**EDITORIAL**

**Enough Is Enough**

The recent report that the Federal Communications Commission (FCC) may forego further penalties against RKO General brings up some interesting points. RKO has already been ruled "unfit" to hold three of its television licenses because of its involvement in the illegal conduct of its parent company, General Tire and Rubber, and it stands in danger of losing its remaining television license and 12 radio licenses.

Both General Tire and Rubber and RKO General have admitted practices that included coercion of clients in the area of advertising, and both acknowledged that the same people were in charge at each company. RKO, then, was a participant all along in some of the misdeeds of General Tire and Rubber, and the plea to not fault the child for the sins of the parent does not hold water in an objective light. The child and parent worked as a team in some of the illegal deeds.

However, complete dismantling of RKO General may not be the right solution either. Sure, the company participated in grievous misdeeds and therefore should be punished accordingly; but there are also many innocents who will be hurt out of proportion to the misdeeds committed. Many talented radio people—programmers, station managers, engineers and others—could lose their jobs, and an efficient radio chain will be destroyed.

**Cash Box** urges the FCC to carefully consider all that is at stake. While we agree that all who corruptly misuse the public airwaves and abuse the public trust should be punished to the full intent of the law, complete destruction of the operator is an overly harsh solution. RKO General has made many contributions to radio and television over the years; let's try to find a way to prevent further occurrence of the chain's misdeeds without destroying its potential for good.

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**NEWS HIGHLIGHTS**

- RCA Records bows autonomous black music division and names Ray Harris to head the unit (page 7).
- 'New Rock' anthologies assume significant role as an artist development and promotion tool (page 7).
- Labels take a harder look at lighter weight paper for album jackets (page 7).
- "Back On The Street" by Robert John and "Storm Windows" by John Prine are the top Cash Box Album Picks (page 18).
- "My Guy/My Girl" by Amil Stewart and Johnny Bristol and Mathew Fisher's "Why'd I Have To Fall In Love" are the Cash Box Top Singles Picks (page 24).

---

**SINGLES**

**ALBUMS**

**POP SINGLE TAKE YOUR TIME (DO IT RIGHT) PART 1**
The S.O.S. Band
Tabu/CBS

**B/C SINGLE**

**COUNTRY SINGLE**

**JAZZ**

**GIVE ME THE NIGHT**
George Benson
Qwest/Warner Bros.

**COUNTRY ALBUM**

**GOSPEL**

**TRAUMAINE**
Tramaine Hawkins
Light

---

**TOP POP DEBUTS**

**LOOK WHAT YOU'VE DONE TO ME** — Boz Scaggs — Columbia

---

**A MUSICAL AFFAIR** — Ashford & Simpson — Warner Bros.
"TRAFFIC" ... the rock title now available in English.
Recorded at Power Station, N.Y.C.

"Who d'you want me to be,
in your society
Tell me, angel or snake,
tell me, killer or fake?
Tell me how to survive,
wanted dead or alive,
Do you want me to die,
tell me where, tell me why"

Words: Lavilliers/Dufaure
Music: Lavilliers

LE MATIN
2/14/80
"A monster of muscle, violence and
tenderness, Lavilliers is sure of
himself and what he has to say,
like the music he brings bursting
out from behind his band..."

LE JOURNAL DES PUBLICITÉS
2/11/80
"He's got what it takes: a voice that
carries, rippling muscles, undeniable
presence and immediate public contact...
music hooks that hammer the guts"

Barclay International, 143, av. Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France. Cable: Barclaydisc / Telex: 620693 F.
Agency: Michel Martig, Gringos Management, 185, av. de Clichy, 75017 Paris, France.

*Producer: Richard Marsan
PARTIAL LIST OF PARTICIPANTS (As of July 30, 1980)

ASCAP (USA)
ATV Music (Canada)
AWA Radio Network (Australia)
Actual Music (USA)
Adventurer Touchdown Music (USA)
Amphonic Music (UK)
Ansona Music Publishing Group (USA)
Arrow, Edelstein, Gross & Margolis (USA)
Ars Polarna (Poland)
Arts & Music Organization (Nigeria)
Associated Music Pty. Ltd. (Australasia)
Atoli Music (France)
Aucassin Management, Inc. USA
Audio Latino Recording Co. (USA)
B K Music (UK)
BBC Radioplay (UK)
BMI (USA)
BRT & Assoc. Studios (USA)
Bagatelle S.A. (France)
Barrie & Ross Co. (USA)
Beat Records (Italy)
Belgian Music Publishers Association (Belgium)
Bellaphone Records (Germany)
E. Judith H. Bergman Law Offices (USA)
Bonnewiz Broadcast Consultants (USA)
Briammede Music (USA)
Broadcast (UK)
Bull Run Studios (USA)
CBS Records (USA)
CBS Records Intl. USA
CME Records USA
CRC Records USA
Cameo Records (Canada)
Canadians Originals (USA)
Capital Magazine (USA)
Capitol Magnetic Products (USA)
Capital Video (USA)
Carrere Records (UK)
Carablanca Records & Filmworks (USA)
Cash Box (USA)
Century Broadcasting Inc. (USA)
Chappell Music (UK)
Chappell Records (UK)
Cinexvox Records (Italy)
Coal Miners Music (USA)
Collector's Classics (USA)
Columbia Pictures Home Entertainment (USA)
Columbia Pictures Publications (USA)
Continental Consult A/S (Norway)
COPRODISA (Ecuador)
Country Music Association
Crossway Promotions (USA)
Edizioni Caro (Italy)
D.I. Music (UK)
Decca Record Co. Ltd. (UK)
Dee Jay International (USA)
Dennis & Lace Productions (USA)
Der Musikmarkt (Germany)
Dig It Int'l Records (Italy)
Discos Bisaurdi (Spain)
Disconet (USA)
Dist. Sonografica Venezolana (Venezuela)
Double Doubleweb Productions (USA)
Drake-Chenault Inc. (USA)
Edmusica (Colombia)
Eleven Music (Italy)
Emergency Records (Australia)
The Entertainment Company (USA)
Esmond Industries Inc. (USA)
F.L.I. de Angeli (Angeli)
Falcon Records (Canada)
Paul Farberman, Esq. (Canada)
Fabrika de Discos Fuentes Ltda. (Colombia)
Five 10 Productions Inc. (USA)
GMG Records (Germany)
GPR Pty. Ltd. (Australia)
G.R.A.F. Records (Canada)
Getland, Breule, Macnow, Renfert & Feldman (USA)
Girig & Lipson (Attorneys) (Canada)
Global Music Group (Germany)
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Mento Music Group (Germany)
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Monarch Records (Australia)
Morning Music (USA)
Motown Records (USA)
Music Box Record Co. (Greece)
Music Label (Japan)
Music Publishers Consultants (USA)
Music Resources Int'l Corp. (USA)
Music Retailer (UK)
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Musica E Danza (Italy)
Musicaq (Argentina)
Musique (USA)
Musicvideo (Belgium)
Musicvideo Verlage (Germany)
Mutual Broadcasting Network (Canada)
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National TV (USA)
National Black Network (USA)
Nessandra Productions & Productions (UK)
New On The Charts (Australia)
Noisquat Merchandising Ltd. (USA)
Nova Entertainment (Australia)
Orion Master Recording (UK)
Oshungbowu Music Promotions (Nigeria)
Paramount Pictures
Home Entertainment (USA)
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Record World (USA)
Remipa (France)
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Rock Steady Promotions (USA)
Rockoko Productions (Germany/USA)
RockBox (USA)
Ron Hays Music Image (USA)
SMV Schacht Musik Verlag (Germany)
SWS Organization (USA/Sweden)
Salsoul Records (USA)
San Juan Records & Tapes (UK)
Sarnton Productions (USA)
Schacter & Schramm (Attorneys) (USA)
Schuelke Radio Produktion (USA)
Screen Geks EMI (USA)
SESEC (USA)
7 Records Pty. Ltd. (Australia)
Show Business (USA)
Showpress (Spain)
Siegel Music Companies (Germany)
Skifield Productions (USA)
Sogedi (Belgium)
Southern Broadcasting (USA)
Sparta Florida Music Group (UK)
Spector Records Int'l (USA)
Starbourn Productions (USA)
State Records (UK)
Stryg Records (USA)
Sunrise Theatrical Enterprises (USA)
Swedish Radio Co. (Sweden)
T.P. Productions (USA)
Tambo Consultants Inc. (Canada)
Tracatol Productions Ltd. (UK)
Tremis Disques (France)
Tumbleweed Music Pty. Ltd. (Australia)
20th Century Fox Music Publishing (USA)
Ultra Records (Canada)
Valentine Music
Viacom International (USA)
Michele Vincenzi Co. (Italy)
Video Marketing (USA)
Video Store (USA)
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WABX FM Radio (USA)
WBLS FM Radio (USA)
WEZ AM Radio (USA)
WGPW AM Radio (USA)
WINS AM Radio (USA)
WPTF FM Radio (USA)
WOAW AM Radio (USA)
Walter Hail Enterprises (USA)
Wagner Bros. Music (Australia)
Wagner Bros. Records (USA)
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Weiman Productions (Italy)
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Witachi & Company (Switzerland)
Young Blood Records (UK)

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Labels Test New Rock With Spate Of Anthology Releases

by Richard Gold

NEW YORK — The surge of multi-artist anthology album releases by major and independent labels indicates that the recording industry is relying on the configuration to expand beyond its traditional role as a promotional sampler. As the grassroots “new music” movement continues to proliferate in the United States and the U.K., record companies are increasingly turning to anthologies as a means of developing new roster artists and testing the market appeal of unknowns. Significantly, the new anthologies are being produced to stand as commercial entities in their own right, aimed at a factional, but dedicated audience of listeners and record buyers.

The Warner Bros. “loss leader” series, dating back to 1969, is an important forerunner of the new breed of anthologies. The latest release in the series, a two-record set titled “Troublemakers” was compiled, using the unifying criterion that all of the music “could be considered new wave, or ancestors of new wave,” according to Jim Bickhart, an independent consultant to the label and the producer of the anthology. Bickhart said that “Troublemakers,” like its predecessors in the loss leader line, was designed as an artist development tool. “The album was specifically aimed to expose artists who don’t get much airplay,” Bickhart said, pointing to the inclusion of anarchic groups like the Gang of Four and Public Image Ltd., and artists with “cult” followings like Jonathan Richman and the Modern Lovers.

Lenders Agree To Korvettes Plan For Restructuring Debt

by Leo Sacks

NEW YORK — Korvettes Inc., the New York department store chain whose deposits were seized Aug. 8 by three major banks as part payment for the retailer’s $55 million debt, said last week that it had reached an agreement with its lenders and its parent company, the Agache-Wilot Group of France.

Under the plan, the banks will return the deposits, which are estimated at between $5.5 million and $8 million. In return, Agache-Wilot will make a “substantial” cash contribution to Korvettes — one of the most aggressive record merchandisers in the New York area — which will be operating with cash flow difficulties. A spokesman for the parent company.

CONTINUED ON PAGE 52

RCA Records Establishes New Autonomous Black Music Unit

by Leo Sacks

NEW YORK — RCA Records, in an unprecedented move, has established an autonomous black music division. Ray Harris, RCA’s division vice president of black music marketing, has been named division vice president of black music and will head the new unit. He will report to the division vice president of RCA Records, a post currently held in an acting capacity by Robert Summer, president of the label.

Harris will retain his present marketing responsibilities for black music product on RCA and its associated labels in his new position. In addition, he will oversee the division’s A&R activities. Under RCA’s previous structure, black music signings were overseen by Ed DeJoy, the label’s division vice president of A&R. Marketing functions were overseen by Jack Chudoff, RCA’s division vice president of marketing, to whom Harris reported.

Harris said that his “immediate concern” was to appoint an executive to head the division’s A&R department. The post is one of six new positions that Harris expects the department to fill by the end of 1980. Last week, Bill Staton, the label’s director of national black music promotion, was named division vice president of black music promotion. He will report to Harris.

In an interview, Summer explained that the impetus to expand the black music department was based upon the chart success enjoyed by RCA and its associated labels, including Solar, 20th Century and Salsoul, since 1979. “Our Nashville operation has greatly benefited from a similar strategy,” he commented, “and we are confident that this change — which gives, full departmental status to the black music group — will improve the opportunity of our artists and the labels we represent.”

Labels Experimenting With Lightweight Album Jackets In New Economy Move

by Michael Glynn and Mark Albert

LOS ANGELES — Warner Bros. and Capitol Records, among other major labels, are currently testing the viability to 20- and 18-page paper for album jacket covers in what may herald an industry-wide economy move towards lighter weight paper board for LP covers. With 22-point board currently the industry standard for album jacket covers, jacket manufacturers and label representatives project that the lighter boards could mean at least a 4-5% saving over current manufacturing costs.

“We are basically looking for any way possible to reduce production and manufacturing costs,” said Rick Wietser, Warner Bros. executive director of production. “Spiraling inflation and increasing paper costs, which have gone up as much as 12-14% per year and more, continually impact our manufacturing costs, particularly on catalog and re-run product.”

Floyd Ginlert, executive vice president of Shorewood Packaging Corp., a major album jacket manufacturer, noted that saving “of the order of 0.2% of a cent per unit” could be realized now by a partial move to lighter weight board, but added that until an industry-wide jump to 18-page paper board is effected, “what you’d save in manufacturing costs would be negated by pressing and inventory expenses.”

Both jacket manufacturers and label reps indicated that standardization was essential to achieve significant cost reductions, due to the fact that paper stock inventories vary for different board weights. Standardizing the 18-page board would mean a reduction in inventories and supplies, as well as labor expenses for taking inventory and re-filling presses to accommodate the different board weights.

Arthur Kern, president of Ivy Hill Communications, Inc., another top fabricator.
AM Stereo Supporters Equally Divided On FCC Alternatives

by Michael Martinez

LOS ANGELES — Broadcaster equipment manufacturers and radio broadcasters appear nearly equally divided on alternatives before the Federal Communication Commission (FCC) regarding a decision to let the marketplace decide or to select a single system for AM stereo broadcasting. AS Broadcast learned recently.

A majority of the equipment manufacturers, including Motorola, Harris Electronic Corp., Belar Electronics Laboratory and Magnavox, which gained tentative approval from the FCC as the sole system for AM stereo, feel that in order to avoid consumer and receiver manufacturer confusion and consequential non-acceptance, one system should be selected.

Some broadcasters, including one concerned with Island’s Goldstein Stresses Rapport With WB, WEA

by Richard Imamura

LOS ANGELES — The development of strong and efficient ties with Warner Bros. Records and WEA Corp. will be the top priority for Ron Goldstein, named last week to head the American and Canadian operations for Island Records. “We’re really ready to spring loose in a commercial way,” says Goldstein, “but most important, most vital, will be to get a strong relationship going between Island and Warner Bros.”

Nominated to the post of vice president, managing director, for island, Goldstein will head the label’s operations from New York. He will commune regularly to the west coast, where Island “will still have an office in the Warner Bros. building.”

Staffing for the west coast operations, however, will consist entirely of members of Island Music, the label’s publishing arm under the direction of Lionel Conway. Administrators, such as promotion and publicity, will be handled on the west coast by Warner Bros. personnel.

Diverse Roster

Featuring a diverse artist roster with such disparate talents as Bob Marley, Van Halen, Faith Hill, Robert Palmer, Third World, Stevie Winwood and Grace Jones, Island presents Goldstein with an interesting challenge. Island Chief Executive Blackwell has continually proven himself as a tastemaker, an innovator, and I really believe that acts like Marley, Palmer, Third World, Grace Jones and Stevie Winwood single out of radio stations called the Stations Committee for AM Stereo, support a system that would sidestep lengthy administrative proceedings and potential court appeals, and consequently permit expeditious implementation of AM stereo broadcasting.

AM stereo proponents’ comments came following FCC action to seek further information on the issue to support forthcoming rulemaking action on AM stereo. FCC spokesmen said the move was made to avoid such pitfalls as court appeals and administrative snarls.

Jeff Baumann, chief of the commission’s policy and rules division in the Broadcast Bureau, denied that the panel’s move to reconsider earlier indications that Magnavox would be the selected system had anything to do with opposition to such indications.

However, the new notice of intent to make rules regarding AM stereo includes a revised evaluation matrix used by the FCC’s technical staff to develop a recommendation. Following the FCC’s tentative choice of Magnavox, those opposing that decision encountered difficulty in obtaining a marketplace decision on which the original matrix is also included in the notice.

Despite divergent opinion on what direction the FCC should take in making AM stereo a reality, all those supporting such broadcasting desire a decision that would

(continued on page 25)

WEA Flexing Chart Muscles

by Mark Albert

LOS ANGELES — With 35 singles on the Cash Box Top 100 Singles Chart and four of the top five and seven of the top 10 albums on the Cash Box Top 200 Albums Chart, the WEA Corp., comprised of the Warner Bros., Elektra/Asylum, Atlantic and subsidiary labels, is currently the hottest record group in the country.

WEA’s 35 charted singles are nearly three times more than its closest competitor, CBS/Epic, which has 14. In fact, Atlantic Records alone has 15, including four on Atco and one each on the Rolling Stones, Scotti Bros., Mirage and Cotillion labels.

Elektra/Asylum is next with 12 including six on Elektra, three on Asylum, two on Full Moon and one on Planet.

Although Warner Bros. is third with a total of eight, six of the seven Warner Bros. singles are riding with bullets, and one

(continued on page 14)

NMPA To Supply Financial Data Requested by CRT

Washington — The National Music Publishers Assn. (NMPA) intends to provide financial data requested by the Copyright Royalty Tribunal (CRT) two weeks ago (Cash Box, Aug. 16). The information, to be supplied in aggregate form, will be gathered by the accounting firm of Prager-Fenton, New York, and will be submitted to the CRT as expeditiously as possible, according to Leonard Feist, NMPA president.

Data on earnings and expenses was requested by CRT at the conclusion of hearings on mechanical recording royalties. The CRT said the information may be relevant to its determination of the issue of mechanical recording royalty fee. NMPA and the American Guild of Authors and Composers are asking that the royalty be established at six percent of the suggested retail price of an album or tape. Currently, the fee is 2.75 cents per song.

The copyright act calls for the CRT to fix the mechanical recording royalty for the next seven years, beginning in 1981.

Diana is #1. The multi-talented Motown recording artist adds to a legacy that includes 18 #1 songs in as many years in the record business. Her latest chart topper comes via the Chic team of Rogers and Edwards, who wrote and produced hit LP. Not only is the "Diana" LP #1 on the Cash Box Black Contemporary chart and #1 on the Pop chart, but the album’s first single, "Upside Down," is presently residing at the number one position on the R&B Singles chart and #6 bullet rung up on the Pop singles chart.

Having earned acclaim in the fields of theatre and film, as well as music, Ross stands as one of the world’s most important entertainers. She has won award academy nominations, a Tony Award, a Golden Globe and yet her unmistakable vocal sound is really her bread and butter.

Ross began her career in 1962 as the lead vocalist for an obscure Detroit 16 (The Primettes) that was later to become the Queen of the ‘60s girl groups in the form of the Supremes. Over a period of 10 years, the Supremes, under the direction of Motown Records’ Berry Gordy, had 15 records in the #1 spot and enjoyed the undisputed position as America’s leading female group in the world with songs like “Where Did Our Love Go,” “Stop, In The Name Of Love,” “Black Is Beautiful,” and “I Heard A Symphony.”

An artist who was determined to expand her horizons, Ross left the legendary Motown in 1969, and started on a solo career that gave the world such hits as “ Ain’t No Mountain High Enough,” “Theme Song,” “You Know Where You’re Going To” and “Love Hangover.” In addition to her musical achievements, Ross has also shown the public a new side of her as TV specials, starring roles in films such as Lady Sings the Blues and Mahogany and theatre performances such as Evening With Diana Ross became part of the appealing Ross persona.

For The Record

The name of the photos of Con Hunley and Razzie Bailey on the cover of the Aug. 16 issue of Cash Box were transposed due to a production error. Cash Box regrets any inconvenience the errors may have caused.

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WMOT Expands After CBS Pact

LOS ANGELES — WMOT Records has responded to its recently signed pressing and distribution deal with CBS Records by expanding and restructuring the company. The resignation of key executive and president/governor of the WMOT Enterprises Group, while Alan Rubens assumes the position of president of WMOT Records and Steve Bernstein moves into the position of president, WMOT Music Publishing. Eric Doctorow becomes senior vice president/general manager of the WMOT Group.

Further appointments include Mary Dortman as sales consultant, and Doreen Ringer as director of publicity and artist development.

Commenting on the restructuring, Rubens said, “As WMOT embarks on a new association with CBS, it’s important to see what we are structured to fully take advantage of the opportunities that lie ahead. I’m confident that we’re now prepared to maximize our strengths. WMOT is a full-service label with the executive talent to back up our new manufacturing and distribution capability.”

Tesman, WEA N.Y. Branch Mgr., Dies

NEW YORK — Bruce R. Tesman, WEA New York branch manager, died Aug. 13 of injuries sustained in an automobile accident that occurred several days earlier. He was 40.

Leaves a wife and four children.

Tesman began his career in the music business in 1967 as a salesman for Liberty Records. He joined WEA’s sales staff in 1971 and was appointed New York sales manager in 1973. Tesman was named to succeed George Rossini as branch manager in February, 1978.

In lieu of flowers, the family has requested that donations be made to the Bruce R. Tesman Memorial Fund for United Cerebral Palsy, 105 Madison Ave., New York, N.Y. 10016.

Lorimar Set To Debut With Bill Martin Album

LOS ANGELES — Bill Martin, the first new artist on Lorimar Records, is currently in the studio recording his debut album with Lou Adler. Martin is scheduled to be released in the fall or the first of 1981 and will be distributed by CBS.

Martin, the former manager of Lorimar Records, is also a vice president for Lorimar Productions.

RSO Ups Three In

LOS ANGELES — Marc Ratner has been named associate national promotion director. Dawn Livingston has been promoted to national A&R director, and jazz director and Jon Konjoyan has been appointed to the position of director of national secondary promotion for RSO Records.

Ratner, who has been with RSO since 1976 as director of secondary promotion, will now oversee all sales activities national promotion. Prior to joining RSO, Ratner was in charge of secondary promotion for Island and Haven Records.

Promotion Staff

Previously, he was music director of WMEX radio in Boston, Mass.

Livingston, formerly assistant national A&R director, will supervise all promotional activities and jazz-oriented product released by the label. Prior to joining the label, she worked in artist relations at Warner Bros. Records.

Konjoyan, who joined RSO in 1978 as assistant to Ratner in secondary promotion, will now oversee all sales activities in secondary markets. Prior to joining RSO, Konjoyan was publicist director of KALX radio in Berkeley, California.

Chuck Kaye

Kaye Named To Head Geffen’s Publishing Arm

LOS ANGELES — Chuck Kaye has been named to head the newly formed firm of Geffen/Kaye Music, which will serve as the publishing arm of David Geffen’s new record company, Geffen Records. Ira Schwartz will head the company in partnership with Geffen.

The first staff appointments to Geffen/Kaye were announced by the founder of 20th Century-Fox Music Publishing Co., and Janice Poiber Cox, who has served as executive assistant to Chuck Kaye for the past four years.

“I see the formation of Geffen/Kaye Music as a great creative opportunity for the ’80s,” said Kaye. “It will provide an atmosphere in which David Geffen and I can once again work with songwriters, artists and producers to establish the kind of rapport that is the essence of this business.”

According to Kaye, Geffen/Kaye will acquire existing catalogs and to sign and develop both new and established writers. He emphasized that the company will maintain an open door policy for new talent.

Commenting on the new joint venture, Geffen said, “I know of no other person in the music business with the capabilities and talents of Chuck Kaye.”

Kaye began his career in the music industry at Rolling Stone magazine and later served as publicist for Phil Spector’s Phillies Records and later became manager of the firm. From there, he joined Don Kirshner and Al Nevins’ A&M Music and, following its absorption by Screen Gems, was named vice president of the latter firm by Lou Adler. Immediately thereafter, he formed Almo/Infrared at the request of Jerry Moss and Herb Alpert.

EXECUTIVES ON THE MOVE

Ratlcan Named At MCA — Peter Ratlcan has been named assistant controller of MCA Inc. He is a certified public accountant and has been the director of corporate internal audit for the company, since August, 1976. Prior to coming to MCA Inc., he was a senior auditor with Price Waterhouse specializing in entertainment and health care industries.

Changes At Polygram — Polygram Distribution, Inc. has announced the appointment of Paul Lucks as regional vice president for the southern region and Frank Peters as regional vice president for the north central region. Lucks began his record business career at Pickwick Distributors. He joined PDI in 1976 as sales representative in St. Louis, and was subsequently named regional manager in St. Louis and Dallas. He most recently served as southern regional manager. Peters was with Phonogram, Inc., for more than 12 years serving as regional marketing manager for the midwest and southern region and most recently as the vice president for the Los Angeles region.

Changes At E/A — Tony Dwyer has been promoted to midwest regional promotion director for Elektra/Asylum Records. Also Marvin Gleicher has been named E/A’s Chicago promotion representative. Prior to his promotion, Dwyer was E/A’s Atlanta promotion representative, a post he held for a year. He was E/A’s Miami promotion representative in 1978-79. Before joining E/A, Gleicher was the Chicago promotion representative for P.D.I. (Polygram’s distribution wing); previously he was Mercury Records promotion representative.

Marino Appointed At E/P/A — Lois Marino has been appointed as associate director, east coast press and public information, Epic/Portraits/CBS Associated Labels. Since 1978 she has been manager, east coast, press and public information, Epic, PhD. As that she was publicist, CBS Records International for one year. She joined CBS Records in 1974 in the Epic A&R department and subsequently moved to the CBS Records International Publicity department.

Doe Promoted At Atlantic — Simo Doe, currently director of special markets publicity for Atlantic Records, has been promoted to associate director of national publicity/director of special markets publicity. She joined Atlantic Records in August of 1976 as director of pressing promotion for special markets. Prior to joining Atlantic, she was publicity director of CTI Records.

Schnieders Named — Bob Schnieders, former MCA Records’ Los Angeles branch manager, has been appointed west coast manager of promotion and marketing, Nashville Division. Prior to becoming manager of the Los Angeles MCA Branch, he held the same position in Minneapolis. He joined MCA in 1976, leaving a position at Pickwick Record Distributors.

Lucks Peters Dwyer Marino

Changes At Polygram — Polygram Distribution, Inc. has announced the appointment of Joey Cavello as Atlantic promotion representative. Most recently, he was the regional promotion director for Warner/RPC covering the east coast. Also named was John Hughes as Elektra/Asylum promotion representative in Dallas. Hughes, a graduate of Jacksonville State University in Alabama, most recently with MCA for the past seven years as sales rep. Marvin Gleicher also was named as Elektra/Asylum promotion representative in Chicago. Prior to joining Atlantic, he was the promotion manager of the University of Illinois, most recently comes from Phonogram where he handled promotion in the Chicago market. Prior to that he was involved in concert promotion. Also named was Dave Vinson as R&B field merchandiser for the Los Angeles market. He has been with WEA since September 1977, starting out in the warehouse. He was promoted to the order desk six months later, and soon after that to inventory sales.

Lanham Joins RSO — Ron Lanham has joined RSO Records as promotion man based in Los Angeles. Prior to joining RSO, he was the western promotion manager, Los Angeles promotion manager and west coast regional manager for 6 1/2 years for Elektra/Asylum Records. And before that, Ron was Seattle promotion manager for MCA Records.

Smiths Chicago Clearance House Record Corp., has announced the signing of singer and producer George Smith as national promotion director.

Changes At Polygram — Polygram Distribution, Inc. has announced the appointment of Debbie Caponetta to national promotion manager. Most recently, she was disco promotion coordinator for Arista Records. Also named was Eileen Roaman as operations manager at ZE Records.

Palmer To RSO — Laura Palmer has joined the staff of RSO Records as assistant to Bob Uryer, director of black music/RBB. Prior to joining RSO, she was assistant editor of Record World magazine in Los Angeles. Prior to that, she was feature editor of Black Radio Exclusive magazine in L.A.

Rosen Named — Mobile Fidelity Sound Lab has announced the appointment of Leslie Rosen as director of publicity. She formerly headed publicity activities for Jannus Records and served as media director for the GRT Record Group. Most recently she was an account executive at GRPR.
Without compromising his artistic vision and individualistic creativity, "Games Without Frontiers" is a bulleted smash and is currently Peter Gabriel's biggest pop hit ever. His third self-titled album is likewise rising quickly. All of which only goes to prove that commercial success need not be a stranger to a true artist.
RCA Records Establishing Autonomous Black Music Unit

(continued from page 7)

"By focusing on radio and retail in these designated areas, this new structure allows us to address our audiences directly," he continued. "And that's how I do things. I already well can you position yourself to reach the widest possible audience and secure the goals of RCA's efforts.

Substantial Backing

Summer declined the dollar figure that the RCA/RCA relationship would command in the new division. But he said that the company would allocate a substantial sum to artist signings and artist development. At the same time, he denied as "pure speculation," assertions of a correlation between the reorganization and the expiration of RCA's pact with Solar Records at the end of the year.

"There is no reason to anticipate the loss of Solar," he stated. "We have a tremendous base of black music talent between RCA and its associated labels, and Ray's job is to further expand our commitments. We will also hold on to a very important Sun label and have every reason to believe that the division will become one of, if not the, dominant force in black music in the coming years. Of course, a concept as broad as this needs the leadership of an outstanding executive, and that's Ray." Harris said last week that RCA's commitment to new artist signings is "indicative of the label's faith in the work that we accomplished during the past two-and-one-half years." He emphasized that the restructuring "in no way dilutes our efforts or commitments to independent distributors. In fact, the restructuring is likely to enhance our existing relationships. The new setup will enable us to hit the back and forth aspect from product once it hits the street. For example, if there's a new single that needs to be released on an RCA or associated label, we'll be able to move it on a lot sooner than we've achieved in the past success.

Harris said there are "a number of people on staff at RCA" whom he is thinking of appointing to fill the six new positions in his department, although he said he was "trying to keep my options wide open at present." In addition to Staton, five executives currently report to Harris, including Keith Jackson and Basil Marshall, managers of black music product merchandising; Elliott Hoffman, manager of black music publicity; and Steve Stoff, the label's disco coordinator.

Harris joined RCA in 1974 as a product manager and was promoted to national R&B promotion manager one year later. In 1977, he was named director of R&B promotion, and was promoted to director of black music marketing the following year. Last year, Harris was appointed divi-

sionally pleased to welcome back to the position of director of national promotion.

Goldstein stresses rapport as head of Island in U.S.

(continued from page 9)

are on the cusp of breaking loose," Goldstein explained. "I think you'll see it by the end of the year."

The key to achieving these goals will be a strong working relationship with Warner Bros. (Island's distributor) and WEA (Warner Bros. distributor).

"To go out and try to be best to enhance our working relationship with Warner Bros. and to work with our artists creatively, not so much in the studio, but career-wise."

Goldstein explains: "I want to bring Warner Bros. and our artists closer together."

"For instance, Warner Bros. may not have a clear idea what Grace Jones is about, while Grace may not know what the record business is like here," Goldstein said. "Our goal is to help each other understand each other so we can come up with a unified effort."

Having worked for much of his 15 years in music business with Warner Bros., the last three as general manager of the label's progressive music division, Goldstein has already a jump working with Warner Bros. and WEA staffs. "Having been at Warner Bros. is going to help tremendously," Goldstein said. "I already know the people, how things are done and other aspects of the operation, so I think I have a good idea of what needs to be done."

Goldstein's departure has changed the dynamics of Island 1008 in New York. "We have long admired his work and look forward to his invaluable input at all levels of operation."

Goldstein stresses rapport as head of Island in U.S.

In 1966 with an independent distributor in Cleveland. During his three years there he supervised singles and albums released by RCA. In 1969, he left to join Warner Bros. as west coast regional sales manager, then moved on to become special projects coordinator.

After three years, he moved once again, this time to head the Chrysalis label, which was then opening its initial U.S. operations. He held the position of general manager for two years, before moving back to Warner Bros. as a product manager in 1974. After another three years, Goldstein was promoted to general manager of the progressive music division, the post he held until his Island appointment.

Commenting on the new appointment, Island owner Blackwell said, "We are particularly pleased to welcome Ron to Island. We have long admired his work and look forward to his invaluable input at all levels of operation."

Joint Worxs in '99

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Executive Turnstule

As pre-pressie CBS would neither confirm nor deny that a major A&R restructuring is underway at the company. However, reports from both coasts have Lensy Petze leaving his A&R post at Epic to head up a reactivated Portrait label. Petze's predecessor was appointed to be replaced by Greg Geller, who moves from a VP of A&R position at Columbia. Mickey Eichner remains top A&R man at Columbia, though the scope of his responsibilities will probably expand from east coast to national. Word has it that Petze will remain in New York, while Phila, not yet at the post. Meanwhile, ex-Eagles Randy Meisner and Boston's guitarist, Barry Goudreau, are probable Portrait signings, possibly joined by Angela Crossmen and - last and least confirmed - John Lennon.

The Blind Reading the Blind

One of rock music's heavyweights (and we mean this as literally as we do figuratively) has developed a mental block against singing, frustrating at-
tempts at recording a follow-up to his multi-platinum album debut. So far, every chromatic interruption he has helped. STEELY DAN's C. R. KATZ, Gary Katz, Steely Dan's producer reports that the group's as yet untitled album contains a firm seven cuts. Two are "glamour Professional" and "Time Out of Mind," the latter featuring the guitar playing of Dire Straits' Mark Knopfler.


BACKSTAGE WITH THE GENIUS Following his recent performance at The Ritz, "The Genius," Ray Charles was visited by the dance hall's creative director Jeff Brandt. Picture are (l-r): Brandt and Charles.

East Coasts

BABY I LOVE YOU - in support of her new Portrait album, Ronnie Spector visited Cash Box's New York offices. Pictures are (l-r): Spector and Aaron Franklin. Spector recorded new material and can't be disturbed. "Lennon's in the studio the last seven years, produced by Jack Douglas (Aerosmith), accompanied by Yoko One, and featuring a mix of musicians that includes Hugh McCracken, Cheap Trick's Rick Nielsen, and Carole King. Carl's Ray's left, George Martin, who's producing it, the concept here?", and newly signed CBS artist Earl Slick. It has been widely rumored that Lennon is or at least has a sign with CBS and possibly Portul. While CBS spokespeople denied that they were responsible for acquiring the act, the hag said that he "is labeled Spector although I don't know what the album's concept..."

WALKING IN THE RAIN WITH RONNIE SPECTOR - New York has left leggged to rock 'n' roll than the music of the post-doo-wop girl's group era, and there maybe no single voice that enlinded that time more than that of Veronica "Ronnie" Spector, whose lead singing for the Ronettes touched our emotions, with classic after classic like "Be My Baby," "Baby I Love You" and "The Best Part Of Break Up." Today, while most of her contemporaries are still erotically juggling their old hits for gracefully aging auries, Ronnie has come back from a first career to one of the most amazing in rock music's heavyweights. The album, accompanied by substantial evidence that Spector maintains the same combination of vocal passion and innovation that kept our ears glued to Murray the K's Record Review Board in anticipation of the Ronette's next release. While we were married, Phil, stopped the earlier attempts at pursuing a solo career, said Spector of her producer and husband, whose last name has not yet been determined that he "is labeled Spector although I don't know what the album's concept...""The Beatles had written 'The Long and Winding Road,' and 'My Sweet Lord,' for me, but Phil said to me that they recorded me with 'Try Some, Buy Some,'" she said of the decidedly inferior. After a number of such experiments, she continued "when she finally got a divorce and custody of their son Dante Phillip. At the same time, Genya Ravan sought her out for a record deal. "Genya found out my unlimited list," said Spector, "impressed me because she was the only one who wasn't trying to redo 'Be My Baby." In truth, songs like "Hello Of A Nerve" do cast Ronnie in a new whole person while "Daring" and "Happy Birthday, Rock & Roll," recreate the vintage Spector sound without imitating it. Keeping faith appears to be paying off. Larger labels are sniffing around in light of the album's radio play and sold out first run, while Spector is now reafrica a band, which she expects will perform locally by September. Wherever it is, we will be there..."

BILLBOARD BOARD: "CBS is preparing the release of four new Stradis here at Tommy LiPuma's producing Stephen Bishop. .. Rastaman Bob Marley embarks on a three-month tour of the U.S. this fall, beginning with two dates at Madison Square Garden on Sept. 17 and 18, followed by two weeks in the Police's Sting concert..."

We heard music by the Doors simultaneously on three FM stations the other day, indicating that Tommy LiPuma and Bob Marley have used the sound of the recording session... A&M will repress the Squeeze 5 inch single. In anticipation of its collectibility, the prices charged by local subdistributors varied upwards of a dollar for the $1.98 list item.

aaron fuchs
YOU'RE SUPPOSED TO KEEP YOUR LOVE FOR ME

JERMAINE JACKSON
The second single from Jermaine's smash lp
Let's Get Serious MB-928M1

Billboard
Cashbox
Record World
On Motown Records & Tapes

If ever there truly was an urban cowboy, it would have to be John Prine. His latest effort, a rollicking country-flavored sound to back up Dylanesque vocalizations that sing of the cleverest themes that even Dylan would be proud to offer if he still had a voice, qualifies his soul sounds is evidenced on “Give Up On Me Try” and Eddie Holman’s “Hey There Lonely Girl.” A Top 40 must.

VIENNA — Ultravox — Chrysalis CHR 1296 — Producers: Ultravox and Conny Plank — List: 7.98 — Bar Coded

It’s good to see Ultravox finally moving out of the impotent bins into active domestic distribution. Few (very few) bands in this decade have been able to fuse electronic gymnastics with the Big Beat as well as Ultravox has. In fact, Ultravox may do for electronic music what Jimi Hendrix did with the electric guitar. Tracks most suited for challenging AOR’s electronic music and into active soft soul sound “The Lion Sleeps Tonight” and “Sad Eyes.” John has always leaned toward an R&B-oriented sound, and his penchant for the soft side of AOR has never been more evident than “Give Up On Me Try.”


Johnson is on his way to becoming the adult contemporary super star of the ’80s and, therefore, is one of the best light rockers is his best work yet. He lends more credibility to the easy listening genre in that he infuses his light-on-the-ears compositions with elements of folk and jazz. He scored last time out with “Bluer Than Blue,” and the new album should give this Mid-west favorite national acclaim. Top songs are the title track and “Right Through The Heart.”

CAUGHT — Teri Desario — Casablanca NBLP 7231 — Producer: Bill Purse — List: 7.98

Desario fared well first time out with the K.C. duo “Yes I’m Ready,” and her new album has a decided rock feel to it. There are even a few threadbare, beat-the-horn blasts, but the album is highlighted by glossy rockers like “All I Wanna Do,” “Standing On The Edge,” and “Hitin’ Below The Belt.” An outstanding band led by Teri Desario’s husky voice and player/co-producer Bill Purse (Desario’s husband) complement the singer’s incendiary vocals.

GENTLEMAN RUFFIN — David Ruffin — Warner Bros. BSK 3416 — Producer: Don Davis — List: 7.98 — Bar Coded

R&B’s resident stud should find platinum once again with his latest effort, a well-made organic soul. His sexy ballads like “I Take Me In Your Arms Tonight,” and “Can’t We Try” should be hard for B/C female fans to resist. The master of the love moan receives production assistance from Dexter Wansel, which helps keep that classic Philly sound. Friends such as Nick Ashford, Valerie Simpson and Stephanie Mills also provide Teddy with some classic vocal support.

FISH ’N’ CIPS — Eddie & The Hot Rods — EMI America SW-17037 — Producer: Al Kooper — List: 7.98

Eddie & The Hot Rods, along with Generation X and The Count Bishops, were the first brash Southern California bands to show some promise. This L.A.-based outfit has the same feel of last year’s Eddie and The Hot Rods, along with The Who and The Faces, is a limp, and it’s a must for anybody that was touched by the awe-inspiring vocal abilities of the late Ms. Riperton. Her vocals were recorded in 1976, but the music and vocal accompaniment were laid down in 1980. A top-flight band and some of the greats in contemporary music make this LP a true classic.


This digitally recorded double LP finds this avatar of jazz-rock guitarists in a freeform mood with such stellar jazzists as Herbie Hancock, Wayne Shorter, Ron Carter and Larry Young. The “Swing Of Delight,” borrowed from a poem by mentor Sri Chinmoy, is a brilliantly played, jam-oriented waxing that showcases the master of note sustain and his insatiable sense of melody. The production is very welldone.

CARNY — Warner Bros. HS 3455 — Producers: Robbie Robertson and Alex North — List: 7.98 — Bar Coded

This LP is the soundtrack to the film, which captures perfectly the mood of a carnival during the Depression. While many people were expecting some Robbie Robertson classics, what they will find are some fine rags-to-jazz and blues instrumentals, a drunken version of a Fats Domino theme and some atmospheric film score music befitting a circus or carnival. Alex North composed the music on the introspective “Themes & Variations” side and Robertson crafted three songs on the atmospheric “Midway Music” side.

ZIGGURAT — Robos EQAD 7932 — Producer: Bud Renaeu — List: 7.98

Ziggurat comes from a Babylonian word meaning pinnacle or mountain top, and while this Georgia-based pop rock band hasn’t quite reached it yet, the future does look bright future ahead. Lead singer Dave Sansom has a soft but gritty lead vocal style that should appeal to both Top 40 and A/C formats. However, the band is incredibly versatile for a straight-ahead pop group, and catchy solos, rhythms and melodies abound on this LP. “Run With The Wind” is the top track.


The Saturday Night Liver used to say “Alcohol killed the beautiful brhis berry good to me” proves he has exceptional pipes on this half-serious/half humorous dancin’ exercise. The majority of the album is concerned with jazz-influenced dance music and rich and soulful vocals. However, “I Wanna Be A Cowboy (But I’m Too Short)” is a confusing comic monologue that lets us know that the fine comedian isn’t as serious about being a recording artist as we first thought.

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THE FIRST SINGLE FROM

Rick James
Garden of Love

Plant it on your turntable and hear it grow!

On Motown Records
109 ATLANTA RHYTHM SECTION • THE BOYS FROM DORAVILLE • POLYDOR
MEDIUMS: WORJ, WRRJ, WBBM, WABX, WCOZ, WWWM, WGRQ, WRNW, WIBZ, KMGN. HOTS: WBBM, WGRQ. PREFERRED TRACKS: My Girl, Day I'm Gone. SALES: Moderate in all regions; weakest in Midwest.

25 JEFF BECK • THERE AND BACK • EPIC
MEDIUMS: WORJ, WRRJ, WBBM, WABX, BBK, WSHE, WCOZ, WWWM, WGRQ. HOTS: WBBM, WGRQ. PREFERRED TRACKS: Chantilly Lace. SALES: Moderate in all regions; weakest in South.

106 PAT BENATAR • CRIMES OF PASSION • CRYSTALS
MEDIUMS: WBAB, WBBM, WABX, WWWM, KSJO, WBBM, WGRQ. HOTS: WBAB, WBBM, WABX, KSJO. PREFERRED TRACKS: Prove It All. SALES: Moderate in all regions; weakest in West.

38 BLUE OYSTER CULT • CULTUSCOPUS ERECTUS COLUMBIA
MEDIUMS: WGRQ, KKZD, WSHE, WBBM, BBK, WIBZ, WBBM, KKZD, KSJO, WBBM, WGRQ. HOTS: WGRQ, KKZD, WSHE, WBBM, BBK, WIBZ, WBBM, KSJO, WBBM, WGRQ. PREFERRED TRACKS: Monster, Black Ice. SALES: Fair in all regions.

9 THE BLUES BROTHERS • ORIGINAL SOUNDTRACK • ATLANTIC
MEDIUMS: WBBM, WABX, WGRQ, WBBM, KSJO, WBBM. HOTS: WBBM, WABX, WGRQ, WBBM, KSJO, WBBM. PREFERRED TRACKS: Happy Goin' Down. SALES: Moderate in all regions; weakest in East.

23 GENESIS • DUKE • ATLANTIC
MEDIUMS: WBBM, WABX, WBBM, WGRQ, BBK, WBBM, WWWM. HOTS: WBBM, WABX, WBBM, WGRQ, BBK, WBBM, WWWM. PREFERRED TRACKS: Misunderstanding. Turn It On. SALES: Moderate in all regions.

143 GRATEFUL DEAD • GO TO HEAVEN • ARISTA
MEDIUMS: WBAB, WGRQ, WBBM, WGRQ, WBBM. HOTS: WBAB, WGRQ, WBBM. PREFERRED TRACKS: Reece Me, Alabama, Sailor. SALES: Poor in all regions.

134 GUS • CONVICTED • NEMESIS CBS
MEDIUMS: WGRQ, WBBM, WGRQ, WBBM, WGRQ. HOTS: WGRQ. PREFERRED TRACKS: She's Not Gonna, Border, Not Finished. SALES: Poor.

191 DARYL HALL & JOHN OATES • VOICES • RCA
MEDIUMS: WBBM, WSHE, WBBM, WBBM, WBBM, WBBM. HOTS: WBBM, WSHE, WBBM. PREFERRED TRACKS: Rock And Roll, Fantasy, Ask Me Why. SALES: Good in all regions.

3 BILL JOE • GLASS BALL • COLUMBIA
MEDIUMS: WGRQ, WBBM, WGRQ, WBBM. HOTS: WGRQ. PREFERRED TRACKS: My Mistake. SALES: Fair in Midwest; poor in others.

185 THE KINGBREDS • RSO
MEDIUMS: WBAB, WBBM, WBBM, WBBM, WGRQ, WBBM, WGRQ. HOTS: WBAB, WBBM, WBBM. PREFERRED TRACKS: Switchin' To Gicle, Steady growth in all regions.

17 THE KINKS • ONE FOR THE ROAD • ARISTA
MEDIUMS: WGRQ, WBBM, WGRQ, WBBM, WGRQ, WBBM, WGRQ, WBBM, WGRQ, WBBM, WGRQ. HOTS: WGRQ. PREFERRED TRACKS: Really Got Me, Cadillac, Lota, Low Budget, 7th Century, Sobbing. Good to fair in all regions.

LE ROUX • UP • CAPITOL

191 HUEY LEWIS & THE NEWS • CHRYSLIS

125 KERRY LIVGREN • SEEDS OF CHANGE • KIRSHNER/CBS
MEDIUMS: WSHE, WGRQ, WBBM, WGRQ, WBBM, WGRQ. HOTS: WSHE, WGRQ, WBBM. PREFERRED TRACKS: Mask, Live For The King, Whiskey Seed. SALES: Fair in Midwest and South; poor in East.

124 BENNY MARDONES • NEVER RUN NEVER HIDE • POLYDOR
MEDIUMS: None. HOTS: WBBM, WGRQ, WSHE, WBBM. HOTS: WBBM, WGRQ, WSHE, WBBM. PREFERRED TRACKS: Track 8: It's The Night. SALES: Moderate in all regions; weakest in West.

109 THE ALLMAN BROTHERS BAND • REACH FOR THE SKY • ARISTA
MEDIUMS: KZOK, WGRQ, WBBM, WBBM, WBBM, WBBM, WBBM. HOTS: KZOK, WGRQ, WBBM. PREFERRED TRACKS: Hell's Bells, Pollution, Title. SALES: Good in all regions.

15 THE CHARLIE DANIELS BAND • FULL MOON • EPIC

20 JAY FERGUSON • ROOMS • ELEKTRA
MEDIUMS: KSHE, WBBM, WBBM, WGRQ, WBBM. HOTS: WBBM, KSHE, WBBM. PREFERRED TRACKS: Badlands, High School, Title. SALES: Fair in all regions; weakest in East.

18 JAY FERGUSON • MAKING A NICE LITTLE MAGIC • UNITED ARTISTS
MEDIUMS: None. HOTS: WBBM, WBBM, WBBM, WBBM. HOTS: WBBM, WBBM, WBBM. PREFERRED TRACKS: Whisp It, Girl, Title. SALES: Fair in all regions; weakest in West.
**#3 MOST ADDED**

- **QUEEN - THE GAME**
  ADDS: None. HOTS: KZOK, KYTX, WBLM, WAAF, KBPI. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO, WBRU. PREFERRED TRACKS: None. HOTS: KZOK, KYTX, WBLM, WAAF, KBPI. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO, WBRU. PREFERRED TRACKS: None.

- **BOB SEGER & THE SILVER BULLET BAND - AGAINST THE WIND**
  ADDS: None. HOTS: WBLM, WYDD, WAAF, KBPI. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO, WBRU. PREFERRED TRACKS: None. HOTS: WBLM, WYDD, WAAF, KBPI. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO, WBRU. PREFERRED TRACKS: None.

- **ROXY MUSIC - FLESH AND BLOOD**
  ADDS: None. HOTS: WAAF, WYDD, WAAF, KBPI. MEDIUMS: WJOY, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None. HOTS: WAAF, WYDD, WAAF, KBPI. MEDIUMS: WJOY, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None.

- **MORTAN & THE MUFFINS - METRO MUSIC**
  ADDS: None. HOTS: KZOK, KYTX, WBLM, WAAF, WYDD, KROQ, WBCN, KSJO. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None. HOTS: KZOK, KYTX, WBLM, WAAF, WYDD, KROQ, WBCN, KSJO. MEDIUMS: KMET, WAAL, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None.

- **J文献 TOOMAY & THE BUIKJES - TRUE COLOURS**
  ADDS: None. HOTS: WAAF, WYDD, WAAF, KBPI. MEDIUMS: WJOY, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None. HOTS: WAAF, WYDD, WAAF, KBPI. MEDIUMS: WJOY, WYDD, KROQ, WBCN, KSJO. PREFERRED TRACKS: None.
WEEKS ON CHART

1. "I'M LETTING MY LOVE TAKE ME" 12
2. "LITTLE JEANNIE (DO IT FOR ME)" 10
3. "GIVE ME THE UPside DOWN FAME" 21
4. "MORE LOVE" 23
5. "EVERYTHING I DO, I DO IT FOR YOU" 23
6. "THE EVENING STAR" 20
7. "DON'T STEAL AWAY Cloud" 27
8. "CHEERFUL LADIES" 28
9. "SKEE-THEE" 27
10. "THE MAN WHO LIVES IN THE FUTURE" 22

SALES: Breaking out in the Midwest.

PRIME MOVER

31. "YOU'LL ACCEPt ME" 25
32. "FRED KNOBLock ADO TS" 7
33. "ALL OVER THE WORLD" 23
34. "ALL THE RIGHT PLACES" 24
35. "ALONE" 25
36. "HITBOUND" 26
37. "ALL NIGHT LONG (MEDLEY)" 27
38. "YOU DON'T LOVE ME ANYMORE" 28
39. "I DON'T WANT TO BE A HERO" 29
40. "WILL THE WINDS OF LOVE BLOW" 30

SALES: All over the country.

TOP 100 SINGLES AUGUST 23, 1980

FROM "RAY GOODMAN & BROWN II" ON POLYDOR RECORDS

A single this great deserves to be big.

A single this great deserves to be big.

From the forthcoming album,

"RAY, GOODMAN & BROWN II" ON POLYDOR RECORDS

Produced by Vincent Castellano/Dark Cloud Productions

www.americanaudiohistory.com
**TOP 100 SINGLES**  
AUGUST 23, 1980

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<thead>
<tr>
<th>#</th>
<th>SONG</th>
<th>ARTIST</th>
<th>WEEKS ON CHART</th>
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<tr>
<td>1</td>
<td>BOZ SCAGGS</td>
<td>Look What You've Done To Me</td>
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<td>2</td>
<td>WHITESNAKE</td>
<td>Fool For Your Loving</td>
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<td>3</td>
<td>STEPHANIE MILLS</td>
<td>Never Knew Love Like This Before</td>
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<td>4</td>
<td>LIPPS, INC.</td>
<td>Rock It</td>
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<td>5</td>
<td>WESTON &amp; GOOD</td>
<td>Games Without Frontiers</td>
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<td>6</td>
<td>LINDA CLIFFORD</td>
<td>Red Light</td>
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<td>7</td>
<td>THE LEGEND OF WOOLEY SWAMP</td>
<td>I'm Alive</td>
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<td>8</td>
<td>JON &amp; Vangelis</td>
<td>I Hear You Now</td>
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<td>9</td>
<td>LARSEN-FEITEN BAND</td>
<td>Who'll Be the Fool Tonight</td>
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<td>TOUCH</td>
<td>Who's Making Love Tonight</td>
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<td>11</td>
<td>BILLY PRESTON &amp; SYREETA</td>
<td>One More Time for Love</td>
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<td>12</td>
<td>ELTON JOHN</td>
<td>Don't Ya Wanna Play This Game No More?</td>
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<td>13</td>
<td>LUCIEN LA FONSSAC</td>
<td>I'm Almost Ready Pure Prairie League</td>
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<td>14</td>
<td>GERRY RAFFERTY</td>
<td>Late At Night</td>
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<td>IRENE CARA</td>
<td>Out Here on My Own</td>
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<td>ROYCE</td>
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<td>THE FOOL</td>
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<td>THE FOOL</td>
<td>You Can Call Me Blue</td>
<td>18</td>
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<td>19</td>
<td>BILLY PRESTON &amp; SYREETA</td>
<td>Looking Ahead</td>
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</tr>
</tbody>
</table>

**LOOKING AHEAD**

- **YOU CAN CALL ME BLUE**
  - CHIC
- **BILLY PRESTON & SYREETA**
  - CHIC

**LAST WEEK WEEK**

- **LOOKING AHEAD**
  - CHIC
- **BILLY PRESTON & SYREETA**
  - CHIC

**LAST WEEK WEEK**

- **LOOKING AHEAD**
  - CHIC
- **BILLY PRESTON & SYREETA**
  - CHIC

**LAST WEEK WEEK**

- **LOOKING AHEAD**
  - CHIC
- **BILLY PRESTON & SYREETA**
  - CHIC

**LAST WEEK WEEK**

- **LOOKING AHEAD**
  - CHIC
- **BILLY PRESTON & SYREETA**
  - CHIC
Top Billing Blazing New Trails
In International Music Booking

by Jennifer Bohler

NASHVILLE — Top Billing, Inc. is blazing new trails internationally to promote country music artists, with concert tours of Eire, England, New Zealand, the island of Fiji and possibly Australia.

According to Top Billing senior vice president and director of international sales Andrea Smith, the company is just beginning to see the fruit of its labors, having laid the groundwork for these musical explorations over the last few years.

The Bellamy Brothers will begin a three-week tour of New Zealand Sept. 1. Stating that this tour will also be the difference maker for the country and major and secondary market in that country.

It will also be the second tour of New Zealand within a year for the Bellamys, with a third already in the planning stages.

According to Smith, the group is a very popular entity in New Zealand, with every show since the first “Havana Flow” charting #1 or at least in the Top 5.

The Bellamys will also be making touring history in New Zealand by becoming the first American to play the island of Fiji. Originally planning only to visit the island, the Bellamys are now contracted by the island’s government to put together Fiji’s first country music show.

Inking and in other areas, Top Billing president Tandy Rice, along with 12 representatives of the International Assn. of Fairs and Expositions (IAFE) will be the only US delegation heading out on the CMA Expositions Sept. 14th in Nashville, “The phone never stops ringing,” Rice said, after a 14-day tour of England, beginning Sept. 17th.

Eire, a relatively new market for country music, recently experienced its first outdoor concert in Castle Blaymore, featuring Top Billing artists Tom T. Hall, Don Gibson and Cat Smith.

Mandrell, Davis To Host Awards Shows
CMA Releases Membership Figures

NASHVILLE — Barbara Mandrell and Mac Davis have been selected to co-host the 14th annual Country Music Assn. (CMA) Awards, scheduled for Oct. 13 at the Grand Ole Opry. The prime time special will air from 8:30-10:00 p.m. (CDT) on the CBS Television Network. Sponsored by Kraft Inc., the show will be produced by Bob Precht for Sullivan Productions, and directed by Warren Murphy.

In anticipation of the upcoming awards show, the CMA has released a breakdown of the membership categories, and the number of eligible voters for the nomination process, which began in June.

There are 2,576 members within the CMA, and they are categorized as follows: Artist/Musician (1,100 members), Ad Agency (47 members), Artist Manager or Agent (395 members), Talent Buyer or Promoter (303 members), Composer (314 members), Disc Jockey (257 members), International (249 members), Publication (139 members), Publisher (244 members), Radio/TV (179 members), Record Company (1,204 members), Record Merchandiser (95 members) and Affiliated (444 members).

According to the CMA, it is statistically impossible for any one business organization to control the results of the awards balloting, stating that the latest certified records show that 85% of all CMA members participate in the voting process.

The organization further states that at least 100% of the votes are being cast by the members in that category, while approximately 133 different publishing companies are represented in the publisher category.

Each of the CMA’s individual members is eligible to vote in the first nine categories. The CMA does have organizational members, which help support the association, but such memberships have no voting privileges. To qualify for a CMA membership, a person must earn income in the country music industry. The application (on which three references must be listed) is screened by CMA’s membership department and then by the entire board of directors. Each applicant must receive the approval of a two-third majority of members.

Nominating for the awards begins in June when the first ballots are mailed to members. After the first ballots are returned, the second ballots are sent out. These ballots contain the name of each artist who received at least 5% of the vote for the first ballot. The five nominees receiving the greatest number of votes will then be listed as finalists on the third ballot, which contains the names of 41 members. The members of the winners are tallied by Deloitte, Haskins and Sells.

Elektra Releases Lewis' Cover Of 'Rainbow'

NASHVILLE — Due to the positive response Jerry Lee Lewis received following his rendition of “Over The Rainbow” on NBC-TV’s “Tomorrow Show,” which aired Aug. 7. Elektra Records has decided to ship the song as a single release immediately.

Originally scheduled as the B-side to “Telcoin Prison Blues,” the label has decided to flip “Over The Rainbow” to the A-side. The single is also included on Lewis’ upcoming Elektra album “Killer Country,” scheduled for release Sept. 12.

According to Nick Hunter, director of marketing at Elektra Records, “Jerry Lee’s version of ‘Rainbow’ in Nashville, ‘the phone was literally ringing off the hook. We received an unbelievable number of calls and telegrams from people demanding the song be released as a single. I have never seen such a positive response from a temporary song,”

“Over The Rainbow,” written by Harold Arlen and E.Y. Harburg, first appeared in the 1939 MGM film The Wizard Of Oz. It has become an instant classic, with few versions touting Judy Garland’s interpretation.

AOKS RAISE $60,000 FOR CHILD ABUSE FUND — The Oak Ridge Boys, hosts and co-sponsors of the 1980 “Stars For Children” benefit concert, staged in Dallas June 20, raised away.” Both Jim Heflin’s had used to complete a series of nationwide public awareness radio and TV spots on the prevention of child abuse and to fund a summer camp for handicapped children. Pictured during the check presentation are (l-r): Richard Sterban and Bill Golden of the Oak Ridge Boys; Widmiller, Fort Worth Assn. for Retarded Citizens (ARC); Joe Bonsall of the group; Ellen Huffman, ARC president, and Duane Allen of the group.

CMA Talent Buyers Seminar Chairman Announces Agenda For Upcoming Event

NASHVILLE — The registration date and five panel presentations have been set for the Country Music Assn. (CMA) 1980 Talent Buyers Seminar, according to chairman Joseph C. Sullivan, who was appointed for Oct. 10-13 at the Hyatt Regency Hotel here, registration for the ninth annual seminar will begin at 10:00 a.m. on Oct. 9, Tuesday, and will continue through Oct. 11, Thursday, to 5:00 p.m. A reception and dance is scheduled for 8:00 p.m., with music by The Establishment.

Business activities will begin at 9:00 a.m. on Oct. 11 with a welcoming address by CMA board chairman Tom Collins, followed by the new CMA video presentation, The Music For The Times. The theme of the seminar will focus on consumer economic and creative trends in the decade ahead, and keynote speakers on each of the three days will address one of these trends.

Five Panels

The five panel presentations scheduled for the event include: The Image Makers Viewpoint On Consumer Trends,” moderated by Myles Johnson, Clay County Fair, Spencer, Iowa; “The Explosion Of Country In The Media: Hello Or Hindrance,” moderated by MCA singer Barbara Mandrell, “Country Artists In Clubs And Parks,” moderated by Jim W. Heflin, president of Country Music Assn., and “The World Is Your Stage,” moderated by Billy Deaton, president of Billy Deaton Talent; and “Creative Ideas For Promoting Live Entertainment,” moderated by Paul Buck, manager, Charlotte, N.C.; Chadwick Herb McGuinn, who is familiar with the Hoot Haw television audience and who has performed for five U.S. Presidents, will deliver a motivational address on Sun., Oct. 12, 9:00 a.m.

Other seminar activities include two luncheon showcases at noon on Saturday.

Ovation Geared For New Releases

NASHVILLE — Ovation Records is gearing up for a number of late summer/early fall releases, including two country albums.

Sheila Andrews’ second album for the label, titled “Lovesick,” is scheduled to ship in a few weeks, while Joe Sun’s “Crazy” and “Honky Tonk Time” will hit the streets sometime in the early fall. Both albums were produced by Brian Fisher.

In addition to the country product, the label will also release Citizen’s “Sex and Society,” The Robin Thompson Band’s “Tommy’s Blues,” the Kuma Band’s self-titled release and Cleveland Eaton’s “Strolling With The Count.”

Soundtracks Scoring Heavily On Country Chart

NASHVILLE — The summer of 1980 might well come to be known as the summer of the hit soundtrack single. No less than eight soundtrack songs have made their way onto the Top 20 of the Cash Box Country Single Chart, three of them holding onto the top three spots.

Eddie Rabbit’s “Drin’k My Life Away,” from the Roadie soundtrack is holding #1 bullet position, while Ronnie Milsap’s “Cowboys and Clowns/Missy Loves Company” from the Bronco Billy soundtrack is riding hard on its heels at #2 bullet. Closing in on #3 is Kenny Rogers with the Urban Cowboy cut, “Love The World Away.” 

Perhaps the biggest success story of the year will go to perennial favorite, Johnny Lee, whose Urban Cowboy single, “Lookin’ For Love,” is scoring the Country Top 100 at #8 bullet this week. He has fared equally as well on the Pop Top 100, this week moving to #25 bullet.

Merle Haggard’s “Misyry and Gin,” his second single from the Bronco Billy soundtrack, is closing the Top 10 at #9 bullet. Haggard’s first single from the movie, duet with Clint Eastwood titled “Bar Room Buddies,” grabbed the #1 position in the July 28 issue.

“Charlotte’s Web” by the Statler Brothers is a single featured on the Smokey and the Bandit II soundtrack, and this week it is #15 bullet.

Mickey Gilley’s “Stand By Me” also from the Urban Cowboy soundtrack peaked last week at #1 bullet, and is currently on its way down, resting this week at #4. Two other singles from the Smokey soundtrack held the Top 10 this week. Tanya Tucker’s “Pecos Promenade” at #7 bullet, and Roy Rogers again riding the chart trails with “Ride Like a Cowboy, Ride” at #8.
### Country Top 75 Albums

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1</td>
<td>URBAN COWBOY</td>
<td>T.G. Sheppard</td>
<td>Epic</td>
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<td>2</td>
<td>ORGINAL SOUNDTRACK</td>
<td>Eddie Rabbitt</td>
<td>Elektra</td>
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<td>3</td>
<td>MY HOME IN ALABAMA</td>
<td>Alabama</td>
<td>RCA</td>
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<td>4</td>
<td>MUSIC MAN</td>
<td>Waylon Jennings</td>
<td>RCA</td>
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<td>ROSE IN THE SNOW</td>
<td>Emmylou Harris</td>
<td>Warner Bros.</td>
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<td>HABITS OLD AND NEW</td>
<td>Hank Williams, Jr.</td>
<td>Elektra</td>
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<td>7</td>
<td>GREATEST HITS</td>
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<td>8</td>
<td>SAN ANTONIO ROSE</td>
<td>Willie Nelson &amp; Ray Price</td>
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<td>9</td>
<td>THAT'S ALL THAT MATTERS TO ME</td>
<td>Mickey Gilley</td>
<td>RCA</td>
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<td>IT'S HARD TO BE HUMBLE</td>
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<td>TOGETHER</td>
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<td>WHERE DID THE MONEY GO?</td>
<td>Kenny Rogers</td>
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<td>THERE'S A LITTLE BIT OF HANK IN ME</td>
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<td>STARDUST</td>
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<td>THE CHAMP</td>
<td>Doni Cannon</td>
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<td>SOMEBODY'S WAITING</td>
<td>Linda Ronstadt</td>
<td>RCA</td>
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<td>I'VE GOT SOMETHING TO SAY</td>
<td>David Allan Coe</td>
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<td>Eddie Arnold</td>
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<td>Rodney Crowell</td>
<td>Warner Bros.</td>
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**Country Radio and Cash Box:**

The Only Trade To Devote A Full Page Every Week To Country Radio!
THE COUNTRY COLUMN

NO STOPPING HIM NOW — Just think, a few short months ago, Johnny Lee was just another face of the Texas crowd, one more contender for a spot at the big time. And now look at him — a hit on the Top 100 Country chart, as well as the Top 20 Pop chart. As if chart success wasn’t enough, the regular at Gilley’s club in Pasadena, Texas now has his very own club, Johnny Lee’s Club, just down the street from mentor Mickey Gilley’s place.

Plans even call for a Johnny Lee Bar. The club is a bit smaller than Gilley’s monstrosity, however. It seats only 1,500. Notes Lee, “Gilley’s is like a barn. Johnny Lee’s is a class club. I’m gonna get armadillos and Texas flags and keep it a class place.”

Funnyman Jerry Clower was in New York a couple of weeks ago to share “soap boxes” with presidential hopeful John Anderson on WNBC-TV’s Live At Five. While in New York, Clower also appeared on the Barry Farber radio broadcast. Like that? The people at RCA/Nashville don’t kid around when they would like to present you at one of their functions. They recently wielded a heavy blow when they sent a Tennessee State Trooper to our humble offices, who promptly presented everyone with a summons to appear at a special screening of Smokey And The Bandit II. A summons signed by Buford T. Justice is not something to be taken lightly, so needless to say everyone appeared on the appointed date, at the appointed time to see Son of Smokey, which, among other things, features a madcap stand-off between a hundred or so “county mounties, Mounty mounties, and trucks, as well as the line-up of characters from the first Smokey movie. Smokey’s A fun movie that features lots of good country music. It’s scheduled to open across the country in mid-August.

EVERYBODY’S A PEPPER — The Oak Ridge Boys will soon be heard warbling the Dr. Pepper theme on a series of 30- and 60-second national radio commercials. You’ve probably already heard the Oaks telling you to “reach out and touch someone,” as they have also done a series of Bell Telephone commercials on radio across the country.

According to reports at Top Billing, an SRQ crowd of 10,000 people braved two hours of rain to see the Kendall’s perform in Ft. Pleasant, W.Va. A couple of weeks ago. The appearance at the Mason County Fair broke all opening day attendance records, according to promoter Sonny Simmons. George Jones will headline two shows at the Bottom Line in New York Aug. 18 — his debut in the city.

The Frisco County Order of Police Lodge No. 18, in conjunction with Cognine Productions, Inc. of Landing, N.J., will present Billy “Crash” Craddock, Big Al Downing and Karen Wheeler in a special concert Sept. 30 at the Roxbury High School auditorium in Succasunna, N.J.

Leon Everette’s and Orlando Records have retained Larry Gregg and TCB to handle the singer’s west coast publicist. The west coast company will work with Nashville’s Berry Hill Group.

Bill Monroe made a special command appearance at the White House Aug. 7. Monroe joined Doc Watson in a special concert for the President.

While the Chigaco fest was going hot and heavy in that fair city last week, Charlie Daniels and Band were the hottest items there. The CDB and Mickey Gilley attracted 90,000 people to the main stage, outdrawing such names as Pabllo Cruise, Crystal Gayle, the Chicago Symphony, Aretha Franklin and Ray Charles. The film crew from ABC-7’s news magazine, 20/20, has been traveling with CDB, filming various concerts, including Chicagofest, with the plans to do a major feature on the band, which will air sometime in September. From all accounts, the coverage devoted to Daniels and company should be more extensive than the Willie Nelson Picnic, which aired a few weeks ago.

Singer/songwriter Jim Rushing has signed with Ovation Records, and recently released his first single, the label, “Divie Dirl.” Rushing-penned tunes have been recorded by number of artists, including George Jones and Linda Ronstadt, Don Williams, Jeanne Pruett, The Kendall, Gary Stewart and Charley Pride, to name just a few.

SINGLES TO WATCH

LACY J. DALTON (Columbia 1-11343) Hard Times (23 3/2) (Tree Pub.) — (B. Braddock)
SYLVIA (RCA PB-12077) Tumbleweed (3.11) (Pi-Gern Music — BML) (Kye Fleming/Dennis W. Morgan)
RODNEY CROWELL (Warner Bros. WBS-49535) Ain’t No Money (3.30) (Coolwell/Music/Granite Music — ASCAP) (Rodney Crowell)
FOXFIRE (Elektra/Curb E47021) What’s A Nice Girl Like You (Don’t In A Love Like This) (3.12) (Acufil-Rose — BML) (Kenny Walker)

KODIAC CALLER

HANK THOMPSON — MCA MCA-3250 — Producer: Larry Butler — List: 7.98

Hank Thompson’s staying power in the country music milieu is proof positive of his appeal. His unique song stylings are perhaps best described as Oklahoma Swing. He can easily handle a solid country tune line “Roll In Your Sweet Sunshine” and then move to a Tulsa two-stepper like “The King Of Western Swing.” Thompson is a true ace at presenting the story-song like tune. The band is as tight as a rivet and the vocals take charge of some dynamic songs by a galaxy of hot songwriters, including Steve Gibb, Eric Carmen and Bob Mcllory. Fargo’s personal seal is particularly pleasing on “We Could Have Been The Best Of Friends,” “It Should Have Been Easy,” and Carmen’s “Change Of Heart.”

TAKE ME BACK TO TULSA — Hank Thompson — MCA MCA-3250 — Producer: Larry Butler — List: 7.98

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SINGLE REVIEWS

WILLIE NELSON (Columbia 1-11351) On The Road Again (2.39) (Wille Nelson Music, Inc. — BML) (W. Nelson)

This upbeat tune opens the soundtrack of Nelson’s movie, Honeysuckle Rose, and sets the pace of what’s to follow. This song should prove to be the anthem of all those hardworking, road-loving performers on the concert trail. Who better to sing about life on the road than Willie Nelson? JERRY LEE LEWIS (Elektra E-47026) Over The Rainbow (2.34) (Leo Feist, Inc. — ASCAP) (Harold Arlen and E.Y. Harburg)

This tune is from the movie of the same name. It has a distinct country flavor.

JERRY CHESNUT (United Artists UA-X1372-Y) Out Run The Sun (2.26) (House of Gold Music, Inc./Vogue Music — BML) (L. Henley, B. Burnett)

Excellent vocals, clean production and a song that will stand the test of time are a combination that’s hard to beat. It’s Chestnut’s play, and his hands boasts a full house. Looks like he’s the winner here. A/C should pick up on this as well.

JOHNNY PAYCHECK (Epic 9-50923) In Memory Of A Memory (3.59) (Bojan Music Corp. — BM/Dayman Music Corp. — ASCAP) (J. Paycheck/R. Paté)

The listener feels the same remorse Paycheck conveys in this tune about losing the one you love. Paycheck, who is more a stylist, does just the right job vocally, while producer Billy Sherrill unevenly allows the singer’s vocals to be the focal point of the song.

JERRY REED (RCA PB-12083) Texas Bound And Flyin’ (2.16) (Guitar Man Music Corp. — BMJ) (Jerry R. Hubbard)

Another soundtrack single. This one is an infectious number that features banjo, harmonica and Reed’s own inimitable style. It’s featured on the Smokey II soundtrack, as well as on Reed’s upcoming album “Texas Bound And Flyin’.”

SINGLES TO WATCH

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CMA Offers Simulcast Of Its 1980 Awards Show To Radio Stations

NASHVILLE — Once again this year, the Country Music Assn.'s (CMA) 19th annual Awards Show will be simulcast by radio stations in an event of its kind. As in the past, radio stations throughout the United States will be authorized to carry the awards show simulcast, via air in one hour, on Monday, Oct. 13 from 8:30-10:00 p.m. CDT.

As in the past, stations are required to run the entire show intact, including all commercial spots. No other commercial spots may be sold for the program.

The CMA's television network will make all arrangements for line connections to authorized stations. There will be no charge for radio stations located in the same television service area as CBS-TV affiliates, but radio stations outside the border areas must pay the cost of connecting lines. Which CBS will authorize to its nearest affiliate.

According to FCC rulings, program rights may be granted to only one station in each market, in case of multiple requests, a decision as to which station will air the simulcast rights will be made upon established criteria, including Spring 1980 ratings, station power, daily hours devoted to programming country music and the station's country identity in the market.

Stations wishing to carry the 1980 show simulcast must make written application to CMA, P.O. Box 22289, Nashville, Tenn. 37202, no later than Tuesday, Sept. 7.

The application should include all pertinent details about the station, such as signal power day and night; hours of country music broadcast daily; network affiliation and name and phone number of station contact.

Cash Special Placed In Radio Archives

WASHINGTON, D.C. — The Mutual Broadcasting System's (MBS) "Johnny Cash Silver Anniversary Special," which aired at 9:00 p.m. Eastern Daylight Time on Saturday, Aug. 14, was the first, second, and third place winner, Deeda's Delight, will open for the airing of its television show, "Johnny Cash Silver Anniversary Special," which aired at 9:00 p.m. Eastern Daylight Time on Saturday, Aug. 14, was the first, second, and third place winner, Deeda's Delight, will open for the airing of its television show, "Johnny Cash Silver Anniversary Special."
'DREAMING' ON FESTIVAL — Australian bush music band The Cobbybers recently signed with Festival Records, following the termination of a long association with WEA. All but cata-
calla in 1970 to Festival. First product from the deal was the double-disc live LP, “Bushland Dreaming.” An American tour is also in the works. Pictured at the signing are il-
ly: Chrissy Cooney of the group, Bill Dufl, Victoria manager, Festival, Adrian Anderson, the group’s manager, and Ron Howard, Chris Armstrong and John Armstrong of the group.

First Commercial Australian FM’s Open
by Alan Webster

MELBOURNE — Commercial FM radio has officially begun in Australia. The first station to go on the air was Melbourne’s 3EON-FM, which featured a contemporary rock format with a liberal sprinkling of oldies.

The early-August debut of 3EON-FM was followed within two weeks by the opening of 3FOX-FM in Melbourne, 2DAY-FM and 4MM-FM in Sydney and 4ALL-FM in Brisbane. Stations have also been planned for Adelaide and Perth.

These FM stations followed the ap-

proval of commercial FM and the granting
of the initial licenses at the end of last year (Cash Box, Dec. 29, 1979). The commercial FM licenses, in the main, have been grant-
ted to consortiums comprised of 50% of a Melbourne newspaper and 50% of an Australian stereo distribution company. Their formats are a microcosm of the major capital cities.

BURNETTE gets Melbourne -based singing duo Cheetah, featuring songstress Karen Cohen and keyboard man Terry Britten in London, while Britten and his partner, B.A. Robertson, have provided music and a solo for Olivia Newton-John for the movie “Grease.”

All of the new FM’s have drawn heavily
upon the existing staffs of AM stations here for their programming. There are addi-
tions to the Melbourne stations.

2DAY-FM and 4MM-FM feature con-
temporary formats, while 2DAY-FM is basically MOR, with emphasis on news, current events and information.

The programming of these stations reflects the contemporary tastes of the target audiences of their listeners.

On all of the new FM’s, there is an emphasis on audience participation and interaction. The new FM’s have an audience participation content of 50%.

The new FM’s have a strong emphasis on music, with contemporary and diverse music formats.

The new FM’s have shown a strong inclination to introduce new artists and music, and are expected to contribute to the diversity of music genres available on the air.

The new FM’s have invested in modern studio equipment and technology, and are expected to provide a high-quality listening experience for their audiences.

The new FM’s have implemented innovative programming strategies and have shown a willingness to experiment with new formats and genres.

The new FM’s have contributed to the growth and diversity of the Australian music industry by providing a platform for new artists and music genres.

The new FM’s have opened up opportunities for local and independent artists, and have become a significant force in shaping the contemporary music landscape.

The new FM’s have also provided a platform for Australian musicians and have contributed to the diversification of Australian music.

The new FM’s have become an integral part of the Australian music industry and have played a significant role in shaping the contemporary music landscape.

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NEW DISTRIBUTORS

Global MusicResource recently announced an ex-
cluivre (former CMG executive), as its new sales rep for German distribution of its sheet music and folios. Pictured at the signing are Leslie Minchin, a well-respected music teacher and composer.

Aurex Jazz Fest Bow All Star Show in Japan

LOS ANGELES — The Aurex Jazz Festival, featuring an array of 28 noted musicians, will debut in Japan Sept. 2-7. Sponsored by Toshiba Corp., in conjunction with the U.S. Embassy in Japan, more than 200,000 spectators are expected for the concerts, with an additional audience available via national telecast and radio specials.

One of the special performances at the festival will be Benny Goodman, who will be playing in Japan for the first time in over 10 years. Other performers included on the bill include Teddy Wilson, Eddie Durham, Benny Carter, Eddie Sweeney, Edith Mann, Mel Hinton, Helen Hume, Dizzy Gillespie, Illinois Jacquet, Eddie "Lockjaw" Davis, Harold Land, Cedar Walton, Eddie Gomez, Fred "Fuzzy" Denton, Joe Henderson, Art Farmer, the Brecker Brothers, George Duke, Alfonso Johnson and Peter Erskine.

Performances will be held Sept 2-3 in Tokyo, Sept 4 in Osaka and Sept 7 in Yokohama.

World Pop Song Fest Entries Set New High

TOKYO — An all-time high of 1,860 en-
tants from 52 countries filed entry forms for the 11th World Popular Song Festival prior to the July 10 deadline. High on the list were the U.S., the U.K., France and Germany, which, together, sent in over 150 songs.

Increased participation from Central and South America was also apparent, with countries such as Brazil reporting record numbers of entrants.

Final selection of the festival, scheduled for Nov. 14-16 at the Nippon Budokan Hall in Tokyo, will be based upon a five-stage screening process. Official an-
ouncement of entrants chosen to par-
ticipate in the festival will be made Sept. 1.

INTERNA TIONAL BESTSELLERS

Argentina

1. FunkyTown — Lipos, Inc. — Phonogram
2. La Violenta Del Sur — CBS
3. El Malecón — CBS
4. El Sol De La Montana — CBS
5. El Viaje Del Viento — CBS

Australia

1. FunkyTown — Lipos, Inc. — Phonogram
2. You've Lost That Lovin' Feeling — Long John Baldry/Kari
3. Mac Donald — Emi America
4. Purchase Japan — The Vendors — United Artists
5. Shandi — Kiss — CBS

INTRODUCTION A D ATELINE

than at home (the last single, "Walking In the Rain," sold 1,000,000, mostly in the U.K. and Germany), has signed a recording and produc-
tion deal with Harry Vanda and George Young of the group, Cold Chisel. The new future product will appear on the Alps label. The duo is currently ensconced in the Albertos studios in Sydney recording a new album.

Astrid Sypek, drummer for Freddie Stracks, one of the country's most respect-
ed rock percussionists, has signed with For grown Sports, replacing Ian McLennan. McLen-
nan was forced to quit the band because of recurring hepatitis and ten

The Italian Authors and Publishers Assn. (SIAE) recently signed an agreement with the National Television Industries Union, for the purpose of rights protection on recordings broadcast by private TV sta-
tions.

marco de lugli

Japan

TOKYO — The total sales of records and tape during the four-month period ending last month, with tape sales figures also showing significant growth over June 1979 totals, according to Japan Phonograph Record Assn. (JPHA) president Saburo Watanabe. Total sales for records reached 14,544,000, down six percent from the same period last year, but up five per-
cent from May 1980 figures. Revenues for the month totalled just over 14 billion yen (some US$42 million) in revenues were 14% higher than the same month last year and two percent up over May.

Isao Tomita, a composer of traditional Japanese sym-
thesizer player, was named president of the newly established K.K. Japan Records, a subsidiary of Tokuma Music Industries. Tomita is expected to renew his agreement with RCA in the U.S. through K.K. Japan Records.

Biggest sellers during the last few weeks of the summer sales season ending in August were Motta & Brothers on Phonogram, Yellow Magic Orchestra on Alfa, Sadao Watanabe on Victor and Moto Michiuchi on CBS/Sony. Records registered a live-to-six percent in crease over the same period last year for cassette tape sales jumped from 20-30% at most to 40-50%. Finding that the increases was a revival of interest in Western music.

Tomita Kagimoto was elected presi-
dent of Polygram Record Service Co., Ltd. at the regular shareholders meeting held here recently. Yanagimoto was previously vice president of the company, which is the press arm of Poloyor of Japan. In addition, Dieter Biersbach, president of Polygram Far East, was named chairman of the board, and Seiichiro Koh, president of...
Poylidor of Japan, was elected vice chairman of the board.

On another front, Polydor of Japan announced "Music Campaign '81," the company's major promotional campaign for the year-end season. The campaign's merchandising support will focus on a wide range of products, including pop, rock 'n roll and classical. Both international and domestic repertoires with a target of 1.6 billion (37 million) sales.

Sadao Water, one of the most famous Japanese jazz players on the international scene, held a recital July 2-4 at the Nippon Bunka Kaikan in Tokyo. The saxophonist drew capacity audiences and was well-received by the fans.

Ricardo, his first solo album. He has been with the band since 1978 and is known for his intricate solos and creative improvisations.

**INTERNATIONAL DATELINE**

**INTERNATIONAL CERTIFICATIONS**

Christie Allen

Mushroom Australia recording artist Christie Allen received two gold awards for the singles "Goosey Goosey Gander" and "Number One" and a gold award for her "Goose Bumps" LP in the U.K.

Rocky Burnett

EMI America recording artist Rocky Burnett was awarded a gold record for his single, "Tired Of Toon: The Line," in Australia.

Marianne Faithfull

Island recording artist Marianne Faithfull was awarded a gold record for sales of her "Broken English" LP in Canada.

Fleetwood Mac

Warner Bros. recording group Fleetwood Mac was recently awarded a platinum disc for its "Tusk" single, a platinum LP for the "Tusk" LP, and a special triple platinum award for the "Rumours" album in the U.K.

Willie Nelson

Willie Nelson (Columbia) was awarded a platinum disc for his "Stardust" LP and gold certifications for his "Red Headed Stranger" and "Willie Nelson Sings Kris Kristofferson."

Thom Pace

Capitol recording artist Thom Pace was awarded the Golden Music Award for over one million sales of the single "Maybe" in Germany.

Toto

Columbia recording group Toto was awarded a platinum disc for its "Hydra" LP in Canada.

Will Tura

Will Tura (Polydor) received a gold certification for sales of his "In Mijn Caravan" LP in Belgium.

Martit Webb

Polydor recording artist Martit Webb was awarded a silver disc for her "Taxe That Look Off Your Face" single and silver and gold certifications for her "Tell Me On A Sunday" LP in the U.K.

**INTERNATIONAL BESTSELLERS**

**Cash Box** August 23, 1980

**Spill Enz**

Going hand-in-hand with its top drawer studio scene, which boasts such for midible complex's as AAV, Albert, Music, and the new Rich Monde Recorders and Trafalgar, is Australia's exporting of fine production talent. The continent has gifted the world with such acts as Michael Todd, Terry Britten, Dave McKay, Yanda & Young (also known as Flash And The Pan) and New Zealand Pete Dawkins. In addition, such acts as the band talent as Dave Todd, Pete Selley, John Bolton (who was instrumental in Epic's signing of Angel City) and much more have appeared on the Sydney and Melbourne produce acts.

Japan

**TOP TEN LPs**

1. Michael Jackson "Thriller" - Epic/Sony
2. X Japan "X" - Sony
3. X Japan "The Best" - Epic/Sony
4. David Bowie "Let's Dance" - RCA
5. Michael Jackson "Thriller" - Epic/Sony
6. X Japan "X" - Sony
7. X Japan "The Best" - Epic/Sony
8. David Bowie "Let's Dance" - RCA
9. Michael Jackson "Thriller" - Epic/Sony
10. X Japan "X" - Sony

**TOP TEN SINGLES**

1. Michael Jackson "Thriller" - Epic/Sony
2. X Japan "X" - Sony
3. X Japan "The Best" - Epic/Sony
4. David Bowie "Let's Dance" - RCA
5. Michael Jackson "Thriller" - Epic/Sony
6. X Japan "X" - Sony
7. X Japan "The Best" - Epic/Sony
8. David Bowie "Let's Dance" - RCA
9. Michael Jackson "Thriller" - Epic/Sony
10. X Japan "X" - Sony

The Netherlands

**TOP TEN LPs**

1. K.B. - "K.B." - Polygram
2. K.B. "K.B." - Polygram
3. K.B. "K.B." - Polygram
4. K.B. "K.B." - Polygram
5. K.B. "K.B." - Polygram
6. K.B. "K.B." - Polygram
7. K.B. "K.B." - Polygram
8. K.B. "K.B." - Polygram
9. K.B. "K.B." - Polygram
10. K.B. "K.B." - Polygram

**TOP TEN SINGLES**

1. K.B. "K.B." - Polygram
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6. K.B. "K.B." - Polygram
7. K.B. "K.B." - Polygram
8. K.B. "K.B." - Polygram
9. K.B. "K.B." - Polygram
10. K.B. "K.B." - Polygram

Cash Box August 23, 1980
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<tr>
<th>Week</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>DIANA</td>
<td>Ross (Warner Bros 919)</td>
<td>11</td>
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<tr>
<td>2</td>
<td>ONE IN A MILLION</td>
<td>LARRY GRAHAM</td>
<td>Warner Bros (Warner Bros 1138)</td>
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<td>3</td>
<td>HEROES</td>
<td>BLACK CONTINENTAL</td>
<td>10</td>
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<td>4</td>
<td>GIVE ME THE NIGHT</td>
<td>GORDY BENSON</td>
<td>Warner Bros (Warner Bros 1133)</td>
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<td>REAL PEOPLE</td>
<td>BLACK CONTINENTAL</td>
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<td>6</td>
<td>S.O.S.</td>
<td>THE G.S. BAND</td>
<td>CBS 36332</td>
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<td>7</td>
<td>CAMEOISUS</td>
<td>BLACK CONTINENTAL</td>
<td>15</td>
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<td>8</td>
<td>TP</td>
<td>TONY PEPPERS</td>
<td>Capitol (Capitol B-78)</td>
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<tr>
<td>9</td>
<td>JOY AND PAIN</td>
<td>CAPRI FEATURING FRANKIE BERRY</td>
<td>Capitol (Capitol SB 7935)</td>
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<tr>
<td>10</td>
<td>THIS TIME</td>
<td>THE JAH imagery (Warner Bros 9342)</td>
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<td>11</td>
<td>BARRY WHITE'S SWEET MUSIC</td>
<td>BARRY WHITE</td>
<td>Warner Bros (Warner Bros 9350)</td>
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<td>LET ME BE YOUR ANGEL</td>
<td>LADY SANTINO</td>
<td>CBS 36803</td>
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<td>13</td>
<td>BO</td>
<td>CHANCE</td>
<td>ABC/BP 7801</td>
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<td>14</td>
<td>ADVENTURES IN THE LAND OF BLACK LOVE</td>
<td>DREAMY</td>
<td>ABC/BP 7813</td>
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<td>15</td>
<td>THE GLOW OF LOVE</td>
<td>CHANGE</td>
<td>Warner Bros (Warner Bros 9384)</td>
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<td>ALL THE WAY</td>
<td>THE JAH imagery (Warner Bros 9342)</td>
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<td>SWEET SENSATION</td>
<td>STEPHANIE MULLIS (Warner Bros 9342)</td>
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<td>18</td>
<td>NO NIGHT SO LONG</td>
<td>THE O'JAYS (Warner Bros 9342)</td>
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<td>19</td>
<td>HOT BOX</td>
<td>STREETBREAKER</td>
<td>(Spring/Polydor SP-1-0171)</td>
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<tr>
<td>20</td>
<td>A MUSICAL AFFAIR</td>
<td>ASH福德 &amp; BROWN</td>
<td>(Spring/Polydor SP-1-0176)</td>
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<td>LOVE JONES</td>
<td>NIGEL DAVISON, JIMI WATSON (DMM)</td>
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**ADD THE MAIN INGREDIENT** — RCA Records recently re-pacted the recording group The Main Ingredient. The group returned to the label after a hiatus of several years during which the members pursued individual careers. Their new album, "Ready For Love," is set for release in August. Shown at the contract signing in this frame are (l-r) Cuba Gooding and Tony Simmons of the group. Robert Summer, president, RCA Records, and Luther Simmons of the group. Shown in the back row are (l-r) Richard Carpenter, manager; Ray Harris, division vice president for black music marketing, RCA Records, and Tom Cosso, president, Record Logic Productions.

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**THE RHYTHM SECTION**

**THE NEXT PHASE** — Hamilton Bohannon, musician, arranger, producer and publisher, has expanded his influence in the music industry to include record company president by establishing his own label, Phase II Records Ltd. A division of Bohannon Productions, the label will be manufactured and distributed by CBS Records Inc. CBS will also provide marketing and merchandising support for the label, while the staff of Bohannon Productions will concentrate on artist development and promotion chores. Bohannon told Cash Box that additional record label staffing will take place as the company expands. The first product on the label will be an LP by Bohannon, titled "One Step Ahead." Bohannon said, however, that he plans to sign two or three artists before the end of the year, though he doesn't want to expand faster than is economically viable. Gospel, jazz, R&B and pop music are markets he plans to cover, with his own material and with other artists he plans to sign. While declining to identify particular artists— he described the kind of artists he's looking for as those who "take a professional approach to the business of making music"—"I would like to sign a more-established artist because I've worked with unknown artists before and had too many problems with egos after they have a little success with a record," he added. Joel Katz, Bohannon's business manager, said general consulation services for record companies, got his initial break in the industry playing as a jock on a job in Cleveland. Bohannon did well enough to earn the top spot in the entire market for Motown acts on the road. While handling these chores, Bohannon worked with Motown artists like The Temptations, The Four Tops, Smokey Robinson and the Miracles and Diana Ross and the Supremes among others.

_Which Way Did He Go?_ — "Routes," the latest LP offering from Columbia keyboard artist Ramsey Lewis, contains, combining forward thinking direction and new formulas to gain successful record sales. While that problem does not lie totally with the type of music being recorded today, "Routes" might be an example of how music acumen can be the springboard to success. Always employing a full range of contemporary and traditional music genres, Lewis manages to more smoothly define an image reflecting his diverse music approach on this LP. "Routes," jointly produced by Larry Dunn of Earth, Wind and Fire, and Allen Toussaint, has made impressive gains on both the AM and R&B charts. The album is #19 bullet on the jazz chart, while it is equally impressive on the Black Contemporay Album chart, #54 bullet, after only two weeks. With the forthcoming release of the single "Whisper Zone," Lewis' current LP may very well have the same impact in the pop market. Perhaps "Routes" will serve as the most current example of how music excellence and broad-based success can be one and the same.

**HOT CROSSOVER VINYL** — Well, Elektra/Asylum recording artists Queen made good on this column's and the Cash Box chart department's prediction that the group's single, "Another One Bites the Dust," would soon jump onto the Cash Box Black Contemporary Top 100 Singles chart, where it debuted this week at #82 bullet. But there has been considerable crossover in the other direction starting with several artists debuting high on the Cash Box Pop charts. "My Prayer" by Polydor recording group Ray, Goodman and Brown (#86 bullet) and "Girls, Don't Let It Get You Down" by TSP/ CBS recording group the O'Jays (#89 bullet) are leading the way on the Cash Box Top 100 Singles chart. Topping all debuts on the Cash Box Top 200 Album chart was "A Musical Affair" by Warner Bros. recording artists Ashford & Simpson at #85 bullet. Other top crossover debuts include "Wide Receiver" by Pathé/RCA artist Michael Henderson (#117 bullet), "I Touch a Dream" by 20th Century-Fox recording group The Dells (#161 bullet) and "Special Things" by Planet/Elektra recording group The Pointer Sisters.

**SHORT CUTS** — RSO recording artist Irene Cara will be the special guest of blues/R&B legend Ray Charles during a two-hour engagement at the Dorothy Chandler Pavilion of the Los Angeles Music Center. Cara, who is set to perform various tunes from the soundtrack of the film _Fame_ in which she appears, has been receiving substantial airplay through her rendering of the title track from the album... 

---

 michael martinez
B L A C K  C O N T E M P O R A R Y

M O S T  A D D E D  S I N G L E S


M O S T  A D D E D  A L B U M S


U N A N N O C O M I N G


P U S H  P U S H  —  B R I C K  —  B A N G / C B S


I N T O  Y O U R  L O V I N ’  —  T E E N A  M A R I E  —  M O T O W N

R E D  L I G H T  —  L I N D A  C L I F F O R D  —  C U R T O N / R S O

W A O K  —  A L B A T R O L  —  C A R L  C O N N O R ,  P D


B L A C K  R A D I O  H I G H L I G H T S

W A O K  —  A L B A T R O L  —  C A R L  C O N N O R ,  P D

H T O  —  2 1 9 —  T O  —  2 1 9 —  1 5 3 7 4 8 3 9 4 2 2 1 5 6 7 8 9 1 0 1 1 1 2 1 3 1 4 1 5 1 6 1 7 1 8 1 9 2 0 2 1 2 2 2 3 2 4 2 5 2 6 2 7 2 8 2 9 3 0 3 1 3 2 3 3 3 4 3 5 3 6 3 7 3 8 3 9 4 0 4 1 4 2 4 3 4 4 5 4 6 4 7 4 8 4 9 5 0 5 1 5 2 5 3 5 4 5 5 6 5 7 5 8 5 9 6 0 6 1 6 2 6 3 6 4 6 5 6 6 7 6 8 6 9 7 0 7 1 7 2 7 3 7 4 7 5 7 6 7 7 8 7 9 8 0 8 1 8 2 8 3 8 4 8 5 8 6 8 7 8 8 9 9 0 9 1 9 2 9 3 9 4 9 5 9 6 9 7 9 8 9 9 0

W A O K  —  A L B A T R O L  —  C A R L  C O N N O R ,  P D

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Pinball Executives Remain Optimistic
Soft Market; Cite Cyclical Nature of Business

Cash Box recently surveyed leading pinball machine manufacturers for reaction to the current surge in video popularity. Without apparent softness in pinball sales. The executives asked to respond to claims, by some operators, that the latter situation can be attributed to "bland games," "over saturation" of the market and "high prices" on the part of the pingame manufacturers.

CHICAGO — Tom Nieman, vice president of the Chicago Pinball Division, who added that "some of the most spectacular pins ever made were turned out in 1980." "Space Invaders" and "Silverball Mania," for example, reflect the entertainment concept and dramatic visual enhancements of today's pinball machines, according to Nieman. These, along with a number of competitors' pingames, cannot be classified as "bland," he said.

Nieman told Cash Box that presently "there are some uniquely innovative engineering and design concepts being explored by manufacturers who will undoubtedly stimulate play and positively affect pinball's current market position. Everyone will benefit from it," he stressed. "Hollywood manufacturers because they are putting more emphasis on player features, the distributor and operator because we will be giving them better earning games and the players because they will be receiving new challenges and skill shots."

Commenting on alleged over saturation of the market place, Nieman noted that "production levels are based on market demand. All we do is reflect the marketplace. From mid-1975 on, our production rate was based on customer demand. Everyone was pushing for product and we answered the call," he continued. "In manufacturing situation you are as flexible as possible but it is nearly impossible to react immediately. You just can't turn it around overnight. Gearing up production was a gradual process and although we try to remain totally in tune with demand, there are times when production will outweigh demand and vice versa."

Utilize Technology

Bob Bloom, Reiterating Barron's plans for increased emphasis on engineering Nieman stated, "We have to take more advantage of the technology that is available to us. The microprocessor pushed us ahead when they made the change from electromechanical to electronics. At this point in time, we haven't even scratched the surface of our technological capabilities."

Stephen Kaufman, president, Amusement Machine Division of Stern Electronics, Inc., is naturally concerned about the present pinball crisis but he feels that, as in the past, pinballs will weather the storm and regain their position of prominence.

"Every time there has been a softness in the market place for pinballs it has served to push the pinball manufacturers into building better games," Kaufman told Cash Box (continued on page 48).
ED MILLER AND BILL OLLIGES ARE WORKING FOR A NEW COMPANY.
When two men like Ed Miller and Bill Olliges get together to create a company, you just know they're going to make the industry sit up and take notice.

And they've already started.

Their first new invention is called Centuri Inc. It's a new kind of company in our industry. Centuri is taking some far-reaching concepts and bringing them down to earth in a very practical way.

Right now Ed and Bill have inventions #2, #3, #4, and even #5 on the drawing boards or being moved into immediate production.

If you know Ed Miller and Bill Olliges, you know they both have a record of introducing innovative games that wear well, work well, and do well.

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Centuri HILH.
Vending Profits Dip In 1979, According to NAMA Report

CHICAGO — Average net profit before income taxes for vending service companies slipped more than 5% in 1979, to 4.9% of sales in 1978 from 5.2% percent, according to the National Automatic Merchandising Association.

The 1979 Operating Ratio Report, based on financial data of 164 member firms of varying sizes, was compiled by Price Waterhouse & Co. Total vending sales volume of participating firms amounted to well over 10 percent of 1979 industry sales.

NAMA Sets First Management Meet

CHICAGO — NAMA will sponsor its first Financial Management Seminar for vending and foodservice management firms, during the period of Sept. 23-25, in Chicago, announced G.H. Tansley, director of conventions and education at NAMA. The three-day seminar will cover management procedures for vending as well as manual food service.

The seminar will be held at the O'Hare Marriott Hotel and participants will be charged a fee of $225 per person. Registration is open to vending service company members of NAMA and attendance will be limited to 40 persons with the content aimed primarily at owners and chief operating and financial management officers of NAMA member firms.

Topics under discussion will include financial analysis, trends in the vending business, assets and return on sales, inflation accounting methods and techniques, flow management, accounting and profitability systems, and financial planning and forecasting.

Members of the faculty will be: Robert K. Deutsch, management consultant (Northbrook, Ill.); Gerry Gibbons, controller-internal operations (ARA Services, Philadelphia); J. Emmett Hammond, senior vice president (Interstate United Corp., Chicago); Richard E. Harvey, controller, cash flow management, accounting and profitability systems, and financial planning and forecasting.

World Wide Opens Michigan Branch

CHICAGO — On July 10, World Wide Distributors, Inc., here invited Michigan operators to the grand opening of the distributor's new branch office in Mt. Clemens, Mich., which is located at 36339 Groesbeck Hwy.

The modern branch office provides ample space for the display of game lines and music and (new and used) plus a separate parts department. This is an enlarged service department, which is headed by chief technician Jerry Aiello and includes all of the necessary electronic testing fixtures to assure prompt service to customers.

The Michigan branch has considerable experience in music and games sales throughout the state and is well known to Michigan operators, is branch manager of the new facility. He joined the World Wide team in January of this year. "As branch manager for a leading distributor the size of World Wide," he commented, "my capacity to give customers personal service and unlimited choice of equipment has been greatly enhanced."

Midway Unveils 'Space Encounters'

CHICAGO — Midway Manufacturing Company has another sure-fire space battle attraction in release, noted Stan Jarocki, vice president of marketing. Appropriately named "Space Encounters," Jarocki describes it as "the latest innovation in space games designed to continue in the winning tradition of our highly successful 'Space Invaders' and 'Galaxian' video coin-ops."

The new game offers challenging cosmic missions that require extra skill, agility and concentration on the part of the player in utilizing the mission control panel to maneuver the assault ship. The object is to evade alien missiles and destroy attackers. Using the push button firing mechanism, hits are accompanied by instant red bursts of light and each rack introduces a group of alien defenders with increasing point value.

In the process of play, if the assault ship is hit, it is tossed into a galaxy void, must then return to base and start again. Sonic beeping sounds announce the arrival of enemy space saucers which, when hit, score extra points and introduce the time lapse target for additional scoring opportunities. Speed score points are earned by guiding the ship out of the galaxy void.

Research Raffle Announced For New Atari 'Cabaret' Video Model

SUNNYVALE — With the Cabinet game, Atari's latest innovation in cabinet design, currently in distribution ("Asteroids" is the first game to be produced in this mini-cabinet), the company is asking operators to evaluate the benefits of this configuration relative to new location opportunities.

Atari is requesting information feedback from domestic and international operators in the form of responses to such questions as "What has the Cabinet game done to increase your business?" and "What changes or suggestions do you have?" This information will help determine the operators' outlook on the demand for more future games in the Cabinet cabinet.

Operator Report Forms have been supplied to all Atari distributors. Operators who return a completed report will automatically be eligible for a drawing from Atari as a reward for taking the time to fill out the questionnaire.

The mail-back questionnaires are available through Atari distributors or by contacting Atari at (408) 745-2500. All raffle entries must be received by Sept. 15. The winner will be announced in the November issue of Atari's Coin Connection newsletter.

The company advised that eligibility to win a Cabinet game does not depend entirely upon the completion of the Operator Report Form. To qualify for the raffle, Cabinet game operators need only submit forwarding information may be obtained by contacting factory distributors or the Bally Pinball Division direct at 90 O'Leary Drive, Bensenville, IL 60106.
Viking Conquers the Pinball World

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PINBALL DIVISION

217 Millersville Avenue, Berks County, PA 19506 USA

Telephone (701) 5600 3400
Cries of stranded astronauts, haunting the darkness, defying the forces of evil. Echoing throughout the vast galaxy... and throughout the video game industry!

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**STRATOVOX**

T.M.

HELP ME!

WE'LL BE BACK!

LUCKY!

VERY GOOD!

KABOOM!

Score 50 or 100 points when you explode an alien ship into smittereens as you dodge lethal showers of enemy rockets! Score 100, 500 or 1000 points when you rescue a stranded astronaut from the clutches of the evil aliens and return him to his crew! The faster the ship tries to escape with its prisoner, the more points you tally when you destroy it!

As action continues and skill builds, the alien attack becomes progressively harder to repel! Several squads can now attack together and make off with more than one astronaut!

When your photon rocket is blasted by a direct alien hit, the planet surface ruptures into explosive booms and triggers a prism run of flashing colors throughout the galaxy!

The mission ends when all 10 astronauts are carried off or when all 3 (operator adjustable bonus rocket) of your photon rockets are destroyed!

1 or 2 player upright:

Dimensions:

- Height: 171 c/m (68"
- Width: 61 c/m (24"
- Depth: 87.5 c/m (35"

STRATOVOX speaks of unparalleled location earnings!

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Atari ‘Missile Command’ Available in Cocktail And Cabaret Models

SUNNYVALE -- ‘Missile Command’, Atari’s latest video game, is now being released in the space efficient Cocktail and Cabaret cabinet models, as announced by Frank Ballouz, marketing director. "Our research, as well as feedback from our distributors and operators, has shown that both the Cabaret ‘mini’ upright and the Cocktail cabinet offer the opportunity to further expand their location possibilities and attract new players, stated Ballouz.

"The combination of a highly popular video like Missile Command in a cabinet style that can be placed in more different types of locations greatly increases the operator’s profit potential, both in the United States and throughout the world," according to Ballouz.

Missile Command Cocktail is compact and lightweight and is adjustable from 21 to 27 inches in height and has dimensions of 32 inches by 24 inches. It has the same playing action as the upright and the space saving cabinet is ideal for sophisticated lounges, restaurants and special arcade "all-down" areas.

The ‘mini’ standup cabinet of the Missile Command Cabaret requires only four square feet of floor space. Overall dimensions are 55 inches high, 20 inches wide and 24 inches deep. The model is the ideal configuration for locations where the larger upright may not be suitable.

"Open End," said Ballouz, "was designed out because of its compact size and sophisticated appearance. This game opens the door to a wide variety of new industries such as restaurants, convenience stores, transportation centers, institutions, virtually anywhere people spend leisure time."

Missile Command is a highly challenging one or two player missile defense battle action game in full color. Features include Trak-Ball, target control, sound effects, high score table display, bonus scoring opportunities and operator adjustable options including eight extended play levels, four adjustable game times, adjustable coinage options including 50 cent single play and multiple languages.

Bleiberg To Speak

European cities. He has also taken part in college lecture series throughout the U.S. namely Vanderbilt University, MIT, Harvard, Hunter, Hillsdale, Harding and Campbell. His television appearances include ‘Sunday’ on NBC, David Susskind’s “Open End,” “Meet The Press” and numerous nationally televised programs throughout the country.

Bleiberg is listed in Who’s Who in America and is a member of the New York Security Analysts, New York Financial Writers Association, Phi Beta Kappa Associates and the Economic Club of New York as well as the Mont Pelerin Society.

Atari ‘Missile Command’ Video Game Coin Machine

Chicago Chatter

Congratulations to Stern exec Stephen Kaufman on his appointment as president of the firm’s Amusement Machine Division and to Larry Siegel, who has been named president of the Seeburg Music Limited division. All we have to say for the planned Aug. 21 Seeburg distributors meeting, to be held in Chicago, is that we know we have a winner.

With summer vacation shutdown safely tucked away, the Bally plant resumed production and a top priority item will be the newly premiered “Viking” pin. Watch for it.

THE NEW VENDING NEED to Special Invitee scores, said Larry Berke, Midway’s director of sales. The Deluxe model is still doing exceptional business. Also in the fore are “Extra Bases,” Midway’s super baseball game, and “Galaxian” – in both the upright and cocktail cabinet. To quote Larry in this issue, Midway has just introduced its latest video game — “Space Encounters.”

It was nice hearing from Ovation recording artist Joe Sun, who was in town briefly. He’s coming back to Nashville to work on his upcoming LP “Lun” On Honky Tonk Time.” The singer/som is “Bomber, leather and dice” and Joe feels that, just as “Shogun Rider” (his previous side) was quite a jukebox favorite this next one is a natural for ops. With a title like that, how can you miss. For release into contact Cary Baker at Ovation Records, (312) 729-7300.

Midway’s Service Manager Andy Ducay, following participation in the Aug 11-15 Bally-Midway service seminar in town, will be planning a trip to Reno where he’ll be guest instructor for a day at the Nevada Gaming School on Sept. 12. You can bet he’ll manage to spend a little time with friend and colleague Tom Hata who’s with the new MGM hotel out there.

DATELINE BLOOMINGTON, MINNESOTA: home of Hansons Dist. Co. Cash Box received a letter from the district’s promo manager Susie Smokey regarding Hanson’s participation in a local Musical Distrophy drive to aid those children who are victims of this disease. The goal set in the area was $300, and Hanson was approached to give a special deal of a cent off a $.25 book. They took the chance and the deal went on. As we check in, the deal was well received and the Hanson door sold one of our new Game Plan Super Nova’s," wrote Susie, “and we are proud to relay that they earned $42 of the $.242 the Carnival made that one day” Nice going, Hanson.

California Clippings

Although the summer vacation period is in full swing, C.A. Robinson’s Ira Bettelman made some comments recently that can be taken as words to the wise. “We are now entering into a new business season known as the month of summer vacation,” said Bet telman. “However, it appears that all the traditional buying patterns and habits that have proved consistently true in the past have fallen by the wayside.” Bettelman pointed out that retailers are finding that as they work out a promotion, the consumer will back away. He maintained that the quick succession of blockbuster games over the past few years has created an environment in which an operator must pay closer attention to his locations and buying procedures. There is a never ending list of good games,” said Bet telman. “But "Astrofighter" passes to the state of no longer being produced, a game like ‘Missile Command’ comes on the scene. The multitude of fine games has turned mediocre locations into top notch ones. And whether it requires a touch more PR or a little more maintenance, the new Autumn climate calls for more time and physical investment.” He went on to say that months that could usually be anticipated as slow are no longer the way and operators should wake up to that fact.

The Guinness Book World Record holder for consecutive hours of pinball playing, which is Mandi Martin with 505 hours of play, has been named vice president of Enoch Smoky Music Publishing and Enoch Smoky Productions.

Industry Calendar


Oct. 7-9: Intl. Wurlitzer Meeting; Aquitania Hotel; Bordeaux (France).

Oct. 8-10: JAA (Japan Amuse. Trade Assn.): annual conv.; Tokyo.


Pizza Time Opens New Outlet In Texas

LOS ANGELES — In a move that signals Pizza Time Theatre’s expansion to Texas, the chain yesterday opened its first new store in Arlington. Pizza Time, which currently has stores in Utah, Nevada and California, has set its sights on the Lone Star state. Locations will be opened in Fort Worth and North Dallas before early next year.

A location in Arlington will seat 450 in 1400 square feet, contain a two-level theatre-dining room to showcase the Pizza Time menu, a large entertainment area and lounge, private dining area, kitchen, offices, player’s room, a kids’ play area, three bedrooms, a master bedroom and two bathrooms. It will also feature a special restaurant and arcade games. In an adjoining 6000 square foot area, the offices for the company’s regional staff will be built.

“We’re presently aggressively seeking real estate in major Texas marketing areas with 8,000 to 10,000 square feet on one floor,” said Gene N. Landrum, vice president of operations for the Sunnyvale, Calif. firm. “The Arlington location was particularly appealing due to the fact that area has 33,000 dwelling units within a three-mile radius. We’re targeting in on the pizza market as the market between the ages of 25 and 49, generally parents with school-age children. By incorporating young adults into our customer base, we feel we have a popular food product, participation games, amusement, and our three-dimensional animation — we think we’ve come up with a family entertainment center unlike anything else around.”
Classified Ads Close WEDNESDAY

COIN MACHINE WANTED


COIN MACHINE FOR SALE

FOR SALE: Space Invader Cocktail Tables, used but in

SALE: Large selection of clean, late model games. If you are interested in<br>FOR SALE: Small selection of clean, late model games. (for sale)

Labels Test Lightweight LP Jackets In New Economy Move (continued from page 7)

 Labels Test Lightweight LP Jackets In New Economy Move

Wietsema said, "We've tested the 18-point cover with non-commercial product, but the next test will involve commercial product, and we haven't picked the album yet. But that will be the next step."
Eric Gardner: Handling Every Aspect Of His Acts’ Careers

(continued from page 10)

organized, and the technical work for each show is completed by 5:30 PM, so there were no 30-40 page contract riders the bands would bring in for the job in this tour. All the bands also brought their own stage design. Gardner’s early clients included the Airplane and its spin-off group, Hot Tuna, and the Blue Oyster Cult in 1974, he was the "head" of a dozen" coordinators for a major Grateful Dead Tour. When the Cult did an overseas tour in 1974, Gardner got his first taste of international advance work.

International Scope

From 1974 to 1976 Gardner concentrated on international assignments arranging tour logistics for the Cult and other bands in 23 countries in Europe and the Far East. During this period he also began to develop overseas tours, and in 1975 handled all overseas tour coordination for Kiss.

The following year Gardner “began to do day-to-day management things” for the Blue Oyster Cult, working under Sandy Pearlman and Krause Management. In 1976, Gardner was asked by Todd Rundgren’s manager at the time, Susan Lusanj, to handle the Japanese tour for Rundgren and Utopia.

“Just before the tour was leaving, she called and told me that she was resigning her position and that it was up to me to go on tour with the band.” Gardner, who had returned from Japan that week with Kiss, was back with the Blue Oyster Cult for a show that same night. The following morning after Lee’s call. During the long flight he had an in-depth discussion with Todd, and it was agreed that Gardner would take over as manager.

Sooner the job of managing Rundgren’s multi-faceted career became so time-consuming that Gardner amicably parted ways with the Blue Oyster Cult. According to Gardner, “Todd Rundgren has five or six or seven different acts that he’ll use. Utopia, record producer, Utopia Video and song publishing.” In 1977 when Rundgren as a taste to cut down on the succeeding Meat Loaf’s “Bat Out Of Hell” (which, Gardner says, sold 8 million copies), he decided to have his studio people move the equipment from his Woodstock home to a specially built site. According to Gardner, Utopia Video is a “longtime company” associated with the latest state-of-the-art video shooting and editing equipment, including video synthesizers and custom-built cameras designed by Rundgren. Gardner says that Rundgren accepts outside projects for the facility. 

-Michael Martinez

STARWOOD, L.A. — The local L.A. rock scene has experienced a major revival in the last couple of years and has helped to bring national attention to a few groups like the Knack, X and the Motels. On the other hand, there are a few groups who have built a very avid and strong following with the local L.A. clubs, but haven’t quite emerged on the national scene yet.

It should be a matter of time for one such group, EMI America’s The Scooters, to spread the enormous popularity that the band enjoys in Los Angeles. Judging from a recent concert at a club in the city, it appears that EMI should be able to make this prediction. The Scooters, comprised of Larry Lee on vocals and bass, Robert Ferrero on vocals and rhythm guitar, Steve Lang on lead guitar, and Ben Gardner on drums, are a very tight unit that is very much in tune with what the kids want to hear.

That is hard driving rock and roll presented in sharp, concise songs that have melody and are fun to listen to. m.a.

WEA Labels Hot On Cash Box LP, Singles Charts

(continued from page 8)

Urban Cowboy on Asylum at #4 with a bullet; and Queen’s “The Game” on Elektra at #5 with a bullet.

Rounding out the Top 10 albums for WEA are Christpher Cross’ self-titled album on Warner Bros. at #6 bullet; the Grateful Dead’s “Buckaroo” on Atlantic at #7; and George Benson’s “Give Me The Night” on United at #9.

Overall, WEA has 58 albums on the Top 200 Charts, followed by CBS with 55 albums, Atlantic with 53 albums, and RSO with 51 albums. The Top 200 Include Capitol/EUMC/EMi with 21; PRO, USA with 21; RCA with 12, MCA with 11, Elektra with 11, Reprise with 10, Epic with 9, Warner Bros. with 9, and CBS, United, Asylum and Atlantic with 8 each; and Motown and Chrysalis with four each; and Excelsior, Disneyland, Fantasy, Radio Records, TeC, Weird World/TK and Brunswick with one each.
Labels Use Anthologies To Test New Rock

(continued from page 22)

"Guitars" anthology of previously released material is planned as a "cross-marginalizing" artist-retail testing tool. It will build the followings of established acts like Ted Nugent, Rick Derringer, and Cheap Trick. It will also give fans of one act to the music of the others.

Retail Success

The success of Vertigo Records' 1978 anthology, "Live, Stiffie," which sold out its original pressings of songs by Elvis Costello, Nick Lowe, and Ian Dury and the Buzz, has led Vertigo to believe that anthologies can survive as entities in the retail marketplace while serving the primary aim of artist development. Commenting on the label's most recent anthology, "The Last Compilation... Until The Next One" Bruce Kirkland, "caretaker" of Stiff's New York office said that although the record was chiefly designed to gain exposure for Lene Lovich, Madness, and the Buzz, it was definitely aimed at the consumer, and we sold a satisfactory amount that made it worthwhile.

The restrictive effect of the current economic climate on the record industry has been felt in the release patterns of the top market-by acts who would otherwise go unreleased. "The economics today are such that you can't keep giving exposure to acts that might have some talent," said Lou Simon, senior vice president of product development for Vertigo Records. This month, Mercury is releasing "Thru The Back Door," an anthology of new, determined "anti-establishment" groups from the United Kingdom. A key to marketing the album is the inclusion of a separate 33 1/3 rpm single by The High Numbers' "Now Know Who." Although the "Back Door" anthology is meant to be competitive in the marketplace, its ultimate purpose, Simon said, is "to help us find one or two bands that really have something to say."

Polydor Records will be releasing a similar anthology of new U.K. groups in September. However, Jerry Jaffe, vice president of sales and marketing for Polydor Records East, insisted that "Made In Britain" differs markedly from other compilations because it will feature tracks from the acts' recent records. "If you just want to put this record in people's houses," Jaffe said.

"As for labels, like the major manufacturers with whom they have distribution arrangements, are also using the anthology configuration as a vehicle for the exposure and development of unknown acts. Planet Records (which is distributed by Transworld) recently used its compilation, "Sharp Cuts" anthology earlier this year in order to establish a new music image," according to Paul Ossorio, director of artist relations for the label.

"Although these bands weren't ready for anything new, we thought they might want to hear them," said Solomon, who noted that Planet exercised its three-month option on only one group, Billy Ther-

CROSSOVER DELUXE — United Artists recording artist Kenny Rogers (i) recently teamed with Commodores hit scribe Lionel Richie for Rogers' upcoming greatest hits LP. One of the two songs "A Man" and "Lady," will be released as a single. At press time, Rogers and the Commodores were wrapping up "Cannes," a two-week European tour organized by Epic artist Michael Jackson on background vocals on the "A Man" song.

Four Carolina Dupers Guilty In U.S. Trial

NEW YORK — A South Carolina man, George Washington Cooper, III, was recently found guilty of criminal copyright infringement. A joint effort between Capitol's A&R, marketing and promotion teams, the listening party sessions, scheduled in 12 studios selected by LP producer Richard Landis, were attended by Bobby Colombera, label vice president of A&R, pop; Dennis White, label vice president of marketing; and Bruce Wendell, label vice president of promotion, among others, to answer questions about the duo and LP.

Among the cities where the listening parties were held were Los Angeles, New York, Cleveland, San Francisco, Boston, Atlanta, Detroit, Chicago, Minneapolis, Dallas, Washington, D.C. and Miami.

Greenwald, Newall To Kinetic Productions

LOS ANGELES — Dave Greenwald has been appointed to radio and retail promotion staff, and Mandi Newall has been named head of publicity for Kinetic Productions, Ltd. Newall was recently controller of a regional music scene.

"We are currently involved with promotional and publicity activities for the Aug., 20 release of Stewart's "24 Carats" LP. Greenwald was formerly associated with Mercury Records and Newall has worked press and publicity for Warner Bros. Linda, Alice Cooper (Alive Enterprises), Lou Reed and Rolling Stone Magazine.
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If your ears could see it would be blinding…
If your heart could sing these would be the songs…
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