EDITORIAL

Anti-ticket scalping efforts in California and other regions of the country have always received token lip service in the past, but in the end, the ball has always been fumbled by the team that stands to benefit the most from legislation that would put a limit on ticket agency or broker "service charges"—the public. Only three years ago, the first anti-scalping initiative mounted by California State Assembyman Mel Levine went to an early grave after receiving little public backing and heavy opposition from the ticket agency lobby in Sacramento.

It wasn't until a series of concerts by Bruce Springsteen in the Los Angeles and New York areas, where brokers got ahold of large blocks of tickets and set excessive price demands, that public and political action was once again provoked. The result, so far, has been that three persons have been subpoenaed by the New York Attorney General's office as part of a state probe into the alleged funneling of tickets to agencies and Assemblyman Levine has drafted his second anti-scalping bill for the state.

While the situation in New York is now in the hands of state investigators (New York already has an anti-scalping law on the books), Levine and various industry figures have again joined forces to urge public support for the new measure before the State Legislature.

But the ball is in the hands of all of us—from record labels to artists and personal managers to everyone who buys a ticket to the theatre, a sports event or a concert. Let's not drop it this time.
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**ALPHABETICALLY TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)**

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The Greatest Shows on Earth.

The New Live Album from Yes.

A 2-Record Set.

ON ATLANTIC RECORDS AND TAPES
999 ROCKS THE PALADIUM — Polygram recording artists 999 recently appeared at the Paladium in New York in support of their new EP “The Biggest Tour in Sport.” Shown backstage following the group’s performance are (l-r): Guy Days, 999; Dr. Jerry Jaffe, vice president, president, rock music department, Polygram Records East; George Meier, national album promotion manager, Polygram Records East; Jim Sotet, national album promotion manager, Polygram Records East; Nick Cash, 999; Jim Del Balzo, national album promotion manager, Polygram East; Steve Greenberg, New York local promotion manager, Polygram Records East; and John Watson and Pablo Labrinil, 999.

Dealers Report Heavy Holiday Sales Of Pre-recorded Video

by Michael Glynn

LOS ANGELES — Despite supply shortages of home video hardware, particularly recent model, multi-feature videocassette recorders (VCRs) and discounted demo units, retailers, one-stops and specialty stores operating software reported heavy Thanksgiving weekend sales and are projecting the strongest holiday season to date, according to a survey.

Dealers indicated that key new releases and family-oriented feature film titles, such as The Muppet Movie, Star Trek — The Motion Picture and Close Encounters of the Third Kind, have been among the top-selling pre-recorded videocassettes and should continue to dominate sales throughout the Christmas season.

“All of our accounts said they had a fabulous weekend,” said Stan Meyers, branch manager for Sound/Video Unlimited, a record/video one-stop based in Skokie, Ill. “Of course, it’s still a new release business, much like the Encounters business, and titles like Alien, The Rose, Star Trek and Close Encounters are presently our best sellers. It’s quite a shift, really, from when we first started carrying video and porno represented a large part of the business.”

Meyers went on to note that porno titles now make up as little as “10-15%” of Sound/Video Unlimited’s volume, while children’s films are selling “very well,” with The Muppet Movie, in particular, becoming a “giant” sales item.

New Markets Opening

Both Stern Video, Los Angeles, and its Denver-based sister one-stop, Mile Hi, have experienced dramatic growth in the number of new and Curtis serviced by them, only 40% of the video as of the past year, according to Meyers and Mile Hi manager Bob Jacobs. Meyers estimated that 150 a year ago, and the company has recently opened an L.A. outlet “in time for the holiday season.” Mile Hi itself has added 150 a year ago, and the company has recently opened an L.A. outlet “in time for the holiday season.” Mile Hi itself has added a new, strong market in the midwest.

Ex-Record Men Now Working In Radio Chide Former Colleagues For Reporting ‘Paper Adds’

by Richard Gold

NEW YORK — Former record company promotion men who have recently returned to work in radio agree that their experience at the labels significantly broadened their understanding of the music business. But while stints in promotion have given the radio pros interviewed by Cash Box greater insights into the problems and pressures involved in breaking records on the air, their attitudes reflected the polarization of the two key industry sectors. Frequently, the ex-promotion men who returned to radio found that record companies did not understand the medium’s needs. They were also critical of a system that places primary importance on accumulating playlist “adds” at all costs.

Working in promotion has not made radio men “soft touches” for their former colleagues at the labels. “I think that’s a very tight line when it comes to new music,” said Nilis von Veh, program director of KZOK in Seattle, and a former national promotion executive at EGM Records. “I know what a promo person goes through, but I have an easier time saying ‘no’ to the ‘adds’.”

Similarly, Scott Shannon, program director for WPGC in Washington, D.C., returned to radio of his own accord when the pink slips started flying. “In November of ’79 I felt that the bottom was going to be falling in,” remarked Shannon, who served in promotional and A&R capacities for Casablanca and A&M Records. “I felt like there was trouble coming for the business.”

Fixed Priorities

According to the former promo men, the system of fixed promotional “priorities” is an important root cause of the industry’s troubles. “The labels rely too much on conference calls, where the promotion man’s priorities are set at long-distance,” said Tom Bigby, operations manager for WIFR in Philadelphia, and a former sales-based, local promotion rep for Polydor Records. “The challenge for a good promo man is to see what kind of priorities to set, and what kind of promotions to do.”

ATLANTIC SIGNS EDDIE KENDRICKS — Eddie Kendricks, a founding member of The Temptations, has signed a worldwide recording contract with Atlantic Records. His debut album for the label will be released in January. Shown at the signing are (l-r): Henry Allen, president of Collits Records; Kendricks; Noreen Woods, vice president of Atlantic; Ahmet Ertegun, chairman of Atlantic; Randy Richards, who co-produced the new L.P.; and Doug Morris, president of Atlantic.
Retailers, Racks Show Limited Support For New Cassette Pack

by Michael Martinez

LOS ANGELES — The experimental 6"x6" cassette tape package configuration developed by Capitol Records Packaging for the CBS, Arista and Chrysalis labels drew predominately negative comment last week from retailers and rack jobbers. Citing such problems as the expense of providing new fixtures, the inflexibility of the configuration and storage problems, 14 retailers and rack jobbers met with Cash Box that while they recognize the need to better merchandise cassette tapes, the 6"x6" approach is not the ultimate, industry-wide answer.

"I think their (CBS, Arista, Chrysalis) move to market the 6"x6" tape packaging despite opposition in the industry is arrogance," said mail-in promotion program director Mark Shevlin, president of Levierman Enterprises, a rack jobber. But other retailers believed that the move was positive in light of the need for experimentation in tape packaging.

"Bigger, because it does offer a good display potential," said John Cohen, president of the Cleveland-based, 35-store Disc Records chain, "the new packaging, with better graphics, promotion posters, etc. which can enhance tape sales.

The manufacturers' reasoning for bowing the experiments, now involving 500 accounts, centered on the need to permit consumers more access to tapes, for browsing through unlocked tape display bins, without increasing pillage potential.

Consumer experimentation with the "passive" consumers who do not shop in record stores, estimated to be less than five percent of record buyers, "active" consumers who see the same TV spot may be encouraged to purchase the item at retail outlets, according to Joe Petrone, vice president of marketing for EMI/Liberty.

Besides stimulating sales among TV direct marketing could provide more funds for continued advertisement of the product on television. Petrone said that effect of such marketing would be to create an "excitement at the retail level," and add that, while the marketing plan was a test, consideration was being given to continuing the campaign after the Christmas sales season.

Petrone explained that the test markets—located in the South, Southwest and Northeast—were all small, and that the premium was expected to pay for itself on those markets there is little access to retail outlets.

He also said that in some cases, consumers who were contacted by direct marketers for test do not frequent record retail outlets.

Petrone said that a similar marketing scheme developed by Capitol Records special marketing division for the "Slim Whitman Greatest Hits" LP, where direct marketing through TV was employed, "eventually led to substantial sales at the retail level."

Commenting on the cost effectiveness of such a plan, Petrone said, "Money generated through direct TV marketing continually generates money for more TV advertisement. So not only are we continu- ingly reaching the two-to-five percent of passive record consumers, we continue to reach a greater number of active consumers."

He said because retail customers buy at a wholesale price, it is difficult to accrue the necessary dollars to wage a TV marketing campaign. But through direct marketing, where the consumer actually pays the full list price, more viable resources are tapped so that TV ads for the item may continue.

"We believe the format, including everybody from eight to eighty," Petrone said, "such a marketing plan holds the potential to maximize the product.

"But that through the "Greatest Hits" LP, currently listing at $8.98, may be marketed at the retail level as a catalog item after Christmas, "with this campaign, we shouldn't lose any of the sales momentum."

Rogers' 'Greatest Hits' LP Subject Of TV Marketing

by Michael Martinez

LOS ANGELES — EMI America/Liberty Records last week initiated TV advertisements on the "Rogers Greatest Hits" LP, which retail at full list price as a direct mail item in 13 markets in an experimental move to enhance "passive" consumer sales.

In addition, promotional advertising among the "passive" consumers who do not shop in record stores, estimated to be less than five percent of record buyers, "active" consumers who see the same TV spot may be encouraged to purchase the item at retail outlets, according to Joe Petrone, vice president of marketing for EMI/Liberty.

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Market Analysis Needed For '80s, Says Goldman

NEW YORK — The music industry must deal mass packaging profit-draining costs by turning to planned analysis of marketing expenditures to be made for each product of promising sales potential, according to active vice president of Arista Records. In a speech on Dec. 1 before the Music and Personal Services conference, Arista's Richard Goldman accused record manufacturers of "greediness and lack of sophistication" and expressed concern that the industry has not learned the lessons of "the disasters of '79 and most of '80."

The focus of Goldman's talk at the Sutton Place Hotel was the "unholy grail" which he said was "the drastic escalation of the industry's "cost structure" over the past decade has severely eroded profit margins, in spite of a sales base that "has held up amazingly well since the multi-platinum boom period of 1976-78."

According to Goldman, pre-marketing expenditures involved in signing and recording new artists had leaped from the $50,000-$75,000 range to between $150,000 and $250,000 early in the early 70's. During this period, Goldman said, royalties for new artists have climbed from the seven percent range to 12, and manufacturing costs have more than doubled from 35 cents to 75 cents to manufacture a record.

Spiraling Marketing Costs

These pre-marketing costs, however, pale in comparison with the "inflamed" or "haywire" costs of what is informally known as the "cost structure."

"The idea of '80s—by Mark Heywood, executive director of the newly formed American Radio History Society, an umbrella organization for all the radio station archives, is set to publish a comprehensive database of radio station history, including programming, music, and personnel histories. The database will be accessible through the internet, providing a valuable resource for researchers, historians, and radio enthusiasts. The database will also feature a timeline of significant events in radio history, as well as a database of radio station logos and other visual branding materials. The database will be updated regularly to include new content and features. The database is currently in development, and is expected to be completed within the next year. The database will be available to the public through a subscription service, and will be free to all subscribers. The database is being funded by a grant from the National Endowment for the Humanities, which is committed to preserving and promoting the nation's cultural heritage. The database will be accessible through a user-friendly interface, allowing for easy search and retrieval of information. The database is being developed by a team of experienced archivists and historians, who are dedicated to preserving and promoting the nation's cultural heritage. The database is expected to be a valuable resource for researchers, historians, and radio enthusiasts, and will be an important contribution to the field of radio history.
MORE THAN 2,000,000 SOLD.

And if the past is any indication, The Statler Brothers will be selling millions more for a long time to come. Again this year, The Statler Brothers were voted Most Popular Male Group. Four out of the last five years they've been awarded that distinction. Their albums, “The Best of The Statler Brothers,” joined the ranks of the best selling country albums ever. And it holds the record for the most consecutive weeks of any album on the country charts.

With three more Statler Brothers albums, “The Originals,” The Best Of The Statler Brothers Rides Again, Volume II” and “10th Anniversary” rapidly approaching gold status, the message is clear, when it comes to the Statler Brothers there just can't be too much of a good thing.

THE INCREDIBLE STATLER BROTHERS. ON MERCURY RECORDS & TAPES
NEW FACES TO WATCH

Larsen/Feiten

We’ve never been the kind of writers who go out of our way to write about jazz/funk Band. guitarists Buzzy Feiten of the Larsen-Feiten Band. Larsen-Feiten’s Warner Bros. self-titled debut LP embodies the duo’s eclectic inspirations in the grooves, from raspy jazz/funk to bit-the-bullet ballads.

In fact, the LP’s initial single, “Who’ll Be The Fool Tonight?”, was written by David Feiten and John Coltrane, with Larsen cutting his chops on classical riffs.

While Larsen spent time in the Army in Vietnam, eventually organizing shows for troops; Feiten buzzed around the New York area, wearing his musical psychadelic to take the single to the Top 25 on the Cash Box pop singles chart.

The duo’s claim of creative development through the cosmic process is believable, especially in light of their collective touring and recording backgrounds. Bob Dylan, Paul Butterfield, Bonnie Bramlett, the Young Rascals, George Harrison, Dan Fogelberg, Etta James, Jimmy Cliff and, most recently, Rickie Lee Jones have all had the opportunity to see the unfolding of Feiten and keyboardist Neil Larsen’s multifaceted growth, the sharing of ideas (and each other’s gigs) and the culmination of that growing expertise on their LP.

They’ve come along way from their small town origins in Sarasota, Fla. and Feiten from Centopente, Long Island in New York. They’ve also come a distance from their initial music influences. Feiten grooving on Ray Charles and John Coltrane, with Larsen cutting his chops on classical riffs.

During their time at Woodstock with Sanborn, Feiten first played with his soon-to-be-com- pulsary. Larsen joined the set in progress, and, without introduction, sat at the vacant piano and started to play himself into near, with staright from San Francisco, the newly-formed pair returned to New York where the “I’m hip, but not yourself” was Moon, which cut one album that attracted only cult attention. Because cult attention pays few bills, the duo learned to do a series of popular TV commercials ranging from Coca Cola to American Airlines jingles. But during times of survival oriented gigging, neither lost the thrill for unique music.

“We just wrote a lot of music and then we’d try everything during rehearsals,” said Larsen. “We eventually had material from way-out jazz to stone funk.”

Some of that material found its way onto vinyl via two promising LPs by Larsen on A&M’s Horizon label, which Feiten also lent his skills.

Between studio gigs with other artists and dates with their own band on the L.A. area club scene, Larsen and Feiten peered their ideas around, and the eight-song collection, now on the Warner Bros. debut, became a reality.

Much of the material from the LP, including the chart single and “Danger Zone” were polished during the club gigs around L.A.

“Hey, A&R men are fine, but you know you’ve got a sound when the audience is caught by surprise and they’ve never heard before and when they send drinks over to your table all night,” Larsen said laughing.

Donnie Iris

MCA recording artist Donnie Iris, whose latest, “Back On The Streets”, is one of the genuine sleeper gems of the summer, has a simple theory about rock ‘n roll. “I just like to play,” says the current LP’s most recent telephone interview from his base- ment hideout in Beaver Falls, Pa. “You can say anything you want, but it’s not really meant to be serious. The main thing people like is a good song.”

There are plenty of good songs on “Back In The Streets,” and they fasten the listener’s attention to the interpretation of shimmering emotion and electric energy that characterized the classic rock period of the Beatles-dominated late 60’s. This is not too surprising because Iris, as front man for the ‘60s group The Jaggerz, was strongly influenced by the music of the Liverpool Four. “Back On The Streets,” however, is as contemporary and original as anything that has come out of the “new wave.”

At the precocious age of nine, little Don- nie Iris first saw the Fab Four on a T.V. Whitehall radio talent show. Iris swears that he still has the prize (a Kelvinator refrigerator) and maintains that early talent shows contributed to his musical development. In high school, he played drums in various western Pennsylvania bar bands (“they loved to hear me buzz around the drums”).

Donnie says that the Jaggerz were named after a pest thorny tree that abounds with blue grooves in the woods surrounding Beaver Falls — the Jagger bush — and not the lead singer of the Rolling Stones. The Jaggerz played extensively during the late ‘60s and had a hit single in 1970, “The Rapper,” on Neil Bogart’s Kama Sutra label. The Jaggerz — Iris, Joey, and the late LP for the Torrance, Calif.-based Wooden Nickel label — left me wondering what?”

Iris has his own trademark in his rock’n’roll life. He headed back to Beaver Falls (where, legend has it, he husked himself raising geese) and did some session vocal work and engineering at a local recording studio.

However, Iris was determined not to fade away. “I spent a lot of time listening to music, and I like a lot of the new wave.” According to Iris, he was especially knockout-ed by the Police and Talking Heads because “they were different.” Iris left The Jaggerz to do a national tour with an R&R group, Wild Cherry. The experience charged him up, and he returned once more to Pennsylvania, determined to cut some fresh wax of his own.

He assembled a tight group of local musicians: producer and friend Mark Axelrod on drums; Steve Gill on bass; Kevin Valentine; and Kenny Becker on saxophone.

The band recorded three tunes and sent a tape to Mike Belkin and Carl Madini, in Cleveland. Belkin and Madini flipped over what they heard and gave the Iris band backing to do an LP. Originally issued on Sweet City Records, Midwest label, the album began to generate a buzz in such disparate locals as Boston and Ohio. Soon, the LP was picked up by Atlantic Records and released on its divisional distribution by MCA’s Carousel label.

“Back On The Streets” recently entered the Top 40, the third MCA Kuick Hit of Iris’ solo career. The first single, “Ah! Leah!”, has been getting airplay at key radio stations in the Midwest and East.

Artist Profile

Steely Dan: Finding Success In Music Without Compromising

by Marc Cetner

LOS ANGELES — More a cult band than a superstar act, Steely Dan has remained one of pop music’s mostvelied and mysterious units for the past eight years. Named for an obscure sexual device in William S. Burroughs’ novel, “Naked Lunch,” the band has taken an even more obscure road to public success. While they burst on to the Top 40 scene in super nova fashion in 1972 with “Do It Again” and “Reeling In The Years,” the band de-evolved into a demented frontman guitarinst Walter Becker and singer and keyboardist Donald Fagen in 1974 and has seemingly gone into seclusion in the studio ever since. In the world of popular music, few acts have ever had the success of the Dan in retaining such an uncompromising stance without incurring the wrath of both fans and label.

The outside world does, however, hear from the mole-like wassooe every few years in the form of an expensive and painstakingly produced album. The Dan’s penchant for transforming austere jazz/pop compositions into songs via per- fectionist production and the highest-priced jazz session men in the world is yet another unique practice of this eccentric band, but it has, indeed, paid off.

All of The Dan’s six albums have gone gold, and 1977’s “Aja”, album, which pushed the duo reluctantly into the superstar category, went triple platinum. And despite the dear list price of $9.98, it appears that the new “Gaucho” LP will follow in the footsteps of its predecessors.

Label Legal Hassles

"Gaucho” was finished in mid-1980 after the band’s longest studio in the studio date (two years), accompanied by legal disputes over label contracts and royalty rights. Since then, the band has signed to Warner Bros., and the album has been released by MCA (which acquired the band’s old label, ABC, in 1978) for the highest list price ever for a single pocket album.

“We pleased with MCA not to put the album out at $9.98,” said Fagen, the voice of The Dan, “but their position was ‘we price the record, you have nothing to say about it or else we shelve it.’ I really regret it, because we’ve been getting a lot of slack about this. I know that our audience will blame us for being avaricious when, in fact, we did the best we could to prevent it. We had no legal recourse, MCA won the court

Bad Luck Abounds

“The reason why the album cost so much and why it took so much time is first and foremost bad luck,” said Fagen. “We had numerous technical problems in recording the LP. We lost what was to be one of the album’s most up songs when the tape was mistakenly erased. We also moved back to New York from L.A. and were unfamiliar with the musicians and the studios.

“IT can also be attributed to the fact that we were going through a pretty dry period creatively,” added Fagen. “We were writing songs, but it took us awhile to get enough songs that met our standards. We would have worked on it longer, but we didn’t want to go over a million dollars because we felt it was too excessive and self indulgent.”

And while it might be considered a luxury to use elite sessionists such as Tom Scott, Victor Feldman, Joe Sample, Michael McDonald, Larry Carlton and Wayne Horner to translate the team’s Ellington-influenced pop songs to the alienated anti-hero that is modern man, Fagen feels that the comfort is not an ideal situation.

The Perfect Situation

“If we had grown up on the same block with a bunch of musicians who saw things the same way we did, a permanent band would be the best thing,” said Fagen. A per- fect situation to me is the Duke Ellington Orchestra, which stayed together for 60 years. Unfortunately, we write such a variety of material, it’s best to finish it and then decide stylistically who would be best for it.”

Steely Dan was originally assembled as a

(continued on page 16)

Walter Becker, Donald Fagen battle

In addition to the legal hassle, the eagerly anticipated $800,000 follow-up to “Aja” was a long time coming because of numerous creative and production problems.

Gyrationing In Miami — MCA recording group Spyro Gyra was greeted by MCA personnel following its recent Miami engagement, which is part of the group’s two-month interna- tional tour. Pictured in the front row are (l-r): Gerardo Velez, David Wolford and Eli Konikoff of Spyro Gyra. Pictured in the front row are (l-r): Simon Buckman, the group’s tour manager; Frank Hart, sales manager; Scott Caldwell, Tom Sanborn and Jay Beckenstein of Spyro Gyra; Rich Peters, program director, LOVE-94; Bunny Doves, MCA Dist. Corp.; Chris Barry, regional promotion manager, MCA; Ross Block, music director, LOVE-94; and Larry Glaser, distributing branch manager, MCA.
So many places. All Philadelphia.

Travel with us.
Explore the "Mysteries Of The World" with MFSB, the group most instrumental to the Philadelphia sound.
Share "The Greetings Of Peace" with The Futures, the hottest new vocal group to emerge from Philadelphia in a decade, including their new version of "Silhouettes".
And reacquaint yourself with the urban soul of Dee Dee Sharp Gamble on her greatest album, "Dee Dee."
It's a whole world of sounds and styles.
All Philadelphia.

Lost yourself...find yourself in the sound of Philadelphia.

"Your body won't move if you can't feel the groove." Leon Huff
EXECUTIVES ON THE MOVE

Steinberg  Goldstein  Kleber  Dion
Grasso To Arista — Arista Records has announced that June Grasso has joined the label’s law department in the capacity of attorney. Prior to joining the Arista law department, she worked as an attorney at the New York City law firm of Hawkins, Delafield & Wood, respectively.

Steinberg Appointed At CBS — Laurie Steinberg has been appointed to director, press and public affairs, for the CBS/Records Group. She joined CBS/Records Group in 1976 in the press and public affairs department. She has held the position of associate director.

Lott Named At Arista — Arista Records has announced the promotion of Roy Lott to director, business affairs for the label. He joined Arista as an attorney in July 1979, after practicing law for three years at the law firm of Lord, Day & Lord.

Golden Named At Concord — Bob Golden has been named director of artist development, black music marketing at CBS Records. Previously, he was a vice-president of The Tentmakers Corporation.

Cooper Named At Equity — The Equity Recording Company and Robox Records have announced the appointment of Fernando Cooper as a national promotion manager. Cooper was previously special market radio positions were stations at KMEL, KSFT, KBOS, and KUDL as either music director or program director. His record company experience includes Motown Records, where he was named as national A&R promotion director. Most recently, he was album editor for the National Music Report.

Kleber Joins Capitol — Mick Kleber has been appointed creative director, merchandising and advertising, Capitol Records, Inc. A former marine infantry officer and 1975 graduate of the US Naval Academy, he has experience as a nationally-published freelance entertainment journalist, editor of San Fernando Valley Magazine and road manager for Don McLean.

Wolgemuth Named At Word — Ken Wolgemuth has been named creative director for records and music for Word, Inc. In 1976 he joined Zondervan Publishing Co. as assistant advertising manager, a position he held until joining Word.

Changes At Mobile Fidelity Sound Lab — Mobile Fidelity Sound Lab has announced two promotions. Michael Dion moves up from his position as director of national sales to the international post. Mark Wexler moves up from northeast regional sales manager for Mobile Fidelity Sound Lab to the position of director of national sales. Dion has been with Mobile Fidelity Sound Lab since 1978. Prior to that he was with ABC Records, where he served as director of operations and as national operations manager. Wexler joined Mobile Fidelity Sound Lab in February 1980 as northeast regional sales manager. Prior to his appointment he served as the marketing coordinator for Balaton Marketing.

JOHNNY MARK’S CLASSICS
RUDOLPH THE RED-NOSED REINDEER
131,000,000 Record Seller — Over 500 Versions

BRENDA LEE
ROCKIN’ AROUND THE CHRISTMAS TREE

FRANK SINATRA  BING CROSBY
I HEARD THE BELLS ON CHRISTMAS DAY
Eddy Arnold, Harry Belafonte, Kate Smith, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Burl Kaempfert, Living Voices, Lawrence Welk, Bing Crosby, etc.

BURL IVES
A HOLLY JOLLY CHRISTMAS

TV SPECIALS
RUDOLPH THE RED-NOSED REINDEER
Burl Ives (Soundtrack) NBC Dec. 3, CBS
177th Showing — Longest Running Special in T.V. History

RUDOLPH’S SHINY NEW YEAR
Red Skelton • Dec. 14, ABC

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York, N.Y. 10019 (212) 582-0970
Home for the Holidays!

Celebrate the season with Kenny Loggins' "Alive."

Featured on this specially-priced two-record set are live versions of his latest smash single, "Celebrate Me Home," and classic Loggins songs like "What A Fool Believes," "Whenever I Call You 'Friend,'" "This Is It" and "I'm Alright." Great hits that make a great gift. On Columbia Records and Tapes.
Goldman called "variable marketing costs," or those costs "directly attributable to working with each album," a piece of "jargon." According to Goldman, variable marketing costs have risen so steeply "that it is now almost impossible to predict the range involved."

Strict control of these variable marketing costs through careful pre-planned analysis is the only way out of the industry's financial dilemma, Goldman said. He added that the record industry must finally adopt "the business practices of other industries" and abandon the traditional method of "deciding what work will be done by guesswork." Goldman then proposed a formula for arriving at the variable marketing budget for each piece of product. This involves computing the "expected" per-album profit percentage from a basic gross profit figure. The remaining percentage, Goldman said, could be spent on variable marketing. By deciding in advance which selected marketing methods will work best for a particular piece of product, new artist product will receive "a more concentrated initial effort with the reserves being held for when and if the album shows signs of support in the marketplace," Goldman said.

The waiting period, Goldman told Cash Box, could be "possibly shortened" by the new formula. He indicated that for most AOR product, although product by "some pop artists" would require a longer span of research. Goldman then indicated that the road to bankruptcy is paved with the bodies of those people who thought they could teach the music business "a trick or two." According to Goldman, systematic variable marketing planning will enable record companies to "accumulate" the research and record buying while at the same time concentrating on profit-making. Goldman stated that "the road to bankruptcy is paved with the bodies of those people who thought they could teach the music business "a trick or two." According to Goldman, systematic variable marketing planning will enable record companies to "accumulate" the research and record buying while at the same time concentrating on profit-making. Goldman stated that "the road to bankruptcy is paved with the bodies of those people who thought they could teach the music business "a trick or two."
"I Had To Say It."
New Millie Jackson rappings in time for Christmas.

Anytime Millie Jackson opens her mouth, you'd better be prepared for the Millie Jackson trademark. Her fantastic singing and her outrageous rap. "I Had To Say It" features Millie doing what she does best on songs like "It's Gonna Take Some Time This Time," "Loving Arms '81" and "Fancy This." It's a gift that is as great to get as it is to give.

"I Had To Say It" proves that when it comes to the best singing and rapping, Millie Jackson's new album speaks for itself.

"I Had To Say It."
From the woman who's never at a loss for words.
Millie Jackson.
On Spring Records and Tapes.
Fagen feels the title track on "Aja," as well as the majority of the material on the "Gaucho" LP, represents the flowering of the "travelogue" style.

**Attraction For Exotica**

"Many of the songs show that attraction for exotica that Duke Ellington had, he explained. "They're concerned with the unexplored territories, the crowded streets of foreign lands — the romantic frontier.

"The whole fascination of The Dan that came with "Aja" is being reaffirmed by the sales and radio play of the "Gaucho" disc, as it has already jumped to #21 bullet on the Billboard LP chart after only three weeks. But the mainstream pop acclaim has come as a complete surprise to the duo, which has "always done exactly what it wants musically" and never conformed to any particular pop genre.

"Our success is an accident in a way," said Fagen. "We have so many more traditional influences and are more uncompromising than most rock 'n' roll players. We've taken our style from jazz, early 19th and 20th century serious music, R&B, and, to some extent, white rock 'n' roll, and Kazuo Ohga in Japan."

"We never expected to sell as many records as we have recently. We just locked out reality."
BARBARA MASON (WMOT WS8 5532)
I'll Never Love The Same Way Twice (3:57) (Double Cross Music/Mark James Music/WMOT Music — BMI) (B. Mason, C. Gilbert)
Mason, or Lady Love as the singer/songwriter is known to her fans worldwide, received a strong career boost last year with the Teri DeSario & K.C. duet cover of her pop/R&B hit, "Yes I'm Ready". Now, she's presently scaling the B/C charts, with a bullet, on her own with this bittersweet, string-swept ballad. Tender and tuneful for A/C, too.

THE INMATES (Polydor PD 2125)
(I Thought I Heard A) Heartbeat (3:19) (Carbert Music, Inc. — BMI) (P. Staines)
Although the latest offering from England's Inmates retains much of the raw edge of their previous disc, the band recaptured on last year's Top 40 surprise cover of "Dirty Water," the heavily echoed lead vocals, earthy rhythm and slashing guitars sound a bit like Foghat gone rockapop. AOR programmers should be quickly seduced by the simple, rock steady groove.

BOB MARLEY & THE WAILERS (Island IS 49636)
Coming In From The Cold (4:30) (Bob Marley Music Ltd./Almo Music Corp. — ASCAP) (B. Marley)
Rastaman Marley's musical vibrations continually move to a more commercially accessible center, while retaining a roots reggae base, as the second single from the "Uprising" LP proves.

ROBBERT STODDARD (Elektra E-47076)
Local LA club rock star Stoddard must have been thinking of "I Shot The Sheriff" when he cut this blue-eyed reggae tune, dedicated to the men in blue who have been rousting punk rockers in the City of Angels.

ENGLAND DAN AND JOHN FORD COLEY (MCA MCA 51027)
From the motion picture soundtrack to Just Tell Me You Love Me, England Dan and John Ford Coley spin yet another placid AC/oriented love tune, a mid-tempo pop ballad with the duo's signature harmonies and glossy symphonic pop production. For pop, too.

BETSY KASKE (Mountain Railroad MR-106)
Gimme Some Kind Of Sign (Gimme Little Sign) (3:29) (Big Shot Music) (B. Wood)
Kaske adds another percussive twist to the 60's pop hit by Brentwood Wood, as congas combine with piano behind Kaske's slightly playful coy pop/folk vocals. Back-up singer also has some unique qualities that set the song apart from the pop pack.

CLIFTON DYSON AND GLEN MATTHEWS (Quantum Sonic)
So Lonely (4:15) (Pretty P Music — ASCAP/Ahead Music — BMI) (Harrington, Dyson, Harrington)
Clifton Dyson seems to be blessed with the same high, seamless vocals as brother Ronnie, as this lifting duet with Glen Matthews confirms.

BRUCE COCKBURN (Millenium YB-11798)
Tokyo (3:42) (Golden Mountain Music Corp. — P.R.O. Canada) (B. Cockburn)
Armed with his acoustic guitar, Cockburn rails against debasement of industrialization, symbolized through the images of a senseless car accident in crowded, loud and hectic Tokyo, with all the fury a committed folk artist could know. Jangling the senses with expert word play and a subtly building melody, Cockburn has delivered another folk/pop diamond.

STEVIW WONDER (Tamla/Motown T 54320F)
Ain't Gonna Stand For It (4:39) (Jobete Music Co., Inc./Black Bull Music — ASCAP) (S. Wonder)

KANSAS (Kirsher ZS 4922)
Got To Rock On (3:19) (Don Kirsher Music/Blackwood Music Publishing — BMI) (S. Walsh)

EDWIN STARR (20th Century-Fox TC 2477)
Starr's vocal bite is, naturally, not quite as sharp as it was in the '60s when he turned this instantly soulful cut into a smash. However, he gamely launches into a few heavy yelps and drops them to pump it up once again.

SLAVE (Cotillion 49006)
The rhythm section digs deep for a heavy bass strut on this funk jam from the "Stone Jam" LP. The light, willowy keyboards match the group's breezy harmonies on this boy/girl watching tune. Watch it cruise right up the B/C list.

JOE SIMON (Posse POS 5005)
Glad You Came My Way (3:16) (Posse Music Corp. — BMI) (J. Simon, M. Speer)
Porter Wagoner's delicate yet rich production succeeds beautifully in capturing Simon's evocative Southern soul styled vocals on this A/C/oriented ballad. Simon, like Dobie Gray, possesses a light vocal touch that cuts across radio formats, and this is no exception.

DAVID CHESKY BAND (Columbia 11-11412)
Rush Hour (2:45) (Chesky Productions, Inc.)(D. Chesky)
Jazz/rock fusion, with the accent on rock, is what the David Chesky Band offers on the title track from its current LP. Electric guitarist and bassist Chesky was part of a braving rock foundation for the lyrical horn melody and synthesizer oscillations.

PURE ENERGY (Penthouse 1198)
When You're Dancin' (3:24) (Prismatic Music Publ., Inc. — BMI) (C. Hudson)
A heavy bass beat provides the rhythmic framework for this cut, as Pure Energy's bevy of female singers break out a Chic-like vocal chant with sprightly synthesizer backing. Snare and high hat work stay right on top of the groove. Top B/C fave.

DAN FOGELBERG (Full Moon/Epic 19-50961)
Same Old Lang Syne (5:18) (Hickory Grove Music, adm. by April Music Inc. — ASCAP) (D. Fogelberg)

17
"Master Blaster (Jammin')." The #1 Pop and R&B single!

"Hotter Than July." The #1 Pop and R&B album!

On Motown Records and Tapes.
Greatest Hits - Dr. Hook - Capitol
SOO-12122 - Producer: Ron Halkine - List: 8.98 - Bar Coded
Over the years the Hook has gone from a humorous novelty record band into a paradigm of pop commerciality, and the whole process is chronicled on this 10-song "best of" package. Everything from the wonderfully satiric "The Cover Of The Rolling Stone" to the shimmering "Years From Now" is covered on this collection of Top 10 records. Most of the credit for the band's success should go to Ray Sawyer and Dennis Locorriere, who possess two of the most distinctive and soulful voices in the Top 40 world. All the songs are covers, but sound truly Hook.

City Nights - Tierra - Boardwalk FW 36995 - Producers: Rudy Salas and Steve Salas - List: 9.88 - Bar Coded
The pride of East L.A.'s Latino community has been picked up by The Boardwalk, and had their first album (formerly on ASI Records) re-released. The band has a slow, soulful, percolating sound that is geared toward Top 40. Fronted by the talented Salas brothers, Rudy and Steve, the septet expertly blends Latin rock, pop and R&B into an effervescent commercial sound. They should turn a lot of heads with the debut. Top tracks are "Gonna Find Her" and "Together."

Spice - Polydor PD-1-6304 - Producers: Visage and Midge Ure - List: 7.98
Be warned by the album graphics that this is not your usual dance record. Oh, the BPM's are there, but Visage is class A DOR techno-pop band. Dark, surreal and catchy as all get out, former members of Ultravox and other famed avant/synthвестs have come together for a summit meeting on this debut, and it has all over Gary Numan. If you like your dance music a taste more sophisticated than The B-52's or Devo, then you'll love Visage. For AOR and dance lists.

Sweat Band - Uncle Jam JZ 36857 - Producer: Bootsy Collins - List: 7.98 - Bar Coded
Lookout, the Sweat Band, latest of the Clinton contingent, is loose and funk'in like mad. The band steps out in style, with Bootsy Collins handling production chores, and everybody from the prolific P-Funk parade is on hand for the occasion. Spacey funk, funk and jazz-oriented excursions highlight this excellent house party record. Great female vocals and an arsenal of fine key and fret board musicians make songs like "Freak To Freak," "Body Shop" and "We Do It All Day Long" musts for the dance floor.

If Deep Purple were to meet lead leather boy Rory Gallagher in a dark alley, the result would probably be Motorhead. England's new heavy metal fave. The threesome's uncompromising hard rock attack is played at breakneck pace as there is not a slow screw in the lot on the band's American debut, "Ace Of Spades." Headbangers will go gaga over the title track, "Jailbait" and "The Hammer." Deafening decibels for AOR.
TREND? — Last week WSHE-FM/Lt. Lauderdale served notice that it would not longer track albums in their entirety in the hopes of abating home taping and the subsequent cost of purchases. Program director Rob Buchmann announced that their station will no longer track new albums releases in their entirety. While some people wonder if this is a trend, others said that while they themselves do not track LP's in their entirety, they hoped that these stations were not capitulating to pressure from record companies, and that radio will not be made radio-scarpable. Citing WABB's "The Sampler," a special program designed to highlight individal tracks from the best new releases and "The Rock Special," which focuses on one record per show, Boston's WXEX-FM (93-FM) program director Marc Coppola said, "We feel that by moving away from tracking new albums to a format of mixing an artist's new and old material, we can discourage home taping." He added that this new format of programing, as well as other programing alternatives, has received support from other programers. Most PD's feel that having something to talk about all day (a major album that will be aired at midnight, for example) actually is more important in building a listenership than the actual airing of the album. Off programers noted that album sales actually increased following the airing of an entire album, but felt that mixing it up with old material offers more variety for the listeners.

John Creel at WRQK/Lexington, Va. said perhaps sum it up best. "The AOR format is simply maturing," he said. "We've never practiced album tracking here on a regular basis, but many programers are realizing they can be more adventurous and offer the listener much more just than playing an entire album. That was fine for the '60s and '70s, but AOR is growing up."

TALENT SEARCH CONTINUES — Bobby Rich, director of specialized programming for Drake-Chenault Enterprises and originator of the company's Top Five Talent Search sponsored by the Daily Herald, said that this tactic makes sense.

A major album at 9:30

Twelve years ago, Larry Groves, KQRO MD, album covergirl Anni, Bingheimer, and Rick Carroll, KQRO PD, had announced the daily broadcasts the Mutual Radio Theater effective Dec. 19. According to Mutual vice president of programming Terry Horigan, the dramatic series heard on over 320 stations nightly was unable to sustain necessary advertising support. In addition, Dec. 27, operation of the Mutual Southeast Regional Network will be discontinued. Martin Rubenstein, president and chief operating officer of Mutual said that the regional network concept was well received by affiliates, but lack of support from the advertising community doomed it. The program was added to purchase radio station WNOR-AM/FM/Norfolk, Va. for a price of $2.6 million. MUA also owns WNIC-AM/FM/Detroit. William K. McDaniel, a 28-year broadcasting veteran, died Nov. 26 from cancer at the age of 62. McDaniel, former head of the National Radio Network from 1961-66, first joined NBC in 1938. The National Assn. of Broadcasters (NAB) and the Las Vegas Convention Bureau has initiated contingency arrangements to satisfy the needs of those groups that will depend on the NBC network. KROK/Shreveport, B.C. 1lix 1629, Canoga Park, Calif. 91304.

FOR YOUR INFORMATION — The Mutual Radio Theater Network has terminated its November 1980 Talent Search.
THE B-52S - WILD PLANET / WARNER BROS.

Title: The B-52's

MEDIUMS: None. HOTS: WSHE, WCOZ, KMGN, WOUR, WBAB, WYDD, WORJ, WWWM, WMMS, WBLM, KMEL, KZEL, WWFB.

SALES: Moderate in West; fair in all others.

THE BABYS - ON THE EDGE / CHRISALIS

Title: The Babys

MEDIUMS: None. HOTS: WNEW, KNCN, KSJO, WSHE, WCOZ, KMET, KMGN, WGRQ.

SALES: Moderate in West; fair in all others.

PAT BENATAR - CRIMES OF PASSION / CHRISALIS

Title: Pat Benatar

MEDIUMS: None. HOTS: BMUS, WWWM, KBPI, WBAB, WCOZ, KMGN, WYDD, WMMS, WBLM, WLVQ, WBLM, WYDD, KROQ, WFCF, KZOK, KEZY, WKDF, KZEW.

SALES: Moderate in West; fair in all others.

BLONDIE - AUTOAMERICAN / CHRISALIS

Title: Blondie

MEDIUMS: None. HOTS: WNEW, WYDD, WCOZ, KMGN, WGRQ, WMMS, WCHE, WLPV, WBLM, WWWM, WFCF, WYDD, KBPI, WCOZ, KMGN, WGRQ.

SALES: Moderate in West; fair in all others.

DAVID BOWIE - SCARY MONSTERS / WARNER BROS.

Title: David Bowie

MEDIUMS: None. HOTS: KVOK, WWWM, WMMS, WBLM, KSHE, WCOZ.

SALES: Moderate in West; fair in all others.

THE DOOBIE BROTHERS - ONE STEP CLOSER / WARNER BROS.

Title: The Doobie Brothers

MEDIUMS: None. HOTS: WNEW, KNAC, KSJO, WWWM, WMMS, KSHE, WCOZ, KMGN, WGRQ, WMMS, WBLM, KZAM, KINK, KMET, WFCF, WYDD, WCOZ, KMGN, WGRQ, WFCF, KZOK, WFCF, WWWM, WMMS, WBLM, WMMS, WBLM, WWWM, WMMS.

SALES: Moderate in West; fair in all others.

JOHN LENNON/JOYKO ONO - DOUBLE DREAM / WARNER BROS.

Title: John Lennon/Joey Ono

MEDIUMS: None. HOTS: WNEW, WYDD, WCOZ, KMGN, WWWM, WMMS, WBLM, KSHE, WCOZ, KMGN, WWWM, WBLM, WWWM, WMMS, WBLM.

SALES: Moderate in West; fair in all others.

MOON MARTIN - STREET FEVER / CAPITOL

Title: Moon Martin

MEDIUMS: None. HOTS: WNEW, WYDD, WWWM, WMMS, WBLM, KSHE, WCOZ, KMGN, WWWM.

SALES: Weak in West and South weak in others.

DELBERT MCCARTHY - THE JULIAN KING / CAPITOL

Title: Delbert McCarthy

MEDIUMS: None. HOTS: WNEW, WYDD, WWWM, WMMS, WBLM, WWWM, WMMS.

SALES: Weak in West and South weak in others.

GILLIAN & GLORY ROAD - VIRGIN/RSO

Title: Gillian & Glory Road

MEDIUMS: None. HOTS: WWWM, WMMS, WBLM, KSHE, WCOZ, KMGN, WMMS.

SALES: Weak in West and South weak in others.

HEART - GREATEST HITS/LIVE / ELOZ

Title: Heart

MEDIUMS: None. HOTS: WMMS, WMMS, WBLM, WWWM.

SALES: Weak in West and South weak in others.

JOE JACKSON BAND - BANG CRAZY / AM

Title: Joe Jackson Band

MEDIUMS: None. HOTS: WNEW, WWWM, WMMS, WBLM, WWWM, WMMS, WBLM, WWWM, WMMS, WBLM.

SALES: Weak in West and South weak in others.

CLASH - BLACK MARKET CLASH / WARNER BROS.

Title: The Clash

MEDIUMS: None. HOTS: WMMS, WBLM, WWWM, KMGN, WBAB, WCOZ, KMGN, WGRQ, WWWM, WMMS, WBLM, WWWM, WMMS, WBLM, WWWM.

SALES: Weak in West and South weak in others.
### #4 Most Added

- **Outlaws - Ghost Riders in the Sky**: ADDS: WYDD, WKPF, WAAL, WBWN, KOME, WOUR, KMGN, WCOZ, WIBZ, WORJ, KLOL, WSWL, WWWM, WIBZ, WBWN, KSJO, KZEL, MILWAUKEE, KSWL, KMET, WDMX, FBIR, KDAR, KZOK, KMET, MEDIUMS: WXWQ, WIBZ, KZOK, KSJO, KZEL, MILWAUKEE, KSWL, KMET, WDMX, FBIR, KDAR, KZOK, KMET, Preferred Tracks: Title. SALES: In Midwest and strongest in West.

- **The Alan Parsons Project - Turn of a Friendly Card**: ADDS: None. HOTS: KNKN, WSRG, KSJO, KSHO, KZOK, WWWM, WLSX, WLSX, KNIX, WSBW, KSJF, WKKM, KMGN. MEDIUMS: WDSO, KKEX, WZNN, WLLR, WBAB, WMMS, WWWM. Preferred Tracks: De Do Do Do, Don't Stand in the Way. SALES: In Midwest and weakest in West.

- **Reo Speedwagon - Hi Infidelity**: ADDS: KNKN, KSJO, KZOK, WSRG, WBWN, KKCO, KROQ, WXWQ, KLHS, KSJO, WSRG, WWMM, WIBZ, WKKM, WWWM, KSEM, KZEL, MILWAUKEE, KSWL, KMET, KZOK, Preferred Tracks: Another One, Need Your Dragon, Rock It, Suicide. SALES: Good to moderate in all regions.
INCREDIBLE SUGARHILL GANG AGAIN!

8th WONDER

500,000 IN 2 WEEKS

ALREADY GOLD!

SUGARHILL RECORDS LIMITED

“12 INCH”

(Sh—553)
NMA Sets Date For Its Second Open Forum Meet

NASHVILLE — The Nashville Music Assn. (NMA) will hold its second open forum membership meeting Dec. 15 at the Exit/In here. Topics will include reports from the recently formed Contemporary, Media, black music and studio committees, and the nine-member organizational board of directors will report on the group's progress to date.

Thus far, NMA's membership exceeds 200, with a goal of 500 members set for the end of the year. According to board chairman Jimmy Bowen, "more than 50% of our operating expenses for the first year have been raised in less than six months."

The board, which will serve a one year term, includes Bowen, vice president of Elektra/Asylum Records; secretary-treasurer Joe Sullivan, president of the Sound Seventy Corp., Bob Beckham, president of Combine Music Group; Bonnie Garner, director of A&R, CBS Records, Nashville, Kyle Lehnig, independent producer; Don Light, president, Don Light Talent; Bob Montgomery, executive vice president, House of Gold Music; Norbert Putnam, independent producer; and writer/recording artist Jim Rushing.

Following initial opening remarks and committee reports, the meeting will be open for a question and answer session. The first open forum meeting, held in July, attracted more than 400 members of the Nashville music industry.

Casting Complete For Wynette's Biography

NASHVILLE — Major casting for the CBS-TV movie Stand By Your Man, an adapta-
tion of Tammy Wynette's autobiography, has been completed, with production beginning in Los Angeles Nov. 24. Annette O'Toole has been selected to portray Wynette, while Tim McIntire, son of charac-
ter actors John Gay and Janie Nolans, has been cast as George Jones, Wynette's former husband. James Hampton will play record producer Billy Sherrill.

The film biography will feature 15 perfor-
mances, and parts will also be shot on location here. McIntire, who is also a songwrit-	er, singer, musician and perfor-
mer, will sing in his role as Tim O'Toole.

The adaptation of John Gay's autobiography of Wynette is being directed by Jerry Jameson.

Beacon Theater To Host Series Of Bluegrass Concerts

NASHVILLE — Some of the top performers in the bluegrass and country fields will be featured in the upcoming series of bluegrass concerts at New York's legendary Beacon Theater. The "Bluegrass at the Beacon" series will kick off Jan. 18 with Doc and Merle Watson and the Seldom Scene and will continue through March.

The Watkins (father and son) are no strangers to New York audiences, having headed the band during their Telstar Line, Avery Fischer Hall and Carnegie Hall. Co-headliners the Seldom Scene is a Washington D.C.-based band comprised of Tom Gray, Ben Eldridge, John Duffey, Phil Rosenthal and Mike Auldridge.

The second show in the series, the Grand Ole Opry Bluegrass Show takes place March 7 and features the Osborne Brothers and Jim and Jesse and the Virginia Boys. The final show (April 25) will feature David Grisman, as well as Del and Jerry McCoury, Matt Glaser, KenKosek and other Bluegrass Convention blue mandolin player, fronts the David Grisman Quintet, a group that has made several ap-
pearances here in recent years. The Del and Jerry McCoury will be appearing with their own band. The Dixie Pals, at Avery Fisher Hall this month, in addition to their April concert appearance with Grisman.

The series of concerts is being spon-
sored by The Colorado Year A
doctor. In addition to the show, a "Sunday Session with the Grisman Year A
doctor" is being produced by Kazuko Hillyer and John Tuchman.

NARAS To Host Third 'Educational Luncheon'

NASHVILLE — The Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) will sponsor the third in its ongoing series of Educational Luncheons Dec. 11 at the Radisson Plaza Hotel here at noon. Guest speakers will be Mike Hyland and Elizabeth Thielis, partners in Network Ink, Inc., a music public rela-
tions firm here. The topic will be "The Value of Good Public Relations."

Tickets and participation are available at the NARAS office. 7 Music Cir-
cle N. Phone reservations will also be ac-
cepted. Net proceeds from the event go toward the NARAS chapter's established scholarship fund.

Sound Management, Inc. Opens Nashville Office

NASHVILLE — Sound Management, Inc. an artist representation firm with offices in Los Angeles and Muscle Shoals, recently opened an office here. Located at 1201 16th Ave. South, the firm manages The Amazing Rhythm Aces, Wayne Perkins, Will McNichols, Jerry Reid, Jame Segel and the Steven Doster Band.

Michael Barnett, president of Muscle Shoals Sound Records and business associate with the Muscle Shoals Rhythm Section, and Ben Ewings head the com-
pany. Ewings will base himself here while Barnett will shuttle between the firm's three offices.

Country Talent Agency Opens Doors In Texas

NASHVILLE — American Country Talent recently opened its office in Bedford, Texas. Jim Grier, president of the com-
pany, is managing and booking The Shoppe, a five-man country vocal group from Dallas. The company will also repre-
sent Garrett Morris, Joe Stampley and singers from Texas for concerts, fairs, conventions, college dates and other bookings.
## Country Top 75 Albums

<table>
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<tr>
<th>Weeks On</th>
<th>12/6 Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>KENNY ROGERS GREAT HITS (Epic E-36820) 1 8</td>
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<td>2</td>
<td>GREATEST HITS ANNIE MURRAY (Capitol SG-12110) 2 11</td>
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<td>3</td>
<td>GREATEST HITS CHARLEY'S MISTAKES (RCA APL-1-3783) 3 6</td>
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<td>4</td>
<td>I BELIEVE IN YOU ROYAL WILLIAMS (MCA-3132) 4 17</td>
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<td>5</td>
<td>GREATEST HITS JOHN DENVER'S HONESTY (Columbia JC-38570) 5 8</td>
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<td>6</td>
<td>HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia C236793) 6 15</td>
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<td>7</td>
<td>COUNTRY SECRETS Victory OB-1-3692 (RCA APL-1-3796) 7 13</td>
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<td>8</td>
<td>GREATEST HITS WAYNE JENKINS (RCA APL-1-3787) 8 13</td>
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<td>9</td>
<td>THESE DAYS CRISTAL OATMAN (Columbia JC-30172) 9 13</td>
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<td>10</td>
<td>I AM WHAT I AM GEORGE JONES (Epic FE-36856) 10 13</td>
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<td>11</td>
<td>LOOKIN' FOR LOVE JOHNNE ELLIS (EMI-E-309) 11 6</td>
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<td>12</td>
<td>MUSIC MAN WAYNETTE JENKINS (RCA APL-1-3702) 12 8</td>
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<td>13</td>
<td>MY HOMES IN ALABAMA ALABAMA (RCA APL-1-3644) 13 28</td>
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<td>14</td>
<td>URBAN COWBOY ORIGINAL SOUNDTRACK (Capitol SP-30002) 14 10</td>
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<td>15</td>
<td>LOVE IS FAIR BARBARA MANDRELL (MCA-MC-5196) 15 12</td>
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<td>16</td>
<td>FULL MOON CHARLIE DANIELS BAND (Epic FE-36851) 16 19</td>
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<td>17</td>
<td>FORTER AND DOLLY PORTER WAGNER (RCA APL-1-3687) 17 15</td>
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<td>18</td>
<td>BACK TO THE BASROOMS MERLE HAGGARD (MCA-MC-519) 18 13</td>
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<td>19</td>
<td>TEXAS IN MY REAR VIEW MIRROR MAC DAVIDS (Calamity NBPL 7239) 19 9</td>
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<td>20</td>
<td>HELP YOURSELF LIONель JONES IN THE GATLIN BROTHERS BAND (Columbia JC-36862) 20 9</td>
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<td>21</td>
<td>ENCORE JOEY WATSON (Epic JE-36851) 21 5</td>
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<td>22</td>
<td>LOOKIN' GOOD CURTIS LYNN (MCA 5148) 22 6</td>
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<td>23</td>
<td>BAZZAR BAZZAR BAILEY (RCA APL-1-3688) 23 14</td>
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<td>24</td>
<td>MIST IN THE SNOW (EMMYLO HARRIS) (Warner Bros. BSK-3429) 24 30</td>
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<td>25</td>
<td>REST YOUR LOVE ON ME DONNY WITTEN (MCA-MC-5139) 25 8</td>
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<td>26</td>
<td>S-TOWN DOLLY PARTON (RCA APL-1-3682) 26 4</td>
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<td>27</td>
<td>HABITS OLD AND NEW HANK WILLIAMS, JR. (Columbia JC-36997) 27 27</td>
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<td>28</td>
<td>STARDUST WILLIE NELSON (Columbia JC-36835) 28 137</td>
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<td>29</td>
<td>THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE-36942) 29 20</td>
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<td>30</td>
<td>HARD TIMES LUCY J. DAILTON (Columbia JC-36872) 30 20</td>
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<td>31</td>
<td>LIGHT OF THE STABLE TAMMY O' HARRIS (Warner Bros. BSK-3484) 31 8</td>
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<tr>
<td>32</td>
<td>SAN ANTONIO ROSE WILLIE NELSON &amp; RAY PRICE (Columbia JC-36885) 32 27</td>
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<tr>
<td>33</td>
<td>FOLLOWING THE FEELING ME &amp; BANDY (Columbia JC-36879) 33 3</td>
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<tr>
<td>34</td>
<td>TAKE ME BACK BRENDA LEE (MCA-MC-5143) 34 2</td>
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<td>35</td>
<td>SONGS I WANT TO SING SHERYL WITTENSMITH (Columbia Int'l JE-36978) 35 10</td>
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<tr>
<td>36</td>
<td>TOGETHER AGAIN GEORGE JONES &amp; TAMMY WYNETTE (Epic JE-36847) 36 9</td>
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<tr>
<td>37</td>
<td>WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642) 37 75</td>
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<tr>
<td>38</td>
<td>YOU'RE ON MY MIND DONNY DUNCAN (Columbia JC-36829) 38 2</td>
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</tbody>
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## Country Radio and Cash Box

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

- www.americanradiohistory.com
COUNTRY

SINGLES REVIEWS
NEW AND DEVELOPING ARTISTS

HANK MARTIN and BUZZ ARLEDGE (Palmetto Pin, 11980)
South Carolina On My Mind (3:07) (Denny Music Co. - ASCAP) (Hank Martin)

These two young men from South Carolina have quite a bright future if this excellent single can be a meter to gauge by. The lovely tribute to their home state seems clear, beautiful harmonies and an knowable production. MOR as well as country should note this one.

BILLY LARKIN (Sunbird SBR-P5557)
20/20 Hind sight (2:57) (Levy's Music - BMI) (T. Gmeneir, J. Greenbaum, W. Conklin)

Larkin's previous releases have roamed the other half of the chart, but hasn't been quite what he needed to vault the lower 50 hurdle. The upbeat melodies and catchy lyrics of this latest coupled with Larkin's comedic take on the royalties could be just what the doctor ordered. A good choice for jukebox operators.

HITS OUT OF THE BOX

JOE SUN (Ovation OV-1162)

RONNIE MCDOWELL (Epic 19-50962)
Wandering Eyes (3:00) (Cross Keys Pub. - ASCAP) (J. O'Hara)

JIM STAFFORD (Warner-Viva West-69811)
Cow PatII (3:12) (Senior Music/Cible Music - ASCAP) (J. Stafford)

FEATURE PICKS

WAYNE MASSEY (Polydor PD-2147)
Diamonds And Teardrops (3:08) (Music City Music - ASCAP) (Barbara Morrison/Bob Morrison)

JEAN MORTON DOWNEY (E S O 12-932)
Green Eyed Girl (3:19) (Blackwood Music/Fullness Music - BMI) (Jerry Fuller)

GARY GOODNIGHT (Door Knob DK-80-141)
Make Me Believe (2:56) (Door Knob Music - BMI) (Chris Isenberg)

PHIL EVERLY (Curb 256-5401)
Dare To Dream Again (2:48) (Everly and Sons Music - BMI) (P. Everly)

RAY BURN ANTHONY (Mercury 57040)
What Do You Need With Another Man (2:50) (Cross Keys Pub. - ASCAP/Treepub - BMI) (Sonny Throckmorton/Chris Dodson)

JAMAICA REEVES (Soc' A Gee SC-109)
Jamaster Farrell (2:13) (Shaw Music Corp. - ASCAP) (Lord Burgess)

CHARLIE ALBERTSON (Hilltop HTS-153)
We'll Love Each Other Into Heaven Tonight (2:38) (Chappell-Intersong - ASCAP/Unichappell - PRO-Co) (Gene Dobins/Spiffy Barrett/Tim Daniels)

ROGER WRIGHT (Soundwaves SW-4621)
Holding On (3:07) (Hikkit Music - BMI) (Roger D. Wright)

ALBUM REVIEWS

GEORGE BURNS IN NASHVILLE — George Burns — Mercury — SRL-1-6001 — Producer: Jerry Kennedy — List: 8.98

Just when you think George Burns has done all a man can do, he pops up in Nashville in 1979 to record a Country album. And then he does it again in 1980. Though Burns can't be labeled a Country artist in the strictest sense, his sincere vocal renditions and solid back-up unit of Nashville musicians and vocalistsmeld to make him an honorary graduate of the school. One of the most refreshing things in the recording is "Willie, Won't You Sing A Song With Me," but don't overlook "Here's To My Friends" and "Jody And The Kid."

BANDED TOGETHER II — Various Artists — Epic JE 36816 — Producers: Various — List: 7.98 — Bar Coded

The success of Banded Together I spurred Epic into releasing a follow-up album, which, in all likelihood, should fare as well as its predecessor. This 10-song big hits package includes such stellar artists and songs as the Charlie Daniels Band's "Long Haired Country Boy," Michael Murphy's "Cherokee Freddie," Willie Nelson's "Georgia On My Mind" and Johnny Rodriguez's "Down On The Rio Grande," plus six more tunes to please the Country connoisseur.

I'M COUNTRYFIED — Mel McDaniel — Capitol ST-12116 — Producer: Larry Rogers — List: 7.98 — Bar Coded

Mel McDaniel is a Country purist in every sense of the word. Though he forges the nasal twang that dominated much of early Country or mountain music and opts for a smoother vocal sound, he does rely on the simple melodies and standard themes that checker country music's past. That combination works perfectly on such songs as "My Ship's Comin' In," "Hello Daddy, Good Morning Darlin'" and "Right In The Palm Of Your Hand."

THE COUNTRY COLUMN

WOOFERS AND TWEETERS — Have your favorite radio close at hand this Valentine's Day (Feb. 14, 1981), when a special titled Heartthrob: Conway Twitty Then And Now airs. The syndicated radio program, which is currently being produced by Opryland Prod.'s Ty Coppinger and Tony Lyons, will be an interview format covering Twitty's career, from the early days of rock 'n' roll to the present. Of course, no Twitty special would be complete without the man's music, which will be interspersed throughout, as well as little anecdotes offered by such friends as Loretta Lynn, Sonny James, Dick Clark, Jerry Lee Lewis, Barbara Mandrell, T.G. Sheppard and more. The six-hour special will be offered in two three-hour blocks, the first to run Feb. 14 and the second to follow on the 15th. Interested radio stations can contact Opryland Prod. at (615) 883-6197.

HERE AND THERE — Deborah Allen and Rate Van Hoy have signed with Nashville-based Network Ink, Inc. for public relations representation. Allen is currently readying a radio promotion tour in support of her Capitol album, "Trouble In Paradise," which features excellent cover photography by Wood Newton. Allen's tour of promoting her February 15 in Texas debut will be approached by White Rain Hair Products to be their "White Rain Girl" in television commercials. Somewhere in Arizona is a two-year-old racehorse named Diamond Back, in honor of the Bellamy Brothers' Band... Elektra artist and premiere guitarist Billy Earl McClelland is in Sound Lab in Nashville working on a second album. Skip McQuinn is producing... Billie Jo Spears has re-signed a booking agreement with United Talent in Nashville... Billy Parks, bus driver for Conway Twitty, has been named the James Price Driver of the Year by KVVO/Tulsa... Hank Williams Jr. and the Bama Band have been invited to appear at the Showdown In Hopedestivities, which is an annual prerogative to the Gator Bowl Jacksonville Fla. The bowl will air Dec. 28 on ABC TV... Farriss International Talent in Nashville now owns Music City Recorders recording studio. Jack Logan will remain as studio supervisor and head engineer... Little Richie Johnson has completed production of a new album by Ronnie Smith... George Hamilton IV kicks off a lengthy tour of the British Isles in January. Localers The Carey Duncan Band will open for Hamilton and his band. The Numbers... Glen Campbell and Mac Davis will guest on Hankwood Prod.'s, "A Very Special Christmas," which will air Dec. 19-21 over NBC affiliated radio stations. Anne Murray will host the special...

STUDIO TRACKS — Suzanne Mitchell, director of the Dallas Cowboy Cheerleaders, was recently in Nashville's CBS Recording Studios working on tracks for the first single of the Cheerlearders, titled "We Love The Cowboys," which will become their theme song. Also in that studio, producer Ray Baker was overdoing and mixing tracks for Moe Bandy and Joe Stampley... Sheb Wooley, the man who gave the world the "Purple People Eater" is at it again with "The Jackhammer Man," which he recorded at Scruggs Studio in Nashville... In the Sound Emporium in Nashville, the Thrasher Brothers (MCA) are overdoing several new tunes, with Jim Foglesong producing and Jim Williamson engineering. Warner Bros. Rex Allen Jr., recently became the first artist to do a live session in the Sound Emporium's new Studio C.

SON OF HONKY TONK — Yet another Moe and Joe (Bandy and Stampley, respectively) Honky Tons is scheduled to open before the year's close. This one is in Shreveport, La. and opens New Year's Eve. It joins its sister club in Houston, which opened in mid-August.

Look for a new T.G. Sheppard album in late February. Buddy Killen will produce this one too. (Killen produced Sheppard's last Warner Bros. LP. "Smooth Sailin')."

RABBIT FOOD — What's a poor radio station to do? When KNIX Radio in Phoenix offered complimentary tickets to fans wishing to see Eddie Rabbitt, who was staging a free concert to tape his Miller Beer TV spots. In excess of 10,000 requests for tickets flooded the Phoenix station. That's only problem as the Mesa Amphitheatre will hold only 2,500. Rabbit could have filled the place four nights in a row at that rate.

THE RIGHT WE PICK UP ON A TRIP — When Crystal Gayle followed the year's notoriety of the recipient of some very unusual gifts. For instance, on her recent 16-city fall tour, the singer was gifted with a gold spike from the original Wabash Cannonball train line, which was presented to her by the mayor of Wabash, Ind. George Dingleday... George Burns in "A Special Country Music Event"... George Burns in "A Nashville Special... George Burns in "Hang the Bowery"... George Burns in "Have Country And Sing It..."

RELATIVELY SPEAKING — When Elektra's Jerry Lee Lewis and Columbia's Mickey Gilley get together, it's a family affair. The cousins recently teamed up for a rousing rendition of "(I'll Fly Away)" on an upcoming HBO Special, Country Music — A Family Affair. Pictured at their dueling pianos are Lewis (!) and Gilley.
COUNTRY RADIO

THE COUNTRY MIKE

JAMBOREE IN JEOPARDY? — It has come to our attention this week that Mutual Radio Network’s Jamboree USA, the syndicated weekend feature showcasing top country stars, may be discontinued in the near future. Rumor on the street has it that just as the network has terminated the Mutual Radio Network and the Southwest Regional Network because of a lack of advertising support, Mutual Jamboree USA will follow suit. Sources at Mutual headquarters declined to comment on the fate of the program, stating only that the matter was still under discussion. Jamboree USA has been on the air since 1933, and carried by Mutual Radio since 1979. The program is being carried to 150 stations across the nation. Tuned for further developments.

PERSONALITY PROFILE — Rusty Rogers began his radio career as an "off-the-air" personality many years ago in the privacy of his own garage, alternating two turntables and using a broom stick as a microphone. The Louisville native learned at an early age the importance of the tenacity and hard work that would eventually lead him from the garage to the programming studio. While working in a laboratory as a blood processor, Rogers became acquainted with local air personalities, most importantly, Margie Pluto, all-night DJ with WLRs, a Louisville AOR station. Rogers spent months accompanying Pluto on the all-niters, learning the ropes under her direction, until he decided to strike out on his own. But stoke out he didn’t.

Heading north, Rogers found an opening with WYTL/Oakhurst, Wisc. where he took over the 6:00 p.m.-midnight shift, where he dug in, often working months at a time without a day off. His diligence was well recognized. Program director at that time, Doug Lane (presently PD with WLXR/La Crosse) wrote a hearty recommendation for Rogers, who, after a year-and-a-half with WYTL, was named music director for WAXX/Eau Claire. He has been in that position since August 1980. Future plans? Rogers intends to work his way up to the program director’s post, and eventually into a station manager position.

Cash Box sends its congratulations to the friends and family of veteran country air personality Dick Haynes, who died of cancer Nov. 25. Haynes will long be remembered by the industry as one of the all-time air personality greats on radio. A distinguished career spread from Texas to California, where he became a mainstay with KLAG/Los Angeles, carrying the morning shift for over three decades until he was forced off the air by illness a year ago. Recently the city of Los Angeles paid tribute to Haynes, proclaiming it "Dick Haynes Day" and inducting him into the Hollywood Walk of Fame. Haynes will be remembered not only by his wit and humor on the air, but also by his genuine interest in, and caring for people.

Country Music Countdown, Mutual Radio’s New Year’s special has reportedly broken a national record "by becoming the highest clearing music special in recent radio history." A total of 168 stations throughout the country will air the special, covering 41 of the top 150 markets. Country Music Countdown — 1980 surpassed the former clearance record set the weekend of July 4th when Mutual aired the Johnny Cash Silver Anniversary Special, which cleared a total of some 506 stations. Hosting this year’s New Year’s special will be Anne Murray.

Congratulations to WSM/Nashville’s night time air personality and part-time sports announcer, Chuck Morgan, and wife Lynn (on the birth of 8 pound, 3 ounce boy, Rhett, Friday, Nov. 21.

We received another letter this week concerning the lack of label service as far as new product goes, to the smaller or newer country stations. KBEC/Waxahachie, Texas is one more that has just been added to the Cash Box Top 100 most needy list. Yes, they are in a smaller market. Yes, they are a new country station, like so many others. But despite the problem of not receiving product, they report that their audience size and billing has increased "significantly." It’s evident that to further increase this growth, they need records to play. The most disturbing point made in the letter from KBEC is that while large market stations are receiving promotional copies by the gross, the smaller market stations are receiving nothing at all. It is not that labels are merely overlooking these stations. In fact, KBEC reports that some records they are offering to sell promotional copies! Now am I mistaken, or is it against the law to sell promotional records? Please send promos to KBEC, P.O. Box 558, Waxahachie, TX. 75165.

S PROGRAMMERS PICKS

Suzanne Benson WMAG/Chicago

Wilson Jones — Bobby Bare — Columbia

Lee Ranson WXCL/Peoria

Killin’ Time — Fred Knoblock and Susan Anton — Scotti Brothers

Rob Houch KTTS/Spingfield

Dolly Girl With The Blues — Lacy J. Dalton — Columbia

Mike Corbin KLKL/Lubbock

9 To 5 — Dolly Parton — RCA

Dan Diamond KCKN/Kansas City

Southern Rains — Mel Tillis — Elektra

Allen Dick WIVK/Knoxville

What’s New With You — Con Hunley — Warners

Timm Byrd WHK/Cleveland

Pick Up The Pieces Joanne — Bobby Hoot — Chute

Dave Beadle KSSS/Colorado Springs

Yellow Pages — Roger Bowling — NSD

Con Schrader KLAK/Denver


Country Dan Dixon WDCX/Detroit

Are You Happy Baby? — Dottie West — Liberty

Pam Green WHN/New York

Whiskey Heaven — Fats Domino — Warner Bros./Viva

Bud Forte WWVA/Wheeling

Hillbilly Girl With The Blues — Lacy J. Dalton — Columbia

Chris Fox WDYE/Birmingham

Anything But Yes Is Still A No — Stephanie Winslow — Warner/Curb

COUNTRY MIKE

MOST ADDED COUNTRY SINGLES

1. SOUTHERN RAINS — MEL TILLIS — ELEKTRA — 42 REPORTS

2. HILLBILLY GIRL WITH THE BLUES — LACY J. DALTON — COLUMBIA — 30 REPORTS

3. ARE YOU HAPPY BABY? — DOTTIE WEST — LIBERTY — 22 REPORTS

4. CUP OF TEA — REX ALLEN, JR. AND MARGO SMITH — WARNER BROS. — 25 REPORTS

5. WHAT’S NEW WITH YOU — CON HUNLEY — WARNER BROS. — 19 REPORTS

6. ANYTHING BUT YES IS STILL A NO — STEPHANIE WINSLOW — WARNER/CURB — 18 REPORTS

7. FOLLOWING THE FEELING — JOE BANDY — COLUMBIA — 12 REPORTS

8. GETTING’ OVER YOU — TIM REX AND OKLAHOMA — DEE JAY — 12 REPORTS

9. WHO’S CHEATIN’ WHO — CHARLY MCCLAIN — EPIC — 11 REPORTS

10. DON’T LOOK NOW (BUT WE JUST FELL IN LOVE) — EDDIE ARNOLD — RCA — 11 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. I KEEP COMING BACK/TRUE LIFE COUNTRY MUSIC — RAZZY BAILEY — RCA — 53 REPORTS

2. 9 TO 5 — DOLLY PARTON — RCA — 49 REPORTS

3. BEAUTIFUL YOU — THE OAK RIDGE BOYS — RCA — 44 REPORTS

4. DON’T FORGET YOURSELF — THE STATERL BROTHERS — MERCURY — 40 REPORTS

5. GOODBYE MARIE — BOBBY GOLDSBORO — CURB/CBS — 37 REPORTS

6. 1959 — JOHN ANDERSON — WARNER BROS. — 34 REPORTS

7. I’LL BE THERE (IF YOU EVER WANT ME) — GAIL DAVIES — WARNER BROS. — 34 REPORTS

8. IF YOU GO, I’LL FOLLOW YOU — PORTER WAGONER AND DOLLY PARTON — RCA — 32 REPORTS

9. DOWN TO MY LAST BROKEN HEART — JANIE FRICKE — COLUMBIA — 32 REPORTS

10. I FEEL LIKE LOVING YOU AGAIN — T.G. SHEPPARD — WARNER/CURB — 32 REPORTS

Ramblin’ Offers Stan Hitchcock Show As Weekly Syndicated Radio Program

NASHVILLE — The Stan Hitchcock Show, produced by Ramblin’ Productions of Springfield, Mo., will soon be offered to radio stations as a syndicated, weekly program. Targeted for a Jan. 1 debut, Ramblin’ currently has more than 100 radio stations lined up for the program, with major markets like Atlanta, Nashville, San Diego, Detroit, Minneapolis and Dallas set to receive the country music program.

The half-hour production is produced to allow four minutes of commercials for a nation-wide national sponsor, and four minutes of time for local sales. Taped on location at the Show off the Ozarks, the series features Hitchcock as well as guest performers each week.

Already a weekly syndicated television program, The Stan Hitchcock Show airs in some 84 markets. The program is also produced by Ramblin’ Productions, a two-and-a-half-year old company. Owned by Bill and Janet Dailey, the company also produces and syndicates a news feature titled Lyons in America. The 60-90 second feature is viewed by various people and places across the country.

Other plans include a television series based on co-owner Janet Dailey’s books (Dailey has authored 62 novels for Harlquin Romances and Pocket Books). One of her novels, The Ivory Canoe, will be made into a 90-minute pilot. Other books are being considered for major motion pictures, with Ramblin’ serving as co-producer.

The company has also formed Ramblin’ Records, which will include artists Hitchcock and Elaine Fender, a regular on the show. A publishing company of the same name is also in the works.

SYLVIA AND DILLON WIN WITH WINN — Louisville, Kentucky’s WINN recently hosted RCA artists Sylvia and Dean Dillon in a live remote broadcast from the Tumbleweed Mexican restaurant in that city. Sylvia’s current single, “Tumbleweed,” inspired the Louisville eatery to have “Sylvia Day” in her honor. Pictured beside the restaurant’s rolling advertisement are (l-r): Sylvia, Jack Daniels, WINN, and Dillon.
Cash Box/December 13, 1980

GOSPEL

TOP 20 ALBUMS

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<th>Weeks On 11/22</th>
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<tr>
<td>1</td>
<td>REJOICE</td>
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<td>TRUMPET OF JESUS</td>
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<td>3</td>
<td>LIVE IN THE SPECTRUM</td>
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<td>4</td>
<td>I'LL BE THINKING OF YOU</td>
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<td>5</td>
<td>EASE ME PATIENT</td>
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<td>6</td>
<td>WITH ME</td>
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<td>7</td>
<td>AIN'T NO STOPPING US NOW</td>
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<td>8</td>
<td>THE LORD IS MY LIGHT</td>
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<td>9</td>
<td>KEEP ON CLIMBING</td>
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<td>10</td>
<td>GOD'S WILL, GOD'S WAY</td>
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<tr>
<td>11</td>
<td>PEOPLE GET READY</td>
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<tr>
<td>12</td>
<td>IF YOU MOVE YOURSELF, THEN GOD CAN HAVE HIS WAY</td>
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<td>13</td>
<td>VICTORY SHALL BE MINE</td>
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<td>14</td>
<td>IT'S A NEW DAY</td>
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<td>15</td>
<td>VIVRE THE LORD</td>
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<td>16</td>
<td>NEVER ALONE</td>
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<td>17</td>
<td>100 YEARS FROM NOW</td>
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<td>18</td>
<td>ONE MORE SONG FOR YOU</td>
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<td>19</td>
<td>YOU GAVE ME LOVE</td>
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<td>20</td>
<td>THE PAINTER</td>
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MIDNIGHT AT THE PALOMINO — Following an appearance at the Palomino in Los Angeles, Maria Muldaur (c) met Nita (b) and Dave Peters of Distribution by Dave. Muldaur’s latest release, “Gospel Nights” on Takoma Records, looks set to live at McCabe’s in Santa Monica, with special guests the Chambers Brothers sitting in.

Publishing And Sales Staffs Feel Impact Of Recent Benson Merger

by Angela Ball

NASHVILLE — The Christian music community has noticed a recent new chapter in the careers of some seasoned sales and staff members from the former Benson Music Group and the new Paragon/Benson Publishing Group.

Randy Cox, former director of Paragon Publishing, has been named as general manager of the Paragon/Benson Publishing Group. Cox and his 10-person staff are now actively promoting the catalogues of 50 music companies, 1,000 writers and a 10,000 copyrights, which Coco did not want to use.

The Paragon/Benson Publishing Group recently demonstrated an innovative idea by hiring a full-time staff writer, Michael W. Smith, a first among Christian music publishers. A native of Kenova, West Virginia, Smith will primarily be involved in the in-house writer for Paragon/Benson, as well as being involved in daily activities, including keyboard and vocal demo session work.

Added Sales Punch

The new Benson Co. has expanded its sales staff with the addition of several new sales representatives. Joining Benson are James E. McKenna, Ted Payne, Robin Hard, Jon Shively, and Gary Roby. In their new positions, they will be covering regionalized areas encompassing several states. McCall will be calling on accounts in South Carolina, Tennessee, North Carolina and Virginia; Robson will handle Kentucky, Indiana and Illinois; Payne will work Florida and Alabama; Roby covers Northern California, Hawaii and Nevada, and McKenna, who has been active in Colorado, New Mexico and Utah.

There were also several promotions during the expansion of the sales staff. Larry Sipe, Joe Oakley, Michael Dixon and Darrell Danielson were promoted to positions as regional sales managers.

Word Records Opens Los Angeles Office

NASHVILLE — Word’s black music division has established offices in Los Angeles under the direction of general manager James Bullard. New artists include Shirley Caesar, Donn Thomas, Morris Chapman and Tony Comer and Crosswinds, who have first albums out now on the Word Records label.

Other artists in the division include Beautiful Zion Choir, Push Choir, Bill Thedford, Billy Preston, Teddy Huffman, Leon Patillo and Lanier Ferguson, who have new albums released this year.

Steering Wheel Makes Unusual Promo Idea

NASHVILLE — Word Distribution in Waco, Texas is promoting Terry Clark’s new single, “Jesus Is At The Wheel,” by mailing car steering wheels to 100 radio stations. The song from Clark’s new “Melodies” album for New Good News Records is being sent to 50 gospel and 50 secular stations with a note indicating “We couldn’t steer you wrong.”

Dan Hickling, religious radio promoter for Word, has characterized the album as an ‘up-tempo’ album with various styles of music and远离传统的和声和旋律
Makin' Santa Swing — When it gets close to Christmas, the big news is always new releases. This season is following true to form with virtually every label and indie distributor balking at the high cost of reissues and new recordings. Contemplation of the future by taking equal care with its past and present. With six releases this week, four of them reissues from its excellent catalog, the label reaffirms itself as one of the most consistent in the business. New recordings are "Peaceful Heart, Gentle Spirit" by Chico Freeman, with James Newton, Jay Hoggard, Kenny Kirkland, Buster Williams, and Bill Hart, and "Lunch in L.A." by Telé Montouli. Reissued are: "Shelly Manne and His Men at the Blackhawk, Vol. 1," "Benny Golson: New York Scene," "Blackstone Legacy" by Sadao Watanabe, "Bird of Paradise" features Watanabe with Ron Carter, Tony Williams, and Hank Jones, while "Autumn Blow" spotlights the Japanese horn man's fusion chops with support from Harvey Mason, Patrice Rushen, and Lee Ritenour. Other Inner City titles are: "Mad About the Boy" by finger-tumed, model-turned-actress turned-singer Cybil Shepherd with tenor man Stan Getz; "Chasin' the Bird" is from Helen Merrill, "Notorious Tourist From the East" is a Tosiko Akiyoshi quartet date; "Bunny Brunel" is the solo debut from Chick Corea's bassist, "Live at Wigmore" by Derek Brimble and Victor Azila's Quintet is by the South American alto player; and "Art Farmer At Boomers" features Clifford Jordan... New Music Distribution/Jazz Composers Orchestra Association at 500 Broadway, New York, handles many small labels. One newcomer to their catalog is American Clave, headed up by former NMDS/JCOA staffer Kim Hanrahan. American Clave enters the market this week with two titles; "Too" by Teo Macero with Lee Konitz, Charles Mingus, Bill Evans, and others; and "Ya Yo Me Cureo" by trumpeter/percussionist Jerry Gonzalez, a veteran of Dizzy Gillespie, Tony Williams, and Ray Barretto led units. Also new at NMDS/JCOA are "Lady of the Mirrors," solo piano by Anthony Davis, and "The Mystery School," by James Newton and the woodwind quintet featuring John Carter, Red Callender, John Nunez, and Chuck Owens. Both releases are on Blue Note/Buddah. New releases are the "Getting Ahead" guitarist Fred Frith and synthesizer player Bob Ostertag on Frith's Riff label, and "Triumph" by AACCM vocalist Igusa Colson on the Silver Sphinx label. Joining Colson for the date are clarinetist Douglas Ewart, pianist Steve Colson, and Art Ensemble of Chicago saxophonist Joseph Jarman. Final NMDS/JCOA titles are three on Hat-Hut: "Long March" by Max Roach and Archie Shepp; "Human Animal" by trumpeter Jerry Sharndonens; and "Orange Juice, Nice Food" by pianist Antonello Salis. Both importers/import/wholesaler/mail-order house Daybreak Express is also handling several new releases. "Celebration Road Show Live" by trumpeter/vocalist Gary Miller on the Circle label; "Jet Away" features cornet/flugelhornist Bruce Cameron's Ensemble on Jazz Works records; "Take the Heat Off Me" is by reed man Robin Kenyatta on Jazz Dance Records; Sweden's Xarby International Records has "Illinois Jacquet in Swingtime Sweden" and "Jimmy Rowles on Guitar Out"; England's Swing House offers a limited edition "Jumpin' Live" by Cab Calloway, and English Rantles has new issues featuring Barney... (continued on page 44)

**Jazz Album Picks**

**Victory Assis Brasil Quintet** — Inner City IC 1993 — Producer: Mauricio Quadro — List: 7.98

Jazz albums recorded in South America by native musicians are reaching U.S. record racks with an increasing frequency. This date, cut in Sao Paulo, Brazil for EMI-Odeon and licensed here to Inner City, is characterized by a high level of musicianship while it demonstrates the worldwide appeal of bop, modal and mainstream jazz idioms. Brasil is not merely an educated soprano and alto student, though, he leads his quintet with taste and integrity.

**Bird of Paradise** — Sadao Watanabe with the Great Jazz Trio — Inner City IC 6061 — Producer: Kiyoshi Ihoh — List: 7.98

One of a pair of recent releases by Watanabe on Inner City, the saxophonist works exclusively on alto here, drawing material from Charlie Parker's repertoire. The album strikes a nice balance with Watanabe paying tribute to one of his mentors, while still maintaining his own modern Bird-like approach. Tony Williams, Hank Jones, Ron Carter and Tony Williams are the rhythm section for this 1977 date.


Weather Report owns the most easily identifiable sound of any fusion band, and the unity of purpose among Mars. Zawinul, Shorter and Pastorius would seem to be the explanation. Setting the pace are drummers Peter Erskine and Robert Thomas, Jr., driving the band through seven originals and a strong cover of Ellington's "Rockin' in Rhythm."
BE WARE — Vocalist, composer, arranger and producer Leon Ware recently signed a recording agreement with Electra/Asylum Records and is scheduled to release his E/A debut LP, "Rockin' You Eternally," in February. "Baby Don't Stop," the first single from the album, will ship in late December. Pictured at the signing are (l-r): Cholly Bassline, Ware's manager; Oscar Fields, vice president of special projects for E/A; Ware, and Primus Robinson, E/A's national promotion director of special markets.

THE RHYTHM SECTION FOR HUMANITARIANS ONLY — Philadelphia International Records (PIR) chairman Kenneth Gamble will receive the 1980 AMC Humanitarian award, during a dinner on Dec. 13 at the New York Hilton. Proceeds from the affair are donated to the AMC Cancer Research Center and Hospital in Lakewood, Colo. The 13-year-old humanitarian Award Dinner was established by concerned individuals in the music industry to gather financial support for research into cancer cures. Commenting on the importance of supporting essential research on the disease, Gamble said, "Cancer's an disease that affects all people, and it will take the efforts of all of us to bring an end to this killer. Those of us in the music industry, and all of us who enjoy music, have seen cancer claim the lives of artists like Nat 'King' Cole, Minnie Riperton and others. We in the music industry have pledged to do all that we can to help in the research that will lead to a cure." Gamble, who is the first black recipient of the award, will be presented the award by Walter Yetnikoff, president of the CBS Records Group. Other industry figures set to speak during the dinner include LeBaron Taylor, vice president and general manager of divisional affairs for CBS Records and Nesuhi Eritogan, president of WEA International. Other speakers include Philadelphia Mayor William Green and AMC president Fred Minzer. Entertainment will consist of dancing to the music of the 30-piece MSFB Band and Patti LaBelle. The program producer, Barbara Israel, said that other "unmentionable" surprises were in store during the evening.

CELEBRITY BALLGAME — The annual "Celebrity-Media Basketball Game," sponsored by the non-profit Shies For Children, Inc. (SCF), is scheduled to be held on the evening of Dec. 15 in Detroit's Highland Park High School gymnasium. The event is being coordinated between SCF and executive producer O'Shea Underwood Ron L.P.I., (Executive National Basketball 7241)

CANDLES — "P litre M (Polydor 6346) 55 7693

SWEET VIBRATIONS ROY ROBBINS (Polydor 6426) 53 994

LOVE FANTASY THE AVIATORS (Polydor 619) 50 54

MR. HANDS HERBERT HAMMOND (Columbia 619) 46 50

LET'S DO IT TODAY THE EX filming 64 50

CAMERON THE SMOKERS (polydor 648) 54 22

A MUSICAL AFFAIR ASHWOOD & SIMPSON (Crest 654) 56 17

FAMILY HUTCH LAVY (Crest 654) 56 17

NO NIGHT LONG ODDBALL WAVE (Arista 657) 58 18

S.O.S. THE D.S. BAND (Polydor 648) 57 25

MASSIVE ATTACK FORD (New 554) 57 25

IN SEARCH OF THE RAINBOW SEEKERS (Crest 654) 61 18

LOVE TRIPPIN' THE MIGHTY PUSSYCATS (Crest 654) 61 18

LILY GARDEN OF LOVE (Crest 654) 61 18

SKYPORT THE SKY (Lookout/ATL 657)

HERE TO CREATE MUSIC LEON HORN (Polydor/NY 657)

I'M YOURS BERNARD ANDRÉ (Capitol/Crest 657) 95 66

I'M LOVING YOU CHANGE (Polydor 657) 71 34

WORTH THE WAIT THE STAGE (Polydor 657) 77 13

ONE OF THE FIRSTS AL HUDSON (Soul 657)

Cash Box/December 13, 1980
Dealers Report Heavy Holiday Sales Of Pre-Recorded Video

Tower Records chain, which have seen sales in the thousands of aches in number and quality of titles, as well as the expansion of video departments," according to Tower president Russ Solomon. "This year (Oct. 25, the day video had been sporadic as hell), Solomon continued. "But now we're finally seeing the business grow a bit, although talking about a very low level of sales as a percentage of our business. Overall, I'd say we feel pretty good." Growing Audience

Riss Berens, owner of the Nickelenode and Video Watch online video outlet in Century City, indicated that November pre-recorded video software sales were up 38-40% over the previous year, but added that it was "not quite as big as last year's" because "there was just not as much business overall and certainly not as many players being sold.

Noting that Nickelenode is selling "a lot of catalog" in addition to newer releases, Berens posted, "I think the reason for this is that a lot of people are buying machines right now and stockton up on the old singles, which fill the stores, the average sale of five to eight (pre-recorded) cassettes per customer, which is exceptional, and many of those are catalog items.

Berens further added that both Nickelenode and Video One-stop in Los Angeles, which are both in the "low-cost, value on merchandise" position in anticipation of the continuing high level of holiday software sales in the stores.

Most of the dealers quizzed about the reason for the still-growing pre-recorded videocassette business remains dependent on an equal level of growth in sales of hardware, there is some cause for alarm over the current shortage of certain VCR models. Although the Electronic Industries Assn. (EIA) reports that sales of VCRs are presenting up during this year's holiday shopping period, many established hardware dealers feel that not only the supplies of machines, but the business in general, is being threatened by the entry of fly-by-night operations this year.

"Some new video stores, like pa and ga station-type (hardware) video stores, it seems, this year," said Henry Tyler, owner of the 12 store, Tampa, Fla.-based Stereo Giant chain of stores. "Essentially, some of the others have one or two machines, and if they don't sell them right away, they'll dump them for ridiculously low prices because they can afford to... they have no overhead. Because of this, (profit) margins have deteriorated all over the country this year, while expenses have continued to rise.

Tyler attributed the shortage of hardware to dealers to an "over-distribution situation" on the manufacturers' part, which has drawn the ire of other established dealers.

"The older, established dealers who have been in for long pull are really taking it on the chin," said Tyler, who has been in the business 12 years. "The guys who are trying to support large overheads, complete service departments and many other expenses, such as credit cards, have to capitalize to speak of, offer no service and wild credit terms. They are depressing the market a little bit. We all understand that manufacturers are taking a short-sighted marketing view of the business without taking into account the long-term effects which such a situation.

Tyler predicted that the shortage问题 might continue through the Christmas season, but that its full effect would not be felt until the first quarter of next year.

ABC, WASEC To Begin Cable Web On Arts In April

(continued from page 3) that ABC Video Enterprises “has found a collaborator with a proven track record who shares our interest in commitment to quality specialized cable services to meet the desires of special-interest audiences.”

Noting that a small number of charter advertisers will be sought as underwriters, Granath said that Alpha’s targeted audience was identified through a research study commissioned by ABC Video Enterprises on “the prospects for new technologies and the characteristics of the ideal consumer.”

Such service would be aimed at “individuals who are keenly interested in the fine arts and regularly seek exposure to them.”

Each evening’s programming will be presented as an entity, with a regular host to be chosen. Granath said that there was enough programming to cover the first year, and that 75% of it had been purchased from outside sources. He noted that ABC plans to pay premiere rights to programming presented, repeated several times on other nights to reach a maximum audience.

ABC plans to have a large audience for this kind of programming which does not watch public television, "Granath concluded. "I think we can appeal to them to format and package properly, so that we take some of the mystery out of this sort of programming.”
**MERCHANDISING**

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**ALBUM BREAKOUT OF THE WEEK**

**TOUCH** • **CON FUNK SHUN** • **MERCURY SRM-1-4002**


**RADIO:** Too Tight (45): #36 Bullet Black Contemporary Singles Chart.

**MERCHANDISING AIDS:** 1X1 Flats, 2X3 Posters.

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**LATE NIGHT GUITARS** • **EARL KLUGH** • **LIBERTY LT-1079**

Breaking out of: Atlanta, New Orleans, Oklahoma City, Portland, Seattle, Los Angeles, Milwaukee, Denver, Houston, St. Louis, San Francisco.

**RADIO:** Strong Jazz Airplay.

**MERCHANDISING AIDS:** Posters, Easy Jackets, Trade Ads, Consumer Ads In “Guitar” and “Downbeat” Magazines, National Radio Time Buy.

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**9 TO 5 AND ODD JOBS** • **DOLLY PARTON** • **RCA AHL-1-3852**

Breaking out of: Atlanta, Dallas, Nashville, Denver, Salt Lake City, Cleveland, Columbus, Cincinnati, Indianapolis, New York, Washington.

**RADIO:** 9 To 5 (45): #29 Bullet, Country Singles Chart, #72 Bullet, Top 100 Singles Chart.

**MERCHANDISING AIDS:** 1X1 Flats, 2 Posters, Miniature Stand-Up.

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**AS ONE** • **THE BAR-KAYS** • **MERCURY SRM-1-3844**

Breaking out of: Chicago, Milwaukee, Kansas City, St. Louis, Atlanta, New Orleans, Richmond, Memphis, Baltimore/Washington.

**RADIO:** Boogie Body Land (45): #39 Bullet, Black Contemporary Singles Chart.

**MERCHANDISING AIDS:** 2X3 Posters, 1X1 Flats.

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**NIGHT PASSAGE** • **WEATHER REPORT** • **ARC/COLUMBIA JC 38793**


**RADIO:** Strong Jazz Airplay.

**MERCHANDISING AIDS:** 3X3 Posters, Logos, Album Flats.

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**GHOST RIDERS OUTLAW** • **ARISTA AL 9542**

Breaking out of: Chicago, Milwaukee, St. Louis, Cleveland, Indianapolis, Atlanta, Richmond, Nashville, Washington, Los Angeles.

**RADIO:** #4 Most Added Album, RAP Report.

**MERCHANDISING AIDS:** 2X3 Posters, 1X1 Flats.

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**SONG OF SEVEN** • **JON ANDERSON** • **ATLANTIC SD 16021**


**RADIO:** Steadily Increased Rock Album Airplay.

**MERCHANDISING AIDS:** 2X2 Posters, 1X1 Flats, Mobiles & Streamers.

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**BACK ON THE STREETS** • **DONNIE IRIS** • **CAROUSEL/MCA 3272**

Breaking out of: St. Louis, Detroit, Cleveland, Minneapolis, Dallas.

**RADIO:** Ah! Leah! (45): #88 Bullet, Top 100 Singles Chart.

**MERCHANDISING AIDS:** 1X1 Flats, 2X2 Posters.

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**SEASONS GREETINGS** — On Nov. 30, Richman Bros. Records, Inc., the New Jersey-based one-stop, geared up full steam for its "hoop-la" open house. Included on the guest list were all of the retailers who were treated to a special showing of the various products they make available. Richman Bros. distributes a variety of merchandise that can benefit the retailer's sales programs, including audio accessories, apparel carrying musical motifs, video products, mirrors and buttons, all of which are designed to boost the retailer's Christmas season to its optimum. Representing the Sound Odyssey retail chain were Richard Richman and Aram Boonazarian, who were available to discuss ideas and exchange thoughts regarding merchandising and retailing. Richman Bros. also had booths set up to display its assorted audio accessories from Plantineste, cases for LPs and tapes from Dynasound and Savoy, and a video booth that presented both blank and pre-recorded tapes.

**ONLY IN OKLAHOMA** — Last week, a woman went into the Wilcox Record store in Oklahoma City and purchased the latest Bar/Bryan Manilow LP on Air. When she took it up to the counter to pay for it, she asked the salesmen to autograph it for her. As it turned out, she thought he was Manilow. However, it was only Oklahoma's own Kyle Blackburn, who is often mistaken for the singer.

**CHARTS IN STORES** — November store appearances at Charts Records and Tapes/Phoenix included Columbia recording artist Janie Fricke, RCA recording group Spyro Gyra and Capitol recording artist Randy Hansen. According to store manager Sal Sicillino, they were all very successful in stores, capped off with the signing of the "Celebrity Wall."

**THE CAVAGE PATCH** — Cavages Records & Tapes, in conjunction with WGRQ radio, Mr. Goodbar (a local bar) and Children's Hospital, co-sponsored a "Christmas is for Children" promotion. The charitable event, organized by Joe Alioto of Mr. Goodbar, has WGRQ airing announcements over the air telling its listeners to bring new toys or cash donations to any Cavages location (Cavages is acting as a deposit point for the toys). The event will run to Dec. 18, at which time the toys will be distributed to the needy children at the hospital, followed by a Grand Finale party at Alioto's Goodbar. In another promotion, this time with the theme being "The Gambler," radio station WGR-AM/Buffalo and Cavages are having a "Name That Tune" contest. Cavages is involved with all the radio spots that give out three clues for each song, with the first listener to call in to win the song's title. There will be 15 winners and, through the process of elimination, all of those listeners will receive a free trip to one of the casinos in Atlantic City, N.J. Cavages has in-store displays in support of the contest, with the following Rogers product on sale: "Gideon," "The Gambler," "Kenny" and his latest greatest hits LP.

**EVERYBODY CHANGES** — There have been a few changes at Everybody's (the Oklahoma-based retail chain) in the management department. The Bellevue store is now being managed by Jeff Sherrill, who moved from the Seattle store, and the Seattle store has appointed Debbie McGibbon as manager. Filling the assistant manager spot vacated by Lee Read, who moved to Seattle from Bellevue, is Sue Carracher. Terry McGibbon has left Everybody's to pursue his career with the WEA branch office in Seattle.

**IN-STORE ACTION AT THE BARS** — Ever wonder what to do with your pumpkin after Halloween? Well, the Crabtree Valley Record Bar in Raleigh, N.C. offered its customers one dollar off any LP or tape in exchange for the pumpkin. The Greenville, N.C. Record Bar and CBS Records are supplying "The Heat and the Music" in a promotion at Record Bars in Greenville, New Bern and Jacksonville. The promotion offers customers a chance to win a free Buck Stove and a load of firewood. There will also be sale prices on "hot" new releases by Kenny Loggins, The Jacksons, Cheap Trick, Bruce Springsteen and Barbra Streisand. At Raleigh, N.C., a cash deposit point for "How Do I Survive" promotion at the Raleigh Record Bars. Fifteen runners-up each received a copy of Amy Holland's "How Do I Survive" album. Country recording artist Guy Clark made an in-store appearance at the Spartanburg, S.C. Record Bar, autographing albums and photos for his fans. His album, "No. 1," and "Same," were on sale for the promotion. And, finally, at the Mobile, Ala. store, all Beatles and Rolling Stones albums were on sale for a special promotion.

**REGIONAL BREAKOUTS** — Peter Allen, Maurice Starr, Michael Wycoff and Inmates in the East... James Brown, Amazing Rhythm Aces and the AD/OC import in the West... ABBA, Manhattans and Images in the South... Lou Reed, Tavares, Stingray, Whitesnake (live) and The Stunt Man soundtrack in the Midwest.

**FOR QUICK COVERAGE** — Send items and photos for What's In-Store to Cash Box, 6363 Sunset Blvd., suite 930, Los Angeles, Calif. 90028.

**WITH BRITE EYES** — Oval recording artist Robin Thompson met with retail representatives from the Record Bar and Phase II in Atlanta while those at the Agora to promote his single, "Brite Eyes," and the album "Two B's Please: Picture are/I-r: Shawn Hodges, Phase III; Donna Barnette, Record Bar; Thompson, Sandy Denton, Record Bar; and Vanessa Naply, Record Bar.
Rock-Ola Licensed By Cinematronics
To Export 'Star Castle' Video Game

CHICAGO — Dr. David R. Rockola, senior vice president of Rock-Ola Manufacturing Corp., announced that Rock-Ola recently concluded negotiations with Cinematronics of El Cajon, Calif., to manufacture and market “Star Castle” under a license agreement for Canada.

“This agreement covers exclusive export sales and marketing rights for Europe and Canada and is Rock-Ola’s first and only exclusive rights for all other export markets,” Dr. Rockola said. “It is generally known that Rock-Ola conducted extensive testing with a number of their most exciting and revolutionary games, including 'Space Invaders,' the in-house development of our own innovative games. It is our intention to become a major factor in the very competitive and fast moving video game business. To do this we fully realize we must offer our fine network of distributors, both domestic and export, truly outstanding games that are capable of producing top level income and not just other ‘cute’ or ‘also rare’ type videos,” he continued.

“Just as Rock-Ola has become the world’s number one producer of jukeboxes so, too, will we put our hearts and talents behind this great new and exciting game. Rock-Ola is scheduled to commence game production in mid-December of 1980, almost 50 years after the introduction of its legendary ‘Jig Saw’ and ‘World Series’ games, which already in those early years had production levels of pinball machines that to date have never been equaled,” he concluded.

Dr. Rockola feels that this and other favorable factors will demonstrate Rock-Ola’s potential to re-establish itself in the competitive game business.

New Midway ‘Pac-Man’ Ideal Model For Growing Cocktail Table Market

CHICAGO — “Recent surveys and our figures confirm that cocktail table model video games are well established and included in the game industry’s top income producers,” declared Stan Jarocki, vice president of marketing at Midway Manufacturing Company. The firm’s newly introduced “Pac-Man” video game is produced in cocktail table design as well as in standard arcade and Midway’s new Mini-Style model. For the past few years, Midway has made special efforts in the design and development of practical, tasteful cocktail table styling that would appeal to a broader market including hotel lobbies, restaurants, lounges, clubs and locations other than the traditional arcade type. “I believe that we at Midway initiated this trend to enable owners to open new markets to new and different type locations and capture a new range of players,” Jarocki said.

Featured in Midway’s one of two-player cocktail tables is a “flip-flop” screen for “face to face” play that both men and women can enjoy. The compact “sit-down” cabinet measures 29 inches high, 32 inches wide and 22 inches deep. A base accessory is available that raises the cocktail table model to a height of 38 inches for upright, stand-up play.

The play theme of Pac-Man is perfectly adaptable for cocktail table play. Using a single handle control the player guides the Pac-Man about the maze, scoring points by munching monsters. The game’s path is changed by four ghost monsters — Inky, Pinky, Clyde and -Blinky — who try to capture and defeat him, but Pac-Man can counterattack by eating the big Power Capsule that enables him to over-power the monsters for additional scores. A new labyrinth appears after all the Dots are gobbled up and another round continues. The game is amusing and challenging and is available in all models through Midway distributors.

Stern Gears Up For ‘Berzerk’ Run

CHICAGO — In response to market demand, Stern Electronics, Inc., began gearing up for full production, in late November, of its new “Berzerk” video game. The model was introduced at the AMOA convention in Chicago (Oct. 31-Nov. 2) and has proven to be very popular with distributors, according to Steve Kaufman, president of the company. Kaufman predicted that Berzerk will be one of Stern’s first video games, the popular “Astro Invader.”

Among the numerous innovative features that Berzerk features are an unsurpassed 30-word vocabulary, 64,000 random maze patterns on the video screen for explosive competitive action, newly designed “joy stick” which enables players to move the game’s

POPULAR MODEL — Irving Kaye Co. of Stamford, Conn., is currently promoting its Silver Shadow “Klub Pool” table on a major scale to satisfy the apparent resurgence of interest in the game, as reported by Bill Currier, sales manager. He said that in the past three months the company has booked more orders for the Klub table than it had in the previous three years, which is further evidence of a growing interest. League formation inquiries from operators in various areas of the country have also been noted and Currier recently embarked on an eight-city tour to offer assistance in this regard. For further information contact Irving Kaye Co., 48 Union St., Stamford, Conn. 06906.

Exidy Bows Convenience Store Promo

SUNNYVALE — Exidy’s new compact “Classic” cabinet design, which requires only 3'3/4 sq. ft. of space, was promoted to convenience store locations via a full page ad in the Oct. 31 issue of Convenience Store News. The ad’s headline reads “Caut- ion: High Profits!” and to stress the potential for high earnings from minimal space footage the ad depicts a happy store owner emptying a cashbox full of coins.

The Convenience Store News, a trade publication with over 43,000 circulation, recently featured games for the C-Store market and extolled the high profit potential of amusement equipment. Exidy initiated its campaign to capitalize on the extensive growth potential of its products in this market. The first ad in the series spotlights

The Juke Box Programmer

TOP NEW POP SINGLES

1. THE TIDE IS HIGH BLONDIE (Chrysalis CLS-2465)
2. PASSION ROO STEWART (Warner Bros. WBS-49617)
3. TELL IT LIKE IT IS HEART (Epic 19-50950)
4. HEY NINETEEN STEELY DAN (MCA-51036)
5. ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. WBS-49622)
6. I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS-556)
7. TIME IS TIME ANDY GIBB (RSO HS 1058)
8. YOU EARTH, HEAVEN AND HELL 58 (Columbia 1-11407)
9. HE CAN'T LOVE YOU MICHAEL STANLEY BAND (EMI-America 6053)
10. MISS SUN BOZ SCAGGS (Columbia 11-11406)

TOP NEW COUNTRY SINGLES

1. BEAUTIFUL YOU THE OAK RIDGE BOYS (MCA-51026)
2. IF YOU GO, I'LL FOLLOW YOU PORTER WAGONER AND DOLLY PARTON (RCA PB-21136)
3. I KEEP COMING BACK TRUE LIFE COUNTRY MUSIC RAZZY BAIL (RCA PB-12102)
4. TO 5 DOLLY PARTON (RCA PB-12133)
5. YOUR MEMORY STEVE WARNER (RCA PB-12139)
6. DANCE THE TWENTY EIGHT CHUCK ALLANSON (Epic 5333)
7. 1959 JOHN ANDERSON (Warner Bros. WBS-49658)
8. I'LL BE THERE (IF YOU EVER WANT ME) GAIL DAVIES (Warner Bros. WBS-49562)
9. FOLLOWING THE TRAIL ELIO MO BANDY (Columbia 11-11395)
10. I FEEL LIKE LOVING YOU AGAIN T. SHEPPARD (Warner/Curb WBS-49615)

TOP NEW R&B SINGLES

1. YOU EARTH, WIND & FIRE (Columbia 11-11407)
2. UNITED TOGETHER ARETHA FRANKLIN (Arista AS-5059)
3. SHINE ON L.T.O. (EMI 3268)
4. TOO TIGHT CON FUNK SHUN (Virgin 78069)
5. ANYTHING BUT A FEET PARLIAMENT (Epic 2317)
6. ELI KNOX (RCA 12118)
7. BOOGIE BODY LAND BAR-KAYS (Mercury 76059)
8. TOGETHER SIERRA (BearRock WBS 5702)
9. HEARTBREAK HOTEL THE JACSONS (Epic 19-50958)
10. MAKE THE WORLD STAND STILL ROBERTA FLACK & PEABO BRYSON (Atlantic 3775)

LET IT FLOW (FOR DR. J) GROVER WASHINGTON, JR. (Elektra E-4701)

TOP NEW DANCE SINGLES

1. I MADE IT THROUGH THE RAIN BARRY MANILOW (Arista AS-556)
2. I LOVE A RAINY NIGHT EDDIE RABBITT (Elektra E-47066)
3. EASY LOVE DIONNE WARWICK (Arista AS-557)
4. KILLIN' TIME FRED KNOBLICK AND SUSAN ANTON (Stout Bros. /Atlantic SB060)
5. TRICKLE TRICKLE MANHATTAN TRANSFER (Atlantic 3372)
Exidy Unveils Its Convenience Store Promo Campaign

(continued from page 38)

"Targ," Exidy's popular space fantasy game, in the Classic cabinet. The factory will also offer other new games in this cabinet design.

Convenience stores are among the largest growth markets for game operation, according to Lila Zinter, Exidy's marketing manager. She noted that the National Assn. of Convenience Stores State of the Industry Report projects an "Eight percent growth in number of stores in 1980." The report further stated that there was a "29% increase in sales volume and 4.7% in store population in 1979." This marks an opportunity for more coin-op game placement and Exidy is helping promote game operation in this market through their ads in the convenience store trade media, according to Zinter.

Zinter pointed out that inquiries from the campaign will be referred to local distributors and operators to enhance this growing market.

For The Record

In a story about Exidy's new advertising campaign that appeared in the Nov. 29, issue of Cash Box, a quote by company president Pete Kaufman was inadvertently cut off in mid-sentence. The complete quote should have read as follows: "Exidy's 'Puzzle' ad campaign is a reminder that the coin-game business is somewhat like a puzzle," commented Exidy president Pete Kaufman. "All the pieces, including the product, the service support, the quality, the marketing and more must fit together to increase the profit for our customers."

Stern Pushing 'Berzerk'

(continued from page 38)

humanoid image in eight different directions and the memory storage of the ten highest scores to date (five highest scores are retained even when the machine is unplugged).

Berzerk's sophisticated game features and new logic system were designed and developed by Universal Research Laboratories, Inc., a Stern subsidiary.

C.A. Robinson Dinner

LOS ANGELES — C.A. Robinson Company hosted a dinner here for manufacturer reps Dec. 4 on the eve of the distributor's annual Western Amusement Games Show.
BANQUET ON THE QUEEN — Betson Pacific hosted a gala amusement game showing and banquet Nov. 19 in the Queen's Salon room of the Queen Mary in Long Beach. More than 250 operators and friends of the distributor attended the showing, which featured the new Rock-Ola 484 phonograph and games from Gottlieb, Gremlin and Exidy. Pictured in the first photo of the event are (l-r): Peter Bett, president, Betson Pacific; Oscar Robbins, sales manager, Betson Pacific; and a local operator. Pictured in the second and third photos are attendees and Bett addressing his guests.

Atari ‘Missile Command’ Bulletin

SUNNYVALE, CA — With respect to specific model numbers of the "Missile Command Cocktail" unit, Atari warns that there may be a hazard of electrical shock at the black posistor just above the focus adjustment knob at the right-hand side of the monitor chassis (as viewed from the rear). To avoid this potential hazard, the factory recommends that the posistor should be relocated away from the focus control in the existing holes as shown on the accompanying diagram. Operators are urged to use the same screw since this screw will form its own threads.

Atari recommends that this modification be implemented as soon as possible. The specific Missile Command cocktails involved are numbered from S/N 001-449, 453-455, 462-464, 468 and 681. Operators and service personnel requiring any further information may contact Atari Field Service at (800) 538-1611 or (408) 765-2077.

Midway Mfg. Co.'s service manager Andy Dacy is planning a series of factory service schools to be held in Europe. The program is being arranged in conjunction with two major European trade shows — ATE in London (Jan. 12-15) and IMA in Germany (Jan. 23-25). Andy's itinerary will include Paris (Bally France — Jan. 19); Antwerp (Jan. 21); Hanover (Wulf Automation — Jan. 28) and London (Ruffer & Delia — Jan. 30), in between which he will cover both of the aforementioned trade shows, as well.

JOHN NICASTRO, general manager of the Williams Electronics Slot Division (producer of Seeburg slots), announced that final arrangements are being made for the installation of more than 500 Seeburg slot machines at the Jockey Club in Las Vegas, Nevada. The Jockey Club elected to purchase 100% Seeburg slots, Nicastro pointed out, "which will give us a premier showcase for our product in the heart of the world's gambling capitol." He further advised that the G.D.I. (Game Devices, Inc.) logo will soon be replaced the Seeburg logo on the machines, to herald the introduction of a "new generation of microprocessor controlled slot machines."

NICE CHATTING WITH Paul Huebsch of Atlas Music Co., who had lots of good things to say about the newly introduced Rowe line of phonos — with special emphasis on the outstanding "Starlight" model. Along with music, videos are also high on the best seller list out there, he added. On a personal note, Paul's son, John, and the former Terri Czolz were married on Nov. 29. The new Mrs. Huebsch is a teacher at Immaculate Conception school. Cash Box felicitations to the happy couple.

ATTENTION PHON OPS: Looking for a Christmas hit? Well, here's one, as recommended by Gus Tartof of Singer One Stop For Ops, "What Can You Get For Christmas When He Already Owns A Comb" by Meco & The Star Wars Intergalactic Droid Choir (RSO). Whew! "Wookiee," as we all know, is the hairy creature from the movie "Star Wars." Gus said that initial sales on this record are reminiscent of the Chipmunks classic of more than 20 years ago, so it should be a big jukebox hit. Another one he's recommending is "Hey Nineteen" by Steely Dan (MCA) — a record for all seasons in just about every type of location.

INDUSTRY CALENDAR

Jan. 16-18: Music Operators of Minnesota; annual conv., Holiday Inn Central, Minneapolis.
April 3-5: NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.

Cash Box/December 13, 1980
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Pioneer Canadian Music Industry Magazine Folds
by Kirk Lapointe
TORONTO — RPM Magazine, for 13 years the most viable music industry publication in Canada, will cease publication as of Dec. 13, its editor Walt Greisels has announced, thus leaving the Canadian scene with neither an industry voice nor a national channel.

With the recent demise of the chart compiled by the Canadian Recording Industry Assn. (CRIA), reportedly due to insufficient funding, this left RPM as the only national channel of a cancellation of a CBC national television program which had used it as a prime source of information therein. The Canadian industry was left in a precarious position with only the RPM chart as a guide to regional programming and record release.

Ironically, tributes from all sectors of the industry poured into Greisels upon news of the magazine's closing. In the end, the same people who had previously baled him out had held a hand in its collapse. In debt a reported $75,000, and without enough support through the CBC, or the entire industry recession, Greisels said he was left no choice but to fold operations.

Through the years, RPM was a magazine that was forced to change its format to become a twice-monthly, after it had operated for 13 years as a weekly publication. A staff, which had numbered 11 until then, was cut back six to seven when the decision to close was made.

Through the years, Greisels championed the cause of Canadian talent, particularly in this country. He was responsible for the creation of the RPM Music Awards, which evolved into the Juno Awards, named after the first chairman of the Canadian Radio-Television and Telecommunications Commission (CRTC), Pierre Juneau. Now voted upon and conducted by the Canadian Academy of Recording Arts and Sciences (CARAS), the Junos will, of course, continue.

RPM Magazine also was responsible for elevating the MAPL logo, which has been adopted in this country to signify Canadian content in any or all facets of a recording industry. RPM was the first publication to print a list of songs which sold in a music office, for P, for production, L for lyrical content.

MIDEM Rep in L.A.
LOS ANGELES — John Nathan, U.S. representative for MIDEM, will visit Los Angeles Dec. 8-12 to meet with label and publishing executives interested in attending the international convention. MIDEM '81 is scheduled for Jan. 23-29 in Cannes, France.

While in Los Angeles, Nathan can be reached at the Beverly Hills Hotel, (213) 276-2251.

Argentina
BUENOS AIRES—The figures released by the Chamber of Phonographic Producers, for the month of October, and released in Buenos Aires on the 13th show a stabilized market when compared to September, and the already-known trend against singles and towards cassettes when compared with October 1979.

This year, October showed 4% more sales in singles, 7.3% in albums and 2.3% less in cassettes and cartridges, compared to September. At the beginning of November, 54% less singles, 17% less albums and a whopping 170% more tapes. It is interesting to note that 68% of the revenues of the industry came from tapes, which only 32% was bought by singles and albums. This means that—at least in this country—it is no more a tape industry rather than a record industry. The sales volume measured in dollars neared $13.75 million, not including some independent companies (about 10%) distributors of small labels and indie importers. The total volume, thus, could be estimated somewhere between $14 to $16 million.

Micrcfon gave tape orchestra director and arranger Attilio Stampilone a golden record celebrating his 20 years in the music company. A new album has been released, and the party was held at the Cano 14 tape machine.

A new record company is being formed here—as reported previously in this column—by Spanish labels Columba, Movispero and Zafiro. The name is Discoса, and Carlos Casas has been appointed in charge of it. Cassio has been in the promo department of Movispero and is expected to start production and the inking of independent artists in short time.

Polygram looks like having a new hit in its hands with the soundtrack of the Fame movie, which is one of the top box office titles in the local movie business. A couple of months ago, the label netted socially with All That Jazz, the soundtrack of the Bob Fosse-directed movie. This film is still running.

The visit by French artist Gilbert Becaud has been postponed due to illness, reported impresario Julio Moyeno. His tour has been rescheduled for March or April next year.

RCA is releasing a new single and the new LP by ABBA and expects the usual good sales. The single will be promoted in a heavy and is aimed to attract Christmas buyers, while the LP should sell for at least all the summer season.

Canada
TORONTO—Bobby Gale, a Montreal radio aluminnus and most recently a high-profile addition to Q107's Toronto daytime lineup, joined Polygram Dec. 1 in a promotional capacity. Gerry Young, as mentioned in this column, is leaving the firm to manage Martha and The Muffins. Wendy Lockwood, the firm's other promo rep in Toronto, also submitted her resignation and will be replaced by a Polygram company Dec. 1.

With the recent inking of a distib deal with Ready Records, Quality Records, after negotiations between management and his record company, broke off recently. Capital Canada may end up the only branch within the conglomerate to finish the year with a profit. What other Canadian label can boast of more than 30 label and licensed artists accounting for close to 15% of its sales volume?

The searchers in this column will contain A Moon Martin song, Gaston Gravelle, who recently left Quality's Montreal office, is working hard on raising (or even revamping) a Gino Socci's image. After "S-Best' failed to carve out a niche for the Montreal-based company this year in the U.S., rumblings have it Socci is under the gun to shake the Giorgio Moroder-type repubnic that he represents.

WEA has garnered a gold album award for Get Even's Donna Summer's "The Wanderer," a third single, "Things That You Do," has followed the successful but slightly over-controversial "You Only Go Out With Boys," which, while embraced wholeheartedly by FM radio, so struck fear in the hearts of mere AM programmers. The first U.S. single likely to chart "MTV's "I Got You," which will coincide with a single third release here.

kirk lapointe

Italy
MILAN—The Durum label recently signed a few licensing agreements for the distribution of foreign labels on the Italian market. Among the new catalogs are Boardwalk Entertainment (the label created by Neil Bogart) and Handshake Records. Furthermore, Durum will distribute the last album by Blossom Brothers, "On The Riviera," in Italy.

Polygram has created a new medium program in Italy, divided in different series (Rock Giants, Pop Stars, Top Artists, Direto Da Musica, Film and Jazz) and on sale to the public at the usual taxes included. Among the first releases are albums by the Bee Gees, Rod Stewart, Status Quo, Patty Pravo, Jacques Brel and others.

To close its sales campaign, EM Italia is sponsoring exposi- tions dedicated to record retailers. Called

INTERNATIONAL BESTSELLERS

Argentina
Top Ten 45s
1. Shaddad You Face — Joe Dolce Music Theatre — Astor
2. Women In Love — Barbra Streisand — CBS
3. Master Blaster (Jammin') — Steve Wonder — Motown
4. Dream Baby (My Love) — EMI
5. Doin' So Good (To Me) — The Police — A&M
6. The Wanderer — Donna Summer — Warner Bros
7. More Than I Can Say — Leo Sayer — Polydor
8. Baba Booey — Kate Bush — EMI
9. Summer Night's Dream — AC/DC — Albert
10. The Time Warp — Rocky Horror Picture Show — cast

Top Ten LPs
1. Can't Stop The Music — Village People — RCA
2. GlitterHits, Vol. 2 — various artists — Phonogram
3. Musica Prohibida — various artists — A&M
4. Tu Noches — various artists — EMI/ATC
5. Alfa Three Love — various artists — Polygram
7. Parchusa — Tonodisc
8. In Control — various artists — ATC/Juliet
9. Estilo Nuevo, Vol. 4 — various artists — Micronet
10. La Suegra — Alan Parsons — Micronet

Australia
Top Ten 45s
1. Up One Side — Diana Ross — Motown
2. You And Me — Spargo — Baby Records
3. Master Blaster (Jammin') — Steve Wonder — Motown
4. Amigos — Renato Zero — RCA/Zeolandia
5. The Summer Of Love — Polydor
6. Many Kiasos — Kirsma — Polydor
7. Don't Stop The Music — A&M
8. Firenze (Canzone Unita) — Ivan Graziani — Numero Uno
10. Elvis Lives — American Submarine — RCA

Top Ten LPs
1. Delta — Lucio Dalla — RCA
2. Tregua — Renato Zero — RCA/Zeolandia
3. Las Cuatro Estaciones — Steve Wonder — Motown
4. Amigos — Renato Zero — RCA/Zeolandia
5. Hotter Than July — Steve Wonder — Motown
6. Sergio Mendes — RCA
7. C'Lu Vuore Orcozzi — Enzo Jannacci — Ricordi
8. Emotional Rescue — Rolling Stones — Polydor
9. Musica E Dischi

INTERNATIONAL DATELINE

INTERNATIONAL BESTSELLERS

Argentina
Top Ten 45s
1. Guilty — Barbra Streisand — CBS
2. Zaneta Maltona — The Police — A&M
3. Monty Python's Contractual Obligation Album — Chrysalis
4. Scary Monsters — David Bowie — RCA
5. Horsepower — Blackback — Polydor
6. Back In Black — AC/DC — Albert
7. Eagles Live — Asylum
8. Never For Ever — Kate Bush — EMI

Cash Box/December 13, 1980
INTERNATIONAL DAILY LINE

Tokyo - The 11th World Popular Song Festival here Nov. 14-16 was culminated with a grand finale and prize prizes for "What's The Use" by Marty Rodgers and David Bluefield in the international category (Cash Box, Dec. 6) and "My Good-Bye Town" by Tetsuya Iimura, leader of the group Side By Side, in the Japanese competition, Maruko Records, Japan AG, and Eddy Yamamoto of Japan ("Love In Your Heart") took the top prizes for Most Outstanding Performance.

In the domestic and separate manufacturers category, Cutugno of Italy ("Francesca Non Sa"), Dan Hill of Canada ("How Do I Break You"), Mike Hass of Canada ("Only Singing For You"), Kiki Dee of Belgium ("Mary Brown"), Rupert Holmes of the U.S. ("Morning Man"), and Yamamoto of Japan receiving Outstanding Song awards; and Hill of Canada, Simon Gertner ("I'm Really Only Singing For You"), Kiki Dee of the U.K. ("Give It Up") and Holmes of the U.S. taking Outstanding Performance award. In addition, a special Kamakawi Award was given to AI Bano and Romina Power of Italy for their performance of "Partners" by Marcello Marroccoli.

Attendances for the finals, which were held Nov. 16 at the Nippon Budokan Hall here, reached 30,000, an additional audience of five million households watched the event on national television.

As one of the main events of Records Week here, the Japan Phonograph Record Assn. (JPPRA) contributed 50,000 LPs and singles to radio stations throughout the country, according to president Saburo Watanabe.

K.K. Records, one of the biggest manufacturers of phonograph needles, has reorganized its business department, according to Elyyichi Nagaoaka, president of the company. In place of the old business department, the company reorganized into separate departments for international and domestic sales. The change was made in order to facilitate a smoother flow of business.

Revenues for Alfa Records during the fiscal year ended June 30, reached 5.6 billion yen ($26.6 million), up 350% from 1.7 billion yen ($8 million) for the previous fiscal year. Income for the period went up 47% to 3.5 billion yen ($1.2 million). Records accounted for 82% of the revenues, while tapes brought in the remaining 18%.

Another, a Canadian music exp was held here Nov. 18-21.

THE UNITED KINGDOM

LONDON - Latest figures from the British Phonographic Industry (BPI) confirm that the U.K. record marketplace continues to shrink. Even in its prime period, which was lately reported to be selling in larger numbers, has taken a tumble in the figures for the year ending September. Album sales for the same 12 month period should have totalled 307 million pounds ($173.8 million) merely to equal the previous year's sales plus inflation, but in fact, they totalled 249 million pounds ($576.9 million), a drop of 58.5 million pounds ($134.9 million). Unit sales were 77.1 million singles and 67.6 million albums. The previous year's figure were 92.6 million and 79 million, respectively.

RCA's move to become the latest company to abolish Recommended Retail Price (RRP) (after three of its labels, the price will be issued) is guaranteed to increase the friction between the Mechanical Reproduction Rights (MRR) Board and the distributors. The BPI Board has recently discussed the topic behind closed doors, following which, it issued a statement stating, "The Board has reported its concern that certain of the record companies which have already abandoned RRP might endeavor to pay royalties calculated on alternative basis which, if implemented, would save them possibly 81% of receipts, thus removing the very purpose of the 9% of the amount previously payable per record.

John Frum has surprised most of the pundits who were "certain" where he would move to next. He has joined Pickwick International as senior executive. Pickwick has not only managed to avoid major management redundancies, but has felt its top levels stretch. The company plans to increase its involvement in budget records and tapes and is holding discussions with various manufacturers prior to moving into video distribution next year.

Dr. Werner Vogelsang, president of Polygram Record Operations has announced that the Polygram Group of companies in Germany, Polydor AG and Phonogram AG, are merging to form Polygram Records AG.

Wolfgang Ziemer, MD of Phonogram AG, will be appointed MD of the new company as soon as the re-organization takes place. The change is scheduled for Jan. 1, 1981. In the meantime, Ziemer will assume responsibility for Polydor's Swiss activities.

Seger Garners Triple Platinum In CRIA Awards

TORONTO - Capitol recording group Bob Seger and the Silver Bullet Band topped the November certifications of the Canadian Recording Industry Assn. (CRIA) with a quadruple platinum award (400,000 units sold) for its "Against The Wind." Other certifications included one double platinum, two gold, and one platinum and one gold single.

Romanian Cumings' "Tired Of Toein' The Line," both on Capitol, were certified gold (50,000 units sold). In the group category, Blondie's "Call Me" and Rocky Brunette's "Tired Of Toein' The Line," both on Capitol, were certified gold. Platinum singles signified 150,000 units sold, while singles signified 75,000 units.

CBS New Zealand Acts Take Top Nat'l Honors

LOS ANGELES - Bunny Friedius has returned to his position of vice president, creative operations, for CBS Records International (CRI) after temporary assignment this year in Paris. Dennis Kilen will replace him as regional vice president, creative operations, Europe.

Based at CRI headquarters in New York, Friedius will be responsible for all areas of CRI creative operations, including product management, international development, press and publicity, and marketing administration.

Kilen, senior vice president, production and international artist development; Steve Pittich, director, product management; and Jon Arkenstone, vice president, will be reporting directly to Friedius.

In his new position as regional vice president, creative operations, Europe, Kilen will be responsible for marketing activities in Europe. Prior to his appointment, Kilen served as assistant to the president, creative operations, CRI West Coast, and director, marketing, CBS Disques, France.

INTERNATIONAL BESTSELLERS

INTERNATIONAL DAILY LINE

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Retailers, Racks Show Limited Support For New Cassette Pack (continued from page 8)

for the 100-store, Durham-based Record Bar chain, said: "All of our cassettes have been boxed in 4"x12" boxes with a generic design since 1967." Bressi said that the disposable tape packaging designed by Record Bar allowed for more merchandising flexibility because they would fit into existing LP fixtures. He said if a store wanted to emphasize its eight-track tape inventory rather than LP stock, in a special promotion, then the same fixtures could be used. He said that the same formula applied to stocking more cassette inventory. A.A.R. president Jerry Biglow continued, "People have been using the test as the Handelman Co., citing problems such as warehousing the 6"x6" design and account resistance to the configuration. "We're looking to share our warehouse and the stores which we rack," said Jack Kaplan, executive vice president of the firm. "Unlike retailers, we can't make a decision if it doesn't suit our customers' wishes," he added.

Some retailers indicated that they had committed to testing the 4"x12" packaging which will include Pink Floyd's "Dark Side Of The Moon," "The Wall," and the Rolling Stones "Exile on Main Street." Also included will be the Family "Selling England By The Pound" and the Sex Pistols "Never Mind The Bullets" as well as the all-time classic "Like a Rolling Stone." The $9.98 price point will be even more appealing to the younger audience who are used to $3.98 and $4.98 prices.

Some retailers added that they would like to see more variety in the packaging, especially regarding the size and shape of the tapes. They suggested that the tapes be made in different colors and materials to make them more appealing to consumers. They also expressed the need for better packaging to protect the tapes from damage during shipping and handling.

The retailers also expressed concern about the limited distribution of the tapes, which only includes the 100-store Record Bar chain. They indicated that they would like to see the tapes distributed on a larger scale to increase their visibility and availability to consumers.

Disc Sales For Thanksgiving Up (continued from page 7)

Disc sales for Thanksgiving were stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Christmas. The labels were happy to announce that their Thanksgiving sales were much stronger than the past few weeks, and it looked like a better-than-expected Chris
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by Symba

LET'S BURN
by Clarence Carter
When your tour covers 1.3 million fans, four continents, 10 months and 14 time zones you have to keep a record of it.

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