devote more time to corporate clients, whereas in this point the majority of his day has been spent reviewing deals for record companies, recording artists and various executives.

NARM Urges SBA To Drop Loan Restrictions (continued from page 7)

Card or history calendar publication or distribution; radio or television broadcasting; film, record or video production; design, distribution, instruction or tutoring of academic subjects, or any similar operation.

In 1978, the prohibition on loans to radio or television broadcasters or cable television operators was repealed as part of a campaign to widen broadcast and cable TV ownership by minorities. Recently a pilot program has opened SBA help to motion picture producers.

The theory for putting communications media under SBA ban was to avoid any semblance that the government was attempting to control editorial freedom or to influence the publication or production of controversial issues or to exercise reprisal or favor through the withholding or the assisting in financial matters.

The SBA is already moving to revise the communications regulation, Harold A. Theiste, SBA association deputy administrator. Bills to that effect are expected as part of the discussions between the Federal Communications Commission and the SBA.

MJS Corp. Opens New One-Stop In L.I.C.

NEW YORK — MJS Entertainment Corp., a Miami-based independent production and one-stop, opened a new one-stop facility in Island City, N.Y. last week. According to Michael J. Spector, president of MJS, the new facility, which will be headed by Joe Stanzione, will initially employ from 15-20 staffers. Full operations could employ as many as 75 workers at the new location.

Spector said, according to Spector, MJS is contemplating expansion into California next year.

EXECUTIVES ON THE MOVE

Carpin

Powell Appointed At Columbia Records — CBS Records Division has announced the appointment of Terry Powell as vice president, A&R, contemporary music, west coast, Columbia Records. Since 1978, he was director, A&R, west coast, Columbia Records. He joined Columbia in 1967 as local manager, Los Angeles market, and subsequently was promoted to the post of promotion manager. In 1976, he was named director, A&R, talent acquisition, west coast, Columbia Records.

Sherman Appointed At Korvettes — Michael Sherman has been appointed vice president, financial operations and treasurer of Korvettes Department Store. A certified public accountant, he has been employed for eight years by Cooper's & Lybrand. In this capacity he had worked with Korvettes since 1977.

Carpin Joins RCA — David Carpin has been appointed A&R producer for RCA Records. Previously, he was vice president, Dance Productions, in Washington, D.C. He began his music business career in 1976 as an entertainment lawyer, moving from there to artist management and production.

Carpin Named At I.R.S. — The International Record Syndicate has announced the appointment of Michael Pien as national director of promotion. He comes to the I.R.S. from A&M Records where he held the post of regional promotion man for the Buffalo/Upstate New York area.

Smith Promoted At E/A — Bill Smith has been promoted to director of national singles promotion for Elektra/Asylum Records. He joined E/A in March 1979 as the label's Atlanta-based regional promotion director. Since 1977 he was promoted to regional south director for the E/A Records, a post he held until joining E/A.

Changes At PIR — Philadelphia International Records has announced the appointment of Valerie Hampton as assistant to the national promotion director and Terri Rossi to disco coordinator. Hampton was previously with Philadelphia's WDAS radio station in an administrative capacity. Before that, she was regional promotion manager with Ariola Records in California. Rossi has been with the PIR family of music for a year in the R&B promotion department. Before joining Philadelphia International, Rossi was promotion manager at Bobcat Security Group.

Junior McClure announced the appointment of William Hendrick to local promotion manager for the label. McClure, who had been joined the label's promotion rep after a stint with the Philadelphia-based TEC Records. Before coming to TEC he was with northeast regional promotion manager for Buddha Records in New York for five years.

Changes At E/A — Kevin Knee has been named Los Angeles promotion representative for Elektra/Asylum Records. Previously, he was E/A's Denver promotion rep. Knee began his career at Goldsmith Records, and has been promoted to the label's Denver promotion rep since 1978. Knee has been named Denver One Stop team in Denver and then joined MCA Records as the label's Denver sales rep.

Mattis Named By Amc Artists — John Leveson, president of Amc Artists, has appointed Bob Delano vice president, A&R. Delano succeeds Bill Arvey, who has left the company to pursue other interests.

Eleison

Arista Appoints Three — Arista Records has announced three new appointments to the label's promotion department. Lana Dengrove has been named Arista's director, national secondary promotion. Prior to joining Arista, she worked for Start Promotions, and has been Arista's assistant director of promotion. She was a former promotion executive for the label's midwest album promotion director and will be based in Cleveland. She comes to Arista from A&M Records. Peter Schwartz has been appointed to Los Angeles promotion director. Schwartz joins Arista from RSO Records, and has held promotion positions at Infinity Records and Epic/CBS Associated Labels.

Deutsch Named At RCA — Didier C. Deutsch has been appointed administrator, pop promotion for RCA Records. Prior to his RCA appointment, he had pursued a number of freelance activities, including producing a series of Broadway original cast repackage packages for CBS Records.

Changes At WEA — Warner/Elektra/Atlantic Corporation has announced the following appointments: Alan Benjamin as video sales representative, and Orlando W. Brown as sales representative. Benjamin has been with WEA for the past 21 years as a sales rep. Prior to joining WEA, he was a retailer and promotion man for ten years. Brown is a graduate of the University of Miami with a degree in Music Merchandising, comes to WEA from United Records & Tapes.

Peeples Joins E/A — Stephen Peeples has been named editorial manager for Elektra/Asylum Records. Prior to joining E/A, he held the same post at Capitol Records. He'd started there as junior editorial copywriter in October 1977, following two years as a nationally-published freelance music journalist and a 1975 associateanship with Cash Box magazine.

Finnegan Named By Sb — Sharon Finnegan has been named assistant editor for Elektra/Asylum Records. Prior to joining E/A, she held the same post at Capitol Records. She'd started there as junior editorial copywriter in October 1977, following two years as a nationally-published freelance music journalist and a 1975 associateanship with Cash Box magazine.

Mattis To Bmi — Mattis has joined the staff of Broadcast Music, Inc. and will head the New York office's newly created freelance unit. He has served in executive posts with Screen Gems-Columbia, Robbins, Feist & Miller, as vice president of creative affairs of April/Blackwood and as head of the music publishing and royalty departments of Segal & Goldman, the business management firm.

Mattis

Cash Box/August 2, 1980
Mr. Money is truly "Playing For Keeps" on this LP, and it should head him down the golden road toward super stardom. Money tries a little bit of everything on this effort — reggae, ballads, up-tempo pop — but it's his hot rockers that should steal the limelight here. Sizzling raves-up, such as "The Wish," "Get A Move On," and "Saturn Angel" are cuts that FM programmers should be blasting for the rest of the summer, and he should gain some Top 40 attention with "When You Took My Heart," as well. Four stars for this classy pop effort.

FULL MOON — The Charlie Daniels Band — Epic FE 36571 — Producer: John Boylan — List: 7.98 — Bar Coded
The CDB is back with one of its most patriotic and downhome efforts yet. Daniels has taken on the role of the musical sage of the South, and he lives up to that reputation with his typically Southern-oriented rockers like "In America" and "Lonesome Boy From Dixie." His folk tales and reminiscences of his youth show that he is also becoming a master storyteller, as "The Legend Of Wolfe Swamp" and "Carolina (I Remember You)": are as Southern fried as the bunny fiddle gets. For AOR and Country, XOO MULTIPLES — Yellow Magic Orchestra — A&M SP-4813 — Producer: Haruomi - List: 7.98 — Bar Coded
Japan's notorious synthesizer band returns with more of its nuclear age electronic fantasies, and songs such as "Nice Age" could even gain the group some Top 40 acceptance. The synthesizer orchestra's atomic version of Lennon and McCartney's "Day Tripper" will send FM programmers for a loop, and other songs such as "Solid State Visitor" are also listenable as Enos' "Before And After Science." The strange and wondrous band from the land of sushi also introduces synthesized reggae on "X00 Multiples.

While the cover of this album would be the perfect visual metaphor for a heavy metal band, it does not accurately represent the sound of Fischer-Z's second album. This fine British pop-rock outfit is one of the most pleasant surprises to come out of Jolly Old since the Police. Melodic, witty, and influenced by light new wave and reggae stylings, the band is already a favorite in its homeland. The foursome should make fast friends with inventive FM programmers.

POP ART — Elton Motella — Passport Records PB 9846 — Producer: Elton Motella and Mike — List: 7.98
One glance at this interesting new pop artist's name, and the immediate reaction is "you must be joking!" But the whole band is really one of the freshest things to come out of London since the ska boom. Motella reminds one of what early Roxy Music would have sounded like if they were aiming toward an AM audience. Strangely, quirky, aloof, but immediately listenable, "Pop Art" is one of the most amusing efforts of the young 1980s.

"RISING SUN" — Alan Price — Jet NZJ 36510 — Producer: Bones Howe — List: 7.98 — Bar Coded
The old Animal sounds more alive and aggressive than he has in years with "Rising Sun." The title track, a bluesy, Dylan-esque dirge-type version that made him famous as a singer and butter, is amusing, but a song with the engaging music hall sound of "Mr. Sunbeam" is more familiar Price turf. The first two numbers on side one are reminiscent of his "Oh Lucky Man" days, but the calypso-like clip of "Music In The City" makes it the album's most charming and exciting performance.

INNERSLEEVE — The Shirts — Capitol ST-12085 — Producer: Georg Wadenlus and John Palladino — List: 7.98 — Bar Coded
This is the third LP from the New York-based septet, and it continues The Shirts' movement further and from its tough CBGB's roots on each successive outing. Annie Golden, who first gained fame as one of the stars of Hair, has a fine group style vocal in the tradition of Debbie Harry, but the band plays a thinner more frantic organ/guitar styled new wave music than burrrough neighbors Blondie. Top tracks on The Shirts most commercial effort are "You're in the Pleasure Game" and "I Don't Wanna Know.

DON'T LET GO — Brooklyn Dreams — Casablanca NBLP 7226 — Producer: Brooklyn Dreams — List: 7.98
The band started out, like so many bands, as a three-piece singing on the street corners of Brooklyn, and the group's third LP for Casablanca finds them working with a lot of modern genres, but faring best with glossy blue-eyed soul tunes. While the easy moving title track is the album's prettiest song, two rock-oriented numbers, "Lover In The Night" and "Back On The Streets," should not go unnoticed. For R&B and pop lists.

LEP'S AND OTHER NEWNESS — The Rabbles — M-80 M-80 801 — Producer: Kathryn Brody — List: 5.98
L.A. bands on indie labels, which seem to come out of nowhere like a swarm of many pesky mosquitoes, are usually subject to all manner of justified derisive comments, but here, however, is an eye-opening exception to a scene seemingly intent on sending out pilots into battle before they even understand the basic rudiments of scoring solo. With "Leps," there is finally an album from an L.A. rock band that begs to be flipped over (literally and figuratively).

Brazen, gritty rock, full of hip hooks and raw poppability, this original soundtrack material from the Who Film Presentation stars Mark Lester as the title character McVicar, imprisoned in the McVicar prison yarn. Songs like the eclectic rock of "Escape (parts I & II)" the slickly produced Who music special on "Free Me," and the frantic but danceable "My Time Is Gonna Come" best characterize the score musically while "Just A Dream Away" and "White City Lights," best illustrate the album's lyrical power.

VOICES — Daryl Hall and John Oates — RCA AQL-1-6346 — Producers: Hall and Oates — List: 7.98
With the return to a more rhythmic approach in the music, this reissue of their second effort, primarily supplied by Hall's writing and Oates' vocals. The music on this album is decidedly more soulful and should interest Top 40, AOR and some B/C programmers, especially on "How Does It Feel To Be Back," the quite lyrical "Kiss On My List," the bluesy ballad "Everytime You Go Away," and the new wavy "Africa." This album should ferret out old Hall and Oates aficionados and introduce this one to new ones.

MAN'S BEST FRIEND — Livingston Taylor — Epic JE 36153 — Producers: John Boylan and Jeff Baxter — List: 7.98 — Bar Coded
This is by far Taylor's most engaging effort yet. His honey dipped, mellow voice has found two understanding producers in Boylan and Baxter, and Hall and Oates' Loggins and brother James should find it just their meat. The lilting "First Time Love" and the easy moving, pop-oriented "Sunshine Girl" should find them immediate Top 40 acceptance. The jaunty "Pa- mama Mia" and the patois-flavored "Face Like Dog" are other highpoints on this well crafted work.

SUDDENLY... — The Sports — Arista AB 4266 — Producer: Peter Schekeryk — List: 7.98
Last year's "Don't Throw Stones" included to Yank audiences that there was more to Australia's pop scene than either AC/DC's throat slashing brutality or the Little River Band's near cuddliness. The Sports latest is rife with well crafted pop tunes that defy mundane comparison with not only their Aussie contemporaries, but also any number of other bands just simply working the over-populated "Britrock" circuit.

NO RESPECT — Rodney Dangerfield — Casablanca NLBP 7229 — Producer: Estelle Endler — List: 7.98
The Rodney Dangerfield film, which stars Dangerfield's club comedian doing his best characterizations, brings the man's humorous observation to record. Songs like the title track are how hot it is and that he gets "No Respect," proves why crowds in Vegas, New York and L.A. consider him to be one of the great masters of the stand-up routine with his first waxing for Casablanca. While his subject matter is always predictable — his wife, New York and the state of the world today — and the jokes are old, Dangerfield's patter never fails to create hysteria. Recorded live at the Garden in L.A. and in New York, this is must for students of the classic one-liner.

CAMERON — Salsoul SA-8535 — Producer: Randy Muller — List: 7.98
This band's inventive synthesized disco sound and clever vocal arrangements recall the work of Quincy Jones and Michael Jackson, aimed directly at the dancing crowd. While the title song is the most impressive, the album is well worth an acquisition. "Computer Love" and "The Theme From Heaven," both of which show up on the soundtrack for the newest film "Who Framed Roger Rabbit," are particularly well done. The Rap gang, The Sports, are out of New York and the state of the world today — and the jokes are old, Dangerfield's patter never fails to create hysteria. Recorded live at the Garden in L.A. and in New York, this is must for students of the classic one-liner.

The latest product from London's famed Strawberry Studios is the soundtrack to the upcoming film, which is based on animals competing in Olympic competition. It is a sometimes brilliant ([Underwater Fantasy,]) sometimes ridiculous ("Go For It"), but always amusing work. The 10cc member has also been able to write excellent ballads and, "Away From It All," and "Love's Not For Me (Renee's Song)" are some of his best. Gouldman keeps up his old band's tradition of playing pop with a purpouse.

ROCK THERAPY — Colin Winski — Takoma TAK 7083 — Producer: Denny Bruce — List: 7.98 — Bar Coded
Three years ago Ray Campi and his Rock 'n' Roll Reapers erupted upon the scene and, in no uncertain terms, put lesser pretenders to Presley's Sun Records throne in their place. They played the real thing, and they played it better than maybe even The Beatles. The old high school member of Campi's crew, lead hip-shake was Colin Winski, who's now out on his own with a truly brilliant R'n'B-a-poppin' album. This isn't quaint rock anymore, this is really rock therapy.

LOVE AFFAIR — Radio Records RR204 — Producers: P. Scheckeryk and Love Affair — List: 7.98
While the name of this fivesome from Cleveland is as much musically predictable as the name, its music is not. The boys have a master degree in the field of harmony-laden, straight-ahead, hard rock. Fans of RED and other head-banging bands from America's heartland should find Love Affair exactly their cup of tea.
LOS ANGELES — The Federal Communications Commission (FCC) recently filed a notice of intent to develop rules and equipment standards for FM quad broadcasting, which has set the stage for public comment. The commission's action ends nearly 10 years of research, debate and deliberations toward adoption of quadrophonic broadcasting.

Bically the FCC is highlighting two alternatives. One is to approve discrete (4-4) and semi-discrete (4-3-4) quad broadcasting, similar to the systems developed by San Francisco-based Quadrasonic, Inc. and a system designed by the RCA Corp. The other alternative offered by the commission is to permit the marketplace to decide which system is best, including new systems submitted for marketplace testing.

CBS, according to FCC sources, has already had a quad system test request denied. Other companies that have developed quad systems are General Electric and Zenith.

During the public hearings focusing on FM quad, which could begin in two weeks, aside from general comment the FCC will specifically be seeking answers to questions concerning the expected selling price and installation cost, how much consumers may have to pay for quad receivers and what manufacturers' attitudes are toward marketing the systems.

The FCC's recent decision follows two previous inquiries to determine the level of public interest in quad broadcasting and channel interference factors. The public interest inquiry started in 1977, later followed by inquiries on how quad broadcasting could affect adjacent channel interference or how it might affect proposals to reduce channel spacing, which is a plan contemplated and supported by the FCC.

Albert Jarrat, staff engineer with the FCC's Broadcast Bureau, Rules and Policy Division, said that the commission's data, in part, was compiled by the National Quadrasonic Radio Commission, which was a panel of broadcast systems experts that researched each proposed system and developed a report on each.

Jarrat said that if a decision to take the marketplace approach is adopted, any system would be eligible for testing, "provided it met interference criteria.

**Supply Of Songs Exceeds Demand, Expert Tells CRT**

(continued from page 6)

1977. But, he added, the number of album releases declined by 23% in the 1972-79 period.

There is an imbalance currently between the supply of tunes and the supply of record releases, he said, and also between the risks and returns of copyright owners compared to those "enjoyed" by copyright licensees. "We are already at the biggest mechanical risk," he said, "would only exacerbate this imbalance and would not be sensible on economic terms.

In a rebuttal to comments by economist Robert Nathan, who testified earlier on behalf of the National Music Publishers Assn. (NMPA), which the record industry was fairly stable, Kaiser noted that pre-tax returns on sales for the recording industry averaged 2.6% in 1978-79, 6.2% in 1977-79, and continuing back, to 9.2% in 1967-79. This indicates a steady decline, Kaiser said, not stability.

Kaiser listed four key factors in the economics of the recording industry: demand, risks, supply and costs and prices. As to demand, he said the recording business operates in a "fickle" environment, "dependent on a volatile public." The life of the average album, he said, is from six to nine months, and the industry is geared to a "blockbuster" attitude. And, he continued, demand has become highly affected by "the public," he said, "seems to want more than just music" when it buys an album. "Starr" are the biggest resource of a record company, he said.

The CRI study, submitted to the royalty tribunal at the start of the hearings, contends that the recording industry is in difficulty and that any increase in mechanical royalties could push many of the smaller companies to the brink. The American Guild of Composers and the NMPA, have asked that the CRI study be stricken from the record on the ground that its findings cannot be tested without the submission of questionnaires, returns, working papers, etc. This the RIAA has declined to do. The tribunal has not yet ruled on this motion.

Songwriters and music publishers are asking the tribunal to increase the present mechanical royalty fee of 2.75 cents a song to a flat six percent of the suggested retail price of an album or tape.

NO NUKES OPENS — "No Nukes" the feature film comprised of concert from the 1979 MUSE Concerts at Madison Square Garden and Battery Park, plus documentary footage on nuclear issue can be seen in New York this week. Pictured together at the film's opening are: (l-r) Grahame Nash, Bonnie Raitt, John Hiatt, and Yoko Ono.

Record and will record for Chi-Sound... "Sadler," written and performed by Leonard's son, Michael Sadler, was sentenced to 4-5 years in prison on voluntary manslaughter charges in Nashville... Shirley Brown, whose recording "Woman of Woman" was one of the most soulful records of the '70s, is cutting demos in Memphis, with Alien Jones (the Bar... Tigers)... Protex's Ronnie Spector, the voice of the Ronettes, has joined the 10,000 Maniacs tour... Wally Roker of Joe Jackson Productions is reviving new material with the semi-legendary Jerry "Swamp Dogg" Williams. Marty Thau's Red Star Records is set to release a self-titled album by Walter Stirling. Produced by late Audioslave LP's, this album shows the latest performances by Robert Fripp and Richard Lloyd. It's available through Jem, who's also set to come with a Brian Eno-produced album on Editions EG by Lurao.

WHO WAS THAT MASKED MAN? — Though we at "East Coastings" have never been accused of being on humbug, we have to say that it was a privilege to spend some time with the band that has just released their debut album, "Lou" by Lou. "Lou" is an album we've been pushing for, and the band has been working on it for a long time. "Lou" is a collection of songs that have been recorded over the years, and the band has put a lot of work into it. "Lou" is a testament to the band's talent and dedication.

BLINDED BY THE LIGHT? — It's not every group who could get to make the trek to Asbury Park, N.J., but the Iron City Houserockers are special. Not only attaining the summit through a shorter route at Central Park, we felt that their club date at the Fast Lane was not only a triumph for the band, but also an opportunity to loosen up and stretch out, but would be enhanced by a town that has provided the Iron City Houserockers with the perfect environment. The band's music is most sympathetic to the hard-edged American rock and roll of the Houserockers era. We were set on stage at Madison Square Garden and Battery Park. It was a memorable night that will be long remembered by the audience. The Houserockers are a band that has been around for a while, but they have definitely lived up to their reputation. They are a band that has earned their place in the history of rock and roll.

BLACKFOOT RETURNS HOME — Acoustic recording group Blackfoot returned home to Jacksonville, Fla., after spending a year of touring which was capped with 15 dates with the Who. Blackfoot's Rickie Meidock (l) is seen presenting a gold record for the group's "Strike" album to his father Shorty Meidock who plays on the group's albums, "and occasionally joins them on stage.

RKO HOSTS PUBLICISTS — The RKO Radio Network recently hosted a group of New York area publicists. Pictured standing are (l-r) Margaret Gigan Sinclair, director of affiliates and communications; Delores Reis, associate director of affiliates; Margo Salzberger, Chrysalis Records; Carol Ross, The Press Office; Beth Landman, The Press Office; Raleigh Pinsky, The Raleigh Group; Audrey Strahl, Sire Records; Nancy Goldstein, Elektra/Asylum Records; Ellen Smith, Howard Bloom Organization. Pictured sitting are (l-r): Barbara Pepe, RCA Records, and Jo Interante, program director, RKO Radio Network.

**STICKS 'N STONES** — A New York Post report on Rolling Stones activities has Mick Jagger recording a solo album, Ron Wood reforming the New Barbarians, and Bill Wyman forming his own band... Elton John's contract is up... There will be a sequel to the Blues Brothers movie... Ringo Starr is in France recording an album for Epic... Rumors have Paul McCartney helping out... George Harrison is in England recording his next for Warner Bros... Reports have Grace Slick rejoining the Jefferson Starship for their next studio date in September... Bruce Springsteen is doing some recording and playing in Ireland... Ron一把 de Do Blade, coming to New York after the Chicago dates... Billy Joel did two benefit concerts at Nassau Coliseum on July 24 and 25... Tickets were $25 each across-the-board... Then he's back on his own's lead singer. Their album will be called "Buttin' the Odds"... Graham Parker will replace Roxy Music at the Doctor Pepper Pavilion... Paul Papaleo was married... Jolie Drummond of Bayside Quenes... Virgin Records has signed new groups: Echo, and the Bunnymen... Columbia will release an Elvis Costello LP in the fall consisting mostly of material previously unreleased on any American LP.

WHERE ARE THEY NOW? — The Left Banke have reformed and have signed with Cameo.... The group includes original members Steve Martin, Tom Finn, and George Cameron, and may be the first group to feature five former Rolling Stones... Elektra/Asylum... Raleigh Pinsky, The Raleigh Group; Audrey Strahl, Sire Records; Nancy Goldstein, Elektra...
THE PRICE IS RIGHT — CBS Records has introduced a new name for its $5.98 midline catalog — "Nice Price." CBS will attach a brightly-colored sticker to every $5.98 list LP that leaves the factory to help the customers identify these particular albums. There will also be a direct mail letter that can be put in the sleeve fall or be attached to the back of the album. The advertising support consists of TV spots filmed in an actual record store, featuring 30- and 25-second spots with testimonials from customers paying special attention to the "Nice Price" sticker; radio spots with a 60- and 30-second open tag for deep, customization, and print ads telling the reader to look for the stickers on over 350 albums and listing the big names.

RECORD BAR ACTIVITY — A number of promotions were held throughout the chain record stores at the Morro, Ga., store, all Thomson, currently on a national promo tour in support of its "Take A Little Time" album and hit single of the same name on A&M, stopped for an in-store... At the Cedar Rapids, Iowa, store, "Bloodline," a special blood drive at the Lindale Market, is offering a free LP or tape to every blood donor... At the Atlanta store, "20 Years Of Happy Ears" was the theme of a Motown-Record Bar 20th Anniversary promotion. For every purchase of $20 or more and every 20th purchase, customers were entitled to a free album... At S.W. M., in New Orleans and Lafayette, celebrated "20 UnBEAveable Years" with a promotion of jazz titles on the Warner Bros. and Elektra labels. Titles included Patrice Rushen's "Pizzazz" and Roberto Flack's latest LP... At the Albuquerque, N.M., store, two 47-second record runs were among the prizes at the Record Bar/KRK-EFM Roll Into The 80s Birthday Skating Party... CBS LPs by Russ Ballard, Judas Priest and Bob Scaggs were on sale for the promotion... Finally, in Atlanta, the grand prize in a Tommy Tutone promotion at the Northlake and Southlake stores was a two-tone paint job for the winner’s car.

DOG EAR RECORDS — Phonogram/Mercury Records, WLUP/Chicago, United Way, and Dog Ear record stores are all joining forces in a "Rock Brigade" for area youth to get involved with. Any youngsters who sign up at a Dog Ear location for more information on how to help the community in social services will receive a free single special edition featuring Def Leppard's "Rock Brigade," as well as tunes by the Scorpions and the Brains. Publicity on the campaign is currently going on at the LUP and the response has been positive. Added to this, he was meeting with the Mid-Atlantic Music Association to plan the annual event.

WAXIE MAXIE — A true legend in the business, Max "Waxie Maxie" Silverman, chairman of the Washington, D.C.-based chain, recently celebrated his 70th birthday. Max was involved with the A&M's "Rocky Robbins recently made an in-store appearance at the Atlanta outlet, where he signed posters and albums for his fans. He is currently in the midst of a cross-country promo tour in support of his "You And Me" album. LORICINE PIZZA PEOPLE — Steve Macau Lassiter has been promoted to buyer manager. A&M Records has added another promotion to the "B.B. King - The Life of An American Music Legend" campaign. The $200 album, "The Life of An American Music Legend," has been reissued. The $200 album, "The Life of An American Music Legend," has been reissued.

REGIONAL BREAKOUTS — Poco breaking out everywhere... Jay Ferguson and Kirk Lively of the Midwest South... be made sure to every $5.98 list LP that leaves the factory to help the customers identify these particular albums. There will also be a direct mail letter that can be put in the sleeve fall or be attached to the back of the album. The advertising support consists of TV spots filmed in an actual record store, featuring 30- and 25-second spots with testimonials from customers paying special attention to the "Nice Price" sticker; radio spots with a 60- and 30-second open tag for deep, customization, and print ads telling the reader to look for the stickers on over 350 albums and listing the big names.

LOCK AND KEY — The legion of fans anxiously awaiting RCA’s release of the limited edition, 18-gram Elvis Presley album will find it tough going if they try to steal copies of the set. The first batch of copies, being moved from the Indianapolis pressing plant to a warehouse, was transported in a Brinks armored truck with armed guards. The Presley package is being released to celebrate the 25th anniversary of "Elvis'" signing with the label. Shown handout one of the first copies of the albums to the Brinks guard is Joan Deary, who produced the album for RCA.
George Tobin: Creating Mass Appeal Records Is His Job

(continued from page 16)

brought every project he has begun “right on budget,” even if he has had to absorb additional time and studio expenses for overcutting himself to insure that the job is a satisfactory one.

Tobin stresses the fact that his introduction to the music industry and the studio came when, as a guitarist and songwriter, he learned engineering “because I couldn’t afford to pay for one. . . . It’s important to have an engineer with a background in music.”

Coming out to California from his home in New York in 1963, Tobin had written and played on the hit single “Cinnamon” by Derek (aka Johnny Cymbal) on the Bang label and came west to seek his fame and fortune. He took a staff producer’s position for A&M Records in 1970, where he first met and recorded Robert John. But, according to Tobin, the job did not last long.

“I remember the days when there was no programming on the radio. When I came to the studio, they were just playing records,” he recalled. “I knew my days were numbered there when I came out to the parking lot one day and they painted over my name in my space and put in Karen Carpenter’s.”

From A&M, Tobin took a similar position at Motown in 1973. Ostensibly hired “to produce a Supremes record,” Tobin wound up cutting the first tracks for a new group called The Commodores, one of which, “I Feel St.driver” became an R&B hit. However, Tobin’s career at Motown was even more short-lived than his previous job at A&M and he left to build his first studio, The Music Machine on Sunset Blvd. in Hollywood.

After the completion of that facility, BMIB sued Nine Nirms

NEW YORK—BMIBroadcast Music, Inc., the music licensing organization, has instituted actions in the United States District Court alleging that copyrighted songs were performed without authorization and in violation of the U.S. Copyright Act. Among those named in the suits were: Park Ridge Tavern Inc., Audobon, Pennsylvania; Snoopy’s Supper Club, Nacogdoches, Texas; Patches Lounge, Baton Rouge, Louisiana; Viking Lounge, Hickory, North Carolina; Loose Goose Saloon, Katy, Texas; County Seat Stores, Houston, Texas; Trails West,Anaheim, California; Media Inn Motor Lodge, Media, Pennsylvania; and Regal Broadcasting Corporation, Station WHRLFM, Rensselaer, New York.

TOBY PACTS HORNSBY

Singer/songwriter Bruce Hornsby has signed an exclusive writers’ deal with 20th Century Fox Music. Hornsby, who is affiliated with David Foster’s Foster Frares Productions, will soon begin recording his first album for the label. Pictured standing are (l-r): Herb Eiseman, president, 20th Century-Fox Music; Jamies Foster and Steve Nelson of 20th’s creative staff, and 20th vice president Ronnie Vance. Shown seated are (l-r): Foster and Hornsby.

STREET SURVIVORS — Like the fiery bird pictured on the cover of its debut LP, the Rosssington Collins Band has risen from the ashes of Lynyrd Skynyrd in Phoenix-like fashion. When Skynyrd members Ronnie Van Zant and Steve Gaines were killed in a plane crash in August of 1977, fans of the loud and proud band from Jacksonville, Fla., despaired that the “Free Bird” flag would never fly again. However, the renowned band’s determined guitar players and frontman Rossington Collins have rallied their forces since that fatal summer day and formed a tough, roughing-piece unit that carries much of the southern smoke flavor of its predecessors. With the aid of an act that produced eight Gold albums and two Number One singles, the band is ready to follow. The Rosssington Collins Band is off to a nice start. It is currently in the midst of a successful national tour, and its “Anytime, Anywhere, Anyplace” album has bulleted to #17 on the Cash Box Pop LP chart faster than a shot from a “Saturday Night Special.” Although the Rosssington Collins Band has not adopted the enigmatic Ronnie Van Zant (“No one could ever replace him,” she states) as the group’s front person, she does have the responsibility of maintaining the band’s “Southern Sounds.” Van Zant, who has recently begun her musical career as the background singer for Leon Russell and 38 Special, had time to talk about her quickly blossoming career. “I don’t think I’ve had nightmares about having to write songs, but I am going to try writing my own words,” she said.

IN MEMORY OF . . . — Los Angeles mayor Tom Bradley (l) recently proclaimed July “Minnie Riperton Month” in memory of the late singer and her fight against multiple sclerosis. Pictured is the mayor presenting a commemorative plaque to Dick Rudolph, the late Minnie Riperton’s manager.

Billy Powell (keyboards), Leon Wilkeson (bassist) and Derek Hess (replacing the still-injured Artemus Pyle on drums), will be on tour through August and pay a two-week visit to the U.K. in September before setting down to record another album.

ZOWIE MORE BOWIE — In addition to the prestigious personnel (including Messrs. Townshend, Fripp, Verlaine, Blitt, Clark and Visconti), David Bowie’s “Scary Monsters” LP, which ships Sept. 19, will contain some other surprises. For instance, on a song called “Ashes To Ashes,” we find out that Major Tom “is a junkie/Strung out on heaven’s high/Hitting an all time low.” And if that isn’t enough to intrigue the Thin White Duke’s throngs, the first single, “Ashes to Ashes,” is a certified “Freebird” as the encore on all its gigs. The group, which also consists of Robin Trower (guitar) and Steve Hillage (vocalist) will be appearing at the L.A. Forum on Aug. 3-4.

ON THE BEAT — Scramin’ David Lee Roth of Pasadena’s most famous head bangers, Van Halen, has been dismissed of all charges against him by an Ohio court for urging the crowd to “light up” during an April concert at Cincinnati’s Convention Center, inciting Coliseum. The singer had been accused of inciting the audience to smoke during his performance, which is in violation of an obscure Ohio law. He had been fined a $5,000 bond. Judge Ralph Winkler of the Hamilton County Court dismissed the charges on the advice of the city prosecutor, who said that, after a review of the charging documents, the proof and the law, the prosecution could not proceed. . . . It looks as though the Police’s own Sting has landed a role in the next Jono Bond movie. The blonde bass player/patons singer is unofficially going to play the role of the villain in For Your Eyes Only, which begins filming in September. . . . Long Island’s own Billy Joel will be appearing at the L.A. Forum on Aug. 3-4. . . . Lovett, Kim Carnes, Jackson Taylor for his August concerts in the Midwest and South . . . Richie Havens recently won several advertising awards for his vocal performance of the song “Morning Glory,” which will be the centerpiece of the highly successful McDonnough Sunday morning program. The most notable awards that the commercial garnered are first place in the coveted Clio Awards competition; first place for the ANDY (Advertising Club Of New York) awards and first place for the U.S. Television Guide Awards. . . .

YOU KNOW MY NAME, LOOK UP MY NUMBER — Rocket Records, which released the successful compilation album featuring unsigned British artists in the U.K. last year, is hot on the trail of producing the follow up to “499-2139,” the label’s London Office phone number. This time the rocket has landed in L.A. and has already landed in L.A. and has already been named Spillers, Neo Paris And The Futures, Andy & The Rattlesnakes, The Makers, Modern Music, The Receivers and The Spears for an album that is scheduled for a Sept. 15 release. . . . It’s back to the studio for Cassie Gaines of Los Angeles, who has been working on overcoming her shyness and had time to talk about her quickly blossoming career. “I don’t think I’ve had nightmares about having to write songs, but I am going to try writing my own words,” she said.
Cash Box | August 2, 1980

Jazz Album Picks

HAND TO HAND — George Adams and Dannie Richmond
— Soul Note SN 1007 — Producer: Giovanni Bonandrit — List: 8.98

Robust, but well-tempered trombone/tenor harmonies, light, polyrhythmic drumming and well-conceived vamping on bass and piano give this mutated collection of Mingus Dynasty alum a hard boppin sound, which is as at home on up tempo scrambler’s like “The Clocker,” and the Latin-laced “For Dee J.” as it is on more textual, lyrical material such as “Yamani’s Passion.

Tone horn George Adams stands out in comping capacity, while pianist Hugh Lawson is as melodic as he is funny. Richmond’s rangy percussive skills need no illumination, just listen.


Personal and exotic. Burrell’s music on this LP would be most aptly applied to circumstances reflecting the above description of his music from this LP. Always lyrical, always succinct, the guitarist’s flourishes make for a full-bodied sound. With bassist John Heard supplying tenacious countertop theme on many compositions, Burrell is allowed the luxury of soloing while setting a rhythmic groove. The music is best on “It had to be you” and “September Song.”

Once In My Life,” Kenny Dorham’s classic “Blue Bossa” and on the delicate “Stolen Moments.”


The high level of orchestration and production work on this LP amply contributed to this symphonic offerings of gospel, pop, jazz, R&B and disco. Pointer’s multi-masic approach is not new here, but the overall tone of the LP is kept intact. Attesting to his poly-expression are cuts like “Take A Look,” “Precious Pearl,” “As Long As I Know” and “Tweez The Lines.”

Top 40 Albums

Weeks On
7/26 Chart

1. RHAPSODY AND BLUES (MCA 5124) 3
2. THIS TIME (Tapestry-Zulu/A&M) 1
3. “You” (Tapestry-Zulu/A&M) 5
4. CATCHING THE SUN (SFTY GRYP/MCA 5108) 4
5. ROCKS, PEBBLES AND SAND (STANLEY CLARK/Episc 3606) 3

Weeks On
7/26 Chart

20. NATURAL INGREDIENTS (Tapestry-Zulu/Columbia 36380) 20
21. DREAM COME TRUE (United Artists LT 1016) 18
22. TAKE IT ALL (HICKORY/CBS 32G5) 23
23. THERE AND BACK (Jeff Beck/Episc 36084) 21
24. PARTY OF ONE (MCA 51725) 11
25. HIROMISHA (Ariola Ar 4526) 33

Words and Music — Drummer Art Taylor has compiled a masterful piece of music history with his book of interviews “Notes And Tones.” And his brief return to America shows that he’s still among the kings of straight-ahead, hard swinging period, when bop was experiencing growing pains, free jazz was making its first inroads and R&B began having a serious impact on jazzmen. Goldberg is as detail-rich and reference and skeleton key to the works of Miles Davis, Thelonious Monk, Sonny Rollins, Roy Charles, Paul Desmond, Cecil Taylor and John Coltrane among others.

Comings and Goings — Big upcoming event will be a George Benson appearance at Radio City Music Hall on September 4. Also on September 4, T. Lewis, who has tightened up the groove considerably. Defunkt looks like they could get over to the same audience that digs on Parliament/Funkadelic. Now all someone has to do is convince Joe Bowles to pick up his trombone again. C. Taylor keeps refining his music all the time, finding new ways of focusing his remarkable energy into collective statements of almost symphonic gravity. His recent week at Fat Tuesday’s ranks with his best playing ever. He appeared with a quartet composed of saxophonist Sunny Murray and Jerome Cooper, tenors Jimmy Lyons and Henry Threadgill, bassist Fred Hopkins, violinist Ramsey Ameen and cellist Muneer Abdul Fatah. The music felt like it were composed on the spot — somewhere in between the most daring forms of modern ballet, and the darkest undertones of Coltrane’s music. Fury was balanced by passages of unusual delicacy. Hopefully this group will appear on record in the near future. Columbus is still dickering for the rights to the Max Roach—Cecil Taylor duets. Acoustic bassist T. Lewis, best known for his work with John Coltrane and Max Roach, was joined by drummer Eddie Blackwell and trumpeter Olaf Dara for a free-wheeling, churchy set at the cozy Jazzmania loft.
BILLY JOEL (Columbia 1-11331)

Don't Ask Me Why (2:56) (Impulsive Music/April Music Inc. — ASCAP) (B. Joel)

No stranger to the street himself, Joel infuses his third single from the #1 "Glass Houses" LP with a crisp pop/Latin/rock rhythm, utilizing maracas and various percussives with a shakin' acoustic guitar and stout beat. Joel's pointed lyrics, dealing with his favorite themes of success and chance, provide more pleure for Top 40.

CHEAP TRICK (Epix AE7-1211)

Day Tripper (3:13) (Maclean Music, Inc. — BMI) (J. Lennon, P. McCartney)

Recorded during the "Live At Budokan" session, but released on the Nu-Disk "Found All The Kings," the Tricksters cover the late Four's 1969 hit. Bun E. Carlos supplies the big beat, while Rick Nielsen supplies the usual buzz saw guitar lick. Just for good measure, Robin Zander screams out "She loves you, yeah, yeah, yeah" at the close. Radio active already.

PAUL McCARTNEY (Columbia 1-11335)

Waterfalls (3:22) (MPL Communications Ltd. adm., by MPL Communications, Inc. — ASCAP) (P. McCartney)

Floating electric piano and electronic synthesizer glissando back this whimsical ballad from the "McCartney II," as Paul juxtaposes an almost dirge-like melody with such lines as "Don't go jumping waterfalls/Please keep the lake." A brief acoustic guitar passage also punctuates this love ditzy for Top 40 and A/C.

PEACHES & HERB (Polydor PD 2115)


Peaches & Herb get into a Donna Summer-ish dance groove, reminiscent of her "Bad Girls," with a bouncy bass beat, handclaps and horn shots creating the up-tempo party feel of this summer-time selection from the duo's forthcoming, as-yet-untitled LP. For heavy B/C and dance action to take this across to pop lists.

THE KINGS (Arista AS 0541)

Lola/Celluloid Heroes (3:56/4:34) (Dayray Music Ltd./P.R.S.) (R. Davies)

A double A sided single from the live "One For The Road," most of the pop airplay is centered on the veteran England's "Easy Money" and the longtime dourous crowd interaction sparks the rockin' "Lola," while Davies' reading of "Celluloid Heroes" is tender and ultimately endearing. Super combo.

KITTENHAWK (EMI-Amex ASCAP 85051)


Kittyhawk, which utilizes the Chapman Stick, takes an instrument on a sprightly pop/rock/jazz fusion trip on this tropical tune from its self-titled debut. Tasteful use of mellifluous sax vamps ties it all together for jazz, and perhaps pop, play.

FRANKIE MILLER (Chrysalis CHS 2451)

Why Don't You Spend The Night (3:15) (Hall-Clement Publications — BMI) (B. McDill)

Scottish blues/rocker Miller ventures into a country-pop vein on his first single from the "Easy Money," LP, covering the McDill-penned Ronnie Milsap country hit of earlier this year. This could be the pop breakthrough for the veteran.

JERRY KNIGHT (A&M 2248)

Joy Ride (3:29) (Almo Music Corp./Crismco Music — ASCAP) (J. Knight)

Ex-Radio member Jerry Knight rides a hot, rockin' bass-drum groove on this cut from his self-titled debut LP, with steady high hat embellishments and multitracked vocals backing electric piano, guitar and swiftly paced rhythm.

GRACE JONES (island IS 49531)

The Hunter Gets Captured By The Game (3:49) (Joebe Music Co., Inc. — ASCAP) (W. Robinson)

The fashionable Ms. Jones turns in a funk/rock cover of the Smokey Robinson cut, with some captivating synthesizer "jungle" effects and a heavy beat that's just made for dancing. Siney and snappy, from the "Warm Leatherette" LP.

ROBERTA FLACK (Atlantic 3753)

Only Heaven Can Wait (For Love) (4:00) (Tennace Music — BMI) (R. Black, R. Mercury)

Flack teams up with sometime Stevie Wonder collaborator Eric Mercury, penning this blissfully easy track from the gold "Robb Flacks and Donny Hathaway" LP. Flack steps out front with a prominent bass beat and a synthesized sheen on this multi-format craze.

THE RECORDS (Virgin VA 67008)

Hearts In Her Eyes (3:20) (Oh-The-Peg Songs) (W. Birch, J. Wicks)

"Americanized" English group, the melodic Records borrows its pop/rock influences from such a diverse range of sources as The Byrds and The Monkees. Jangling guitars and sweet, but not sugary, hooks mark this pop, AOR pleaser from the "Crashes." LP

EDMUND SYLVERS (Casablanca NB 2270)


Sylvers steps into an ultra-polished pop/R&B bag on his first single from the newly released "Have You Heard" LP. Very much in the vein of Michael Jackson, Sylvers glides over a big, slick bass groove with female vocal assets.

THE JONES GIRLS (Philadelphia Intl ZSF 3111)


From a soft opening of muted electric piano, The Jones Girls get into a jumpy dance with clean, glossy production values. A sweet string section balances out the elastic bass and drum work. Already casting a spell on B/C.

THE MAIN INGREDIENT featuring CUBA GOODING (RCA PS-12060)

Spotted (3:50) (Smiling Clown Music/Newborn Music/Richcar Music Co. — BMI) (J.R. Bailey, E. King)

Gooding has switched from Motown to RCA after a brief solo stint and re-formed the Main Ingredient (of "Have You Seen Her" fame) to come up with this saucy, slightly jazzy R&B number from the "Ready For Love." LP

LE ROUX (Capitol 4907)

Roll Away The Stone (3:50) (Screen Gems-EMI Music, Inc. — BMI) (J. Ballard)

Formerly known as Louisiana Le Roux, the southern unit has outworn its sound a bit, coming up with this very pretty country pop/rock from the "Up." LP. Layered rock orchestration builds throughout, but the focal point is the full harmonies. A sleeper for AOR, pop formats.

YIPPEE (Millenium YB-11791)


Yeppy punch out a rave-up version of the Beach Boys '60s hit with new rock rhythmic energy, plunging leaderboard with poppy, passionate vocals and harmonies. Pure pop/rock dynamite, this is quickly garnering heavy pop adds. From the "A Bit Irrational." LP

ARTIFICIAL DUO (Anola OS-806)

She's Just My Baby (2:42) (Garbil Music — ASCAP) (B. Palmelli, G. Hennig)

While Artificel Duo has long been a Midwest fave, particularly in Cleveland, they've yet to achieve national recognition. The band's first single for Anola could help change that, with its early Byrds country pop/rock approach and ringing harmonies. AOR, be on the lookout for this.

JERE PALMER (Reflection CBL-11)

Baby How Long (3:57) (Silver Blue Music — ASCAP) (A. Bernstein, R. Adam)

A former member of a top-notch vocal on this powerful ballad entry from the Reflection label, as ace sax man David Sanborn's stirring sax solo adds just the right touch. Programmers looking for mature A/C and R&B material should consider this one.

DEVO (Warner Bros. WBS 49524)


Devo has graduated from being labeled as a quirky new wave group to being a c.a.t. sorta fun pop/rock out- fit. Oh, they're still a little quirky, but this is the 80s and it's okay to dance to quirky pop/rock. Pop programmers, don't be too surprised if you get a few requests for this.
AIR PLAY

CANINE PROMOTION — in one of the most unusual promotions to come along in weeks, a local radio station took over a classic car and parked it outside of a major retailer's store for several hours on July 26. Responding to Rush Limbaugh and his latest album, "Barnet Dogs," was a contest staged to find the ugliest dog in town. Listeners simply had to bring their hopeful four-legged friends to the store, where the judging was held. Dog lovers, please don't be misled. This was not an attempt to reward the ugliest. The winning dog was taken by limousine for a week's vacation at a Dog Resort, where lodging for the winner included an air conditioned room complete with TV and AM/FM radio, gourmet food and an indoor doggie training room complete with fire hydrants and personalized pampering including back rubs, baths and grooming. In addition, dog and owner were awarded a years supply of Dr. Ballard's dog food and the owner was awarded a role in the next successful sitcom that features him.

RUMBLE IN BEANTOWN — WBCN/Boston, the Boston Phoenix and various local and national merchants recently completed the second annual rock 'n' roll Rumble at the Remington Arms. The competition was designed to identify local bands who desire more on-air and public attention, and, as David Bieber, WBCN creative services director, said, "To return some of the energy into the local rock 'n' roll scene which helps to keep WBCN exciting and alive." Twenty-four bands competed nightly between June 26 and July 4. The winning band this year, Pastiche, was awarded a worth of $5,000 in recording tape and five nightly appearances on WQV's (Channel 68) Boston Live show. Second place finisher received $1,000 in cash, plus four hours of recording time at Longview Farms and a one-time two-inch recording.

There were other cash prizes, as well as various instruments, gift certificates and advertisements in the Boston Phoenix newspaper. Besides on-air promotion of the local event by WBCN, the Boston Phoenix enclosed an advertising insert that featured all of the bands participating, complete with pictures and bios of the groups.

CROWNIE'S CATCH ON THE NATION — KEZY AM/FM/Anaheim assistant news director Gary Johnson recently scooped the world's media with the story that a bomb threat in Pacifica Radio Teheran made the announcement on June 10 that hostage Richard Queen would be released due to an undisclosed illness. Johnson did not wait for the State Department's official story. In the space of two separate phone calls, a determined John- son contacted Iran and spoke with an emergency room physician who explained that the hostage "is very sick and that he is very fatigued in a second conversation, an Iranian Foreign Ministry spokesman told Johnson that Queen had been released. That spokesman also told the energetic reporter that an announcement to that effect would be made shortly in Teheran. Before all of that was reported over Radio Teheran, or anywhere else, news of Queen's condition and his flight to Teheran beamed out over the KEZY airwaves. TV network news confirmed all of Johnson's reporting later that night. His second scoop involved the recent skyrocketing attempt in Beirut. Miraculously, everything was somehow hooked up to the plane and the actual live events that took place on the ground were broadcast live over KEZY with Johnson reporting. And that's the way it was in Anaheim.

BBC ROCK HOUR UPDATE — the BBC Rock Hour Artist line up for August includes Def Leppard and The Jags on Aug. 3, Todd Rundgren, The Undertones and special on Aug. 17; The Undertones and Wreckless Eric on Aug. 24; a two-hour Paul McCartney special on Aug. 31; The Tourists and Chris Rea on Sept. 7; and Dire Straits and Graham Parker on Sept. 14.

ARTISTRY IN RADIO SPOTS — "The record business, with a few exceptions, doesn't understand radio advertising," says Joe Klein, whose L.A. Trax production house recently had seven of its radio spots named in the 1980 Clio Awards competition. "Although promotion, merchandising and print ads are becoming more planned and advance, release of teams of experts," Klein explained, "radio spots are still being thrown together, often being written by the studio by people who hold other jobs and then are just shipped out to radio without pretesting. Radio is a very powerful selling tool, but I feel that too many record execs take it for granted because they get so much free airtime." Four out of the seven of Klein's "Platinum Promos" took first place in the Record Ad field. They were Donna Summer's "Hot Stuff," the Village People's "In the Navy," Toto's "Hold the Line," and Robin Williams' "Reality, What A Concept." Klein has been the exclusive producer for Casablanca radio spots and L.A. Trax has recently added several new clients with spots for Alice Cooper, Van Halen, Kansas, Mr. Mediocre, and has been asked a spot for the Vapors single "Turning Japanese," which was a #1 single in Australia.

NEW JOBS — Chuck Celser, general manager at KYA/Philadelphia, is leaving for WZLA where he accepted the position of vice president/general manager at WZLA. Celser has been with KYA for 17 years... Rich Berg, former WJZ/Director of Programming, has returned to Providence as operations manager of WPRI AM & FM. Berkowitz was the PD at WPRI prior to taking the WROR job last year. He will be acting PD at WPRI-AM and plans to work closely with new director of programming. Prior to joining WROR last week... Bob Bolton, operations manager and PD at WXK/Raleigh for the past five years, has resigned that post. Bolton is seeking a general manager position in a smaller market... The new WWBQ/Orlando PD is Chip Chadwick... Walter Duvall, former PD of 96X/Miami... Also joining WRQV, is Steve Kelly in the 3-4 p.m. slot. Kelly was previously, PD at WDAM/Columbus. Ga.

Ratings, Ad Competition To Dampen Creativity In Radio

(continued from page 7)

system will provide you with is consistency, and which can be used by you to tend to sacrifice the personality of the station and the overall identity of the station in community.

In the current business-oriented side of programming was Bob Sherwood, vice chairman of Polygram Records, who discussed the importance of programming in revenue to record labels caching back on tour support. Sherwood said, ""Radio's bottom line approach of sacrificing creativity for a little seed money is akin to what's happening in the record business."" Stated Sherwood. Last year we rolled a fortune into tours for smaller acts such as Scorpios and John Cougar, because they are strong live acts, and we figured we'd gain a lot of record sales. But few years ago we could have done the same thing.

While the business attitude is at all time high, there is a great wealth of programming talent, and creative radio that can be found all over the country. Dave Forman, program director at KEZY, Anaheim Calif., explains that his station is closed with creativity and mathematics causes an inequity. He insisted that it causes programmers to water down what they do.

"If something is not proven as a success by Arbitron," says Forman, "then people are afraid to try it. People always laugh at things that are different but that's what we're trying to do. I'm willing to let people laugh at you in the process of proving yourself, then you'll have the right to laugh at them.

One radio executive who insists that his station will have the last laugh is Richard Neer, assistant program director at WNEV/New York. "We take chances and don't stay in the pop mainstream," says Neer. "Our station and the WBNMS and WBCN are not afraid to try a change of pace." So we'll put in a 'Chippunk Punk' something like that.

On the other hand, Lee Bayley, vice president of TM, which consults 300 stations across the nation and 20 stations in the New York market, has a completely different creative approach. He feels that many people confuse the term "bland" with consistency, and is not willing to sit and study themselves to become creative actually have cluttered programming.

Agreeing with Bayley's premise was Bob Sherman, vice president and general manager of WBNC/New York, who sided with program directors who took the path of least resistance by playing the hits and not being innovative. "The history of our business is rife with the popularity of Pops that is the first to take the heat in a falling system. History is filled with GMs who have bought themselves some time by changing the sales manager or the program director.

He added that he empathized with programmers who were not analyzed who they were working for and had chosen the safe route, but mentioned that in his business "creativity is a talent that only good programmers without taking some risks. The majority of radio and record executive polls seemed to feel that one of the major causes of the programing was the inability to identify with its audience. The problem is two-pronged in nature — savvy-to-get-trends and that the program will work. If you do that in a large market filled with competition, it's one of the quickest ways to go right down the tubes.

While many consulting firms have been successful in their work with many stations because they program from a national center and are not attuned to the community, there are many clients like Burt and Associates, a consulting firm of a leading consulting firm of 150 stations across the country, has some hard words for program directors.

Don't Know The Facts

"Many program directors don't know their own city," says Berardini. "Two new stations in town for 200 people could have moved in across town, and they still aren't able to understand what it takes to secure their audience. We make it our business to understand such things and how to draw those people in.

Kate Hayes, music director at KSAN/San Francisco, strongly emphasized the importance of knowing the community. "We're sitting in a town that doesn't accept Vanilla Fudge and you’re the guy who said to move the much San Francisco and take the attitude of the radio station that is the "place to be." Hayes also added that to him it was part and parcel of its audience, and that, if it is at all the personalities were not involved in the community and that it was a failure by sponsoring a "Rising Stars" program, a show that broadcasts live performances by unsigned bands across the country. The station has created a whole new musical scene in San Francisco.

Berardini and Andy Sobol, music director at WWGM/Cleveland, believe that the current Bob Seger/Billy Joel audience. When you go to your phones, you talk to all ages and all sizes from brains to burnouts. It's just a matter of presenting the music in the right form.

Another who was Berardin, who, like his Cleveland contemporary, doesn't feel that a station has to present the "right" music, but rather a "superstars" format. "One style aimed at one demographic is not enough to work with," says Berardin. "It wears thin after a while. You have to emphasize the similarities in the music, not the differences. You can program something new like The English Beat, follow it up with a Motown song and tie it all together with a Seger cut. It all flows together if you approach it from the right perspective.

While the majority of those polled agreed that radio over the past few months has, in deed, become bland, the finger can be pointed in many directions for the current malaise.

However, perhaps today's preoccupation with the dollar is best summed up with WKTI's Steve Kelly, who addresses the trend toward programming to suit the agencies rather than the radio station. But, he says, "If you see a program, tell me what you want. If you do that in a large market filled with competition, it's one of the quickest ways to go down the tubes.

POP CROSSOVER POTENTIAL

Chic — Rebels Are We — Atlantic

Dyneylo — I've Just Begun To Love You — Solar/RCA

Mac Davis — Let's Keep It That Way — Casablanca

mark albert
CAUWDFNWKDK. PREFERRED WINZ, WIBZ, ATLANTIC weaftest Title. KSJO, WNEW. PREFERRED WABX, JEFF WBCN, WAAF, WSHE, WCCC. PREFERRED ADDS: WKDF. HOTS: WBAB, JOAN PREFERRED WIOQ, KYTX, KBPI, WKLS, WAAF, WBAB, WCOZ. Day SALES: MOST ACTIVE Just West.


4 BLUE OYSTER CULT - CULTOSAURUS ERECTUS - COLUMBIA ADDS: None. HOTS: KSOK, WQGO, WQRO, WQTO, WKBG, KMMK, WABC, WIBZ, WBCN, KMMM. TITLE: PREFERRED WMMM, WKLQ, WIBZ, WBCN, WQGO, WQRO, WQTO, WKBG, KMMK. WEAK: None. HOTS: None. How: Fair. In regions. MODERATE: WWLZ, WIBZ, KMMM, WKLQ, WSHE, WAAA, WMMC, WIBZ, WKBG, KBPI. TRACKS: Monster, Devine Wind, Black Blade, Fallen Angel. SALES: Moderate to fair in all regions; weakest in East and West.

7 THE BLUES BROTHERS - ORIGINAL SOUNDTRACK - ATLANTIC ADDS: None. HOTS: KZOK, KQO, KMX, KMBL, KAAL, WIBZ, WBLG, WWLZ, WIBZ, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. TITLE: PREFERRED WMMM, WKLQ, WIBZ, WBCN, WQGO, WQRO, WQTO, WKBG, KMMK. WEAK: None. HOTS: None. How: Fair. In regions. MODERATE: WWLZ, WIBZ, KMMM, WKLQ, WSHE, WAAA, WMMC, WIBZ, WKBG, KBPI. TRACKS: Good to moderate in all regions; weakest in East.

23 JACKSON BROWNE - HOLD OUT - ASYLUM ADDS: None. HOTS: KZOK, KQO, KMX, KMBL, KAAL, WIBZ, WBLG, WWLZ, WIBZ, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. TITLE: PREFERRED WMMM, WKLQ, WIBZ, WBCN, WQGO, WQRO, WQTO, WKBG, KMMK. WEAK: None. HOTS: None. How: Fair. In regions. MODERATE: WWLZ, WIBZ, KMMM, WKLQ, WSHE, WAAA, WMMC, WIBZ, WKBG, KBPI. TRACKS: Good to moderate in all regions; weakest in East.

70 ROCKY BURNETTE - THE SON OF ROCK AND ROLL - EMI AMERICA ADDS: None. HOTS: KSAT, KQO, KMX, KMBL, KAAL, WIBZ, WBLG, WWLZ, WIBZ, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. TITLE: PREFERRED WMMM, WKLQ, WIBZ, WBCN, WQGO, WQRO, WQTO, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. WEAK: None. HOTS: None. How: Fair. In regions. MODERATE: WWLZ, WIBZ, KMMM, WKLQ, WSHE, WAAA, WMMC, WIBZ, WKBG, KBPI. TRACKS: Good to moderate in all regions; weakest in East.

76 CHEAP TRICK - FOUND ALL THE PARTS (EPIC) ADDS: None. HOTS: KSAT, KQO, KMX, KMBL, KAAL, WIBZ, WBLG, WWLZ, WIBZ, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. TITLE: PREFERRED WMMM, WKLQ, WIBZ, WBCN, WQGO, WQRO, WQTO, WKBG, KBPI, WOJR, WIBZ, KSJQ, KHHY, KMMM. WEAK: None. HOTS: None. How: Fair. In regions. MODERATE: WWLZ, WIBZ, KMMM, WKLQ, WSHE, WAAA, WMMC, WIBZ, WKBG, KBPI. TRACKS: Good to moderate in all regions; weakest in East.
107 BOB SEGER & THE SILVER BULLET BAND • AGAINST THE WIND • CAPITOL

108 TORONTO • LOOKIN' FOR TROUBLE • A&M
ADDS: None. MEDIUMS: KROQ, WMMS, WBCN. PREFERRED TRACKS: Title. Sales: Breakouts in East.

109 ROADIE • ORIGINAL SOUNDTRACK • WARNER BROS.

110 ROLLING STONES • EMOTIONAL RESCUE • ROLLING STONES/ATLANTIC
ADDS: None. HOTS: KZOK, WWWM, KMET, KSHE, WABC, WWLQ, WWWD, WWWD, KSHE, W-bind, WMDM, WMDM, KMET, KMET, WMDM. MEDIUMS: KMET, KSHE, WWLQ, WWWD, WWWD, KMET, KSHE, W-bind. PREFERRED TRACKS: All night, Nine Tonight. Sales: Good to moderate in all regions.

111 VAN HALEN • WOMEN AND CHILDREN FIRST • WARNER BROS.

112 WHITESNAKE • READY AN' WILLING • MIRAGE/ATLANTIC
ADDS: None. HOTS: KSHE, KSHE, KMET, KSHE, WWWM, WWWD, WWWD, WWWD, WWWM, WWWM. MEDIUMS: KSHE, WWWM, WWWM, KSHE, WWWM. PREFERRED TRACKS: Fool For Your Loving. Sales: Just shipped.

113 SCOTT WILK & THE WALLS • WARNER BROS.
ADDS: None. HOTS: KZOK, WMGN, WAAF, WBLM. MEDIUMS: WMMS, WBCN, KBPI, WCOZ. PREFERRED TRACKS: Radioactive. Sales: None.

LISTED ALPHABETICALLY BY ARTIST
**ROSSINGTON COLLINS BAND**

**Getting Under the Gun**

- Written by Rossington Collins
- Released in 1976
- Featuring A.L.bert Collins, Johnny Hiland, and Denny Simmons

**ABOUT THE SINGLE**

- The single was released as part of the album "Get Under the Gun" by the band Rossington Collins Band.
- It features a guitar-driven rockabilly sound with strong bass and drum rhythms.
- The song's structure is similar to other tracks in the group's discography, focusing on the band's characteristic blend of blues and country influences.

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From the hottest selling album on the streets -

**ANYTIME, ANYPLACE, ANYWHERE**
ROSSINGTON COLLINS BAND's rousing single - DON'T UNDERSTAND ME

- The Single
  - Title: DON'T UNDERSTAND ME
  - Release: 1980
- The Album
  - Title: "ANYTIME, ANYPLACE, ANYWHERE"
  - Release: 1980

**THE SONG**

- A soulful ballad with strong emotion
- Features vocal harmonies and a driving rhythm

**THE SONGWRITING**

- Written by Rossington Collins
- Reflects the band's trademark blend of blues and country

**THE SONG'S IMPACT**

- It was a commercial success, charting in various countries including the UK, USA, and Canada
- The song became a fan favorite and remains a staple in the band's live performances.
WEA Bows Three-Label Country Promo, Offer 25 Titles In Special Package
By Jennifer Bohler

NASHVILLE — Warner/Elektro/Atlantic Corp. (WEA) has implemented a three-label country promotion involving several 25 titles from the Warner Bros., Elektra and Atlantic labels.

Called "Country Music Festival," the promotion runs from July 28 to Aug. 22. Special incentives include a five percent continuous discount with the normal 60-day terms. According to WEA, the decision to launch such a comprehensive program resulted from a study of the national country charts, where it was noted the corporation controlled a substantial percentage of the positions on both the country singles and albums charts.

Chart Strength

This week, combined tallies from Elektra/Asylum and Warner Bros., reflect that the two labels account for 22% of the Top 100 positions on the Cash Box Country Singles Chart. Both labels have a combined total of 14 of the 75 positions on the Cash Box Country Albums chart, including four of the top 10 places.

Noted WEA vice-president/marketing and sales Richard G. Lionetti, "This undertaking marks the first national three-label country program promoted in the corporation's nine-year history.

"The purpose of the WEA Country Music Festival," added Lionetti, "is to increase our catalog sales and penetration of as many retailers and rack-served outlets as possible. With our increased chart activity and the promising outlook for several upcoming release schedules already scheduled, the time has come for us to increase the dealer and consumer awareness of our artists and the union of the three labels will add up and coming force in country music." According to Nick Hunter, director of promotion, WEA/Nashville, the label will be augmenting the overall WEA program in a number of ways. WEA will be shipping a couple of albums each from each artist represented in the special promotion, as well as a current single and poster to approximately 400 radio stations to inform them of the new product. The three artists will be working with radio stations in give-away contests featuring albums included in the WEA program.

"The union of the three labels will give WEA a more effective marketing campaign," noted Ewell Roussell, general manager, EIA, Nashville. "They will have a good deal more so far as product to offer the consumer."

Double Impact

"Combining all the country product gives WEA double the impact," added Hunter. "On a campaign like this, you must be able to go in and sell quite a few titles. Instead of just selling Eddie Rabbit, Mel Tillis and Sonny Curtis, they can also throw in the Bellamy Brothers, Willie Nelson and Emmylou Harris.

Stan Byrd, national sales and promotion director for Warner Bros. Nashville, agreed that the union of the three labels would give WEA added strength. "Individually, we have been very successful in exposing our artists," said Byrd.

Warner Bros. will be kicking in additional support through scheduled promotional tours in four primary retail regions by many of the artists involved in the program. Emmylou Harris and T.G. Sheppard will each be touring the Midwest (broken into the Cleveland and Chicago areas), the Southwest and the Southeast during the special promotion. Rodney Crowell will be working the Southeast, while John Anderson will concentrate on the Southwest and the Southeast. Additionally, the Bellamy Brothers, Margo Smith and Rex Allen Jr. are scheduled to appear on the Lone Star (New York) live broadcasts, which are fed to a number of radio stations across the country.

According to Alan Perper, WEA national director of advertising, the WEA advertising package will be broken into two phases; the first will focus on the first five percent of country radio and the second at print media. The country radio blitz initially will involve 27 key country radio stations across the country. "Special multi-product spots with multiple-lag time are currently in preparation. Phase two will concentrate on print campaigns allocated for specific promotions warranting newswire support."

Artist posters, 1X1 and empty album jackets will be available to retailers, according to Bob Moering, WEA national director of marketing services. "WEA has created a thematic four-color, large format, colorful display poster, featuring our highly identifiable Roadrunner character dressed in "Lone Star Garb," said Moering.

Warner Bros. albums included in the special program are: "Smooth Sailing" and "Lonely" by T.G. Sheppard; "Fargo" by Donna Fargo; "Profile," "Blue Kentucky Girl" and "Roses In The Snow" by Emmylou Harris; "You Can Get Crazy" and "The Two Of Us" by the Bellamy Brothers.

COOKIN' UP A STORM AT JERRY LEE'S PLACE — RCA artists Razzie Bailey recently signed with Top Billing, Inc. of Nashville. Bailey kicked off the new association with a showcase at Jerry Lee Lewis' Country Showplace in Nashville, which included The Weird Story, week, cross-country promotional tour arranged by RCA. Joining Bailey for a taste of the country cooking are (l-r): Pam Zimmerman, RCA manager, adult/contemporary promotion; Joe Galante, RCA division vice president/marketing, Nashville; Georgann Galante, No-Big Productions; Bailey; Dave Wheeler, RCA director of marketing development; and Andrea Smith, senior vice president, Top Billing.

ASCAP Nashville Office Announces First Country Songwriter's Workshop

NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) will hold its first Country Songwriter's Workshop beginning Sept. 9, according to ASCAP president Hal David. Limited to 30 participants, the workshop is the first in Nashville of the ongoing series of ASCAP Songwriter's Workshops.

Under the auspices of Buzz Cason, Jerry Foster and Bill Rice, the workshop will meet from 9-6 p.m. at the society's Nashville building.

"The ASCAP Country Workshop will provide a much needed opportunity for the established composers to evaluate the efforts of aspiring writers and share their experiences," said ASCAP President David. "It is the purpose of the workshop to provide a safe environment in which the songwriter can learn and grow in his art."

Workshop activities include lectures, panel discussions and critiques. The meeting will coincide with Country Music Week, and the ASCAP board members plan to attend the various award ceremonies which will take place during the week.

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"The workshop is free of charge and open to all songwriters, regardless of performing rights affiliation or non-affiliation. Participants will be selected on the basis of a written application submitted to the workshop panel. The tape should be properly marked with name, address and phone number and should contain two original songs. Deadline for entries is Aug. 21, 1980. Send resume entries to: ASCAP Country Workshop, Two Music Square West, Nashville, Tenn. 37203.

Patsy Cline Bio Scheduled For Spring Release

NEW YORK — Tower Books of New York is slated to publish a biography on the late Patsy Cline, which is tentatively titled Remembering Patsy Cline. Scheduled for a March release, the book is being authored by Ellis Nassour, who is also credited with Rock Opera: Creation of Jesus Christ Superstar.

The paperback biography will trace the life of Cline through interviews with family, close friends and business acquaintances. Among those to be featured include husband Charlie Dick, Loretta Lynn, Dottie West, Jeanne Pruett, Kity Wells, Jimmy Dean, Minnie Pearl, Barbara Mandrell, Ralph Emery, Porter Wagoner, Brenda Lee, Faron Young, Bill Anderson, Owen Bradley and Roy Clark.

Interest in Cline, who was killed in the plane crash in 1963 that also took the lives of Grand Ole Opry stars Cowboy Copas and Hawkshaw Hawkins, has grown with the publication of Loretta Lynn's autobiography, Coal Miner's Daughter and Universal Pictures' movie release based on the book.
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Includes the hit "SOLDIER OF FORTUNE"
Mickey Gilley's world, and the people who frequent it, are getting plenty of national publicity these days. But "Urban Cowboy" is, after all, just a movie.

Here's what's real. A new Mickey Gilley album, including his gorgeous interpretation of Buddy Holly's "True Love Ways," the beautiful title cut, "That's All That Matters," and much more of the mellow honky-tonk sound that's all that matters to Gilley's fans.

Mickey Gilley, "THAT'S ALL THAT MATTERS TO ME" including the single, "TRUE LOVE WAYS" on Epic Records and Tapes.

Produced by Jim Ed Norman for His Jan Productions.

Booking Agency - The William Morris Agency

139 S. Canon Drive Beverly Hills, California 90212

(213) 274-7451

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COUNTRY

SINGLES REVIEWS

TAMMY WYNETTE ( Epic - 5-50915)  

STARLING Over (3:05) (Hall/Rees-Clark) — (BMI) (B. McDill)  

Wynewette has come up with a well-produced, slow-paced number that features lush strings behind her emotion-charged vocals. The Bob McDill tune is an excellent choice for a singer as well-casted as Wynewette. The song is a bit too melancholic for our tastes, but Wynewette handles it perfectly.

CHET ATKINS (RCA PB-12064)  

CAN HEAR KENTUCKY CALLING Me (4:11) (House of Bryant — BMI) (Boudleaux and Felice Bryant)  

Though some programmers might gripe at its length, this single should gain immediate acceptance with the general public. Atkins' guitar picks have never been better, and though his vocals might not be as consistent as some of his work, producer Ray Stevens has managed to coax a very appealing performance out of a world-renowned singer. Jeff's harp gives the record that extra touch.

CON HUNLEY ( Warner Bros. WBS 49528)  

THEY NEVER LOST You (2:34) (Chess Music Inc. — ASCAP) (David Willis-Charles Quillin)  

A cocktail lounge-like piano and atmosphere lays the groundwork for Hunley's latest number, a torchy number that allows the singer to layer on some very nice vocals. A must for jukeboxes and radio, Hunley fans should be quite satisfied with the follow-up to 'You Lay A Whole Lot Of Love On Me'.

WILLIE NELSON AND RAY PRICE (Columbia 1-11329)  

FADEd LOVE (3:48) (Rightsong Music — BMI) (B. Wills-J. Wills)  

A mournful fiddle opens this first single from the "San Antonio Rose" album. Price and Nelson trade verses and combine with guest Crystal Gayle to do backing vocals. Considering the initial success of this single, this song should do quite well both at radio and retail.

DAVE ROWLAND AND SUGAR (RCA PB-12063)  

A Love Song (2:45) (Duchess Music Corporation/Red Angus Music — BMI) (Jan Cutchfield)  

The strongest point on any Dave Rowland and Sugar release is the crisp, clear, piercingly beautiful vocals, and this single is no exception. The two ladies in Sugar sound a lot like the two ladies at ABBA on this release.

JACKY McCLAIN ( Warner Bros. WBS 49529)  

EVERYBODY'S GONE LONELY (2:46) (Warner-Tamerlane/Bill Black Music)  

The title track from McClain's current album should be an excellent follow-up to her last single. "Let's Put Our Love In Motion." Solid vocals set against a light string and heavy pulsating drum background makes for an interesting combination. A must for jukeboxes.

SINGLES TO WATCH

LARRY G. HUDSON (Mercury 57029)  

I'M Still In Love With You (2:38) (ATV Music — BMI/Welbeck Music — ASCAP) (Byron Hill/Chuck Rain)  

TOM T. HALL (RCA PB-12066)  

Back When Gas Was Thirty Cents A Gallon (3:55) (Hallnote Music — BMI) (Tom T. Hall)  

CHUCK HOWARD (Warner/Curb WBS 49509)  

I've Come Back (To Say I Love You One More Time) (3:32) (Jeffrey's Rainbow - BMI) (Chuck Howard)  

THE COWBOY SONG (Rounder 4530)  

ROBIN YOUNG (MCA-MCA-41292)  

Teardrop (2:45) (Dan Penn Music — BMI) (Dan Penn/Donnie Fritts)  

ROY ROGERS AND THE SONS OF THE PIONEERS (MCA-MCA-41294)  

Concrete Cowboy, Ride (2:55) (Peso Music/Duchess Music — BMI) (Roy McFadden/J Durrill/S. Garrett)  

ALBUM REVIEWS

FULL MOON — Charles Daniels Band — Epic FE-36571  

Producer: John Boylan — List: 7.86 — Bar Coded  

The sextet from Mt. Juliet, Tenn. is one of those unusual ensembles that seems to transcend musical boundaries. This follow-up to the million seller, "Million Mile Reflections," follows in Daniels' grand ol' boy tradition by having something for everyone — southern-bred rock, purest country and even a tip of the hat to Pabst Cruise with "South Sea Song." Though there's no outstanding fiddle tune like last year's "The Devil Went Down To Georgia." "Dance, Gypsy, Dance" is an interesting number that allows Daniels to display his prowess.


Any group that can put a banjo arrangement on such pop classics as George Harrison's "Here Comes the Sun," Elton John and Barney Taupin's "Country Comfort" and Christine McVie's "Say You Love Me," as if the songs were written expressly for banjo, has got to have a hit album. And who better to put a banjo to these tunes than Mr. Banjo himself.

10TH ANNIVERSARY — Statler Brothers — Mercury SRM-1-5027 — Producer: Jerry Kennedy — List: 7.98  

Even if country goes pop, the Statler Brothers are going to be staunch holdouts. They have been country singers for more than two decades, and they will probably still be singing two decades from now. The Statlers' solid harmonizing is in top form, and their original tunes are once again the highlights of an extremely good waxing, which is a celebration of the Statler Brothers' 10-year association with Mercury Records. Choice cuts include "We Got Paid By Cash," "Nobody Wants To Be Country" and their current single, "Charlette's Web."
KYNN BOASTS TWO NOMINEES — Program director Chris Taylor and music director Billy Cole, both of KYNN/Omaha, have garnered the distinction of being two of the five nominees for two coveted directorial and PD categories according to American Cancer Society. Cole worked in radio in college — WESW, the station at Illinois Wesleyan where he was a Bachelor of Science degree. Cole has been engaged in music programming for the past three years. Dave was once asked to sub forAbsent on Jan. 7, and was surprised to receive a call from WPRC Dayton,承包 the offer to host a brief stint at KNRD in Colorado Springs, the GM of PD position at KSSS and has been there for four years. He is currently finishing Pisces Peak Community College, where he will gain an electronic degree.

Congratulations go to Tony George, a former jock with WWOK/Miami. George has found a home in Montgomery, Al. as the morning man for WBAM as a result of the Miami station changing its format from country to Cuban-oriented recently.

Dale Miller of KZZO/Phoenix, having recently been named to the annual "Music Merit River Raft Float," which drew over 5,000 floats to the water and more than 20,000 spectators viewing the show from the banks. RCA's Alabama began the "Summer In The Country" promotional festivities with a free concert the night before.

Six-Hour Jim Reeves Radio Show Available

NASHVILLE — A special six-hour radio show on the life of Jim Reeves, the No. 1 country artist, will be available through Blue Sky Productions. Written and produced by Rick Driver, the special ties in with the 16th anniversary of Reeves' death.

The story, which will be aired in four 15-minute segments per hour, is based on interviews with Reeves' personal friends, business associates and family, including Reeves' widow, Mary Reeves Davis. The program will be interspersed with Reeves' songs and dialogue.

Haggard Set To Host Country Music TV Pilot

NASHVILLE — Youngstreet Productions, which has been contracted to produce the program, has confirmed that country music icon Merle Haggard, the brainchild of the series, will be based in Nashville and will serve as the series' executive producer.

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7/19 Chart

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14 2

15 2

16 90

17 60

18 52

19 32

20 18

1 26

2 38

3 52

4 88

5 86

6 13

7 16

8 66

9 4

10 18

11 6

12 18

13 10

14 18

ALBUM REVIEWS

IT TOOK A LONG TIME TO GET TO YOU — Ed Raetzloff

New Pax NP 33078 — Producer: Steve Aune — List: 7.98

Excellent music and the Supreme Angels are synonymous terms. For many years, this group has been making some of the best Spiritual music around. The years have seasoned them both as performers and as students of the Christian message. The album is chocked full of excellent material — eight songs worth — but programmers should particularly note "All That I Want To Know About The Lord" and "Tell Me MELODIES — Terry Clark — God News GNR-8111 — Producer: Joe Bellamy — List: 7.98

Not only does Clark display disarmingly insightful skills as a composer — he wrote all 10 tunes on the album — he lets you know he has the vocal ability to deliver these tunes with forceful impact. Clark covers several musical genres in this exploration of the Christian belief — but on every cut and easy listening, as well as a touch of the blues. This album is truly an award-winning endeavor for the California singer/songwriter. Notable cuts include "River," "Jesus Is At The Wheel" and "Following.

Sparrow Bows Film Production Unit, Spanish Language Record Company

NASHVILLE — The film music Dove Awards will be nationally televised for the first time in its 12 year history April 15, according to Gospel Music Assn. (GMA) director Don Butler.

The two-hour special will originate live from the Grand Ole Opry House and will feature a plethora of gospel music performers, as well as performers from other genres of music, with the purpose of furthering "the deep roots in gospel and have some reason to be connected with gospel music.

The special will be produced by Cates/Hagan Inc., the Nashville division of the Joseph Cates Co. in New York and Los Angeles. Among the companies’ past television credits are Johnny Cash television specials for CBS, Fifty Years of Country Music and Country Night of Stars. Cate himself and Barbara Hill will serve as producers of the special, while Joe Moscato and Bud Wingard will act as the GMA liaisons with the production firm.

Cates will serve as executive director, and Bill Walker will be tentatively set as musical director.

The Dove Awards, which are presented annually by the GMA, will cover 38 categories, including live for one year of the year. During the show, a gospel artist will be inducted into the Gospel Music Hall of Fame, following last year’s inductee Ira D. Sparrow.

"I believe the time is right for a television gospel music awards show," noted Butler. "There is greater interest now than there ever has been in gospel music. It’s good news music. People are looking for something good, and we’ve got it.”

The Sparrow Bows Film Production Unit, Spanish Language Record Company

NASHVILLE — Billy Ray Hearn, president of Sparrow Records, recently announced the formation of two new Sparrow subsidiaries—Sparrow Productions and Sparrow Esplanade. Sparrow Productions will function as a Christian motion picture, television and videocassette production outfit, as well as a distribution division for the company. Sparrow Esplanade will serve as the distribution facilities provided by the company to attract outside film producers.

The new production arm will be represented at the Christian Film Distributors Convention in Dallas, Texas this month.

In addition to the production company, Sparrow Records has expanded to include Sparrow Esplanade, a new label for Spanish-language product, which will be headed by Kenneth Pennell. A producer and artist, Pennell has been active in music ministries and as a missionary throughout South and Central America, and Florida. Additionally, Pennell has made a number of recordings for the Spanish language Christian market under the name Kent LeRoy.

The first Sparrow Esplanade release will be LeRoy’s self-produced album, titled “Quiero Decirte Que Yo Soy Fiel,” which is set for release in October.

Womack Bows 24-Track Audio Recording Studio

SPOKANE, Washington — Merrill Womack, gospel recording artist and author, recently announced the opening of Womach Recording Studios here. The facility is a true, fully automated audio recording unit and features an MCI 24/16 track recorder with Autolocator III.

"We are dedicated to producing the finest sound possible," noted Womack. "I hope many Northwest artists will take advantage of the facilities. Our 1,250 square foot studio has the finest equipment available and can accommodate any size orchestra or choir.

The new studio will also enable Womack to have in-house production of his own music and to produce new life label Bob Zat, a 14-year veteran of the recording profession, will engineer the studio.

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## BLACK CONTEMPORARY

### TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>Title</th>
<th>Week, Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Ciana</td>
<td>7/6/75, 18</td>
</tr>
<tr>
<td>2. Eroes</td>
<td>7/6/75, 4</td>
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<tr>
<td>3. L.O.V.</td>
<td>7/6/75, 3</td>
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<tr>
<td>4. One in a Million</td>
<td>7/6/75, 10</td>
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<tr>
<td>5. Cameo</td>
<td>7/6/75, 13</td>
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<tr>
<td>6. Naughty</td>
<td>7/6/75, 7</td>
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<tr>
<td>7. Let's Get Serious</td>
<td>7/6/75, 18</td>
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<tr>
<td>8. About Love</td>
<td>7/6/75, 30</td>
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<tr>
<td>9. The Glow of Love</td>
<td>7/6/75, 15</td>
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<td>10. All the Way</td>
<td>7/6/75, 21</td>
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<td>11. Love Trains</td>
<td>7/6/75, 10</td>
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<tr>
<td>12. Rhapsoody and Blues</td>
<td>7/6/75, 45</td>
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<td>13. Time</td>
<td>7/6/75, 17</td>
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<td>14. The Seventh Place</td>
<td>7/6/75, 16</td>
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<tr>
<td>15. I Love You</td>
<td>7/6/75, 19</td>
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<td>16. Don't Look Back</td>
<td>7/6/75, 9</td>
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<td>17. Hot Box</td>
<td>7/6/75, 18</td>
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<td>18. White Manna</td>
<td>7/6/75, 33</td>
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<td>19. Real People</td>
<td>7/6/75, 21</td>
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<td>20. For Men Only</td>
<td>7/6/75, 27</td>
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<tr>
<td>21. Lady</td>
<td>7/6/75, 24</td>
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<tr>
<td>22. One Way</td>
<td>7/6/75, 36</td>
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<tr>
<td>23. MOUTH TO MOUTH LIPS (Curtom/RSO)</td>
<td>7/6/75, 21</td>
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<td>24. Love Is Blue</td>
<td>7/6/75, 18</td>
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<tr>
<td>25. Off the Wall</td>
<td>7/6/75, 26</td>
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<td>26. Paradise</td>
<td>7/6/75, 15</td>
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<tr>
<td>27. The Invisible Man's Band</td>
<td>7/6/75, 14</td>
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<td>28. Light Up the Night</td>
<td>7/6/75, 13</td>
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<tr>
<td>29. Funky 96000</td>
<td>7/6/75, 12</td>
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<tr>
<td>30. Spirit of Love</td>
<td>7/6/75, 19</td>
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<tr>
<td>31. The Album</td>
<td>7/6/75, 37</td>
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<tr>
<td>32. You and Me</td>
<td>7/6/75, 41</td>
</tr>
</tbody>
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### UNITED ARTISTS’ UNION

- Singing group Unity recently signed with EMI America/United Artists Records. Pictures of the signing in New York are: (l-r) Mark King, Larry Butler and Wanda Butler of the group; Terry Philipps, Unity producer manager; Vernell Johnson, EMI VP and Kevin Leonard, UA VP.

### THE RHYTHM SECTION

#### REnaissance Man

- Larry Graham's mother, Dell Graham, has watched her son through a complete 360 degree metamorphosis in his emphasis on music. Since the days Larry accompanied his mother singing pop ballads in the Dell Graham Trio, followed by the act's early recording sessions during which Graham was bassist with Sly and the Family Stone and then later head of Graham Central Station, Graham has returned to a mature, sensitive ballad approach to inaugurate his solo career, which has met with considerable acclaim.

- Graham's latest release, "One in a Million," is a song written by Larry and his son, AJ. The song was recorded by the Cash Box Top 100 Black Contemporary Singles chart and has reached #4 on the Cash Box pop singles chart. The LP is #42 on the Cash Box Top 100 Albums chart.

- Larry Graham said that the idea for the cover, which is a completely new design, came about when he was standing on a ladder painting the new cover of the album. He said it was one of the best he has ever done and that he was very happy with the final result.

- Larry Graham said that he is currently working on a new album, which he hopes to have out in the fall. He said that the album will feature a mix of both new and old material, and that he is looking forward to sharing it with his fans. He said that he is also working on a new project with his son, AJ, which he hopes to have out in the spring. He said that the project is still in the early stages, but that he is very excited about it.

### Cash Box/August 2, 1980
INTERNATIONAL DATING LINE

MUNICH — Klaus Ebert, head of A&R at Metronome for the past seven years, has resigned and left the company. He had been involved with Polydor in Hamburg. Ebert's move is one of the many upper echelon changes currently taking place throughout the Bellaphone Records. Ebert's resignation has gone into active partnership with the American Scotti Brothers label.

Arthur Silence, Larry Gatin and label manager Lee Geﬀett will have subsequent releases shortly.

Tedlec's Claudia Barry's latest LP release is called "Baihama.boat song." Her version of the Harry Belafonte classic has already garnered sizable media attention.

EMI-Electrola is currently scoring big with Peter Kent's LP, "Dream Machine," followed by the hits of the chart-topping single "You Are All I Need," second single from the album "It's A Real Good Feeling."

As is the case nearly everywhere on this planet, the Rolling Stones' "Emotional Rescue" is currently Germany's top selling LP. ...American expatriate Peggy March, whose "I Will Follow You" hit #1 smash in 1963, is scheduled to release her first U.S. LP in over 10 years shortly, with a simultaneous German single entitled "Drei Die Uhr Zuruck Zum Anfang" ("Turn The Clock Back To The Beginning") to be released domestically.

Speaking of German language releases, pro-rocker Peter Gabriel has rendered his latest album in German with the help of TV script writer, who is especially knowledgeable on the subject. "Rhythmically speaking, German is a fascinating language. The vocal harshness of the language gives the lyrics a phonetically mechanical flair."

Deutsche Grammophon is slated to distribute Mike Chapman's Dreamland label. A major marketing and promotional campaign is currently underway. Tedlec's new bright hope, The Days, were in attendance at the head of the all-import television circuit on the highly rated Musikladen program.

Now that Hamburg's James Last Band has finally made a dent in the U.S. charts, German recording vet Udo Lindenberg is presently recording an album in New York.

Lips Inc.'s "Funkytown" is currently in its fourth week as the #1 single in Germany. Just released is Ramona Wullf's latest LP, produced by Don maduras. Plans for this LP are not yet finalized, but the international market is currently underway. Despite the instant success of "Funkytown," Roxy Music's "Flesh And Blood" has been earmarked as the country's top critical favorite for the month.

The summertime biz is of at least 5% from last year. Single sales of 150,000 are considered good, whereas "in the neighborhood of 600,000.

gerhard augustin & harald taubenreuther

INTERNATIONAL BESTSELLERS

Argentina

Australia

TOP TEN 45s
1. Funkytown — Lips Inc., Inc. — Phonogram
2. Can't Stop The Music — Village People — RCA
3. To Tambien Me Haces Falta — Angela Carrasco — Microfon
4. Moscow Diskow — Telex — Phonogram
5. Enamorada De Mi — Camilo Sesto — Microfon
6. Carta A Mi Hermano — Laura — CBS
7. Crazy Little Thing Called Love — Queen — EMI
8. Somos Locos Del Amor — Valerie Lynch — Phonogram
9. La Danza De Los Miros — Los Miros — Microfon
10. Wedding Song — Demis Roussos — Phonogram

TOP TEN LPs
1. Bienvenidos — Camilo Sesto/Angela Carrasco — Microfon/ATAC
2. Show Fantastico — various artists — ATAC
3. Ricordi — various artists — R-Tal/AATC
4. Mother Mouth — Lips Inc., Inc. — Phonogram
5. Superstudio — 10 artists — R-Tal/ATAC
6. The Game — Queen — EMI
7. 40 Boleros Con Amor — Maracaibo Ensemble — Music Hall/ATAC
8. Los Money — Los Miros — Microfon
9. Rinaldi/Pizzicola — Rinaldi — Pizzicola — ABC
10. Gracias Por La Musica — Abba — RCA

TOP TEN LPs
1. Can't Stop The Music — Village People — RCA
2. Turning Japanese — The Vagabonds — United Artists
3. You're Lost That Lovin' Feeling — Long John Baldry & Kath Mac Danot — EMI America
4. Coming Up — Paul McCartney & Wings — Polygram
5. Call Me — Elton John — Chrysalis
6. Tired Of Tootin' The Line — Rocky Burnette — EMI
7. Funkytown — Lips Inc., Inc. — Phonogram
8. Cheap Wine — Cold Chisel — EMI
9. Love At First Night — Kim Hart — EMI
10. The Rose — Bette Midler — Atlantic

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8. Cheap Wine — Cold Chisel — EMI
9. Love At First Night — Kim Hart — EMI
10. The Rose — Bette Midler — Atlantic

TOP TEN LPs
1. Emotional Rescue — The Rolling Stones — Rolling Stones
2. Glass Houses — Billy Joel — Columbia
3. Empty Glass — Pete Townshend — Atco
4. The Man Who Sold The World — Bowie — Deram
5. Against The Wind — Bob Seger — Capitol
6. Flesh And Blood — Roxy Music — Atco
7. In The Heat Of The Night — Pat Benatar — Chrysalis
8. The Wall — Pink Floyd — Columbia
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INTERNATIONAL DATING

Spain

MADRID — The Jam (Polydor) came to Spain to tape television shows. Their "Going Underground" is getting heavy airplay. Tequila’s Zafiro) third single, "Tequila," has just been released amidst much anticipation from critics and fans after the success of their earlier LPs. "Dime que me quieres:" a new single from this LP and has had strong initial sales. Georges Moustaki (Polydor) gave a series of recitals that included old and new repertoire to packed houses. In Madrid, he was held over a day due to the demand for tickets. Premiere of The Rose, starring Bette Midler, is an event in Madrid with many pop stars present. Zombies (RCA) and Radio Futura (Hispavox) group (Hispavox) presentation Spanish fans. This of "Desire" and "Birds" from Andy Gibb announced for September, Rocio Jurado (EMI) promises a promotional tour throughout Spain along with Jeff Garrett, Chan y Chevi, Pedro Marin and Mabel. Pending her debut in Evita, announced for September, Luis Perales (CBS) presented her LP "Senora" with night club performances accompanied by the famous pop group Los Lobos. Los Lobos (EMI)

La Orquesta Mondragon is one of the most visually exciting groups around. After the recent Latin hit "Muneca Hinchable," the group is currently secluding in the new studios of Ibiza Sound recording their new LP. Los Toreros (Hispavox) presented the promotion of her LP "Senora" with night club performances accompanied by the famous pop group Los Lobos. Los Lobos (EMI)

Bob Marley & The Wailers (Ariola) is the concert most anxiously awaited by Spanish fans. This tour has been programmed June 30 in the Barcelona building, preceded by Average White Band, who played a tight one-hour set. Demand for new Bob Marley & The Wailers (Ariola) three album "Three Little Birds" from the album "Exodus" has been selected for a TV spot by a jeans company among other sponsors.

Diego Gibbs (Polydor) is planning a promotional tour of Spain following top sales action on his "After Dark" LP and "Desire" single. His "I Can’t Help It" with another LP on Interscope has been released... A heavy marketing campaign has been announced in conjunction with film "The Empire Strikes Back" for summer's end.

Paul Bridge

Bridge Named To Head Cash Box U.K. Office

LOS ANGELES — Paul Bridge has been named Cash Box correspondent for the U.K., effective Aug. 1. Bridge, who has worked as a songwriter, lyricist and freelance writer, will be in charge of U.K. editors.

Bridge will be located at 608 Kings Road, London SW6. His telephone number will be 01-473-1425.

Bridge succeeds Nick Underwood, who served with Cash Box for two years.

Radio Stations Set To Appeal New U.K. Royalty Rate

LONDON The Asn. of Independent Radio Contractors, a group of 21 commercial sound stations throughout the country, has announced that it might appeal the new royalty payments formula for on-air use of recorded music.

The new formula was devised by the Performing Right Tribunal, which convened after the radio stations officially requested a reduction of the current rate from seven percent of net annual revenue to approximately one percent.

The formula was announced in a letter Oct. 1.

Under the new system, radio stations will pay four percent of the first 750,000 pounds with eight percent of the next 750,000 pounds, eight percent of the next 1.5 million pounds and 10 percent of any further earnings.

The new formula will provide a more favorable royalty situation for small- and mid-sized stations. The nation's largest stations will be hit the hardest by the new formula, with estimates going as high as a possible nine percent of total revenues for some of the biggest.

MAGIC GOLD — Epic/Sony recording artist Dick St. Nicklaus was awarded a gold certification for the single "Magic," which reached the No. 1 spot on the Japanese charts recently. Pictured at the gold presentation are Epic/Sony managing director Shuga Matsuos (I) and St. Nicklaus.

CRI, A&M Set Licensing Pact For Latin America

NEW YORK — CBS Records International (CRI) and A&M Records have set a three-year licensing agreement for A&M Records product in all territories of Latin America, including the entire continent of South America, all of Central America and Mexico. The pact was reached between Allen Davis, CBS Records International president, and Gil Friesen, A&M Records president.

"CBS Records places great importance in the growth potential of Latin America and in the position we foresee Latin America assuming in the worldwide music business community," commented Davis at the signing of the agreement. "And we feel that A&M Records will be a very important part of it. We have enjoyed considerable success with A&M in continental Europe, and due to a number of critical factors, including the complementary nature of the respective artist rosters and the individual working practices, we hope to expand our country's efforts over time, fully expecting that success will spread to Latin America and flourish there."

"Extraordinary Success"

Added Friesen. "In light of A&M’s extra-ordinary success in our affiliate relationship with CBS in Europe, we are looking forward to duplicating that success with our new CBS affiliate contract for Latin America. The caliber of the work we do for CBS, and in particular the A&M label managers, are the kind of people we enjoy working with. We foresee a significant expansion and exciting potential in Latin America, and I am delighted with the new arrangement."

INTERNATIONAL BESTSELLERS

Germany

1. Funkytown — Lippis, inc. = Casablanca
2. D.I.C.O. — Owatin = Carriere
3. Der Knabe mit der goldenen Melodie = Polydor
4. No Doubt About It — Hot Chocolate = RAK
5. The Everly Bros — Capitol
6. Take That Look Off Your Face — Mardi Webb = Polydor
7. Bop That Beat = Polydor
8. Rend On The River — Styx = A&M
9. Help Me — The Isley Brothers = Epic
10. What’s Another Year — Johnny Logan = Epic

TOP TEN LPs

Qualitatsfremde Melodien — Orchestra Anthony Ventura = Arcade
2. Viva Italia — The Iguanas = Santorini = Arista
3. The Pink Floyd = Harvest
4. La Rubia del Caribe — Goberry Dance Band = CBS
5. Die Muffa — Nina & Michael = Columbia
6. Traumereien — Richard Graydman = Telereen
7. Underground — The Who = Polydor
8. Cornerstone — Sakh = A&M
9. Sky 2 — Sky = Ariola
10. Der Musikmarkt

New Zealand

TOP TEN 45s

1. Stomp — The Brothers Johnson = Festival
2. Coming Up — Paul McCartney = Epic
3. Funky Town — Lippis, Inc. = Polydor
4. I Pledge My Love — Peaches & Herb = Polygram
5. I’m In The Mood For Dancing — Nolan Sisters = CBS
6. She’s Out Of My Life — Michael Jackson = CBS
7. Big Fat Front Line — CBS
8. Cruisin’ — Michael Nesmith = CBS
9. Call Me — Roberta Flack = CBS
10. People — M-C-E = Epic

TOP TEN LPs

1. Rock The Body — Willie Nelson = CBS
2. Space Race — MX-Sex = CBS
3. The Magic of Bonnie Tyler — RCA
4. Off The Wall — Michael Jackson = Epic
5. The Wall — Pink Floyd = Polygram
6. The B-52s = A&M
7. True Colours — Stevie Nicks = Polygram
8. Gonna — The Trammps = MX-Sex
9. Damn The Torpedos — Tom Petty & The Heartbreakers = Capitol
10. A Lifetime Of Music = BMG Music

Spain

TOP TEN 45s

1. Funkytown — Lippis Inc. = Fonogram
2. Mowin’ Da Amor — Miguel Bose = CBS
3. Dime Que Me Quieres — Tequila = Zafiro
4. Rapina — Joe Bataan = RCA
5. La Guarida — Francis Cabrel = CBS
6. Another Brick In The Wall — PL II = Pink Floyd — EMG
7. Ode — Andy Gibb = Polydor
8. It’s Still Rock And Roll To Me — Billy Joel = CBS
9. One Man Woman — Elton John = Polydor
10. Un Paso Adelante — Madness = Columbia

TOP TEN LPs

1. Hello! — Julio Iglesias = CBS
2. Miguel Bose — Miguel Bose = CBS
3. Fans — Various Artists = Hispanov
4. Un Encuentro — Trax = Moveplay
5. Flash & Rock — Rocky Music = Polydor
6. Viva la Carulla — Tequila = Zafiro
7. Radio Stars — Various Artists = Fonogram
8. The Wall — Pink Floyd = Polygram
9. Rock It To Mars — Rocky Sharpe & Replicas = Moveplay
10. After Dark — Andy Gibb = Polydor

Cash Box of Spain
Atari’s ‘Missile Command’ Heralds 50c Play For Videos

SUNNYVALE, CA — With the introduction of “Missile Command,” Atari becomes the first manufacturer to ship a production video game set on straight 50 cents per single play.

In making the announcement, Frank Ballouz, Atari’s Director of Marketing, said “The concept of Missile Command has been needed by the industry for some time to help offset rising cost of manufacturing and to help increase location revenues. Missile Command is a dramatic response to that need. It’s the first game with the kind of play appeal to warrant 50 cent play.”

“Extensive location testing has proven that players in most locations will play the game just as many times for 50 cents as they would for 25 cents.

“We hope operators will take advantage of this increased profit opportunity and be aggressive about trying it and staying with it,” he added.

Attract New Locations

“The potential for higher return from 50 cent play will also help to place the game in more street type locations as well.”

For added versatility, Atari’s regular coinage configurations are also included. Atari’s marketing experts advise that these options are best utilized if the location proves acceptable for 50 cent play because of environmental and player factors, or if a secondary earnings booster seems necessary later in the life of the game.

The Juke Box Programmer

TOP NEW POP SINGLES

1. JO JO BOY SCAGOSS (Columbia 1-11261)
   - PLAY THE GAME QUEEN (Elektra E-44656)
2. OLD-FASHION LOVE MODERNOUS (Motown M14896)
3. EMOTIONAL RESCUE THE ROLLING STONES/Atlantic 20041
4. ICANT LET GO LINDA RONSTADT (Asylum E-44654)
5. HOT ROD HEARTS ROBBIE DUPREE (Elektra E-47005)
6. HEY THERE LONELY GIRL ROBERT JOHN (M¬-American 4094)
7. UP IN THE ATTIC DIANA ROSS (Mercury 1034)
8. fame IRENE CARA (RSD RS 1034)
9. HE’S SO SHY POINTER SISTERS (RCA P-47916)

TOP NEW COUNTRY SINGLES

1. NAKED IN THE RAIN LORRETTA LYNN (MCA-14260)
2. SONG OF THE PATRIOT JOHNNY CASH (Columbia 1-11283)
3. CLYDE WAY DON MAZUR (ITC-4889)
4. STAND BY ME MICKEY GILLEY (Asylum/Full Moon E-44640)
5. LOVE THE WORLD AWAY KENNY ROGERS (United Artists UA-13095)
6. COWBOYS AND CLONES RONNIE MILSAT (MCA-PB-1206)
7. MANNING PLANS PORTER WAGONER & DOLLY PARTON (RCA-PB-11983)
8. IT’S TOO LATE JEANNE PRUETT (BBC 0010)
9. LET’S KEEP IT THAT WAY MAC DAVIS (Casablanca NB 2208)
10. DO YOU WANNA GO TO HEAVEN T. SHEPPARD (Warner Bros. WBS-49015)

TOP NEW R&B SINGLES

1. SUPERWOMAN SIDE EFFECT (Elektra E-44637)
   - BY YOUR SIDE CON FUNK SHUN (Mercury 76065)
2. WE SUPPLY STANLEY CLARKE (tlpc E-58098)
3. BACKSTROKIN’ FATBACK (Spring/Playboy SP-3012)
4. GIVE ME THE NIGHT GEORGE BENSON (Warner Bros. WBS-49050)
5. RESCUE ME A TASTE OF HONEY (Capitol 4886)
6. MAKE ME BEAT THE BAND (MCA-3669)
7. SHAKES YOUR PANTS CAMEO (Chocolate City/Casablanca CC32100)
8. GIRL, DON’T LET IT GET YOU DOWN THE O’JAYS (ITOP/CBS 253479)

TOP NEW DANCE SINGLES

1. ROLLER SKATE VAUGHN MASON & CREW (Brunswick 9620)
2. MAGIC OF YOUR LOVE WAYN CAMERON (Salsoul/RCA 5272124)
3. PARTY ON PURE ENERGY (Phun PP-311)
4. I LOVE IT TRUSSELL (Elektra E-44664)
5. SEARCHING CHANGE (RCA Wiltern Bros. RCS-49012)

Alexandra Palace Fire Forces ATE To Relocate Show

CHICAGO — The 1981 Amusement Trades Exhibition (ATE) will be held Jan. 26-29 at the Olympia Exhibit Hall in London. Alexandra Palace, the perennial site for this noted international event, was gutted by fire in early July, resulting in severe damage to the roof and external walls, as well as considerable internal destruction. The landmark structure, still undergoing the final stages of renovation when the fire struck and it is uncertain at this point what the next step will be, although there is talk about rebuilding.

Undergoing Renovation

England’s first television broadcasts were made from Alexandra Palace and the historic old building was the original site of the BBC television studios. It is most familiar to Americans in the coin machine trade as the longstanding location of the annual ATE convention.

Ironically, the extensive reconstruction and rejuvenation of the Palace was undergoing at the time of the fire, was expected to create a reduction in space for the 1981 ATE exhibits. Alternate space was being provided by management, however, to help alleviate the situation as an accommodation for regular exhibitors and new applicants.

Under sponsorship of the British Amusement Catering Trades Assn., the 1981 show will mark ATE’s 37th annual exhibition. A prospectus mailing was issued by the management firm in late June and subsequent information is forthcoming. In the final histrionics may be expected Amusement Trades Exhibitions Limited at 122 Clapham Common North Side, London, SW4 5SP (phone: 01-228-4107) for further details.

Steren Enters Video Market With Release of 2-Player ‘Astro Invader’

CHICAGO — Steren Electronics, Inc. is entering a new dimension of electronic amusements with the announcement that the company has created its first video game, “Astro Invader.” The new 2-player model will be in the market in late July and available worldwide, through Steren’s distributor network.

Since its inception in 1976, Steren has emerged as a major manufacturer of pinball and other coin-operated amusement games, capturing a reported 20% of the world pinball market. In May of this year, Steren entered into an agreement for the purchase of various assets of Seeburg Corp. (Cash Box May 31). Upon finalization of the plan, the firm will coordinate production of Seeburg pinball games and the Steren facilities on Division Park Way in Chicago. The completion of this acquisition along with the factory’s entry into the video game market will serve to further diversify Steren’s product line to include pinball machines, shuffle alleys, video games and jukeboxes.

‘Cosmic Warfare’

‘Astro Invader’ has already proven popular in selected test markets, according to the factory. It features explosive non-stop play action and is designed in the Steren tradition with bold striking backglass art dramatically depicting the game theme of cosmic warfare.

At 25 cents per play, the game challenges “earthling” players to defend against an on-screen invasion of UFOs and other supersonic enemy craft. Players are provided with a sliding “laser base defense” and firing button to attack and destroy invading craft before they attack, destroy and eventually annihilate Earth.

As a further enhancement Steren has built into its first video game a number of innovative scoring features. In the play process each invader craft destroyed is credited with points and to ship a player’s score. The 10 highest scores to date are registered on the screen and every player’s final score is displayed for comparison purposes, as an inducement to stimulate the competitive spirit.
Missile Command
By Atari Ushering
In 50¢ Video Play
(continued from page 27)

Missile Command is a missile defense strategy game. Players must defend their cities and missile bases as long as possible by guiding their missile to intercept and destroy waves of computer-controlled ICBM missiles, killer satellites and bombers for points. When all cities are destroyed, the game is over. Increasing difficulty and skill challenges are built in. Wave One has MIRVs (branching attack missiles), Wave Two offers killer satellites, Wave Six, "smart" missiles. The play is a fast-paced electronic action that is so appealing to the multitude of video game fans. As Gremlin president Frank Fogelman explained, "Carnival's every bit as exciting as a real live shooting gallery, only more so. Players get lots of colorful moving targets to shoot at. And there are nine authentic shooting gallery sounds, including a metallic clang each time a target is hit, ducks quacking, background calliope music, and more." The new game is available through Gremlin/Sega distributors and further information may be obtained by contacting Gremlin Industries at 8401 Aero Drive, San Diego, Calif. 92123 or phoning (714) 277-8700.

CASH BOX Subscription Blank

Cash Box/August 2, 1980
EASTERN FLASHES

Rowe International-Albany is feeling the usual July lull in business but June was a big sales month, as we heard from Bob Catlin. Rowe phonos are moving at a steady pace and video games continue in the fold, with the new Atari "Pac-Man" Bottles being delivered to the factory in quantity. Exidy says that the "Astro Fighter" is looking forward to the release of Atari’s "Missile Command." With respect to the latter piece, he said the 50 cent play price would probably prevail in the resort areas but will be rather difficult to implement in the downtown mall areas. Meanwhile, the Zinter family has added the arcade competition among oss. As observed by Bob and other distros Cash Box spoke with over the past couple of weeks, operators are continuing to resist the high cost of equipment and this, or course, is being reflected in sales.

ON BEHALF OF ALL THE GOOD PEOPLE at Midland, Tony Yula of the Springfield branch expressed a sincere "welcome aboard" to Jack Mittel, new president and CEO of Taito America. "We wish him well," said Tony, who sees the appointment as "significantly beneficial to both Jack and the Taito organization." Aside from a heat wave and the accompanying discomforts, business is moving along nicely at the Springfield office. Gottlieb's "Circus" wide body has been a good seller and the factory's upcoming "Counterforce" is testing very well. The lineup of video hits includes Atari's "Asteroids," the new cabinet model, which has generated great interest in sales; Exidy's "Astro Fighter" and Taito's "Lunar Rescue."

Said A QUICK HELLO to Bob LeBlanc over at Bally Northeast-Delphos. The resurgence of interest in cocktail tables is very much in evidence, Bob said. The distrob's been enjoying a lot of action with the Data East "Astro Fighter" table, along with such video upgriffs as "Galaxian," "Asteroids," Exidy's "Astro Fighter" and Exidy's "Targ," to name a few.

CALIFORNIA CLIPPINGS

While the coin industry is in the midst of its summer lull (vacation) period and production of new games is slowing down until AMOA lime draws near, two of the season's top games, Exidy's "Targ" and Cinematronics' "Rip Off," continue to enjoy great success. Lila Zinter of Exidy says that the manufacturer is producing and shipping about 100 games a day. Looking into her crystal ball, she predicts that the company will be going strong with Targ through September. Exidy is currently testing a "mini" version of Targ, and if it is met with acceptance, production will begin shortly. Meanwhile, the Zinters maintain that although it is too early to be definitive, the Sunnyvale-based company will be licensing Allied-Leisure with the rights to produce a Targ cocktail table in all countries throughout the world except Japan. Exidy's "Targ" will be attending her 20-year high school reunion on Aug. 9 in her hometown of Johnstown, N.Y., will be visiting distributors in the East and Midwest throughout the month of August.

OPERATIONS IN EL CAJON are moving smoothly for the Cinematronics people these days as sales manager Dave Street reports that "Rip Off is burnin' em up." They will be pushing the video-game strongly for the next few months. Cinematronics also held service schools for Targ recently at S.L. London and Pioneer Sales & Service in Milwaukee, Lieber- man Music in Minneapolis and Rower/Phoenix. All of the classes, which were well attended, were conducted by Dan Wright.

INDUSTRY CALENDAR

Oct. 7-9: Intl. Wurlitzer Meeting; Aquitania Hotel, Bordeaux (France).
Oct 8-10: JAA (Japan Amuse Trade Assn.), annual conv.; Tokyo.
Oct. 10-12: Wisconsin Music Merchants Assn., Fall Convention, Fox Hills Resort; Mishicot, Wis.
Oct. 31-Nov. 2, AMOA, annual exposition; Conrad Hilton Hotel; Chicago.
Nov. 22-24: IAAPA annual convention; Rivergate, New Orleans, La.

The Williams Electronics, Inc. factory will be closed for summer vacation beginning Monday, July 28 with production resuming on Aug. 18. Prior to vacation shutdown, two new pinball prototypes were shipped to factory distros, namely, "Blackout," the conventional size model, and "Scorpion," Williams' latest wide body. Firm's marketing director Ron Crouse informed us that both models are scheduled for post-vacation production — so, watch for them.

IT'S VACATION TIME AT MIDWAY Mfg. Co. as well, starting the week of July 28. Plant reopens on Aug. 11, as the demand for "Galaxian" continues. Received a very positive response from marketing vice president Stan Jarocki on the subject of 50 cent video play which, he feels, is a must move in today's atmosphere of spiraling inflation. Present economic conditions demand that operators increase their pricing, he told Cash Box, adding "50 cent play is a positive move: something the industry needs, something the operator needs. " Stan feels that street locations are a choice testing ground for this concept, since players at these spots would not be lured away by a lineup of other games at the lower play price. He also reminded us that, via the multi-pool coin chance, Midway games have always provided operators the option for increasing play pricing, by the simple flip of a switch. The final decision, however, rests with the operator — and the player, of course.

DATELINE DE KALB, ILL. U.S. headquarters for Wurlitzer's administrative and corporate offices along with completely rebuilt showroom facilities. Spoke with company exec C. B. Ross who's gearing up for the international Deutsche Wurlitzer distracts meeting in Bordeaux (Oct. 7-9) where the factory will be revealing its new line of jukeboxes and vending machines. C. B. is quite proud of the extensive Wurlitzer facilities in DeKalb. Has it really been three years since he relocated from No. Tonawanda?

ASTRO INVADER," first video game produced by Stern, was scheduled for shipment to distros this past week, as reported by Tom Campbell, factory's newly appointed national sales manager. The model was tested locally with "excellent" results, he said, against some of the toughest competition in the industry — and "we're very excited about it." As we went to press marketing vice president Stephen Kaufman was due back from Australia where he represented Stern at the annual AMOA trade convention out there. Ditto vice president Larry Siegel and his lovely wife, Louise, only not from quite as distant a destination. The Siegel's had the pleasant task of traveling to Dallas to officiate at the presentation of a Stern pinball machine donated by the factory in conjunction with the recent nationwide college fundraising benefit for the American Heart Association.

SWANSON FETED — Charles Swanson, Sr. (r) president of W-L Canteen, was feted recently for forty years of outstanding service at a meeting in Boca Raton, Fla., attended by major Canteen Corporation distributors, Swanson, whose distributorship serves the state of Wisconsin, Illinois, Iowa, Missouri, Alabama and Arkansas, was presented with a ring containing four diamonds — one for each decade of service — by Canteen Corporation chairman Patrick L. O'Malley.
<table>
<thead>
<tr>
<th>Week on Chart</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>EMOTIONAL RESCUE</td>
<td>The Rolling Stones</td>
<td>Atlantic 16015</td>
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<td>2</td>
<td>GLASS HOUSES</td>
<td>Sulte Jojo</td>
<td>Columbia FC 36384</td>
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<td>3</td>
<td>HOLD OUT</td>
<td>Jackson Brownie</td>
<td>Asylum SE-511</td>
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<td>4</td>
<td>URBAN COWBOY</td>
<td>Original Soundtrack of the Asylum DP-9002</td>
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<td>5</td>
<td>HEROES</td>
<td>Commodores</td>
<td>Motown M-93501</td>
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<td>6</td>
<td>THE GAME</td>
<td>Queen (Erika) SE-510</td>
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<td>7</td>
<td>THE BLUES BROTHERS</td>
<td>Original Soundtrack of the Asylum DP-16017</td>
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<td>8</td>
<td>JUST ONE NIGHT</td>
<td>Epic Clapton</td>
<td>RS 1-4386</td>
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<td>9</td>
<td>DIANA</td>
<td>Diana Ross</td>
<td>Motown M-9366</td>
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<td>10</td>
<td>EMPTY GLASS</td>
<td>Pete Townshend (Solo)</td>
<td>SD 32-100</td>
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<td>11</td>
<td>LET'S GET SERIOUS</td>
<td>Jerraine Jackson</td>
<td>Motown MT 92981</td>
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<td>S.O.S.</td>
<td>The S.O.S. Band</td>
<td>(Tabu/CBS NBLP 36352</td>
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<td>AGAINST THE WIND</td>
<td>BOB Seger &amp; the Silver Bullet Band</td>
<td>Capitol SD-12041</td>
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<td>14</td>
<td>ONE FOR THE ROAD</td>
<td>The New (Asics A201)</td>
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<td>15</td>
<td>OFF THE WALL</td>
<td>MICHAEL Jackson</td>
<td>Epic FC-6741</td>
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<td>MCCARTNEY II</td>
<td>Paul McCartney</td>
<td>Columbia FC 36311</td>
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<td>17</td>
<td>ANYTIME, ANYPLACE, ANYWHERE</td>
<td>Kossington Collins Band (MCA-5130)</td>
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<td>18</td>
<td>THERE AND BACK</td>
<td>Jeff Beck (Epic FC 36584)</td>
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<td>THE EMPIRE STRIKES BACK</td>
<td>Original Soundtrack of the RSO RS 2-4201</td>
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<td>21 AT 33</td>
<td>Elton John (MCA-5121)</td>
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<td>THE ROSE</td>
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<td>DUKE</td>
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<td>MIDDLE MAN</td>
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<td>SAVED</td>
<td>BOB Dylan</td>
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<td>CHRISTOPHER CROSS</td>
<td>Winter Bros. BCK 3383</td>
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<td>26</td>
<td>FAME</td>
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<td>27</td>
<td>THE WALL</td>
<td>Pink Floyd</td>
<td>Columbia PC 21618</td>
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<td>28</td>
<td>WOMEN AND CHILDREN FIRST</td>
<td>Van Halen</td>
<td>Warner Bros. HS 3415</td>
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<td>29</td>
<td>UNMASKED</td>
<td>Kiss (Casablanca NBL-7225)</td>
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<td>SCREAM DREAM</td>
<td>Ted Nugent</td>
<td>Epic FC 36044</td>
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<td>31</td>
<td>MOUTH TO MOUTH</td>
<td>Foreign Exchange</td>
<td>NBL 749</td>
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<td>32</td>
<td>HEAVEN AND HELL</td>
<td>Black Sabbath (Warner Bros. BSK 3372)</td>
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<td>NAUGHTY</td>
<td>Chaka Khan (Warner Bros. BSK 3385)</td>
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<td>34</td>
<td>TOMCATTTIN'</td>
<td>Blackfoot (Axs 32-1011)</td>
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