EDITORIAL A Solid Investment

For more than a century, the record industry has provided the public with music — music that’s made people get up and dance, music that has made us cry, music that’s brought us happiness, music that’s created social revolutions. All of this music and excitement started with people who had a dream, people who saw things others didn’t. New artists with fresh new ideas.

When a record company signs a new artist, it is investing in the future. It is the new artist who will bring the fresh ideas, concepts and styles upon which the future will be built. The new artists are the next generation.

Cash Box recognizes this and is proud to announce that starting this week, a large portion of our singles reviews will be devoted to new and developing artists. Since new singles by established stars — a Billy Joel or Bob Seger, for example — will get automatic retail, radio and jukebox acceptance, Cash Box feels it is important to highlight those on the way up.

Our revised singles reviews section will highlight new and developing artists who may become the household names of tomorrow. We will also spotlight artists from the country, jazz and black music fields that show good crossover potential.

Fresh new talent will always be the lifeblood of this industry, and Cash Box is proud to provide assistance in the development and exposure of new and developing artists. Along with our unique “New Faces To Watch” profiles, our revised approach to singles reviews do just that. Cash Box agrees that the nurturing of new talent is a solid investment in the future.

NEWS HIGHLIGHTS

- Broadcasters, ASCAP, BMI, SESAC ‘disappointed’ over CRTL ruling on cable TV royalties (page 5).
- Federal grand jury indicts four in $1.5 million fraud scheme in Los Angeles (page 5).
- FCC votes to seek additional data before final approval of AM stereo system (page 5).
- Labels’ move to bar coding ushering in era of computerization (page 5).
- “Back In Black” by AC/DC and “The Boys From Doraville” by ARE is the top Cash Box Album Picks (page 12).
- Irene Cara’s “Out Here On My Own” and “Spendin’ Cabbage” by Blackfoot are the top Cash Box Singles Picks (page 18).
Disappointment Rampant Over CRT Cable TV Royalty Ruling
by Richard Imamura

LOS ANGELES — Extreme disappointment and the possibility of appeals characterized the reactions of broadcasters and music organizations to the formula devised to split cable TV royalty payments by the Copyright Royalty Tribunal (CRT) last week. Both broadcasters and the music organizations agreed that the percentages allocated, and the music organizations were also in disagreement on how to split whatever royalties do materialize.

Under the CRT formula, which culminated nearly two years of legal wrangling involving almost 450 entertainment concerns, members of the Motion Picture Assn. of America (MPAA) and other non-network syndicators will recoup 75% of the royalties paid by cable TV systems. Sports interests were awarded 12%; the Public Broadcasting Service (PBS), five percent; music organizations, 4.5%; local television broadcasters, 3.25%; and National Public Radio, 0.25.

"We are astounded not only at the percentage allocated to television broadcasters, but even more so that there was nothing at all for commercial radio broadcasters," said David H. Polinger, vice president and assistant to the president at WPXI/New York and chairman of the National Assn. of Broadcasters (NAB) ad hoc cable copyright royalties committee.

While saying that it was "premature" to make a definitive statement on NAB's future course of action, Polinger did say, "We're regrouping to determine what further action we will take." Polinger, however, did not rule out the possibility of an appeal.

Widespread Dissatisfaction

Disappointment with the CRT formula was also widespread in the music community, with dissatisfaction with the decision unifying many among the American Society of Composers, Authors and Publishers (ASCAP), Broadcast Music Inc. (BMI), and SESAC.

ASCAP, BMI and SESAC not only disputed the findings of Phase I — which resulted in the formula devised by the CRT — but also broadened the formula's uncertainties at Phase II, which will involve splitting the 4.5% allocation among themselves and any other deserving parties.

Both AGAC and NMPA asked the tribunal to strike the document from the record. They claim that its soundness cannot be tested without access to individual questionnaires, working papers, etc. These groups have noted that ASCAP has declined to supply more data and is expected to complete this task.

At issue during last week's sessions was the validity of the study of the recording industry by the Cambridge Research Institute (CRI). Dr. David K. Kiser, CRI director who was in charge of the RIAA research project, was vigorously questioned for an unprecedented five days by Frederick F. Greenman, attorney for the American Guild of Authors and Composers (AGAC), and by Morris Abram, lawyer for the National Music Publishers Assn. (NMPA).

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I&M ‘Winners’ LP Returns TV Package To Record Dealers

By Leo Sacks

NEW YORK — The chart success of “Winners,” a new I&M Teleproducts release backed by a $1 million television and radio advertising campaign, differs from most artist compilation albums which contain recent chart hits. Unlike the typical release packages marketed by such companies as K-Tel and Ronco, which are sold primarily in convenience stores and record departments, “Winners” is being manufactured and distributed by RCA Records. The album, a single disc which lists for $9.98, contains songs from albums by Universal hits and currently stands at #116 bullet in its fourth week on the Cash Box album chart. It is also nearing sales of 500,000 units, according to IRA Pittelman, co-owner with Morris Levy of I&M, which also marketed the compilation package, “A Night At Studio 54.” Last year, Pittelman said that I&M and Hunt Media, its wholly-owned advertising subsidiary, had projected a $1 million budget to promote the disc, and that “in excess” of $400,000 has been spent since July 21 to push the record on television and on black-oriented radio stations in nine major markets including New York, Boston, Baltimore, Washington, D.C., Atlanta, Houston, Chicago and Los Angeles. Six other markets—Dallas, Detroit, Cleveland, St. Louis, Memphis, and Miami—will begin advertising the album on Aug. 4. The campaign, a 30-city, 30-station salute to the bands which is targeted at the 18-34 age group, is scheduled to run through September. The album has been supported by in-store displays and advertising in the major department stores, including Macy’s, Macy’s of the West, and Starwood, as well as in record stores such as Sam Goody and Our Gramophone.

Among the featured artists on the album are The Jacksons (performing “Shake Your Body”), The Whispers (“And The Beat Goes On”), The Sylvers (“I Like It”), The Pointer Sisters (“For Your Love”), The Chi Lites (“For Me”), Patti Labelle (“What a Feeling”), The Spinners (“Workin’ on You”), The Isley Brothers (“Groove With Me”), Frankie Crocker, program director for WBLX-FM who was chosen from ballots, is promoting the album (continued on page 9).

Music Plus Bosses Major Merch Campaign For New Rockers

by Mark Albert

LOS ANGELES — Music Plus, the 21-store Southern California retail chain, is launching a major merchandising campaign for new music called “New Wave-Festival.” The campaign will run from Aug. 7-Sept. 3. Music Plus’ four-week campaign will offer customers a chance to purchase albums for as little as $3, with print advertising and thematic displays in each of the stores. In addition, in-store play will be heavily focused on those acts that characterize the theme of the campaign. Alan Schwartz, director of advertising for Music Plus, said that the campaign was an attempt to promote new acts, retail, rock venues and radio because of the burgeoning local rock scene. This promotion can really help the smaller participating labels activate completely equally with the larger, established ones,” Schwartz said, “and at the same time help the major labels increase public awareness of their new acts.”

The key to the “New Wave-New Rockers—New Music” campaign are specialty-designed picture face game cards that will be handed to customers after a purchase is made, and which will ultimately qualify that customer for the grand prize. The grand prize, which will have four separate winners chosen from ballots, is a month’s free admission to one of four participating local new wave rock clubs, including The Starwood, The Whisky, and Madame Wong’s East and Madame Wong’s West.

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When the cards are used, they will be validated and given back to the customer. When a customer has accumulated three of any combination of these cards that show proof of purchase, the cards can be presented at any of the 21 Music Plus stores and that customer can then fill out a ballot for the grand prize drawing.

“Winners” is released June 28, and is expected to move up on the charts. “We feel very strong material by ELO, which has also been pushed to the #31 spot on the pop album chart, partially by the strength of Livvy’s lively hit. In the film, her cinematic follow-up to the record breaking Grease, Olivia plays a roller skating muse who fades in and out of the life of co-star Michael Beck. The film, a sort of ’40s-’50s musical, also stars Gene Kelly and The Tubes. The picture, which will debut Aug. 8, should be the well received successor to such achievements as the multi-platinum Grease LP, 1978’s platinum selling “Total Hot,” and her most recent network TV special.

While many people still believe that the girl who gave up on auppy Livvy Miller to become a leather-clad fantasy, is Australian, it is somewhat of a misnomer. It is true that she was raised in Australia, but like so many of the land down under’s musical stars, she was born in England.

She gained her first bit of international singing success at age 18 with Bob Dylan’s “I’ll Not For You,” but didn’t really come on strong until the country hit “Let Me Be There” became a gold selling single in 1973.

Since that time it’s been certification city for the blonde singer/actress, as all of her albums have gone gold and “Let Me Be There,” “If You Love Me Let Me Know,” “Greatest Hits,” “Have You Never Been Mellow,” Grease and “Totally Hot,” have all gone platinum.

As it stands right now her “Magic” single has been certified gold and, in the tradition of her last celluloid outing, it looks like Xanadu will get the gold and become a box office smash as well.
I&M ‘Winners’ LP Returns TV Package To Record Dealers

(continued from page 6)

The managers took this information to their accounts, he said, “a move that shows them our commitment to the LP.”

In New York alone, 75,000 pieces were distributed to retailers in the market. Pittelman attributed the size of the order to Crocker’s role as the commercial’s narrator. “We identify him as New York’s number one disc jockey, so that if you know who he is, it becomes a real turn-on. And if you don’t know who he is, Crocker becomes an authority speaking about a hit package.” He added that the record was being promoted on both WBLS and WKTI in the New York market.

Prior Success

Founded in 1977, I&M Teleeproductions began as a mail order company, with two “easy rock” LPs, “Dreamin’” and “Magic Moments.” The success of the artist compilation LPs, according to Pittelman, inspired the “Studio 54” package, which he said has sold approximately 800,000 units to date.

Unlike the “Studio 54” package, which was a joint venture between I&M and Casablanca Records, “Winners” is being marketed solely by I&M. The involvement is limited to manufacturing and distribution of the LP, Pittelman said.

“As a medium to sell product, record companies have either televised television or have yet to use it properly,” he concluded. “Just look at how well Mickey Mouse Disco did. Of course, buying time correctly is the key to the picture. But given the economic climate of the day, the response to ‘Winners’ should make it clear just how powerful television is. But what’s most important is that we’re not only touching base with regular and occasional record buyers—we’re channeling business where it counts.”

Country Music Magazine

Circulation Up 53%

America's Number 1 Entertainment Lifestyle Consumer Magazine
Now Reaches 1,700,000 Readers Per Issue.

America's Fastest Growing Magazine

There’s no recession at Country Music Magazine. Circulation is up nearly 50% over last year. The publisher predicts 500,000 circulation by year end. And, the rate base has just been increased from 300,000 to 400,000.

America's Hottest Media Subject

From Park Avenue to Sunset Blvd, the media have jumped on the country music bandwagon. MOVIES: John Travolta, Urban Cowboy; Sissy Spacek, Coal Miner's Daughter; Robert Redford, Electric Horseman; Willie Nelson and Dyan Cannon, HoneySuckle Rose; Dolly Parton, Jane Fonda and Lily Tomlin, Nine to Five; Dolly Parton and Burt Reynolds, Best Little Whorehouse in Texas; Clint Eastwood, Any Which Way But Loose and Bronco Billy. RADIO: The biggest country music radio stations in the world are WHN, New York and WMAQ, Chicago. Nearly 2,000 radio stations program country music. TV: Tune in Carson, Griffin, Donahue, Snyder, Douglas for the latest, such as: George Burns’ country hit record, Roy Clark’s signing the biggest Vegas contract ever at the Hughes Hotel, stars from country-connected his like Duke of Hazzard, B.J. and the Bear, Sheriff Lobo. Watch Johnny Cash do 50 minutes on Tonight, and you'll see why his recent TV special was No. 4 in the week it ran.

Why all the media interest?

When Products Move Can Media Be Far Behind?

When you rush out to get your stick-shift, 4-wheel drive vehicle, better stop at Bloomdale’s for some Ralph Lauren boots, Calvin Klein jeans and a Sisette. Check in at Sam Goody for a few cassettes—for your $800 car stereo system—some Willie Nelson, Crystal Gayle, Dolly and don’t forget Kenny Rogers (after all he was the world's highest paid entertainers last year, grossing nearly $200,000,000.) (You can't give away a full-size family sedan and 140 lbs. "n" roll business is in a depression. But those little pick-up trucks are moving like hot cakes, and country music record sales are up 12% at a time when total record sales are down 12%. Recent industry data shows country sales have moved ahead of pop music (for the first time.)

Then drive down to New York's hottest nite spot, The Lone Star Cafe (on 5th Ave., mind you) and rub elbows with the cast from Saturday Night Live, some Pulitizer Prize writers and a few Madison Ave. creative types.

America's Heartland: The Baby Boom Grows Up

Those post-war babies are now 25-35. They grew up on music; it's integral with their lives. They have been with Country Music Magazine for 8 years. Our record buyers spent $644 a year on albums, grabbing an average of 7 albums a month off the racks. And, they've invested an average of $904 in playback equipment.

Seventy-four percent own a pickup, 4-wheel drive, RV or other specialty vehicle (47% alone own pickups.) And, while they're driving, 39% have stereo radios to listen to, plus 42% have tape players.

475 Park Ave.South. New York, NY. (10016) 212-685-6200

Sixty-seven percent own two or more cameras; 22% own boats; 40% go camping; 60% own fishing gear and the same for hunting. (With all this active buying and using, it's amazing they have time to consume so much liquor and tobacco.)

You can Join The Country Music Bandwagon, Too!

So, it's no wonder that these companies have chosen to put their ads in Country Music Magazine—maybe you should, too.


The more you know about America’s Number One entertainment magazine—the more you “keep in tune with America’s hottest sales market.”

Cash Box/August 9, 1980
BACK IN BLACK — AC/DC — Atlantic SD 16018 — Producer: Robert John Lange — List: 8.98

AC/DC is about as subtle and ear splitting as an M-80 explosion at a garden party given by the Queen, but this rowdy Aussie runch & roll band should be a complete metal crown after AOR programmers swallow its latest handful of musical jaw breakers. And while the late Bon Scott can never quite be replaced, his lead singer Brian Johnson has the bravura and spirit of his predecessor. "Heels Belts" and "Back In Black" are AOR musts on this strong follow-up to "Let Me Put My Love In Your Heart".


The soul king can still put out more energy than a decahamp chomp when he is in a live situation, and, at times, this two-record set, recorded live in Tokyo, tinges with the electricity of the Brown of years past. He lets his band get caught up in too many excessive funk jams, but the 17 tracks are together for the classics, and the legendary artist proves that he's still one whirling dervish of an R&B signer on "Get On The Good Foot".

EASTERN WIND — Chris de Burgh — A&M SP-4815 — Producer: David Anderle — List: 7.98 — Bar Coded

Chris de Burgh is a teller of folk tales in the grand tradition of Al Stewart. And while his sound is modern, he still relies on simple acoustic guitar to lay the background for his interesting stories. He has earned a big following in Europe and his "Spanish Train and Other Mysteries" LP earned him a cult in the U.S., but "Eastern Wind" should finally gain him the recognition he deserves. Light on the ears tales as such as "Sailor," "The Traveler" and the title cut are especially impressive.


The first full fledged band release on 415 is a honey as this refreshing punk/pop outfit from the heart of San Francisco’s new wave club circuit delivers a frantically seven-song set with energy and taste. Former Airline bassist Jack Casady is the cornerstone of the band, but each member of the STV writes and sings, although its sound is not quite commercial it is fun, danceable and listenable. "Modern Living" and "Down At The Beach" are the cokers on this one inspired energy.

HOT PICKUPS — Arlen Roth — Rounder 3044 — Producer: Arlen Roth — List: 7.98

Arlen Roth is a pretty confusing artist as he cops the guitar stylings of such fret board masters as Mark Knopfler, George and David Lindley and gives them his own unique twist. He also covers some classic oldies in fine blues guitar fashion, but pleasant. Pop/AC vocal originals like "Kids On The Block" and "Restless Age" indicate that Roth is going for a broad audience and not just axe freaks. He succeeds beautifully.

NO FRIGHT — Live Wire — A&M SP-4841 — Producer: Simon Bowwell — List: 7.98 — Bar Coded

This British foursome’s second effort for A&M is a refinement of the jam-based rock that it introduced on its debut. And the band pays more attention to conventional song arrangements on "No Fright," instrumentally is the "thing" as far as Live Wire is concerned. Fat dance and jazz bass lines, interesting guitar leads and shadings and an overall lack of jam feel pervades the band’s work. Mike Edwards compositions deserve attention, but he still has a way to go as vocalist.


Criminal Records’ association with Michael Neimch’s Pacific Arts label can really be felt in Michael Chapman’s debut LP, as the former Monkee’s sense of space rock bluegrass is what this record is all about. Chapman’s sometimes dramatic, sometimes comedic vocals are appealing and songs such as "Blue Season" and "End Of The Line" are great AOR cuts, it is the wacky combination of expertly played folk, rock bluegrass and funk and some fine production that make this LP so enjoyable.

PLAY FOR ME OR TRADE ME — Pariel — Casablanca NBLP 7244 — Producer: George Clinton — List: 7.98

Masterfunker George Clinton has called on the Pariel set of his mighty empire, and the cuddly female threesome deliver another party-oriented set for their second piece of vinyl for Casablanca. The three songs on side one are loosely-based funk jams that encourage the girls to do some vocal improvising and they do so with flair and grace. Side two’s hits, however, as "Play Me or Trade Me" and the lamenting "Wonderful One" should be right at home on the B/C chart.

BUSTA JONES! — Spring SP-1-6278 — Producer: Busta Jones — List: 7.98

Busta leaves no B/C stone unturned on his debut for Spring Records as he tries everything from space disco to the sophisticated fare like the energetic funkathon "Put A Rush On You" and a lovely ballad called "Superstar." Jones is a versatile artist and he rocks hard on a 4/4 rave up called "Loose Change." For B/C lists.


ARS has always been Southern Rock’s mass appeal band. Its ability to blend the "loud and proud" style along with Pop and A/C should keep the band on top. Especially with the Boys From Dorvalle" that ability is more prevalent than ever before. Fans who enjoy the familiar, Southern Comfort, straight ahead, will love "Cocaine Charlie" and "Strictly R&R." And pop and A/C people should enjoy songs such as "Silver Eagle," "Try My Love" and "Pedestal." A winner for a valuable audience.

METRO MUSIC — Martha And The Muffins — Virgin/Dindisc Producer: Mike Howlett — List: 7.98

These rock fans who feel there is little more to Canada than headlines and cheese, Preston and pin bobbies of Yukon Jack will have their socks knocked off by Toronto’s Martha & The Muffins. The six-piece band has delivered the most engaging and eclectic piece of Virgin vinyl this year, and has found its somewhere between present day Talking Heads and latterday Roxy Music. On first listen the female-led vocals recall the silliness of the B-52s but on secondspin the rewards are rich and varied.

SIREN — Ronnie Spector — Polyg PLG 808 — Producer: Genya Ravan — List: 7.98

The first production from Genya Ravan’s new Polish Records features former Ronnette Ronnie Spector, and it’s a winner. The album’s opening track "Here Today, Gone Tomorrow" is a R&B song where Ron gets a new old Phil Specter sound, and the rest of the LP takes off from there. And Ronnie’s classic teased hair vocal style sounds best on tough rockers like "The Boys." Ooh’s and aah’s are "Darlin’" and "Happy Birthday Rock ‘n’ Roll" are rendered with style as well.

HOT HEARD — Edmund Sylvers — Casablanca NBLP 7222 — Producer: Benjamin J. Wright — List: 7.98

While his vocal style is something akin to Michael Jackson, Edmund Sylvers’ irredeemable debut LP is full of its own original energy and style. Songs such as the bouncy "Have You Heard The News" and the hypnotic "Burning Love" are as strong as anything on the B/C market today. Bright horn and string arrangements added to the excitement that Edmund Sylvers doesn’t have even without the strong melodies and the great studio band Sylvers earns his wings as an energetic new musical force.

THE 7TH WONDER — Chocolate City CCLP 2012 — Producer: Jerry Weaver — List: 7.98

This fine nine-piece outfit has a strong following in the south and with "Thunder" its bright Earth Wind & Fire-like sound should garner them a lot of new fans. The band’s up-tempo songs like "Stop Before You Break My Heart" and "I Enjoy Ya," which is already a Top 40 hit, seem to be the bands forte. However, its strong vocal and arrangement sensibilities can also be felt on easy moving ballads like "All The Love That I Got" and "All And All.

UNDER THE BOULEVARD LIGHTS — Chuck Francour — EMI America SW17032 — Producer: George Tobin — List: 7.98

Fans of the Bob Seger sound should delight in Chuck Francour’s "Harbor Town," as the gentle soulful Seger-like sound should come straight out of Natbush City. Francour’s songs are strong on arrangement and big on volume and rock sounding like "Stormin’" and "Meltdown" and "Ready For The Long Road" to name a few. Cold and commercial appeal of AOR appeal. Other high points on the LP include the dramatic ballad "East Street" and an old time rock ‘n’ roller called "Back On The Avenue.

CANDI STATON — Warner Bros. BSX 3428 — Producers: Jimmy Simpson and Cand Staton — List: 7.98 — Bar Coded

Candi Staton is a classy B/C-oriented singer in the tradition of Randy Crawford, and on her debut for Warner Bros, she proves she has some of the strongest pipes around. "Looking For Love," the LP’s opening track, is a breezy George Benson-styled effort that showcases Staton’s fine talents in a subdued setting. However, two torchy ballads, "It’s Real" and "If You Feel The Heat," prove that Staton can soar with the best of todays B/C female singers.


Bob MCGilpin brings his reputation from the East Coast club scene for sometime, and with "Long Way To The Top" it should find a strong AOR audience. Led by harsh voiced Larry Uzzell and guitarist Gary Ridgeway, he has his heavy metal stance with some smooth keyboard arrangements and inven- tive mood changes. While songs like the AC/DC cover "It’s a Long Way To The Top" and "50 More" are meant for head bangers, the band should appeal to fans of Aerosmith and Boston as well.
Occasionally an act will come along that's an original... so distinctive, innovative and stylistically fresh that it naturally stands out from all the rest. Truly a rare find. That act is ALABAMA.

With striking songwriting talents, rich flowing harmonies, and a potpourri of musical influences, ALABAMA has created its own unforgettable impressions: MY HOME'S IN ALABAMA, TENNESSEE RIVER, I WANNA COME OVER, WHY LADY WHY, the hit singles in their debut album on RCA Records.

ALABAMA—artists who have etched their one-of-a-kind signature on a Musical Masterpiece...
Labels Move To Bar Coding Heralds Age Of Computers

(continued on page 5)

their purchasing either a portable or fixed-
position reading device. "The various devices "read" the symbol's bars and spaces with a beam of light which is reflected back to the scanner for conversion into electrical signals. Such a system, if correctly designed, should be able to make the fullest possible use of the encoded information derived from the bar symbol, if sales reporting is to be automated and automated piece-counting is to be logistically feasible," he said.

Nevertheless, the fact that 60% of NAR's members already have at least some sort of in-house service or computerized data-processing system in place suggests that nonautomated piece-counting at retail outlets will virtually disappear by the end of the decade, even in the absence of any legislation.

The manufacturers have had to face a complex set oflogenically challenging and financially demanding obstacles. It is estimated that bar coding and associated systems will be in full use by 1980 in 22,000 retail outlets, with total sales volume in excess of $50 billion.

Disappointment At CATV Royalty Split

(continued from page 5)

situation so, but ASCAP should certainly receive a greater portion of the split than BMI. ASCAP's general position is that it is entitled to a larger share than BMI.

At BMI, vice president of licensing Alan Smith also expressed disappointment with the CATV royalty split, although he said that the decision of the CATV Royalty Tribunal was initially for the best. He was asked for an explanation, and got 4.5%—we're disappointed.

Smith added that no plans for an appeal would be made until he had "a chance to talk it over," later adding "It's too premature to make plans (for an appeal) at the moment, but who knows what the future may bring?"

On the other hand, CATV operators will eventually find their way to the music organizations, Smith said, "We are certainly entitled to parity with ASCAP, at the very least."

SESAC, Too

Al Ciancimino, attorney for SESAC, reiterated the other organizations' objections to the royalty formula, saying that he was "somewhat disappointed" and that "an appeal is still in the stage of consideration."

Pointing to the Phase II deadline, Ciancimino added, "It will be a matter of trying to arrive at a figure that all of the organizations will feel is adequate. It will be a matter of us all agreeing that we will meet within the next week or so."

Under the copyright laws as revised in 1976, the nation's 4,200 cable systems are required to pay royalties on a sliding scale starting from 0.675% of gross revenues to a government-mandated ceiling of 3% of cable facility revenue, plus 2% of any revenue from picking up programs over the air from commercial broadcasters for retransmission to cable viewers.

Since 1976, the first year cable royalties were collected, more than 450 enter-

tainment concerns have battled over division of the proceeds. The four basic issues technologically involved only the $14.6 million collected for 1978, the general legal belief is that the decision will serve as a guideline for future allocation of cable TV royalties.

PRIME PRESLEY — The above rare photo of Elvis Presley dates from the beginning of his 65 and ever before released photos of Elvis will be included in a '20-page booklet accompanying RCA Records' 25th anniversary 8-record box set, "Elvis All His Songs." The album features the King of Rock and Roll singing with Epic over financial matters, which was achieved due to the song "Elvis-Cut Off" being called "Rude Boy." Other artists for Epic will include Bob Dylan and David Bowie, both of whom were featured again in the film's "Don't Look Back," and later in the movie's "Let the Sun Shine In." The new release will include a British producer, who ran with 13% of the box set. The film was called "I Do Double." The box set is due to be released on the sound track of "Foot and Mouth Disease," by the Joy Division, "The Art of Walking," by Pere Ubu, and a group of legendary albums, "Don't Wannabe a Disc Jockey," by Cabaret Voltaire, Delta Five, Essential Logic, Kleenex, the Pop Group, the Raincoats, Scritti Politti, Spitz Energi, Stiff Little Fingers, Swell Maps, Television Personalities, Young Marble Giants and Soft Machine founding member Robert Wyatt. The film rounds out in October with the release of a limited edition 33 1/3 rpm album by Joy Division called "The Best of Joy Division." The film's subtitle in New York is "Sky," Max's Kansas City Records is expected to release the long-awaited Troggs live album, singles by the Offs and the Terrorists, and a seven-song super-single by the Senders — Rund- er Records via Sail Records is set to release "Little Boy" by Peter Green,..."... Brown has released an all-new LP by Peter Green,..."... Brown has released a 45, "Wild Summer Nights," on the Coastine label. "Between now and Tuesday, members of the Rolling Stones will form a band and call it "The Rolling Stones."

Ron Lewis has released his new album "Back in the Night," and is expected to release his new album "Back in the Night," and is expected to release his release of a new album in which he will feature the Whispers, "Tell That Girl To Shut Up," and "Ain't No Sunshine." The album is due to be released on the East Coast of the United States.

The release of the Jim Carroll album on Rolling Stones Records has been pushed back another six weeks. The label asked WNEW to stop playing Craig's "People Who Died."

Tom Verlaine is recording his next album. Verlaine's future band may be in the works when he tells me that the album's title is "Tell Me Why,

aaron fuchs
Quincy Jones: Qwest May Lead To Film, Video Production

continued from page 5
Jackson, The Brothers Johnson or the Rufus aggregation.

Qwest's First Product

The Qwest label recently released its first product, a joint venture with Warner Bros. recording artist George Benson's LP titled "Give Me The Night."

Jones told Cash Box during an interview that he soon will begin work on an album by songstress Patti Austin, which is due for February or March. He said that following the completion of an album for A&M Records, which would terminate his recording obligations with the company, he plans to record on his own label.

Also, Jones is moving ahead with bolstering his music publishing interests by the recent signing of Brazilian composer Ivan Lins, who joins hit scribe Rod Tempfer in Jones' publishing operation. "The whole idea is not about a big record company," Jones said, "The idea is to have it so that personal thing comes through, I can put feeling into it, and it can represent the way I feel."

Operated on a day-to-day basis by Ed Ekstrom, who has been with Quincy Jones productions since its inception and is now general manager of the newly formed label, the company may only produce two or three LPs a year.

Ekstrom said that while a second artist to be produced exclusively by Qwest has not been announced, the company was looking at several male vocalist and self-contained bands.

Discussing the mold he likes to see artists cut from Jones, said, "I like to deal with artists that have 360 degree flexibility, so when you ask them to come to the studio they don’t ask you what kind of music it’s going to be."

He said that artists with broad music vocabularies usually contribute the most personality to the vinyl and that such an achievement in getting people to buy records. Jones explained that solid material, exemplary musicianship and starting any recording project with a well-developed vision were components leading to product that can exude the sincerity of the effort. "I think people want sincerity, earthiness, and yet a degree of sophistication," Jones said. "I can’t deal with the theory of writing for the masses. I believe the audiences today are very aware and more hip and sophisticated than ever before. A turkey will slip through even now and then, but for the most part, the audience has developed instincts that are very strong."

Other Projects

But the label, though its prime interest currently, may also serve as the catalyst for other media projects such as film and video.

While he has scored, composed or conducted for more than 45 motion picture or television programs, Jones plans to enter the film business as a producer and has begun review of about 20 scripts.

Achievement was one important element in deciding to bring into any film project, maybe a year-and-a-half, Jones said that he has aspired to work with films since a younger.

"If there’s anything I like more than (continued on page 4)
State University To Sponsor August ‘Salute To Memphis Music’ Seminar

(continued from page 3)

A&M Begins Extensive Split Enz Campaign

LOS ANGELES — A&M Records has signed New Zealand's successful Split Enz, primarily to promote the group's tour which is scheduled to go worldwide recording contract, with the exception of Australia and New Zealand. The band's newly released LP, "True Colours," and single "I Got You" both reached the #1 position on the Australian charts simultaneously, where they remained for several weeks.

Tommy Mottola's Champion Entertainment will handle U.S. management for Split Enz, while the band's Australian management, director of Mushroom Records in Australia (the band's label in that country), and manager Nathan Brenner oversee the band's career in Australia and New Zealand.

A&M recently concluded a five-day promotion "blitz" covering some 150 U.S. markets in support of the group's single and LP and a specific sales program, involving radio, TV and magazine campaigns. The attempt, which is currently being formulated. Print and radio advertising campaigns on a national and local level will continue the marketing initiative.

"True Colours" album copies printed in different four versions, will be re-released for album flyers and posters, and a series of "All Over" ads, which will be tied into the album being utilized. The LP features laser-etched graphics incorporating "True Colours" theme and jacket design. Band concert videos will be utilized for possible in-store tie-ins.

Music Plus Bows Push For New Rock In L.A.

(continued from page 4)

chance to become a grand prize winner as well."

Swartz said that record companies have been very supportive of Music Plus' campaign. At pre-mist, M & S, Slash (distributed by Jem), IRS (distributed by A&M), EMG/UA, Polygram, WEA, Capitol, CBS, Arista and RCA were committed to the project.

United in their desire to supplying the stores with product and various display materials, the companies are also helping with coop advertising, including giving away display materials in the promotion dollars will be spent for radio spots on AOR and Top 40 stations, particularly those that help to promote new wave music. Participating stations cited at press time included KEZY, KROQ, KNKX, KLOS, KRTH, KMET and KJQ.

Music Plus also plans to advertise in the Los Angeles Times Sunday Calendar section, Slash Magazine, the L.A. Reader and the L.A. Weekly.

State University To Sponsor August ‘Salute To Memphis Music’ Seminar

(continued from page 3)

Admissibility Of CRI Data Unclear

(continued from page 5)

a basis for estimating the break-even point was set from information supplied by only four companies.

In another exchange, Kiser was forced to agree that a table showing a sharp increase in mechanical royalties payments, compared to the rise in consumer prices over the last 25 years would not look steep if the base had been set for 1963 instead of 1955. It was also brought out that the increase in break even point for pop LPs (140-500 units sold) did not take into account increased marketing costs, whichKiser admitted, was a factor.

At one point, Kiser stated that it seemed to him that songwriters benefited from per-song royalties (the present rate is 2.75 cents per song); at another point he was forced to agree that a percentage of price rather than the per-song would help the songwriter with inflation. "From an economic viewpoint ...," he said, without realizing that the issue was much testimony in the record about the difficulties of administering such a program. The hearing, which was set for this week, RIAA counsel reported that two more witnesses were scheduled: Bill Fox of RIAA and a representative of the Association of Independent Recording Companies.

"The only difference is that we're dealing with record companies, and you're dealing with the record labels," RIAA counsel said. "But otherwise the CBS Records would be called the same. RIAA counsel said.

Music Plus Bows Push For New Rock In L.A.

(continued from page 4)

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L.A. Orchestra's Summer Programs Offer Rare, Varied Works

LOS ANGELES — The Los Angeles Philharmonic's summer season at the Hollywood Bowl recently offered rare and variegated performances under the guidance of music director Carlo Maria Giulini and associate conductor Myung-Whun Chung.

Under Chung's direction, the orchestra performed selections by Brahms, including the Piano Concerto No. 1 in D minor with Hungarian pianist András Schiff, who made his west coast debut in place of Gary Graffman; the Concerto for Violin and Cello with Sidney Weiss as principal celloist and Robert Leonard as principal cellist; and finally the Variations on a Theme by Haydn ("St. Anthony Chorale").

During the second evening under Chung's direction, the Philharmonic embarked on a performance of French composers. That program included Poulenc's Concerto for Organ, String Orchestra and Timpani, Saint-Saëns' Symphony No. 3 ("Organ") and an encore of the overture to "Benvenuto Cellini" by Berlioz.

The organ music was performed by world-renowned organ artist Virgil Fox. But perhaps the most recent highlight of the Philharmonic's summer season came during Giulini's direction of the orchestra through Beethoven's Ninth Symphony, which he initially performed when first selected as the orchestra's music director.

Accompanying Giulini and the Philharmonic was a quartet of soloists: soprano Leonor Mitchell, Claude Dauphin, mezzo-soprano Sally Promey, and baritone Paul Plishka. Further vocal dynamics were provided by the Los Angeles Master Chorale under the direction of Roger Wagner. The program was committed each night by Beethoven's Symphony No. 8.

Giulini's first performance of Beethoven's Ninth when he was appointed music director for the Philharmonic was met with ardent kudos from both the classical music audience and press. Requests that Giulini lead the orchestra again in the famed symphony have since flooded Philharmonic headquarters at the Los Angeles Music Center.

Final Program

The music director/conductor is scheduled to make his swan song appearance for this Bowl season August 21, leading the Philharmonic and flutist Jean-Pierre Rampal in an evening of Mozart, Schubert and Beethoven.

Chung is set to conduct the orchestra August 19 in a Russian program featuring Horace Silver and Rachmaninoff's Third Piano Concerto.

Companies To Bow New Line Of dbx Digital LPs

LOS ANGELES — The Varese Sarabande and Chalfont labels will soon market their first digital recordings in the dbx Encoded Disc Program. They will be the first three of 10 albums of Morton Gould conducting the London Symphony Orchestra.

The three releases, which use the Soundtrack Digital recording system, consist of two Varese Sarabande LPs — "Latin American Symphonette" (original compositions by Gould) and "Digital Space." The third album will be released by Chalfont, an orchestral showpiece, based on Ravel's "Bolero." "Estancia Suite" and also "Two Frogs From Schwannda.

dbx Programs

All the LPs were produced by Jerome E. Ruzicka, dbx vice president and director of the dbx Encoded Disc Program, who said, "Since the conventionally pressed versions were released last year, each of these albums has been well received in the audiophile record market.

CLASSICAL ALBUM REVIEWS

BOY WITH GOLDFISH: Jerer Tanner, Leon Sid and Malla Ellett with the London Symphony Orchestra conducted by Varese Sarabande VCD 1003. Digital Recording — List: 15.00

An epic recording based on the now legendary Hawaiian Legend Paintings of J. H. Thomas, this crisp album noise-free production crystallizes the full body of orchestral flurries, the crescendo of harmonizing voices and the slightest textural utterance of the London Orchestra. This multi-tiered presentation of orchestral mastery, lyrical identity and poetic power skillfully presents a story of creation and eternal growth. The use of an assortment of Hawaiian percussions and the clean sound make for truly genuine music.


Rich atmospheric tonal and atonal contrapassages, sweeping thematic development and the ominous unnatural chill of synthesizer textures on this disk transcend film score context and become powerful music from the soundtrack to the film. The Shining, the music here borrows music from Bartok and compositions from Krzysztof Penderecki to create the same tone of horror that the movie was created to evoke, with the benefit of visuals, for startling results. This LP could very well be the best novel or a classical music collector's library.

WILLIAM SHAKESPEARE — AGES OF SONG: Martin Best and Friends; Moss Music MMG 1118 — List: 9.98

The Baroque period of music may long be remembered as the last gut-pulse period in classical music theory development, the final vestige of western European Baroque under King Louis XIV. The performances on this album are up to the task of recreating the period as the multi-instrumentalist and his accompaniment offering music that is not far cry from a Baroque dance. The lyrical content transcends the leisurly context to a decidedly more moral bend. This is best achieved during "Jog On/Carmen's Whistle," "Kemp's Jig" and "Where The Bee Sucks."
IRENE CARA (RSO RS-1048)
While Cara’s single of the title track from Fame continues to build, a tribute to the Top 40, out comes this lush, touching ballad from the soundtrack by Michael Gore and sister Leslie (“It’s My Party”)
Radio can choose between the piano and vocal version on side A or the orchestrally sweetened version on the flip.

BLACKFOOT (Atco 7303)
Spadin’ Cabbage (3:15) (Bobnail Music-BMI) (R. Medlocke, J. Spires)
Blackfoot gets into some down and dirty southern blues on the first single from its new “Tomcat” LP, with group leader Ricky Medlocke mournfully singing of his lack of “spadin’ cabbage” over thick blue guitar runs and bittersweet slide. The Jacksonville quartet has already garnered heavy AOR/WMF play.

HENRY PAUL BAND (Atlantic 3755)
Henry Paul and his six-musician, hard rockin’ Florida group kick out the jams, mixing up pop/rock stylings with a Southern accent on this track from the new “Feel The Fire” LP
Crisp, hard charging guitar guts some rock muscle behind the dynamic breaks. “Longshot” is a sure shot for pop.

JAMIE SHERIFF (Polydor PD 2110)
My Car (3:06) (Landers-Roberts Songs-BMI) (J. Sheriff)
An accelerated pop/rock beat drives the first single from local L.A. rocker Jamie Sheriff’s “No Heroes” LP into the fast lane with some catchy breaks sparked by Sheriff’s zippy keyboards. A Top 40, AOR streamer, the track, interestingly enough, has been submitted for use by the Chrysler Corp. Take this around the block.

MARTHA AND THE MUFFINS (DinDisc/Virgin VA 68000)
Echo Beach (3:37) (Dinsong Ltd., admin. in the U.S. by Chappell Music-ASCAP) (M. Gane)
Canadian unit Martha And The Muffins zeroes in on a snappy pop/rock beat on the first single from its new DinDisc/Virgin LP, “Metro Music.” Sandy-haired singer Martha Lady may draw some comparisons to Blonde’s Debbie Harry stylistically, but the band cooks with poppy passin’

STERLING (A&M 2256)
And She’s Mine (2:44) (Salami Music-ASCAP) (J. Hill)
‘Sterling creates a dense brand of perky, poppy rock ‘n’ roll with crackling guitar chording and lead runs against a solid backdrop on this effort from the “City Kids” LP. The pounding hook will get over on the AOR/airwaves

JOYCE COBB (Cream CRE 8040)
How Glad I Am (3:31) (Screen Gems-EMI Music, Inc.) (M. Williams, L. Harrison)
Cobb, who entered the Top 100 with “I Dig The Gold” last time out, mixes up sprightly Latin musical accents with a mid-paced Southern pop/R&B groove. Horn shots punch up the hook, with female backup chorus, for maximum effect. Already receiving B/C exposure

GRATEFUL DEAD (Arista AS 5046)
Don’t Ease Me In (3:13) (Ice Nine Publishing Co., Inc.-ASCAP) (Traditional, arranged by the Grateful Dead)
The swelling organ of Keith Godchaux (who’ll be sorely missed) rides atop the galloping rhythm and Jerry Garcia’s high, sweet pickin’ and lead vocals on this cut from the “Latin Hearts” LP. Trademark harmonies will catch the fancy of AOR

MTUME (Epic 9-50917)
Give It On Up (If You Want To) (3:42) (Frozen Butterfly Music Pub. Co.) (H. King, E. Machewa)
James Mtume has rocked up a number of hits producing the likes of Stephanie Mills (with Reggie Lucas) and ventures forth with his self-named quintet into this sashaying, well-orchestrated funk. Horn blasts mix with strings and glowing female backup here. Expect heavy B/C activity.

FISCHER-Z (United Artists UA-X1367-Y)
So Long (3:40) (Rondor Music (London) Ltd./Almo Music Corp.-ASCAP) (J. Watts)
Fischer-Z (pronounced Fischer-Zed) put drum, bass and high hat way out front on this cut from the “Going Dead For A Living” LP, making for an uncommonly heavy bottom against the wiry vocals. Laced with lazy lead guitar and synthesized background, this is a potent potion for AOR.

REVIEW

Blacks are out in force on our new page from American Radio History. We bring you a complete rundown on the new AOR scene from the West Coast to the East, so you can get a feel for what’s happening closer to home.

HARD WORKING MEN

Graham Parker

No Holding Back (3:18) (Carbert Music, Inc.-BMI) (G. Parker)
Parker picks up the groove he left off on in “Squeezing Out Sparks” with this jumpy pub-rocker from “The Up Escalator” LP. Brinsley Schwarz blends his sharp yet melodic lead guitar runs into the swelling organ brew. Highly recommended for AOR and pop play.

Jeff & Aleta (SR SRI-0007)
Jeff and Aleta are a new act designed to make their mark on the B/C charts with this smooth love ‘n’ funk duet. Aleta’s vocal swoops are reminiscent of Chaka Khan and add a nice touch to this satiny, spunky tune for B/C, dance and pop lists.

The STRAND (Island IS 49253)
Can’t Look Back (3:34) (Crab King Music/David Batteau Music/Cowbella Music/ASCAP) (Shelly, Batteau, Porcaro)
If this cut from the L.A.-based quintet sounds a bit like Toto, it’s because Jeff Porcaro co-wrote and produced it. Thick, floating keyboard-guitar sound is polished and solid, if somewhat unimaginative. Fine fare for AOR, pop play.

GLASS MOON (Radio RR 423)
Solvesby Hill (3:57) (Hidden Run Music-BMI) (P. Gabriel)
A regal flash of synthesizers cracks into this electrically charged cover of Peter Gabriel’s classic track. Buzzing lead guitar runs and power chording are added to the majestic electronic arrangements. Give the Moon a shot, pop and AOR.

THE LEFT BANKE (Camerica CS-0005)
Queen Of The Paradise (2:58) (Carneux Music Inc.-BMI) (S. Smith)
Remember “Walk Away Renee” and “Pretty Ballerina,” two ’60s Top 40 hits? Well, The Left Banke, the original group which made those hits, is back with a sparkling pop tune with a more than danceable beat. Strings, synthesizer and a heavy bottom put it together for pop.

SINGLE'S TO WATCH

PAUL SIMON (Warner Bros. WBS 49511)
Late In The Evening (4:03) (Paul Simon — BMI) (P. Simon)
New Zealand sextet Split Enz has ironed out a few of its eccentric wrinkles since last heard from, here coming up with a pared-down pop/rock sound as exhibited on the first single from the new “True Colours” LP. Edge vocals, a la The Cars, and a prominent farfisa beat make for a seeing hook on this Aussie chart topper. Due for state-side recognition.

ROXY MUSIC (Atco 7301)
Over Yer (3:24) (E.G. Music Inc. — BMI) (Ferry, Manzanera)

OLIVIA NEWTON-JOHN/ELECTRIC LIGHT ORCHESTRA (MCA MCA-41285)
Xanadu (3:30) (Jet Music, Inc. or Unart Music Corp. — BMI) (J. Lynne)

ELTON JOHN (MCA MCA-41293)
(Sertorial Eloquence) Don’t You Wanna Play This Game (4:44) (Joddrell Music Inc./Beechwood Music Corp. — ASCAP/BMI) (E. John, T. Robinson)

KC (Sunshine Sound/T. K. T-1038)

PURE PRAIRIE LEAGUE (Casablanca NB 2294)
I’m Almost Ready (2.45) (Kentucky Wonder Music/Vince Gill Music — BMI) (V. Gill)

VILLAGE PEOPLE (Casablanca NB 2291)
Magic Night (3:22) (Can’t Stop Music — BMI/O.P. Scorpio Music (Black Scorpio) — SAGEM) (J. Morali, H. Belolo, W. Willis)

HITS • OUT OF THE BOX

Cash Box/August 9, 1980
CASH AVAILABLE FOR "(THINK TO SEED, GUTHRIE, GROUPS IN CHICAGO AND WILL SOURCE, THE OLD HOURS YES, Q'S COMMUNITY, ARE RADIO NETWORK DEVELOPMENT FOR RECENTLY PURCHASED KJIM/FORT JOBS, NEW A CITIC LP RECORD. OF 92Q STAFF MEMBERS, WAS HIS IDEA OF 92Q STAFF, AND IN THE BACK OF THE OFFICE, WERE PROGRAMMER QUIPPED, SKLAR TO THE ABC RADIO DIVISION. AT A RECENT CALIFORNIA ASIAN OF BROADCASTERS MEETING, SKLAR ALSO REFERRED TO A SPECIALIZATION OF FORMATS AND SERVICE AND A "BIG INCREASE IN THE NUMBER OF PEOPLE WHO ARE BEING SUGGESTED TO BE IN COPING WITH LIFE." HE ALSO ADDED THAT THERE WOULD BE AN INCREASE IN NON MUSIC FORMATS WHICH THRIVE ON ADULT AUDIENCES BECAUSE OF THE DEMOGRAPHIC AND TECHNOLOGY OF THE '80s.

RADIO CRAZIES AT IT AGAIN — Copping a style from the Blues Brothers, 92Q/Nashville's Q's Brothers recently rolled out 'n' rolled at the Opryland Hotel to help raise $510 for the Hank Snow Music Foundation. The two-member band, comprised of 92Q staff members as well as other people from Nashville's music community, are led by Q's Brothers Mark Damon, 92Q PD and afternoon drive jock and midday man scooter Davis, and Janie Sall, station sales and Aggie's Q's Brother's albums. A few months ago, WWWW(WD)/Detroit's morning man Howard Stern tried to reach the front office of the Detroit Red Wings hockey team. He wanted to convince them that he should be the team's music director. He is the only man who entered the contest that offered $100 as the grand prize. KERN/Houston DJ Hal McClain plans to fly his modified plane upside down for three hours on Aug. 9 in an attempt to set a new world record for inverted flight. If breaking the old mark of two hours and 15 minutes isn't enough, McClain will also be broadcasting live from the cockpit during those three hours. McClain already holds two Guinness Book of World Records for aviation and is currently looking into other possibilities including an attempt at an indoor flight... WMRR/Philadelphia's morning man Michael Piccozzi finally did to a newspaper columnist what newspaper columnists usually do to other people. Piccozzi bugged the heck out of Philadelphia Inquirer writer so relentlessly to allow him to write a paragraph in the paper that he finally got his way. Piccozzi got his graph of nonsense published in the paper, but now columnist Clark DeLeon wants his turn. He would like to sing on WMRR.

STATION TO STATION — The Eagles recently played the house dates at the Santa Monica Civic to thank Los Angeles fans for all their support. To help mark the community event, AOR KLOS footed the bill for all of the parking at the Civic. Fair competition or dirty pool? While KMET/Los Angeles promoted a Led Zeppelin A to Z special on July 26, KLOS/Los Angeles spent a week playing the Top Five Zeppelin songs. As a result, Los Angeles' Southern California listeners... KHTZ/Los Angeles has become a Source affiliate... ABC's Houston station KKAU has changed its call letters to KSRR to be known as Star 97. The former rocker, which did incidentally go off the air when it last aired the Top Five Zep albums as voted by Southern California listeners... KNOC/Long Beach recently presented exclusive interviews with Bram Tchaikovsky... Congratulations to WBBM/Buffalo and KTBM/Jonesboro, Ark., on celebrating 50 years of hits.

NEW JOBS — Bill Dallmann is the new vice president and general manager at WIP/Philadelphia... Gene Ashcraft, vice president, programming and general manager at KJJM/Fort Worth, has become general manager of ABC's Seattle station Komo, which was recently purchased by Metromedia Inc. Robert Chaisson was named director of network development for the ABC Radio Network... Desiree Berglan has been named operations manager at KBKG in Hawaii... Dick Fraser is the new PD at WBBG/Cleveland... KOPA/Phoenix finally has a new PD in John Volpe...
RCA Puts New Artists On Tour Covering Eight Major Markets

by Jennifer Bahler

NASHVILLE — RCA Records recently launched a cross country promotional tour featuring a number of the label's new and developing artists. The tour of middle America kicked off July 31 in Denver, and will cover eight cities before the Aug. 31 closing date in Detroit.

Jointly promoted between RCA's sales, promotion and publicity departments, the tour will showcase a diverse mixture of six artists and two groups over three weeks. Artists featured on each of the eight dates, while fellow RCA artists Raggy Bailey, Steve Wariner, Gary Stewart, Sylvia and Dean Dillon are targeted for different dates on the tour.

Called "Keepin' America Country Showcase Tour '80," the promotion's entourage has covered Denver, Phoenix, Los Angeles, Dallas and Atlanta, and will pick up Aug. 12 in Louisville and before moving on to Cincinnati and Detroit.

Artist Development Bonanza

Marketing and promotional tie-ins have been an integral part of the tour thus far, providing an artist development bonanza for the burgeoning careers of the various artists included on the tour. This is best exemplified by Alabama, which this week jumped to the #1 bullet position on the Cash Box Country Singles chart. "It is extremely important with a new act like Alabama to be exposed to the masses as rapidly as possible," noted Jerry Flowers, manager of Development for RCA/Nashville. "What we tried to do on this tour is compress the time span that is normally required to build a group in other words, rather than go out and do a show case in Los Angeles and New York only, and wait until word filters out to the rest of the country, we took these acts to major markets in middle America. This series of dates brought together the total marketing abilities of RCA Records in pop as well as country to focus on the job of making Alabama known, and boosting the careers of the artists. The new album ships this week" and Raggy Bailey (whose new album ships in mid August).

The various markets were filled to capacity in size from 450 to 1,500 seats. According to Flowers, representatives of the media, radio and retail were brought in to view these concerts. One of the most unique venues on this circuit was the Union Station in downtown Dallas, which was an experimental date for RCA and the Hyatt Regency chain of hotels. According to a spokesman for the label, the hotel is interested in branching into the live entertainment business and establishing listening rooms that attract name entertainment in Hyatts across the country. RCA's showcase was a test which could lead to future dealings between the chain and record labels.

According to Dave Wheeler, director of marketing development, RCA/Nashville, the Dallas hotel also joined RCA in an effort to actively promote the latest albums of the artists who appeared in Union Station (Alabama and Gary Stewart) by offering a "dollar-off" special in conjunction with several Dallas area record shops. Anyone purchasing tickets to the Dallas dates of Raggy Bailey, Steve Wariner, Gary Stewart, Sylvia and Dean Dillon are targeted for different dates on the tour.

ELEKTRA/ASYLUM GETS RICH — Elektra/Asylum Records has signed Charlie Rich to an exclusive recording contract. Rich is currently recording in Nashville with producer Jim Ed Norman. Rich's first album for the label is scheduled to ship in October, following a release of singles during the summer.

CMA Holds Quarterly Board Meeting; Fan Fair And 1980 Convention Covered

NASHVILLE — The Country Music Assn. (CMA) held its third quarterly board meeting in Lake Tahoe, California July 22-24, during which various committee chairmen reported on the status of their respective projects.

A wrap-up of the recent Fan Fair week (June 9-15) was covered by Fan Fair Committee chairman Randy Owen in reporting to the board. According to Wendell, 1980's Fan Fair was the most successful of the event's nine-year history in terms of attendance, artist participation, number of shows, exhibit booths, media coverage and weather. This year, 15,264 people attended the week long event, a 22% increase over 1979.

A number of foreign countries were represented at Fan Fair, including Canada, Sweden, Australia, England, the West Indies, Portugal, Spain, France, Ireland, Czechoslovakia and South Africa. There was also a 15% increase in the number of foreign radio stations that attended.

In addition to the usual print media coverage, ABC and CBS networks covered the event via their network news programs. The most people spent three days taping segments to be included in its fall season, as well. According to tour director of Grady's Denver, " These shoots enjoyed a substantial increase in traffic and sales. The 1981 Fan Fair is scheduled for June 11-17.

Advertising Presentation

Dick McCullough reported for chairman Rick Blackburn on Promotion Committee proposals, which include a plan to approach major advertising centers with a presentation for agency personnel and clients promoting an awareness of country music's strong consumer base. A multi-media presentation on the history of country music is being used to promote country music by many radio stations in their sales promotions. The video was recently shown to the Radio Ad Bureau by McCullough.

Board members also discussed the need to educate retailers to the sales potential of country music. Several plans committee chairman Bert Wendell will be announced at a later date. The board also gave approval to supporting the American Kidney Foundation's National Country Music Radiothon, slated for March 3.

Chairman Frances Preston, reporting for the Planning and Development Committee, said the cover design for the new Awards Show Guide and Yearbook had been approved. The glossy, consumer-oriented vehicle for upcoming show will be on the newsstands in late October. This is the first year the CMA has licensed publication of a magazine covering the Awards.

Joe Talbot discussed the Convention Study Committee's progress with the board's plan to attract more people to the October Convention activities, while Bill Denny reported for the International Committee. After the recent Fan Fair International Show, Denny noted that the trade ads seeking talent for the next International Show will run in November, 1980. The committee hopes to have talent selection completed by early 1981.

Jo Walker reported for the Television Committee in the absence of chairman Irving Waugh, who was in New York discussing a possible television program for Fan Fair. According to Walker, the TV committee has met with the producers of the Awards Show and promotion ideas are being formulated.

Other Highlights

In other news, Radio Committee chair- man Don Nelson reported that the 1980 CMA radio show radio show will go live and broadcast live on the CBC radio network. Joe Sullivan reported that the 1980 Talent Buyers Seminar will be held Oct. 11-13, with this year's theme being "The Decade Ahead." Barbara Mandrell discussed the Artist-DJ Tape Session, including plans for a special luncheon to be held in conjunction with the taping.

Sam Marmaduke announced that next year's Board Meetings will be as follows: Feb. 3-5, Atlanta; April 13-14, Chicago; and July 21-23, Denver. Before completing business, the board also voted on this year's recipient of the Founding President's Award, established by Connie B. Gay. The award will be presented at the CMA's Annual Membership Meeting in October. The winner's identity will not be made known before the presentation.

Nelson Records Album at Gilley's

NASHVILLE — Willie Nelson recently cut an album with Dixieland band leader Freedie Powers at Gilley's Recording Studio in Pasadena, Texas. No release date has been set for the album.

According to Nelson, "We wanted to get together and cut a kind of jazz album, one with that old Dixieland feel, so we picked all those old songs and got those particular pickers together.

In addition, Nelson, musicians on the session included guitarist-pianist Bucky Meadows, mandolinist Paul Fisk, according to Dean Reynolds and Johnny Gimble. "You know, we didn't have any idea how well this would turn out," Nelson said. "But we didn't close ourselves off in any way. It just sort of sat around in a semicircle and sang and played. We played where we could kind of get together and watch each other. Just like the regular pickin' sessions."
TOP 75

ALBUMS

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<td>MAKE A LITTLE MAGIC THE DIRT BAND (United Artists United Artists UA 3647)</td>
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<td>JOHN ANDERSON JOHN ANDERSON</td>
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<td>SUSIE SUSIE ALANSON</td>
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<td>IN MY DREAMS JOHNNY DUNCAN</td>
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<td>SHRINER'S CONVENTION RAY STEVENS (RCA ARL 1-3574)</td>
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<td>SOMETHIN' 'BOUT YOU BABY I LIKE DON CAMPBELL (Capitol UOD-3077)</td>
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<td>MISS THE MISSISSIPPI CRISTAL GAYLE</td>
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<td>94 LONELY T.G. SHEPPARD (Warner/Curb/EK-3533)</td>
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<td>PORTRAIT DON WILLIAMS (MCA MCA-3192)</td>
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<td>JUST GOOD OL' BOYS Moe Bandy &amp; Joe Stamper (Columbia JC 3605)</td>
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<td>THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA MCA-3249)</td>
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<td>WILLIE AND FAMILY LIVE WILLIE NELSON</td>
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<td>YOU CAN GET CRAZY BELLAMY BROTHERS (Warner/Curb BSK 3468)</td>
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<td>URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum 7F-32020)</td>
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<td>BEHIND THE SNOW EMILY LOU HARRIS</td>
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<td>3</td>
<td>HABITS OLD AND NEW HANK WILLIAMS, JR. (Elektra EK-276)</td>
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<td>SANTANIO ROSE WILLIE NEILSON &amp; RAY PRICE</td>
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<td>5</td>
<td>MY HOME'S IN ALABAMA ALABAMA (ASA ARL 1-3644)</td>
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<td>6</td>
<td>GREATEST HITS WAYLON JENNINGS</td>
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<td>7</td>
<td>HORIZON EDDIE RABBITT (Elekra EK-276)</td>
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<td>GIDEON KENNY ROGERS</td>
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<td>MUSIC MAN WAYLON JENNINGS</td>
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<td>10</td>
<td>THERE'S A LITTLE BIT OF HANK IN ME CHARLEY PRIDE (ASA ARL 1-3548)</td>
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<td>GREATEST HITS JOHN CONLEE (MCA MCA-3246)</td>
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<td>FRIDAY NIGHT BLUES JOHN CONLEE (MCA MCA-3246)</td>
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<td>LACY J. DALTON LACY J. DALTON</td>
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<td>IT'S HARD TO BE HUMBLE MAC DAVIES (Casablanca RDL-3077)</td>
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<td>COAL MINER'S DAUGHTER ORIGINAL SOUNDTRACK (MCA MCA-3102)</td>
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<td>THE CHAMP BRUNO CUNA (ASA ARL 1-3647)</td>
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<td>19</td>
<td>THAT'S ALL THAT MATTERS TO ME MICKY GILLEY</td>
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<td>M I L S P A C I S TONI K. MILSPAR (ASA ARL 1-3569)</td>
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<td>21</td>
<td>STARDUST WILLIE NEILSON (ASA ARL 1-3539)</td>
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<td>22</td>
<td>ONLY LONELY SOMETIMES JOHN CONLEE (MCA MCA-3246)</td>
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<td>23</td>
<td>ASK ME TO DANCE JOHN CONLEE (MCA MCA-3246)</td>
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<td>24</td>
<td>THE GAMBLER KENNY ROGERS</td>
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<td>25</td>
<td>WHERE DID THE MONEY GO? JOYCE ATKINNS</td>
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<td>STRAIGHT AHEAD ARR TOLIN (ASA ARL 1-3650)</td>
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<td>27</td>
<td>KENNY KENNY ROGERS</td>
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<td>28</td>
<td>DOLLY, DOLLY, DOLLY JUNE CARTER (ASA ARL 1-3548)</td>
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<td>29</td>
<td>DALLAS FLOYD CRAMER (ASA ARL 1-3613)</td>
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<td>30</td>
<td>SOMEBODY'S WAITING FOR ME MARGY CRAWFORD (MCA MCA-3206)</td>
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<td>YOUR BODY IS AN OUTLAW MEL TILLERSON (ASA ARL 1-3671)</td>
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<td>THE LEDBETTER OLYMPICS! CHARLIE DANIELS BAND (MCA MCA-3247)</td>
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<td>33</td>
<td>A LEGEND AND HIS LADY MEL TILLERSON (ASA ARL 1-3560)</td>
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<td>34</td>
<td>I'VE GOTTEN SOMETHING TO SAY DAVID ALLAN COE</td>
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<td>35</td>
<td>FULL MOON CHARLIE DANIELS BAND (Epic FE 3657)</td>
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<td>36</td>
<td>BUT WHAT'LL YOU THINK OF THE NEIGHBORS THINK RODNEY CROWELL</td>
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<td>37</td>
<td>DOUBLE TROUBLE GEORGIE B &amp; JOHN WILSON PAYCHECK</td>
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<td>38</td>
<td>CACTUS AND A ROSE GLENS WALTERS (ASA ARL 1-3627)</td>
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Cash Box/August 9, 1980
SLIM WHITMAN
has sold millions of records around the world and
his list of hit singles is far too numerous to mention.
And now with the release of
"WHEN"
his debut single on Epic/Cleveland International
Records, Slim has embarked upon a new career that
is more exciting than ever before.
"WHEN", the new Slim Whitman single that
is creating excitement at radio all across
America, from the forthcoming album
SONGS I LOVE TO SING,
produced by Pete Drake
Executive Producer, Steve Popovich
On Epic/Cleveland
International Records
GET SLIM!
MOST ADDED COUNTRY SINGLES

1. FADED LOVE — WILLIE NELSON AND RAY PRICE — COLUMBIA — 37 REPORTS.
2. STARTING OVER — TAMMY WYNETTE — EPIC — 25 REPORTS.
3. WOMEN GET LONELY — CHARLY MCCLAIN — EPIC — 20 REPORTS.
4. FOR LOVE'S OWN SAKE — ROY CLARK — MCA — 18 REPORTS.
5. YOU BETTER HURRY HOME (SOMETHING'S BURNIN') — CONNIE CATO — MCA — 17 REPORTS.
6. HOT SUNDAY MORNING — WAYNE ARMSTRONG — NSD — 15 REPORTS.
7. FREE TO BE LONELY AGAIN — DEAN BRODY — RCA — 12 REPORTS.
8. LOOKING UP A STORM — RAZZY BAILEY — RCA — 12 REPORTS.
9. IF THERE WERE NO MEMORIES — JOHN ANDERSON — WARNER BROS. — 12 REPORTS.
10. WHY NOT ME — FRED KNOBLOCK — SCOTTI BROTHERS — 12 REPORTS.

MOST COUNTRY SINGLES

1. LOOKIN' FOR LOVE — JOHNNY LEE — ELEKTRA — 61 REPORTS.
2. MISERY AND GIN — MERLE HAGGARD — MCA — 56 REPORTS.
3. CHARLOTT'S WEB — THE STATTER BROTHERS — MERCURY — 49 REPORTS.
4. I'VE NEVER SEEN THE LIKE OF YOU — CONWAY TWITTY — MCA — 46 REPORTS.
5. THAT LOVIN' YOU FEELIN' AGAIN — ROY ORBISON AND EMMYLOU HARRIS — WARNER BROS. — 43 REPORTS.
6. OLD FLAMES CAN'T HOLD A CANDLE TO YOU — DOLLY PARTON — RCA — 43 REPORTS.
7. HEART OF MINE — THE OAK RIDGE BOYS — MCA — 41 REPORTS.
8. MAKING PLANS — PORTER WAGONER AND DOLLY PARTON — RCA — 38 REPORTS.
9. CRACKERS — BARBARA MANDRELL — MCA — 35 REPORTS.
10. COWBOYS AND COWLONS — RONNIE MILSAP — RCA — 34 REPORTS.

RCA Records Plans To Ship Single

Of Girl's Letter To President Carter

NASHVILLE — RCA Records is releasing a seven-year old Florida girl's recorded recitation of a letter to President Carter. "A Letter from Jeannie," a message to the President from Jeannie Hodges of Jacksonville is being rush released to radio.

The letter was brought to RCA's attention by Ronnie Drake of Calvary Records after the girl's father, Gene Hodges, taped the note in his hometown studio.

In addition to the single, the letter will be included in the forthcoming RCA album package, "My Country, America," a collection of patriotic songs by Bobby Bare, Danny Davis, Willie Nelson and other artists. It is scheduled for an August release.

The message was originally performed by the third grader during the televised services of the First Baptist Church in Jacksonville. City Mayor Jake Godbold heard the recitation and in turn played a tape of the letter to an audience of press and civic leaders. The media buzz spread to radio and prompted country station WVOJ to play it last week.

"We're getting very good audience reaction and a lot of requests for the record," noted WVOJ MD Charlie Marcus. "The timing seems to be very good for something like this.

RCA has pressed a limited quantity of colored vinyl singles that will be serviced to radio in time for the start of the Democratic National Convention. It will be accompanied by a printed lyric sheet and a press kit on Jeannie.

The choir and orchestra of the Hodges' church provide the "God Bless America" musical background for the record.

Alabama Band Gets First No. 1

NASHVILLE — The Alabama Band received its first #1 record this week with the single "Tennessee River." The RCA group's last single, "My Home In Alabama," reached Top 20 status. The album of the same name is currently riding high on the LP charts at #5.

CONLEE SPINNING RECORDS AGAIN AT WHN — You can take the DJ out of the radio station, but you can't seem to take the radio station out of the DJ. Before John Conlee signed with MCA Records and pursued a singing career full time, he was a disc jockey for WKBQ in Nashville. Conlee returned to his roots when he acted as guest DJ at WHN, New York on a recent trip to the Big Apple. Conlee took over an hour of Lee Arnold's mid-day show to play his records and promote his live concert broadcast that would take place later that evening from the Lone Star Cafe. Pictured are (l-r): Hueil Howser, host of WBCT-TV's "To Life," WHN PD Ed Salasom, Conlee, WHN MD Pam Green, and emcee Mike Fitzgerald.
DON WILLIAMS is a hero, a musical veteran of the bittersweet, a man of depth and foresight.

I BELIEVE IN YOU,

Don's new album and single (MCA-41304) offers both the strength and sensitivity of the man, the rich musical tapestry that he can weave.

Believe in DON WILLIAMS, for he means it when he says I BELIEVE IN YOU.

Produced by Don Williams and Garth Fundis
on MCA RECORDS and Tapes.
SINGLES REVIEWS

GLEN CAMPBELL (Capitol P-4909)
Hollywood Smiles (3:17) (Larry Weiss Music Ltd. — ASCAP) (Larry Weiss)
Campbell just might strike gold with this single, which is one of the best he has done in years. Written by Larry "Rhinestone Cowboy" Weiss, the tune is an easy flowing number reminiscent of Campbell's style. Tony Tucker adds some very subtle, but noticeable vocals that blend well with Campbell's confident voice.

JOHNNY CASH (Columbia 1-11340)
Cold (I'm Home) (Monogram Music of Cash, Inc., BMI) (L.R. Cash)
Though the lyrics tend to be a bit macabre, Cash has come up with a song that gains immediate acceptance with his fans, particularly those that joined him in the beginning. The "rhino in black" seems to be casting his eyes back to the old rockably days and drawing from the Sun sound that gave him his start. Excellent harmonica and a heavy drum beat accent Cash's signature guitar licks.

BILL ANDERSON (MCA 41297)
Rock 'n Roll To Roll Of Ages (3:29) (Stallion Music, Inc. — BMI) (Bill Anderson — Jane Abbott)
This latest single from Anderson is an upbeat number heavily influenced by gospel music. A church organ and piano combined with the vocals of what sounds like a large church choir make for an interesting number that should make its way onto the country playlists.

WAYNE ARMSTRONG (NSD H-57)
Hot Sunday Morning (2:59) (Wilwulf U-A — BMI) (Alan Chapman)
Anyone who has suffered through this extended heat wave should appreciate Armstrong's single. A heavy bass and sparse guitar lay the groundwork for this remarkably good number from a relative newcomer.

DEL REEVES (Koala K.O. 594)
What Am I Gonna Do (2:40) (April Music, Inc. — ASCAP) (Jerry Foster — Bill Rice)
Summertime is the best time for a happy, upbeat tune like this. Light harmonics and just enough banjo to keep it interesting. Foster and Rice's writing abilities make this mid-summer offering a must for hot summer playlists.

SINGLES TO WATCH

DEBORAH ALLEN (Capitol P-4903)

NASHVILLE SUPERPICKERS (Paid PAD-104)
Mama Don't Allow No Country Music Here (3:27) (Superpickers Music — BMI/Area Code 615 Music — ASCAP) (Henry Strzelecki/Phil Baugh)

PEGGY FORMAN (Dimension DS-1008)
Burning Up Your Memory (Little Darlin' Music — SESAC) (Peggy Forman)

TINA NORTH (Stargram SG-17)
Tell Me A Warm Lie (2:59) (Coal Miners Music — BMI) (Theresa Beatty/Barbara Hyder)

DEBBIE HITE (Fismanhm FM-BO-103)
The Hardest Thing (2:54) (Ran Mann Music — SESAC) (Debbie Hite)

LARRY LEE ADEKINS & DIANE FISHER (Sun Rize SR 114)
Circle In A Triangle (2:35) (Touchdown Tune Music — BMI) (Cowch/J.R. Carroll)

DAVID BRENT AND THE AMERICAN FLEET (Century VII DB-1013)

BRENDA FAZIER (Tyrdo J-1003)
Last Night (2:31) (Tulsa Girl Music — ASCAP/Pyro Pub. — BMI) (Jim Dowell/Larry Shell)

KENNY PRICE (Dimension DS-1010)
She's Leavin' (2:42) (Almarie Music — BMI/Millstone Music — ASCAP) (Jerry McCree-Ray Pennington/Fred Lehner)

TIM REX (D J-DJR-101)
Saturday Night Cowboy (3:00) (Big Swing Music — BMI) (Tommy Nelson/Tim Rex Nelson)

ALBUM REVIEWS

I DON'T WANT TO LOSE — Leon Everette — Orlando OCR-1101 — Producers: Foster and Rice, Ronnie Dean and Leon Everette — List: 7:98
Of the maybe hundred or so latter-day country music purists, Leon Everette is truly one of the most devoted to that declining idiom. Though his music does at times tend to suggest links to the rock 'n roll stable, for the most part his songs reflect a pure and simple steel-guitar-and-fiddle country. This outing features his current single, "Over," as well as past single "Don't Feel Like The Lone Ranger.

It's always reassuring to hear a fresh new talent like Tim Lake. It would, however, be a misnomer to label his songs strictly country. His music is the kind that should travel the same crossovers paths by such well-knowns as the Charlie Daniels and Marshall Tucker Bands, to name a couple. Lake seems to overlook such limited tags as country, jazz or rock in his approach to this album. He just plays what he feels, and that translates into some pretty good music.

A new young group coupled with a seasoned, established producer combine to present a fine initial outing. Skyline is vaguely reminiscent of Kegan and Cotter in their (their) Texas swing brand of music. Thiers is the kind of music that will probably be heard in all the cowboy discs across the country. Producers who want to be those listeners two-step it across their living room floors should add a song like "Memories On A Sawdust Floor," "Full Moon, Empty Pockets" or "The Queen I threw Away" to their playlists.

THE COUNTRY COLUM

GOING GREYHOUND — Epic artist Joe Stampley has signed to do a series of Greyhound Bus spots for a national radio campaign. His commercial career has been in high gear lately, he has also cut national radio and TV vocals for the new Quaker Instant Grits.

Look for a new George Jones album about the second week of August. It's titled "I Am What I Am." Just prior to the release of the new album, Jones will kick off a tour which he paired with Tammy Wynette on some 15 concert dates. First show is Aug. 9 in Fresno, Calif.

Leon Everette is reaping an extensive concert tour, which will take him from coast to coast. Everette and label Orlando deserve a bit of congratulations. If you scan the Top 20 of the Cash Box Country Singles chart, you'll notice that Orlando is the only independent label represented.

THEY CAN MAKE 'EM AND THEY CAN BREAK 'EM — The Statler Brothers recently broke all existing records at the Alameda County Fair in Pleasanton, Calif. with the largest attendance for a country music act.

Following his two-day stint at the Palomino Club in Los Angeles, Jacky Ward did a series of radio interviews, one of which will be heard over Armed Forces Radio and Eastern Airlines and will later be syndicated by Golden West Broadcasting to some 30 stations.

The Column hears that Maj. Bill Smith of Ft. Worth is at it again. He has just recorded "Requiem For Elvis," a narration that features Bruce Channell singing "Love Me" in the background. Will there be a movie forthcoming?

Linda Rodgers, formerly with L&R One Stop in St. Louis has joined Jim Riere Music Marketing as director of sales for the newly formed Christian Music Marketing Division.

Bobby Bare took to the skies for Frankfurt, Germany last week, where he taped a performance for the top-ranked variety show, "Disco." He will also do interviews with Country Lexicon Magazine, SWF Radio and Country Corner Magazine before flying to Dallas to resume the Down and Dirty tour with a date at Dallas' The Rose.

Jim Chesnut's latest single, "Outrun The Sun," penned by Billy Burnett and Harry Reiley, will show on United Artists radio and TV vocals for the new Quaker Instant Grits.

ALSO SHIPPING — Writer Larry Keith's latest single for RCA, "The Valley That Time Forgot," was scheduled to ship last week. It was written by Keith and Mike Snow. And finally, Lobo's new single, "With A Love Like Ours," produced by Bob Montgomery.

NEWS FROM ATLANTA — The Atlanta Songwriters Assn. is really keeping busy. Last weekend the association had ASCAP's Rusty Warren to speak to its members on the role of a performance rights organization. The association is also sponsoring weekly songwriter workshops as well as writer's night at local clubs every other week.

Have you ever wondered why the Statler Brothers are called the Statler Brothers, and not one of them is named Statler. Rest your weary minds. Explain the boys from Virginia, they took the name from a box of tissues in a hotel and, oh well, folks say they could just as easily have been called the Kleenex Brothers.

A belated happy birthday to Cheyanne Bellamy, daughter of the eldest Bellamy Brother Howard. The young lady celebrated her first birthday July 28. With two singles riding high in the charts, it's no wonder Mickey Gilley has stepped up his personal appearance schedule. In recent weeks he has taped the Merf Griffin Show, Dinah!, ABC-TV's 20/20, Mike Douglas, the Midnight Special, Sha Na Na and the Johnny Davidson Show. Reportedly, Davidson enjoyed Gilley so much that he invited him back two days later to host the show. The two shows will air in various markets across the country during the latter part of July and the month of August. Check local listings.

Waltz-Cumbia-Country & Western artist Stephanie Winslow has retained Larry Gregg and TCB PR for worldwide representation.

Songwriter Bobby Springfield will be taping a television pilot in August that may become a series. Titled Bobby Springfield: Off the Record, the program will feature a music/discussion format. The House of Gold writer also has an album that will soon be released on New Pax Records, and will also be making a guest appearance on Bobby Jones' Nashville Gospel Show.

Kenny Dale recently completed his latest album for Capitol, which is scheduled to ship in the fall. Recorded in the Sound Shop and produced by Bob Montgomery, the album will include Dale's latest chart single "Thank You Ever-Lovin'"

Jennifer bohler

BACK IN THE SADDLE AGAIN — Epic Records, Nashville has signed powerful country group Spurzix. Six months ago the six-man band began touring with Columbia artist Freddy Weller and subsequently cut studio recordings with him as well. They now debut Epic single, "Cowboy Stomp," shipped last week. Pictured with Rick Blackburn, vice president and general manager, CBS Records, Nashville, Spurzix are Spurzix members (l-r): D. Anthony Valentine, Travis Lewis, Gary Dibenedetto, Lee Newell, Bazz Coston, and Tony Engram, Spurzix.  

www.americanradiohistory.com

Cash Box/August 9, 1980
FIVE SONGS FROM "JERMAINE JACKSON"

1. "LET'S CHAKA KHAN"
   - Track from the album "Jerymene Jackson (Casablanca CCLP 2011)"
   - Chart peak: #34

2. "NAUGHTY CAMEO"
   - Track from the album "Cameo (Capitol RS-1001)"
   - Chart peak: #35

3. "30
cash"
   - Track from the album "30 (Motown MG-930)"
   - Chart peak: #16

4. "SPICE OF LIFE"
   - Track from the album "1977 (Motown M.F.S.S. 11001)"
   - Chart peak: #13

5. "I WANT YOUR LOVE"
   - Track from the album "I Want Your Love (Motown M.F.S.S. 11001)"
   - Chart peak: #12

6. "LET'S CHAKA KHAN"
   - Track from the album "Jerymene Jackson (Casablanca CCLP 2011)"
   - Chart peak: #34

7. "NAUGHTY CAMEO"
   - Track from the album "Cameo (Capitol RS-1001)"
   - Chart peak: #35

8. "30
cash"
   - Track from the album "30 (Motown MG-930)"
   - Chart peak: #16

9. "SPICE OF LIFE"
   - Track from the album "1977 (Motown M.F.S.S. 11001)"
   - Chart peak: #13

10. "I WANT YOUR LOVE"
    - Track from the album "I Want Your Love (Motown M.F.S.S. 11001)"
    - Chart peak: #12

11. "LET'S CHAKA KHAN"
    - Track from the album "Jerymene Jackson (Casablanca CCLP 2011)"
    - Chart peak: #34

12. "NAUGHTY CAMEO"
    - Track from the album "Cameo (Capitol RS-1001)"
    - Chart peak: #35

13. "30
cash"
    - Track from the album "30 (Motown MG-930)"
    - Chart peak: #16

14. "SPICE OF LIFE"
    - Track from the album "1977 (Motown M.F.S.S. 11001)"
    - Chart peak: #13

15. "I WANT YOUR LOVE"
    - Track from the album "I Want Your Love (Motown M.F.S.S. 11001)"
    - Chart peak: #12
### Cash Box Top 100 R&B (August 9, 1980)

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 ONE MILLION IN MY POCKET</td>
<td>Rick James</td>
<td>2/3</td>
</tr>
<tr>
<td>2 THE BREAKS</td>
<td>Kool &amp; the Gang</td>
<td>1/2</td>
</tr>
<tr>
<td>3 UPSIDE DOWN</td>
<td>J.B. &amp; the Meters</td>
<td>12/1</td>
</tr>
<tr>
<td>4 GIVE ME THE NIGHT</td>
<td>Patti Austin</td>
<td>7/1</td>
</tr>
<tr>
<td>5 TAKE YOUR TIME (DO IT RIGHT)</td>
<td>Ruben Brown</td>
<td>2/1</td>
</tr>
<tr>
<td>6 CUPID/I'VE LOVED YOU FOR A LONG TIME</td>
<td>Gladys Knight</td>
<td>19/1</td>
</tr>
<tr>
<td>7 BACKSTROKIN'/FATBACK</td>
<td>Spring/Polyp/Spy 3012</td>
<td>9/1</td>
</tr>
<tr>
<td>8 DYNAMITE</td>
<td>Stacey Lattisaw</td>
<td>13/1</td>
</tr>
<tr>
<td>9 OLD FASHIONED LADY</td>
<td>The Supremes</td>
<td>14/1</td>
</tr>
<tr>
<td>10 LANDLORD AND ME</td>
<td>The J.B.s</td>
<td>17/1</td>
</tr>
<tr>
<td>11 I CAN'T HELP MYSELF</td>
<td>Rick James</td>
<td>6/1</td>
</tr>
<tr>
<td>12 A LOVER'S HOLIDAY</td>
<td>The Isley Brothers</td>
<td>30/1</td>
</tr>
<tr>
<td>13 JO</td>
<td>The O'Jays</td>
<td>24/5</td>
</tr>
<tr>
<td>14 LET'S GET SERIOUS</td>
<td>The Gap Band</td>
<td>12/2</td>
</tr>
<tr>
<td>15 FOR THE WEEDS WHO LIKE TO GROOVE</td>
<td>Funky Town</td>
<td>17/2</td>
</tr>
<tr>
<td>16 I'VE JUST GROWN TO LOVE</td>
<td>The Gap Band</td>
<td>11/1</td>
</tr>
<tr>
<td>17 WE'RE GON' OUT TONIGHT</td>
<td>Cameo (Chicay/Caball In)</td>
<td>27/8</td>
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<tr>
<td>18 HOLD ON GO AGAIN (PART 1)</td>
<td>The Isley Brothers</td>
<td>15/1</td>
</tr>
<tr>
<td>19 HOLD ON GO AGAIN (PART 2)</td>
<td>The Isley Brothers</td>
<td>15/1</td>
</tr>
<tr>
<td>20 SHINING STAR</td>
<td>The Gap Band</td>
<td>22/2</td>
</tr>
<tr>
<td>21 GIRL, DON'T LET ME GET DOWN</td>
<td>The O'Jays</td>
<td>36/3</td>
</tr>
<tr>
<td>22 BABY I CAN'T LOSE YOU</td>
<td>The J.B.s</td>
<td>32/1</td>
</tr>
<tr>
<td>23 SOMEONE THAT USED TO LOVE</td>
<td>Blue Cöle</td>
<td>23/1</td>
</tr>
<tr>
<td>24 SWEET SENSATION</td>
<td>Stephanie Mills</td>
<td>10/1</td>
</tr>
<tr>
<td>25 FUNKY TOWN</td>
<td>The Gap Band</td>
<td>21/2</td>
</tr>
<tr>
<td>26 RESCUE ME</td>
<td>The J.B.s</td>
<td>33/3</td>
</tr>
<tr>
<td>27 SITTING IN THE PARK</td>
<td>G2 (Anita O'0515)</td>
<td>26/3</td>
</tr>
<tr>
<td>28 BACK TOGETHER AGAIN</td>
<td>Roberta Flack &amp; Dionte Wayday</td>
<td>25/6</td>
</tr>
<tr>
<td>29 HEARTY PRIDE (OH LOVE)</td>
<td>Martha Washen</td>
<td>37/7</td>
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### Alphabetized Top 100 R&B (Including Publishers and Licenses)

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>33 I JUST WANNA DANCE WITH YOU</td>
<td>Stacey Lattisaw</td>
<td>T-Neck/CBS ZS9 4788</td>
</tr>
<tr>
<td>34 I ENJOY YA</td>
<td>Yazz</td>
<td>Atlantic</td>
</tr>
<tr>
<td>35 SOUTHERN GIRL</td>
<td>Marsha Ambrosius</td>
<td>Chicago Classics ZCC 3306</td>
</tr>
<tr>
<td>36 NEVER GIVIN' UP</td>
<td>Al Jareau</td>
<td>Warner Bros. WBS 49324</td>
</tr>
<tr>
<td>37 HOUSE PARTY</td>
<td>FRED WESLEY</td>
<td>Koppelman/Bandier/Brass (20th ASCAP)</td>
</tr>
<tr>
<td>38 BIG TIME</td>
<td>BRYN JAMES/Mike Craft</td>
<td>Century-Fox/RCA 4798</td>
</tr>
<tr>
<td>39 YURNIN' BURNIN'</td>
<td>Betty Wright</td>
<td>MERCURY</td>
</tr>
<tr>
<td>40 LOOKIN' FOR LOVE OF THE NIGHT</td>
<td>Stoney LaRue</td>
<td>MERCURY</td>
</tr>
<tr>
<td>41 PAPYRUS</td>
<td>CHAKA KHAN</td>
<td>Warner Bros. WBS 4925</td>
</tr>
<tr>
<td>42 BEYOND</td>
<td>HERB ALPERT</td>
<td>A&amp;M/ZS9 4788</td>
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<tr>
<td>43 LOVE MAKIN' MUSIC</td>
<td>O'Jays</td>
<td>Motown</td>
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<tr>
<td>44 HE'S SO SHY</td>
<td>MARVIN GAYLE</td>
<td>Atlantic</td>
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<tr>
<td>45 MAKE IT FEEL GO</td>
<td>ALFONZO SOUTRETT</td>
<td>MERCURY</td>
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<td>46 ALL NIGHT TIME</td>
<td>FREDDY PEACOCK</td>
<td>MERCURY</td>
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<tr>
<td>47 BY YOUR SIDE</td>
<td>CON FUNK SHINE</td>
<td>MERCURY</td>
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<tr>
<td>48 LET'S GO AGAIN</td>
<td>AVERAGE WHITE BAND</td>
<td>ZS9 4788</td>
</tr>
<tr>
<td>49 DO YOU REALLY LOVE ME</td>
<td>RODGERS/SYREETA</td>
<td>BMI/ZS9 4780</td>
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<tr>
<td>50 YOU SHAKED MY BUM</td>
<td>BAND WIRE</td>
<td>ZS9 4780</td>
</tr>
<tr>
<td>51 LIGHT UP THE NIGHT</td>
<td>TRQUALS</td>
<td>BMI/ZS9 4780</td>
</tr>
<tr>
<td>52 JUST LIKE YOU</td>
<td>HEAT/ASCAP 4167</td>
<td>BMI/ZS9 4780</td>
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<tr>
<td>53 LET ME BE YOUR ANGEL</td>
<td>LEON HUFF</td>
<td>BMI/ZS9 4780</td>
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<tr>
<td>54 LOVE ME NOW</td>
<td>JERMAINE JACKSON</td>
<td>MERCURY</td>
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<tr>
<td>55 I HEARD IT IN A LOVE SONG</td>
<td>MARVIN GAYLE</td>
<td>MERCURY</td>
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<tr>
<td>56 I LOVE IT</td>
<td>ROBERTA FLACK</td>
<td>BTM/ZS9 4780</td>
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<tr>
<td>57 WHERE DO WE GO WRONG</td>
<td>TRUSSLE</td>
<td>BMI/ZS9 4780</td>
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<tr>
<td>58 GOTTAMY HANDS ON SOME</td>
<td>Kool &amp; the Gang</td>
<td>BMI/ZS9 4780</td>
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</tbody>
</table>

### Chart Notes

- **Starrpoint**: On Top 100 R&B for 39 weeks.
- **Porter**: On Top 100 R&B for 26 weeks.
- **Gerry**: On Top 100 R&B for 9 weeks.
- **Ashford & Simpson**: On Top 100 R&B for 7 weeks.
- **Badd**: On Top 100 R&B for 6 weeks.

### Additional Notes

- **Girl, Don't Let It**: On Top 100 R&B for 23 weeks.
- **A Lover's Holiday**: On Top 100 R&B for 11 weeks.
- **Funkytown**: On Top 100 R&B for 9 weeks.
- **Beyond the Groove**: On Top 100 R&B for 8 weeks.

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*For full chart details and additional information, visit [www.americanradiohistory.com](http://www.americanradiohistory.com)*
### Merchandising

**Singles Breakouts**

<table>
<thead>
<tr>
<th>Pickwick</th>
<th>Midwest</th>
<th>BILLY JOE JOHNSON</th>
<th>ROBERT JOHN</th>
<th>EMI-AMERICA</th>
<th>Paul McCartney</th>
<th>REX *</th>
<th>HERB ALPERT</th>
<th>CARNIES</th>
<th>CAREY</th>
<th>STEVE</th>
<th>RABBITI</th>
<th>JOHNSON</th>
<th>THE CHIPS</th>
<th>CARL SMITH</th>
<th>LEE</th>
<th>CAIN</th>
<th>CALIFORNIA</th>
<th>GEORGE BENSON</th>
<th>RICK JAMES</th>
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<tbody>
<tr>
<td>Tower</td>
<td>San Diego</td>
<td>GEORGE BENSON</td>
<td>ROBERT JOHN</td>
<td>PAUL McCARTNEY</td>
<td>REX</td>
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<tr>
<td>Record</td>
<td>Theatre</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>REX</td>
<td>REX</td>
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<tr>
<td>Record</td>
<td>Dept.</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>ROBBIE DURPEE</td>
<td>REX</td>
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<tr>
<td>Bee Gee</td>
<td>Albany</td>
<td>BILLY JOE JOHNSON</td>
<td>ROBERT JOHN</td>
<td>PAUL McCARTNEY</td>
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</tr>
</tbody>
</table>

### Album Breakouts

| Camelot | National | GEORGE BENSON    | RICK JAMES | CHARLIE DANIELS BAND | BILLY JOE JOHNSON | ROBERT JOHN | PAUL McCARTNEY | REX       | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX |
|---------|----------|------------------|------------|----------------------|------------------|-------------|----------------|----------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Pittsburgh | Record World | A TASTE OF... | RICK JAMES | CHARLIE DANIELS BAND | BILLY JOE JOHNSON | ROBERT JOHN | PAUL McCARTNEY | REX       | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX |
| National | Record Mart | A TASTE OF... | RICK JAMES | CHARLIE DANIELS BAND | BILLY JOE JOHNSON | ROBERT JOHN | PAUL McCARTNEY | REX       | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX | REX |

### What's In-Store

**Play It By Ear** — Edward Shanapay of Shacor, Inc., publisher of Sheet Music and Virtuoso magazines, has formed the Tape Cassette Music School. This innovative concept in keyboard instruction will be ready for marketing in the Fall of 1980. Each music school tape will contain a recorded lesson with an accompanying booklet. The lessons will be geared to the amateur musician who wants to improve himself in specific areas, as well as the neophyte musician who needs to learn from scratch. The program will be launched with a dozen cassettes and will be expanded to 40 or 50 in the coming months. Proposed lessons include ear training, sight reading, playing by chords and how to create introductions and endings. Each lesson will retail for seven dollars. For more information, write to Tape Cassette Music School, c/o Shacor, Inc., 233 Kafnah Ave., Katoz, N.Y. 10586.

**Record Bar Openings** — A long way from its beginnings 20 years ago, with one store in downtown Durham, N.C., Record Bar last week opened its 100th store at the new Haywood Mall in Greenville, S.C. In celebration of its 20th year and the new store opening, the chain gave its customers 100 ways to win prizes. Among the prizes were 100 bubbles (a bottle of champagne), 100 spools (a bicycle), 100 albums (10 albums to 10 customers), and so on. Three lucky winners got a chance to talk with a recording artist for 100 seconds. Record Bar also hosted a cocktail party on the eve of the opening, July 30, with Gene Kelly and the Haywood Mall Dancers. A great time was had by all.

**WEA Contest** — The 13-week promotion for the national Jackson Browne "Hold Out" display contest, ending Sept. 9, has been divided into four qualifying regions — New York/Los Angeles, Boston/Philadelphia, Cleveland/Atlanta and Chicago/Dallas. The three top winners in each region will receive $1,000. There will also be an unlimited number of $25 honorable mention cash prizes. A grand national prize winner selected from the four regions will receive $1,000 in cash. All WEA sales reps, field merchandisers, and ERA promotion reps are eligible. Eight WEA employees can now proudly wear the title of "automobile barons" as the result of winning shares of stock in American Motors Corp., the regional prizes given away by Virgin Records in the recent Motor Trend National display contest. The winners were Wally Gann, Charly Cates, Tony Carrado, Jim Bottson, Dee Neuman, Frank Kraus, Jerry Wo and Ed Hall. Atlantic and WEA together are offering the following merchandising aids for breaking a new act: Whitenake, as well as a new label, Mirage — die-cut streamers, 1x5, 2x5 (mounted and unmounted), in-store videos and personality posters.

**Doctor's Apothecary** — This weekend, Radio Doctor & Records is having a live remote from the store with local radio station WLUM/Milwaukee. While this is happening so will the Kool Jazz Festival and also the drawing for the R.E.O. Speedwagon jet box that comes from CBS.

**Tee Time** — Attention all you hopeless golfers, the seventh annual "Poke N' Hope" will be held over the next few weekends at the beautiful but daunting Deer Valley Golf Course in Parkersburg, Ohio. Dog Ear Promo — Dog Ear Records, together with Midwest Music Marketing, has been working on several promotions lately. Most recently has been the push with the Fame soundtrack on RSO. Advertisements with several area papers and point-of-purchase displays at all six locations have led to rising sales.

**Regional Breakouts** — Bob Marley and Rick James breaking out in the East and West. Whitenake in the Midwest. Noel Pointer in the South. Although they haven't charted yet, Hall & Oates show some breaks in the East and West, along with the McVicer soundtrack.

**Quick Coverage** — Send items and photos for What's In-Store to Cash Box, 6636 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.

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**Top Singles Breakout of the Week**

**Hey There Lonely Girl** — ROBERT JOHN — EMI-AMERICA

**Top Album Breakout of the Week**

**FULL MOON** — CHARLIE DANIELS BAND — EPIC

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**Big Brass In-Store** — Toronto-area Sears stores recently hosted the Canadian Brass during a day of mini-concerts and autograph sessions to promote the ensemble's latest album — A Long Way From Its Beginnings, which was recently released on the Moss Music Group Label. Shown during one of the in-store sessions in the top row are (l-r): Julian Rice, vice president of marketing, Moss Music; Giselle Cline, A.R.S. records marketing manager; Grega Page and Ronald Rumm of the Brass; Linda Porteous, A.R.S. records manager. Pictured kneeling are (l-r): David Johnston, Sears division manager; and Gene Watts, Fred Mills and Chuck Daalenbach of the Brass.
ARGENTINA

BUENOS AIRES — Hecho Cuomo, general manager of the local CBS branch, Miguel Angel Torrecuadrado of the CBS department and Diego Verardo, commercial manager of the company, will attend the International CBS convention to be held in Miami in a couple of weeks. CBS will present local product and artists at that gathering.

Mario Kaminsky of Microphon reports that his company will move to new head quarters next April, after the end of the lease of its current location. Microphon bought a 1,500 square meter lot with three-story building, very near from its current offices. Most of the telephone lines and telex numbers will remain the same, but the new address, effective next year, will be Róbambo 280, Buenos Aires.

EMI is releasing the long-awaited “McCartney II.” LP from Paul McCartney, which is expected to reach a high position in the local charts, due to the popularity of the former Beetles and the success of his latest waxings. On the local hand, there is strong work in behalf of Gian Franco Pagliaro, whose new LP is also running smoothly.

Phonogram’s Leo Bentivoglio reports that there will be a cocktail party for the press in drive-picture division (the A&M department, album, recorded here. Susana has been extremely successful with personal stints at the Mexican stage and recording studio and will now appear at the giant Sam Martin Theatre with her traditional and contemporary tango songs.

RCA’s Carlos Illana is working on the building of a strong promo campaign for Jairo, who will be arriving here in a few weeks. Jairo was formerly working in Europe and will also come to introduce his repertoire of Mexican songs with mariachi backing. The premiere of the movie Can’t Stop the Music is also receiving attention.

Silicamerica’s president Nestor Selasco and his company have been previously praised by hispanaexec Luis Calvo for a job well done promoting the recent visits of chantress Mari Trini and tenor Pedro Marin, who came here to Buenos Aires as part of a Latin American trip. Marcial Helgueta, another hispanaexec topser, also came with them.

ITALY

ITALIAN DATING LINE

ARGENTINA

The Netherlands

HILVERSUM — A big shock went through Dutch show business. CNR director Ruud van Driel, who was due to step down at the end of his post Sept. 1. Heading a promising and winning outfit, Wijnants is taking Careere director Hans van der Woude’s, who was due to take over with Rolf Bayer from Germany’s Roba Music, they will start a new production unit called T.T.R. Productions. T.T.R. will operate in the country. Bill Koenigs, head of Wijnants, says that he is interested in the American money knowing Warner Bros. as financiers. Wijnants is expected to take part of his artist roster in the new outfit, although Willem van Kooten, temporarily successor of Wijnants and Holland’s biggest music industry mogul, is trying his best to keep CNR’s team together. But now that has become clear that EMI Holland’s general manager, Cees Baas, will become the new head of CNR.

More interesting news comes from Billboard’s Benelex edition. After trimming the original format to a much smaller book, Ron Heymans is leaving the magazine as editorial coordinator to join Billboard’s biggest competitor, Music in Focus. Rumour has it that Billboard Benelex will not survive the fall storms.

Lucio Battisti, Italian singer and Sun van Beek, marketing manager. Van Beek has tried to establish a promo magazine called De Platnerwoord ("Record World"), but as consumer’s reactions were low, Arlotta decided not to continue this expenditure. Van Beek will now try to publish this magazine through Almere Publishers.

Moving up is Pieter van Driel, being a promo hustler for Ariola, van Driel is now following the footsteps of Paul Corduwen as professional manager of Intersong Basart Publishing. Former Herman Brood...
Spain

MADRID — Egberto Gismonti (Edigsa) surprised jazz fans with a concert here recently. "Samba," his second album, has also been well reviewed... Uriah Heep (Ariola) gave performances in La Coruna and Pontevedra on its way to Portugal. The band played six numbers on its visit to Madrid to push its new album, "Conquest..." EMI-Odeon promo exec affirm that Spain is the U.K.'s most independent... The concert would be recorded. The Rolling Stones' "Emotional Rescue" LP... After a taping a TV show here, the Band in Pocket (Hispavox) gave one of the most entertaining press conferences in years...

One of the most representative U.K. new wave bands, The Pretenders, fronted by vocalist Chrissie Hynde, arrived in Madrid. The group did a TV show and gave a press conference in which they spoke of their past, present and future, including an LP projected for Fall release. Their single, "Brass in Pocket" (Hispavox) gave one a big hit... Many problems at Lou Reed's Madrid concert. The gig was held at a football stadium and the sound was not all that the artist could wish for. After 20 minutes, Reed left, and in the ensuing melee, equipment left on stage was destroyed... Harry Nilsson's "A New Boat" LP is for future concerts. The first victim was the Bob Marley & The Wailers show scheduled for June 28 and suspended at the last moment...

The renowned German composer and orchestra leader Bert Kaempfert died on June 22 in Palma de Malorca. Kaempfert best known for "Strangers In The Night, "Spanish Eyes," and "A Swinging Safari," was used to spend a good deal of time in Spain. Matchbox, Anglo-American band (Columbia), gave a great concert at the Monumental theater in Madrid. It was without a doubt one of the most con- certed of recent months. The country was mixed in an atmosphere reminiscent of the parties of the '60s. After the show, the record company threw a big party with informal atmosphere.

United Kingdom

LONDON — Molton's first announcement from its new base in EMI's Mayfair Square headquarters, was about Steve Wonder and his plans to tour Europe early in September. London dates set for September 14, "Hotter than July."

Young Blood Records and the Kelly Girl Records have teamed together in what would seem to be a unique form of sponsor- shop advertising. The record label, one of the U.K.'s more independent... The concert would be recorded.

In town this week are the Village People to promote their first film, Can't Stop The Music. Probably Allan Davis left California for Japan, leaving an EMI films spokesperson to express the belief that despite the disco-ban threat, he found the concert was so successful that it was felt the film would do well "provincial-wise."

The London insurance world panicked at Paul McCartney's plans to capitalize on the success of his single, "Waterfalls," by co-starring in a promotional video with an eight-foot, six-inch polar bear. After the bear was moved back to the more northerly region of 40,000 pounds ($92,400), plan B was adopted, which involved insurance for the arrangements of the news, the airport and the en timeZone edition. In exchange for the use of the bear's facilities for the British television chain, sales promotions, and the London International Student Symphony Orchestra, the insurance company, will fight for the "rights" of the new single in exchange for a royalty on the "rights" of the new single... In exchange for the use of the bear's facilities for the British television chain, sales promotions, and the London International Student Symphony Orchestra, the insurance company, will fight for the "rights" of the new single in exchange for a royalty on the "rights" of the new single...

Tapes Up, Discs Stable In Japan's Summer Season

TOKYO — Booming tape sales characterized the retail activity in Tokyo and Yokohama during Chugen, the special season for Japanese summer merchandise in Japan. Focused on the first two weeks in July, Chugen sales for retailers rose up to 40% through July... The result was an increase in sales of over 20% in Japan.

For the Asakusa-Yoroi chain, sales were reported to be fairly good for the season, with tapes showing excellent improvement. Total sales were three-to-four percent up from last year.

Records Down

However, record sales were not up to par. Sales of records have not significantly increased since the summer season last year's totals. At the Ikebukuro-Diskport-Setu retailers, tapes led the way as sales for the season. Sales were up over last year's by 25%. For the second week in July, sales maintained the pace, increasing 23% over last year.

The Ginza-Yamano-Gaki retailers, also bolstered by large tape gains, reported a 40% increase in sales over the same period last year. Tape sales were up by over 50%, while record sales showed an increase of 10% over 1979's summer season. Finally, for the Yokohama-Diamond- Malti retailers, the summer season ended with a seven percent increase in sales over last year.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN LPs
1. Solid State Survivor — Yellow Magic Orchestra — Aka
2. Joshie & Flo — Joshie & Flo — Aka
3. Kasebo — Eikichi Yazawa — Warner/Pioneer
4. Takamasa Taniyama — Taniyama — CBS
5. Suburu — Shinji Tanimura — Polydor
6. Satoru Watanabe — Music Box — Victor
7. Mr. Black — Channels — EMI
8. Indio y Membrillo — Nemesis Music — EMI
9. T-Wave — Masatoshi Takanaka — Polydor
10. Emotional Rescue — Rolling Stones — CBS

TOP TEN 45s
1. Dancing All Night — Monika & Brothers — Nippon/Philogram
2. Alto del Viento — Yugoslav Orchestra — CBS
3. Nightingale — Epic/Sony
4. From Where I Stand — Kiyoshi Kurumura — Technicolor
5. Wake Atoruru Sakura Hiko — Los Indios Silva — Polydor
6. Sabu — Hero — EMI
7. Yes-No — Of Course — Toshiba/EMI
8. Rocko & Roll Widow — Momoe Yamaguchi — CBS/Sony
10. Minoru Kayakiel — Takah Hirochi & Nippon Polydor

New Zealand

TOP TEN LPs
1. Storyteller — Danika Wilson — CBS
2. Emotional Rescue — Rolling Stones — EMI
3. The B-52's — B-52's — EMI
4. Geordy — Ultimate Jazz — Toshiba/EMI
5. True Colours — Split EMI — Toshiba/EMI
6. The Beatles — The Beatles — Toshiba/EMI
8. Off The Wall — Michael Jackson — EMI
9. Live For Life — Ne-Yo — EMI
10. Rockability Rebel — Major Matchbox — Festival

Cash Box/August 9, 1980
Game Plan Gets Additional Funding Via B&L Agreement

CHICAGO — Bliss & Laughlin Industries Inc. and AES Technology Inc. of Elk Grove Village, have entered into a joint agreement in principle for the sale of all or a portion of the assets of AES to Bliss & Laughlin. AES is the parent company of financially ailing Game Machine Company. The agreement in principle is subject to the satisfaction of certain conditions, including but not limited to the agreement and execution of a definitive agreement between parties which is expected to be negotiated shortly. The agreement provides for the sale of AES Document Processing and Control Business to Bliss & Laughlin but excludes the sale of Game Plan, Inc., a wholly owned subsidiary of AES Technology Systems, Inc.

The purchase price is $15 million in cash plus royalties based on gross revenues arising out of the sale or lease of AES equipment by Bliss & Laughlin for a term based upon the life patent relating to the slot machines being acquired plus five (5) years. The transaction, which is a taxable transaction, will result in a tax liability of AES reduced by AES current tax loss carry forward). Under the terms of the agreement Bliss & Laughlin will acquire the name AES Technology, Inc., a product used by banks and industries in the area of document processing and control services (the earliest of which expires in approximately 10 years), and the AES Technology envelope opener with patents (the earliest of which expires in approximately 17 years).

Provides Capital

The agreement will allow AES to retire its debt and provide sufficient working capital for the Game Plan subsidiary, which has continued to experience cash flow difficulties and losses. The sale of the business manufactures and markets coin-operated amusement games and slot machines. The agreement has been approved by the board of directors of Bliss & Laughlin and AES Technology Inc. and by the majority stockholders of AES. It is expected that a definitive agreement will be completed within the next several weeks. In the interim, Bliss & Laughlin has delivered $1 million to AES as an earnest money deposit to be converted to subordinate term loan in the event the agreement is not consummated.

At the announcement of the agreement, Wendell McAdams, vice president and general manager of Game Plan, issued the following statement to company employees: "We are happy to announce that Game Plan has resolved its financial problems (continued on page 39).

Exhibitor Space Is Sold Out For 1980 AMOA Exposition

CHICAGO — Prior to the end of June, all exhibit space for the 1980 AMOA International Exposition was reserved, and a number of exhibitors were placed on a waiting list pending the availability of space through cancellation. "Never before have we had a sold-out show at this early date," stated Fred Granger, the association's executive vice president. Show dates are Oct. 31 through Nov. 2 at the Conrad Hilton Hotel here.

Important Showings

Considered by many to be the most important industry meetings of coin-operated music and games equipment in the world, the 1979 exposition attracted more than 1000 foreign visitors and foreign participation has progressively increased each year.

A Full Line of Coin Operated Recreational Tables from American Shuffelboard Company

"The House That Quality Built"

Game Plan's Cocktail Table Is New Model Released By Midway

CHICAGO — "Our new "Extra Bases" cocktail table model baseball game creates extra opportunities for operators," said Stan Jarocki, Midway's vice president of marketing, of the new line of baseball games. "Its attractive style and compact size opens doors to new types of locations like fast food restaurants, bowling alleys, convenience stores, lounges. And, it's a great producer of extra earnings for regular arcades and game rooms."

This sit-down style game provides extra confort and encourages more play in places where waiting-to-be-served time is made more profitable for location owners, he pointed out. Just as it is in the standard arcade upright version, Midway's Extra Bases cocktail table offers fascinating play action for one or two players, the "flip-top" screen of the game and all of the realism and excitement of America's favorite pastime.

Features include a colorful playfield, controlled pitching, continued running for extra bases, topping scoring plus such exciting sounds as cheering crowds and exploding home runs. The screen displays score, innings, balls, strikes and outs.

Variable Pricing

One or two players can play the first full inning for a set fee of ten quarters, or the second inning for subsequent single coins. Midway advised that a special bonus SBA dollar coin kit is being made available 'Extra Bases' which enables one or two players to pay a full nine innings.

The Extra Bases cocktail table model measures 29 inches high, 22 inches wide and 32 inches deep. It is available through Midway distributors of Bliss & Laughlin; the game may be obtained by contacting the factory at 10750 W. Grand Ave., Franklin Park, Ill. 60131.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. OLD-FASHION LOVE COMMODORES(Motown M 14689F)
   2. EMOTIONAL RESCUE THE ROLLING STONES(Rhino/Rolling Stones/Atlantic 20001)
   3. I CAN'T LET GO LINDA RONSTADT(Astrowest E-4605A)
   4. HOT ROD HEARTS ROBBIE DUPREE(Elektra/E可爱的 74500)
   5. HEY THERE LONELY GIRL ROBERT JOHN(EMI-America 8049)
   6. UPSIDE DOWN DIANA ROSS(Motown M14594)
   7. FAME/IRENE CARA(Almo PD 1093)
   8. HE'S SO SHY PINTER SISTERS(Planet-P 47916)
   9. LATE IN THE EVENING PAUL SIMON(Warner Bros. WB 45911)
   10. ALL OVER THE WORLD ELECTRIC LIGHT ORCHESTRA(ARISTA 41285)

TOP NEW COUNTRY SINGLES

1. CLYDE WAYLON(LRCB-10077)
   2. STAND BY ME MICKY GILLEY(Yasylum/Full Moon E-46640)
   3. LOVE THE WORLD AWAY KENNY ROGERS(United Artists-UA-K 13989)
   4. COWBOYS AND CLOWNS RONNIE MILSAP(Napa PB-13266)
   5. MAKING PLANS PORTER WAGONER & DOLLY PARTON(RCB-11893)
   6. IT'S TOO LATE JEANINE PRUETT(MCA 00105)
   7. LET'S KEEP IT THAT WAY MAC DAVIS(Casablanca NR 2988)
   8. DO YOU WANNA GO WHERE I'M GOING SHEPPARD(Warner Bros. WB 48151)
   9. OLD FLAMES CAN'T HOLD A CANDLE TO YOU DOLLY PARTON(RCB-12065)
   10. HEART OF MINE THE OAK RIDGE BOYS(MCA-41286)

TOP NEW R&B SINGLES

1. WE SUPPLY STANLEY CLARK(Epic E-10490)
   2. BACK STROKIN' FATBACK(Atlantic/Polydor SP 3012)
   3. GIVE ME THE NIGHT GEORGE BENSON-WARNER BROS. WB 49505
   4. RESCUE ME ARIANA(Warner Bros. WB 48880)
   5. REBELS ARE WE CHIC(Rhino-Chic 3665)
   6. BEYOND HERO ALPERT & ACM(EMI 22948)
   7. COME CARY YOUR POCKET MONEY MARY計劃(Capricorn C3221)
   8. GIRL, DON'T LET IT GET YOU DOWN THE JAYS/TFTP/CBS-259 4790
   9. SEARCHING CHANGE(EBC/Warner Bros. RCS-49512)
   10. HEART OF MINE THE OAK RIDGE BOYS(MCA-41286)

TOP NEW DANCE SINGLES

1. ROLLER SKATE VAUGHN MASON & CREW(Bronswick 8150)
   2. MAGIC OF YOU (THE WAY) CAMERO(Electric RCA S 27 2124)
   3. PARTY ON PURE ENERGY(Phoenix PPF 311)
   4. I LOVETH TRUSSLE(Elektro E-46884)
   5. SEARCHING ORANGE(RECORD INC. Bro. RCS-49512)
Cash Box/August 9, 1980

Action Delayed On H.R. 997

CHICAGO — AMOA members have been advised that action on H.R. 997, otherwise known as the Danielson Bill, has been postponed. Rep. Danielson, the bill's sponsor, is said to have informed the Chairman of the House Judiciary Subcommittee of his plans to postpone the bill for "future consideration."

Kayen Expanding Belam Territory

STAMFORD — The Irving Kaye Co. announced the expansion of the market areas covered by Belam Florida Corp. Effective immediately, the counties of northern Florida and southern Georgia have been added and Belam is now the exclusive Kaye distributor for the entire state of Florida, according to the prominent pool table manufacturer.

Commenting on the announcement, company executive Howard Kaye stated, "The Belam Florida Corp. is one of the most dynamic distributionships in the nation today, and we believe this realignment and expansion of Belam's territory will aid their sales efforts and provide even more strength for the Kaye company products in the state of Florida."

To back up the move, some special promotions are already underway. Large, stuffed lions will be given away to all volume purchasers of the new "Lion's Head" model pool table and, additionally, a sweepstakes is being held where any operator purchasing a new Kaye pool table between now and Nov. 1 will be given an entry in a drawing for one of the prestigious Lion's Head model pool tables. The drawing will be held, and the table awarded to the winners, at this year's AMOA convention, which will take place Nov. 3 through Nov. 2, at the Conrad Hilton Hotel in Chicago.

Game Plan Gets Additional Funds

(continued from page 97)

problems and will now be able to go forward and assume its rightful place in the coin machine industry. Game Plan has not changed ownership and will continue operation under the same general management team. It is of the utmost importance that every one of our best efforts to design and manufacture innovative, high quality products that will improve our position in the marketplace. This will assure that all employees will benefit from a profitable, well operated organization."

If passed, the bill would increase the present $5.60 jukebox royalty fee by $1, for distribution to record manufacturers and artists.

AMOA is confident that the association's strong opposition to H.R. 997 and membership participation in a letter writing campaign to congressmen played an important role in the postponement.

Other Washington Issues

In addition to the Danielson Bill, AMOA is currently representing the industry's position in Washington on the following: the CRT jukebox royalty rate review hearing, the CRT location list regulation (now in the U.S. Court of Appeals) and the mechanical rate review hearings, currently before the CRT.

So that this important work may be carried on, AMOA is once again appealing for contributions to the Legal Action Fund. Operators are asked to base their donations on the number of machines on the route, at $1 per machine and the appeal for funds is extended to everyone in the coin machine industry. Contributions are to be mailed to AMOA at 35 E. Wacker Drive, Chicago, Ill. 60601.

Bally Announces Record Earnings For 2nd Qtr., Half

CHICAGO — Bally Manufacturing Corp. reported record earnings for the second quarter and first half of 1980, reflecting strong performances from all operating divisions.

Bally's net income for the quarter ended June 30, 1980 was $14.4 million, or 54 cents a share, up from $11.9 million, or 44 cents a share, a year ago. Revenue increased to $178.4 million from $138.4 million.

For the first six months, earnings were $22.4 million, or 85 cents a share, on revenue of $330.9 million. This compared with earnings of $21.9 million, or 83 cents a share, on revenue of $190.5 million the year before.

Bally's Atlantic City gambling casino, Bally's Park Place, produced second quarter earnings of $1.2 million, or five cents a share, on revenue of $51.1 million. This contrasted to the previous three months when the 83% owned casino and hotel subsidiary posted a $4 million loss.

Robert E. Mullane, chairman and president, commented, "We fully expect 1980 to be another record year in revenues and earnings."
The weatherman has certainly dealt some mean blows in these pasts during the month of July, resulting in considerable personal loss and inconvenience for area residents. First of all, there was a heat wave with temperatures hitting 101 degrees for a period of several days, interrupted briefly by a night of near-tornado winds ranging from 75-85 m.p.h. and climaxing (we hope) by a thunderstorm on the 20th with top speeds in excess of 5 inches of rain, was accompanied by 50 m.p.h. winds, felled hundreds of trees throughout the county and suburbs and left thousands of homes without power for long periods of time. Flooding of basements, garden apartments and major transportation arteries was a serious effect of the latter storm. Cash Box checked with various trade people in the area who reported sporadic incidents of personal losses but for the most part business was at its normal pace for this time of the year.

COCKTAIL TABLES OF ALL VARIETIES, along with upright video games dominate the best seller list at Empire Dist., according to proxy Jerry Marcus. Among new models expected to arrive shortly are Atari's "Missile Command" and Gremlin's "Carnival." Both are awaited with anxious anticipation. Jerry told us he's all for the 50 cent video play being introduced on "Missile Command" by Atari. "I think every operator will encourage it," he told Cash Box. "I feel every operator wants it and realizes that 50 cent play is very necessary at this time - so it will work." Besides which, Jerry added, if the game has the appeal, people will play it — at 50 cents.

INDUSTRY CALENDAR


Oct. 7-9: Int'l. 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, Manicot, Wis.


Oct. 31-Nov. 2: AMA, annual exhibition; Conrad Hilton Hotel, Chicago.

Nov. 22-24: IAAPA annual convention; Rivergate, New Orleans, La.

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**EMPLOYMENT SERVICE**

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**RECORDS**

**COIN MACHINES FOR SALE**

**CONVERSION CARTRIDGES**

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**Cash Box** August 8, 1980

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<td>LAURA GRAHAM (Warner Bros. BSK 3447)</td>
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<td>THE CRUSADERS (MCA-5106)</td>
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<td>AL JARREAU (Warner Bros. BSK 3434)</td>
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<td>48 NAUGHTY</td>
<td>CHANK KHAN (Warner Bros. BSK 3365)</td>
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<td>49 ABOUT LOVE</td>
<td>GLADDY KNIGHT &amp; THE PIPS (Columbia JCD 35297)</td>
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<td>50 MICKEY MOUSE DISCO</td>
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<td>51 H</td>
<td>BOB JAMES (Teeton Zee/CBS JCD 34622)</td>
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<td>52 PRETENDERS</td>
<td>(Sire SM 6008)</td>
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<td>53 THE LONG RUN</td>
<td>(Atlantic)</td>
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<td>54 PEARLS: SONGS OF GOFFIN AND KING</td>
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<td>SPINNERS (Atlantic SD 1978)</td>
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<td>57 BRITISH STEEL</td>
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<td>WILLIE NELSON &amp; RAY PRICE (Columbia JCD 34670)</td>
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<td>62 COME UPSTAIRS</td>
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<td>63 ROMANCE DANCE</td>
<td>KIM CARNEGIE (Arista CD-1200)</td>
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<td>64 THE SON OF ROCK AND ROLL</td>
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<td>65 ME MYSELF I</td>
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<td>66 AFTER MIDNIGHT</td>
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<td>68 THE GLOW OF LOVE</td>
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<td>(Backsnet/MCA-6015)</td>
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<td>71 JOY AND PAIN</td>
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<td>ARMINOSTRA (Warner Bros. BSK 3336)</td>
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<td>74 HOT BOX</td>
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<td>(E.B. 2671)</td>
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<td>77 LOVE STINKS</td>
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<td>78 CHIMPUNKY</td>
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<td>83 LET ME BE YOUR ANGEL</td>
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<td>84 MAKE A LITTLE MAGIC</td>
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<td>85 ROSES IN THE SNOW</td>
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<td>86 KENNY</td>
<td>KENNY ROGERS (United Artists UA-954)</td>
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<td>87 PLAYING FOR KEEPS</td>
<td>EDDIE MONEY (Columbia FC 36514)</td>
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<td>94 GO TO HEAVEN</td>
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<td>95 special things</td>
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<td>96 TWO PLACES AT THE SAME TIME</td>
<td>RAY PARKER JR. &amp; RAYDIO (Arista CD-1200)</td>
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<td>97 ALL THE PARTS</td>
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<td>99 AIL-1 3603</td>
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<td>100 LIGHT UP THE NIGHT</td>
<td>(Atlantic)</td>
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"If George had never sung a note in his life, his guitar could have done his singing for him and certainly no one would have thought there was anything lacking. But sing he did, and on this record he shows that he is light years beyo-d being a guitar player who a so sings. For me, that artistic growth is what it's all about."

—Quincy Jones