EDITORIAL A Bold Step

The announcement last week that CBS will drop the suggested list price for all product was a bold step towards reality. With the music industry forced to reexamine its business policies in the recessionary/inflationary climate of today, the elimination of the mythical suggested list can be viewed as one of the most revolutionary steps forward in the last few years.

For too many years, the music industry deluded itself with revenue figures and artist contracts based on the list and fanciful "sales" by retailers claiming such-and-such an amount "below suggested list." The false sense of riches, engendered by inflated figures, was certainly a major factor in the over-extension of the industry back in 1979.

Unfortunately, the slump of 1979-80 proved that the music business cannot really afford to support the fantasyland practices of years past. Unlimited spending and return privileges, haphazard control over label purse strings and the "it's not my money anyway" attitude only served to bring the industry to its knees back then.

Cash Box applauds this latest move by CBS. The industry seems to have learned well the lessons of 1979-80, as the returns ceilings, tightened credit policies and stricter expenditure control at the labels have slowly but surely reversed the downward trend. The elimination of one more music industry myth can only help complete the process.

CBS drops list price for albums and ups dealer cost (page 5).

Cancer takes life of reggae star Bob Marley at age 36 (page 5).

Court denies bid by MCA to stop release of Elton John album (page 5).

Elektra/Asylum signs Solar to manufacturing and distribution deal (page 5).

Martty Balin's "Hearts" and "Sign Of The Gypsy Queen" by April Wine (new and developing artist) are the top Cash Box Singles Picks (page 11).

"Fair Warning" by Van Halen and "In This World" by G.E. Smith (new and developing artist) are the top Cash Box Album Picks (page 13).

ALL THOSE YEARS AGO — George Harrison — Dark Horse/W.B.

HARD PROMISES — Tom Petty and The Heartbreakers — Backstreet/MCA

BEING WITH YOU Smokey Robinson Tamla/Motown

A WOMAN NEEDS LOVE (JUST LIKE YOU DO) Ray Parker, Jr. & Raydio Arista

SEVEN YEAR ACHE Rosanne Cash Columbia

FEELS SO RIGHT Alabama RCA

THE LORD WILL MAKE A WAY Al Green Myrrh
CASHBOX Top 200 Singles

May 23, 1981

**Weeks At No. 1**

<table>
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<tr>
<th>No. 1</th>
<th>Artist</th>
<th>Title</th>
<th>Weeks At No. 1</th>
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<tr>
<td>1</td>
<td>LEE RITENOUR</td>
<td>Make That Noise (OMW)</td>
<td>6</td>
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<tr>
<td>2</td>
<td>T.J. SHEPPARD</td>
<td>I Love You</td>
<td>4</td>
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<td>3</td>
<td>FRAolvedAY</td>
<td>Winning</td>
<td>4</td>
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<td>4</td>
<td>DONALD LENNIEN</td>
<td>Hold On Loosely</td>
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**Top 20 Songs**

1. **Lee Ritenour** - "Make That Noise (OMW)"
2. **T.J. Sheppard** - "I Love You"
3. **FRAolvedAY** - "Winning"
4. **Donald Lennien** - "Hold On Loosely"
5. **Dolly Parton** - "9 to 5"
6. **Britney Spears** - "Baby One More Time"
7. **Whitney Houston** - "I Will Always Love You"
8. **Randy Travis** - "Forever My Lady"
9. **N Sync** - "I Want You Back"
10. **Marvin Gaye** - "Ain't No Mountain High Enough"

**Chart Notes**

- **Lee Ritenour** has the highest debut at No. 1 with "Make That Noise (OMW)"
- **T.J. Sheppard**'s "I Love You" is in its 4th week at No. 2
- **FRAolvedAY**'s "Winning" is in its 4th week at No. 3
- **Donald Lennien**'s "Hold On Loosely" is in its 3rd week at No. 4
- **Dolly Parton**'s "9 to 5" is in its 4th week at No. 5
- **Britney Spears**'s "Baby One More Time" is in its 4th week at No. 6
- **Whitney Houston**'s "I Will Always Love You" is in its 4th week at No. 7
- **Randy Travis**'s "Forever My Lady" is in its 4th week at No. 8
- **N Sync**'s "I Want You Back" is in its 4th week at No. 9
- **Marvin Gaye**'s "Ain't No Mountain High Enough" is in its 4th week at No. 10

**Other Highlights**

- **George Strait** continues his climb with "The Chair"
- **Bon Jovi** introduces "Livin' On A Prayer" to the chart
- **Madonna** makes her debut with "Material Girl"

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)
CASH BOX NEWS

THE NEW DEAL — Solar Records president Dick Griffey (l) recently announced a multi-year manufacturing and distribution agreement with Elektra/Asylum Records. Griffey and A/Chairman Joe Smith are shown celebrating the pact.

E/A Signs Solar To Manufacturing, Distribution Deal by Michael Martinez

LOS ANGELES — Solar Records owner and president Dick Griffey entered a long-term manufacturing and distribution agreement with Elektra/Asylum Records May 9, culminating several months of negotiation. exact terms of the pact were not available.

According to E/A chairman Joe Smith, Solar product will be promoted and marketed by E/A special market division staff, which will be expanded to handle the additional product.

First releases due under the new agreement are to come from Dynasty and newly signed groups Kymaxx and Midnight Star. The Solar roster of artists, which also includes the Blazers, Shalamar, Lakeside, Carole Lucas, Juanita G. Hines and Vaughn West, is expected to release about 12 LPs and 25 singles annually.

Commenting on the move, Griffey said, "At this stage in Solar's careers, it was time to move on to another level. We (which distributes E/A product) probably has the best distribution in the world, and we must get wider exposure for our music."

Pop Success

Griffey, who released the label's first product in 1978, also said that he was impressed with E/A's success in promoting product in the pop market. He said that Solar's success on the black charts coupled with E/A's ability to penetrate the pop market could mean bigger sales for Solar artists.

E/A's success in crossing artists was most recently illustrated by the platinum award-winning "Winelight" album by Grover Washington, Jr. The company has also successfully crossed product by Lenny White with Twannynsil and Patrice Rushen.

Quick to laud the relationship Solar enjoyed with RCA since 1978, Griffey said that RCA black music division vice president Ray Harris and RCA's Bill Stanton were "wonderful" during Solar's tenure with that distributor.

Solar catalog and current product by The Whispers, Lakeside and Shalamar will continue to be distributed and promoted by RCA, which will retain ownership of the product.

Smith said that Solar will be the creative entity, while E/A will serve as the marketing and promotion arm. Griffey stressed that he will continue to be as little demarcation as possible between the two labels.

Local and national promotion and marketing staffs will be augmented for more substantial support of the new

Court Denies Bid By MCA To Stop John LP Release by Michael Martinez


Judge Gray's decision came without judging on other issues in the case, which he described as having too many "complex" questions to be answered based on preliminary readings of papers filed in the dispute.

The hearing last week was solely to rule on a preliminary injunction and not an effort to ascertain the factual nature of the claims in the suit brought by John and company against the label.

According to a legal spokesman for the label, the judge said that although he was presently not prepared to make a finding in the suit brought against MCA by John, his manager and production company, he felt MCA would not suffer irreparable damages by Geffen's release of the LP because it could stand to recoup substantial damages if it were to ultimately prevail in the suit. John, manager John Reid and Sackville Prod. filed suit last March in the U.S. District Court here charging breach of contract for refusing payment upon delivery of John's sixth and presumably final album under terms of the artist's 1976 recording pact with MCA (Cash Box, March 28).

Countersuit Filed

The record company filed a countersuit denying the original suit's claims and asked for declaratory relief. The countersuit alleged that the LP product delivered to them by John through Sackville did not meet with conditions of the contract, as it contained material previously released by MCA on EPs and as singles.

In the label's efforts to block release of the Geffen LP, MCA charged the original complainants with conspiracy and copyright infringement, contending that it had exclusive rights to "The Fox" under a 1976 contract with John and Sackville Prod.

Geffen released the first single from the John LP, "Nobody Wins," April 24 and released "The Fox" later that month.

In a filing in response to MCA's request for a TRO and preliminary injunction, John and company alleged that "The Fox" had been too long after being aware of the album's impending release to file the injunction request.

According to a press memo released by John's manager, Reid, the manager inter

Cancer Takes Life Of Reggae Star Bob Marley, 36 by Michael Martinez

LOS ANGELES — Island recording artist Bob Marley, the leading international exponent of Jamaican reggae music, died May 11 in Miami, Fla., after an eight-month battle with cancer. Marley was 36.

Marley, who had been receiving treatment for lung cancer anchoring the last five months at the clinic of Dr. Josef Issels in Bavaria, had been transferred May 7 from Germany to Miami's Cedars of Lebanon hospital. Prior to Dr. Issels' therapy, the reggae artist had been treated at the Sloan-Kettering Hospital in New York.

Marley's body will be flown from Florida to Jamaica, according to Lister Hewan-Lowe of Island, who his body will lie in state May 20 at the National Arena in Kingston. The official state funeral will be held May 21, after which a motorcade will

Bob Marley

(continued on page 14)

Mothers Day Sales Up Due To Heavy Advertising, NARM by Marc Cetner

LOS ANGELES — A heavy emphasis on Mother's Day promotions, centered around NARM's gift giving campaign, resulted in sales increases of five to 20% over the same period last year, according to a nationwide survey of retailers. Employment of the recently issued NARM Mother's Day package, which included posters

(continued on page 15)

CBS Drops List Prices For LPs, Ups Dealer Cost by Richard Imamura and Marc Cetner

LOS ANGELES — CBS Records will drop all list prices and implement a wholesale price hike on June 1. Suggested list will be eliminated, Joe Carbon, CBS associate of PolyGram, has been the label's retail price was announced Friday.

In announcing the move, which makes CBS the first major major to drop the practice of list pricing, Paul Smith, senior vice president/general manager, marketing, said, "In view of the problems caused by spiraling inflation, the suggested list price has grown to be unrealistic and unnecessary. We feel that the elimination of list prices will prove to be a constructive and healthy move for the record industry, and I am confident that the enthusiastic response we have received from our customers."

Under the new policy, CBS accounts will be free from pressure to mark up prices. According to a company spokesman, who expressed confidence that few problems would surround the move. Regarding artist royalties, the CBS sales manager said that most of the company's contracts are currently based on the wholesale price and are, therefore, unaffected. Those contracts that aren't will be taken care of as soon as possible. "We don't anticipate any problems," said the official. (continued on page 14)

Mother's Day Sales Up Due To Heavy Advertising, NARM by Marc Cetner

(continued on page 14)

somewherE ovEr thE rainBOW — Polydor/PolyGram recording group Rainbow recently appeared at New Jersey's Capitol Theatre in Passaic. The band is currently completing a national tour with Polydor/PolyGram labelmates the Pat Travers Band. Pictured in the front row are (l-r): Juris Abramson, vice president, marketing, product development, Polydor; Markus Glaas, manager, PolyGram; and Jim Lewis, vice president, marketing for special projects, PolyGram. Pictured in the back row are (l-r): Roger Glover, Don Airey, Rob Rundinelli, Joe Lynn Turner, and Ritchie Blackmore of Rainbow.
Sparks Fly In Chicago Over WLUP's Tom Petty Free Concert Promotion
by Mark Albert

LOS ANGELES — in what may be a radio first, AOR formatted WLUP/Chicago purchased all of the tickets for a June 11 concert in Chicago by Petty & the Heartbreakers for one of the most unique and controversial radio concert promotions ever devised. The $200 plus tickets, which cost WLUP approximately $150,000, will be given away free to listeners. "We wanted to create excitement, a rock 'n roll event," explained Max Floyd, program director of the Loop. "We were sitting around here trying to brainstorm an exciting event, and we thought of this. We called Petty's manager, Tony Dimitrakis at Los Angeles, and, together with local concert promoters, we were able to work out the arrangement." Petty and his band are noted for their efforts to take care of their fans. In fact, Petty was locked in a conflict with MCA over the listing of Petty & the Heartbreakers on the label's annual list of best sellers. Petty had planned to tag with a higher list price than the $8.98 that Petty fought for and got. WLUP promotion director Bernie Lucas said that the idea of giving away all those tickets so that Petty fans could see the concert free was a logical extension of Petty's own philosophy. "Our music director, Sky Daniels, has been a Petty supporter for years," Lucas said. "During that 'price-war' stuff, Daniels was going on the air in support of Petty's position." Numerous Give Aways Lucas explained that the tickets were being dispersed in a number of ways. Besides "non-stop phone-ins" and entry blank contests, Lucas said that WLUP was running a series of print ads with coupons that could be mailed to the station for random drawings. "We did this to appease those Petty fans who might not be able to see the show and those who simply don't like playing concerts or waiting on the request lines. Another thing we are doing is simply showing up at various locations and giving the (continued on page 19)

Ross Signs With RCA
NEW YORK — Diana Ross has signed with RCA Records for the United States and Canada. Discussion of the first recording project is underway and release of the first album under the agreement is anticipated before the end of 1981. Robert Summer, president, RCA Records, commented, "Diana Ross brings a vast contemporary music capability and luster to RCA as we ready ourselves to enter a new age of recorded music and filmed entertainment." (continued on page 12)

Electrical Workers Strike Capitol Pressing Plant
LOS ANGELES — Capitol Records pressing plant here was the site of pickets last week as members of the electrical workers IBEW Local 1710 went on strike pending conclusion of contract negotiations with the label. The picketing began last Monday following a 10-day extension on the union's previous two-year contract with the plant, which officially expired during the middle of April. At press time spokesmen for Capitol and the union remained unavailable for comment.

BACK TOGETHER AGAIN — The legal brouhaha between recording group the Bee Gees and RSO and Robert Stigwood was resolved amicably last week. Pictured at Stigwood's headquarters are (l-r) Maurice and Robin Gibb of the group, Stigwood, and Barry Gibb of the group.

Loretta Meets Deluse — The recent "Salute to the President" for Ronald Reagan attracted some of the nation's top performers, who gathered at Ford's Theatre in Washington, D.C. Pictured at the gala bash following the special tribute are an actor/comedian Dom DeLuise (l) and RCA artist Loretta Lynn.

Bee Gees, RSO Reach Accord In Multiple Lawsuits
by Michael Martinez

LOS ANGELES — The seven-month-old legal dispute between recording group the Bee Gees and RSO Records (its label), Robert Stigwood, the Stigwood Group of Companies and Polydor International has been resolved amicably. A $125 million suit brought by the Bee Gees — Barry, Robin and Maurice Gibb — in New York Supreme Court and a $310 million countersuit brought by Stigwood in the U.K. have been dropped along with the allegations they advanced. The Bee Gees' suit charged fraud, conflict of interest and unfair enrichment at the group's expense, saying that Stigwood skimmed performance royalties, violated his 1977 contract with the group and delayed payment of other royalties due. An independent audit done prior to the suit allegedly revealed that Stigwood owed the Bee Gees $16 million in overdue royalties. Commenting on the resolution, RSO president Al Coury said, "I think that after the Bee Gees' lawyers carefully examined the original audit, they came to realize that the claims in the suit were inaccurate in one way or another." "The prime reason for the suit was because of some gross misun- derstanding, but even after the facts unfolded," Coury added. According to Coury, the Bee Gees' members never reviewed the incriminating audit report. (continued on page 12)

Characterized by deafening decibels, shrieking vocals, three chord riffs and a headbang- ing, hard-living lifestyle, heavy metal rock has been met with much scorn from the public and critics alike. But a quick look at the top of the charts over the past few years and bands like AC/DC, Ted Nugent, Rush, Judas Priest and Andy Wine proves that America's youth is moving to the sound of the big beat.

Perhaps the classiest and most successful band of them all is a Pasa- dena quartet that goes by the name of Van Halen. With three platinum certified albums behind them, the group has remained an AOR radio staple ever since it tore onto the music scene in 1978 with "Runnin' With The Devil." The just released "Fair Warning" LP should further the band's status as one of America's premier metallurgists. And while the predictable themes of cars, girls, hard liquor and life in the fast lane are part and parcel of any hard rock band's sound and image, "Fair Warning" illustrates, once again, that Van Halen's sense of humor and musical stylings can go from the framework and shoulders above the average thunder rocketer.

While David Lee Roth's cry of the banzhee vocals, Eddie Van Halen's guitar pyrotechnics and the earth moving rhythm played by drummer Alex Van Halen and bassist Michael Anthony haven't altered the band's patented bone crushing style on "Fair Warning," a more refined and technologically advanced sound is evidenced on songs such as "Unchained," "Sinner's Swing" and "Push Comes To Shove." Formed in 1974 by the Van Halen brothers (Eddie and Alex), the foursome debuted at Gavazzi's on the Sunset Strip and there made the dues playing rounds of nightclubs, wet t-shirt contests and backyard parties. One night Warren heater Mo Ostin and producer Ted Templeman caught Van Halen's act at the Starwood, and the rest is rapidly becoming vinyl history. The band's debut LP has remained on the Cash Box chart an astounding 175 weeks, and its follow-up LPs — "Van Halen II" and "Women And Children First" — have ventured into double platinum territory. Now, with "Fair Warning," Van Halen, for all its spectacle and bombast, should prove to rockers and retailers alike that it stands as king of the hill on the heavy metal heap.

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Cash Box/May 23, 1981
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Great Buildings

As a pop/rock band looking to broaden its base beyond the confines of the media bubble known as Los Angeles, Columbia's Great Buildings is only too aware of the problems and pressures which lie ahead. In the glut of post-Knock power pop, the youthful foursome has kept a purposely low profile and quietly released its debut album, "Apart From The Crowd." As the title implies, the band is scrupulously trying to avoid being lumped together with its L.A. scene mates and the first waking is a convincing argument on its behalf.

"We're trying not to get caught in the L.A. power pop syndrome," says Danny Wilde, front man and rhythm guitarist for Great Buildings. Bassist Ian Ainsworth chimes in, "And we're trying to stay away from the hype.

As members of the short-lived glitter rock group The Quick, Wilde and Ainsworth are familiar with the hype mill. The pre-fabricated Kim Fowley creation cut one album, "Mondo Deco," and the band called it quits before the recording was released. The two feel they have become fast friends and learned an invaluable lesson.

"The Quick made us aware of what not to do when we were playing live shows," says Wilde. "We were very young at the time, about 18 or 19, and got all wrapped up in the fact that we were playing to 200 or so screaming fans a night in L.A. We thought that was all there was to it. But now, we have much broader goals.

Shedding their positions as Fowley's "hired hands," Wilde and Ainsworth took on the low-profile jobs but continued to keep their dream alive of starting a "real band." The first step consisted of recruiting transplant San Antonio native Richard Sanford as drummer and the pieces all fell into place when they caught guitarist Philip Solomon playing covers from Minnesota by the name of Loose Change.

"The band stunk but we thought that Phil was a great melodic hard rock guitarist," says Wilde. "So, we decided to borrow him indefinitely.

Wilde adds that initial interest in Great Buildings was for the band's songs, which are administered (under the Wilde Worth Music moniker) by Island Records' publishing arm, Island's Acek Music Island recording artist Robert Palmer, in particular, picked up on the cut "Maybe It's You" and included it in his live set at the same time label A&R people began flocking to see the quartet's own energetic shows at such venues as The Troubadour.

"When we started playing around, the companies began to offer us this and that," Ainsworth said of the signing spree which followed the success of the Knock. "But we wanted to hold out and wait till all the furor died down to make sure that the label which signed us really believed in the group.

"We're a bunch of middle-class kids, so would be kind of silly for us to write political songs. That's a basic requirement of the songs where you can insert your own character.

The band is currently trying to spread that appeal via a cross-country trek in support of the LP and first single, "Hold On To Something," with labelmates Tommy Tutone.

Mantra

Although Casablanca recording group Mantra has just released its self-titled debut album, the band has already stepped into the funk scene. The Orlando, Fla.-based septet has been "a funk band from day one," says group founder/producer Paul Drennan. "We stuck with it through the disco and new wave eras because we felt it was only a bad suggestion. After all, funk bands are becoming more popular because people are into dancing. I see Mantra as a crossover group, and the fact that we're making records is a major step in going to help.

The core of the Mantra lineup — Drennan on guitar and vocals, Kenny Burch on keyboards and vocals, Henry Cleveland on trombone and vocals, and David Webber on trumpet and vocals — has been together for more than four years. Lead singer Roger Harris, bassist Eric Alexander and drummer Robby Lovelace — all from the Atlanta area — were added to the recording line-up by Cameo's Larry Blackmon while playing at Disney World.

Larry Blackmon was brought to Disney World by Eric Schabacker, who owns the Bee Jay studios, where Larry was mixing Cameo tapes while we were recording some of our own material," he adds. "He got involved after watching some of our footage. A couple of the guys had worked with Anthony Lockett before he'd joined Cameo.

Blackmon and Lockett produced the album and wrote or co-wrote all but one song as well, with material ranging from the melodic "Tootsie Roll" to the "Action" to ballads like "Promise Me" and the falsetto-laden "Let's Stay Together." The group was formed in Framingham, Mass., started playing guitar in his early teens, inspired by the 60's British invasion groups and guitarists like Eric Clapton and Jeff Beck.

"I couldn't wait to get home from school and play, and I'd put together bands just to play around the neighborhood," he recalls. His continuing played when his family moved to Orlando. "I had been playing rock but I started hearing groups like Tower of Power, Earth, Wind & Fire and the Ohio Players. I immediately loved that kind of music and decided I wanted to play it. That led to formation of the original lineup of Mantra, which was my first professional band. I'm the only original member in the current group.

Future plans call for the band to play some dates on the next Cameo tour, which will expose Mantra to audiences outside the area. "I can usually get a second album in the fall," Drennan says. The band's live appeal rests on its own natural endearment and elaborate special effects or choreography.

"One thing that's helped keep the band going for so long," says Drennan, "is that we're all friends and hang out together when we're not playing. We're ready for things to happen to us, we think they will and our aim is to do the best we can.

SOUTHERN ONE-STOPs, JUKEBOX OPERATORS COMBINE FORCES TO HELP BREAK SINGLES

by Dave Schups

NEW YORK — Although it is restricted by the same type of repertoire tightening that is taking place in radio, the jukebox remains an overlooked tool for breaking acts in the deep South, especially in country music, R&B and other regionally-based musical styles.

A Cash Box survey of distributors, one-stops and promotion people who deal with jukeboxes in the South also found that in many cases jukebox play can be instrumental in creating early demand for a record and later on can be used to substantially boost sales of a record with already established radio play.

While many jukebox operators are currently limiting their record purchases to established name acts, others will listen for the right sounds that will appeal to their patrons, according to Virgil Lugar, manager of Music Center Distribution, Inc., Birmingham, Ala. one-stop. "With country music, I can play the records for some of the operators in my store and if it's got the right feel they'll buy it regardless of who's doing it. Then they'll play it in their place a couple of times, using marked quarters, to gauge the reaction."

Jukebox Records

There is a general agreement that jukeboxes will often begin playing records much earlier than radio, which tends to wait for chart action before going on new discs. "I can give you 50 or 60 examples of songs that have been jukebox hits before they ever reached the charts during the past five years," said Paul Yoff, vice-president of Ops One-Stop in Miami.

I can get a record by a new artist out to a jukebox before radio goes on it," said Betty Bales, who handles jukebox accounts for Tara Distributors in Atlanta. But Bales also noted that many of her best accounts have begun to buy fewer records and are less willing to take chances on unproven acts due to hikes in singles prices and licensing fee payments. Nevertheless, she was able to point to three regional country hits — Ed Bruce's "Girls, Women and Ladies," Wayne Kemp's "Your Wife is Cheating on U Again" and Mel Danieline's "Louisiana Saturday Night" — that had Appalachian roots, co-sponsoring the fifth annual "One For The Sun" concert starring the Allman Brothers Band, the Marshall Tucker Band and the Nashville International Raceway, will also feature Dr. Hook, the Billy Earl McClelland Band and the Ron Cornelius Band. Pictured are (l-r): Carl P. Mayfield, WKDF morning personality and concert coordinator; Gregg Allman, Dale Franklin Cornelius, executive director of the Nashville Music Assn., and the two non-profit organizations to benefit from the proceeds, and Vic Formore, VP/GM at WKDF.
To Ray Harris, Bill Staton, and their Staff:

Upon our landing, you warmly welcomed Solar Records and our Galaxy of Stars to your planet. Your diligent, productive, creative, unrelenting, and enthusiastic efforts were the catalysts of positive, far-reaching results. Now that we are able to probe the stars and move freely through the atmosphere, we wish to express our most humble thanks, and our everlasting recognition to you and your great staff. (If you only had a little help from your parent company.)

We have conquered our first journey, and must now move on to higher horizons. We depart your sphere with admiration, appreciation, respect, and love. We hope the next planet we land on will give Solar Records the same support and help us continue as the shooting star of this universe. Continued success to you, and remember: No matter which direction our galaxy turns, our stars will forever shine upon you.

Dick Griffey

P.S. Mel, may the force always be with you.

P.S.S. Thank you Bob Summer, Regional Managers, Branch Managers, your respective staffs.

9044 MELROSE AVENUE / SUITE 200 / LOS ANGELES, CALIFORNIA 90059 / (213) 859-1717
Music Up 2,458% For MCA During 1981 First Quarter

LOS ANGELES — A 2,458% jump in operating income for the records and music publishing division highlighted MCA's first quarter 1981 report for MCA, Inc. Overall, for the quarter ended March 31, MCA's revenues rose 23.5% year-over-year to $339.9 million, while its net income dropped 5.7% to $24.2 million from $25.6 million in 1980.

Revenues for the records and music publishing division rose 37% to $482 million, from $343.1 million, according to which the operating income for the division reached $6.8 million, a startling jump over the $277.0 million for the 1980 first quarter.

On the other hand, according to MCA, Inc. chairman Lew Wasserman, the film entertainment division experienced reduced profitability due to reduced theatrical revenues. In addition, the retail and mail order division and the corporation's loan operations in Colorado reported losses due to the slow economy and high interest rates.

Motown Largest U.S. Black-Owned Business

NEW YORK — Motown Industries has again retained its place as the nation's largest black-owned business, according to a survey of the top 100 black businesses published in Black Enterprise magazine. The company showed $91.7 million in sales in 1980, almost $10 million more than its leading competitor, the energy company, Wallace & Barnes Enterprises. Motown has placed at #1 in all nine years the survey has been conducted.

Winrock-Street Bows

LOS ANGELES — Winrock-Street, a publishing, production and management company with emphasis on management of songwriters, was recently formed by Edie Winrock and Tom Street. The company is located at 9314 Sierra Mar Dr., Los Angeles, Calif. 90069. The telephone number is (213) 274-9485.

PolyGram Moves Its West Coast Offices

LOS ANGELES — PolyGram Records has moved its West Coast offices to 1930 Century Park West, 2nd floor, Century City, Calif. 90067. The main telephone number is (213) 277-1412.

EXECUTIVES ON THE MOVE

Green • Fischer • Kaplan

Gemini Concerts Files Boston Antitrust Action

NEW YORK — Gemini Concerts, Inc. has filed an eight-count antitrust action against the New England Symphony Orchestra, Inc., together with Coliseum Corp., the New Boston Garden Corp. and the Opera Company of Boston, Inc., in Massachusetts District Court.

Gemini's complaint, which seeks over $6 million in damages, alleges that the defendants have engaged in concerted action to deal with Gemini in connection with the promotion of live contemporary music concerts in Greater Boston area and on Cape Cod. It also alleges that defendants engaged in exclusive arrangements and unfair methods of competition in the promotion of live shows.

Gemini president Frank Russo explained that, since 1977, arenas in Greater Boston and on Cape Cod have hosted over 250 shows, drawing more than two million customers and producing over $20 million in gross revenue. The Gemini complaint alleges that the Don Lee Agency has monopolized the promotion of these shows in competition with Gemini's antitrust suit.

“Gemini has continually faced great difficulties in obtaining access to arenas in Greater Boston and on Cape Cod, areas where the Don Lee Agency operates,” said Russo, who has retained the law firm of Hertvenr, Bek & O'Flaherty, New York City, and its partner, James King, to represent him in the case. The case has been assigned to District Court Judge Robert E. Keeton. No date has yet been set for trial.

Nine Win BMI Student Composers’ Competition

NEW YORK — Nine young composers from the United States have won the 29th annual Broadcast Music, Inc. (BMI) Awards to Stud- ent Composers. The competition, open to college and university students, ranging in age from 14-26 years, were presented cash awards at a reception held at BMI headquarters last week in New York. In addition to the nine winners, two composers received honorable mention.

A commendation of excellence for “long and outstanding contribution to the world of concert music” was presented to BMI member Carter Harman, executive director of Composers Recordings, Inc. (CRI), by Edward M. Cramer, president of BMI, at the annual BMI Awards ceremony.

The 1980/81 BMI Awards to Student Composer winners and their winning compositions are:


Of the honorable mentionable were: Anthony Banola, 15, Bethesda, Md., “Miniature Suite” for flute and clarinet; and Jongwha Lee, 21, Pittsford, N.Y., “Cen- taurus” for orchestra.

Prizes totaling $15,000 and ranging from $500 to $2,500 were presented by BMI to each of the winners.

MFD Moved In Iowa

LOS ANGELES — Music Wave Distributors (MWD) was recently formed to provide national distribution and promotion service to a record label. The company's first product is the rock album "Ten Jewels" by Union on the AIC label. The firm can be contacted at P.O. Box 3013, Davenport, Iowa 52808.

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APRIL WINE (Capitol 5001)

A sonically enticing rocker from April Wine, the second single from the "Nature Of The Beast" LP compares, melodically, with some of Barry Raitt's best songs, while including those messy riffs the Canadian piledrivers have become known for. The band has finally arrived... and without compromise. Bulleting pop debut this week.

LENNY LEBLANC (Capitol/MS 5009)

Beautifully backed with the polished pop/R&B of the Muscle Shoals Rhythm Section, LeBlanc (formerly part of the LeBlanc and Carr Band) puts his high vocals through the paces on this cut from the "Breakthrough" LP. Like a sweet breeze in Alabama on a hot summer night, this is fresh air for the pop dial.

THE ROLLETTES (Takoma TAS 8002)
Only Heaven Knows (3:00) (no publisher listed) (Bishop, Lowery, McMeekan, Hitchings) (Producers: D. Bruce, B. Bishop)

Takoma's very first single release is a beguiling bit of heartthrob pop/rock with a querulous lead vocal on the chorus (a la Dwight Twilley) and merry-go-round synthesizers. A little bubblegum, with a twist of 60s pop, this could let a lot of programmers.

GENE CHANDLER (20th Century/Fox/Columbia Sound TC-2494)

Smoke and silk is the best way to describe R&B vet Chandler's after-hours vocal on this cut from the "Here's To You" LP. Sultry bass, chimes and female backup fill this romance.

DENNIE WILLLIAMS (ARC/Columbia 11-02108)
It's Your Conscience (4:55) (Bell Boy Music/Kee-Drick Music - BMI) (T. Bell, J. D. Williams) (Producers: T. Bell, D. Williams)

The jazz-tinged opening may be reminiscent of Chuck Mangione, but Niece's high-reaching vocals aren't overshadowed by Tom Bell's glitzy arrangements.

LAUREN WOOD (Warner Bros. WB 49735)

A re-mix of the song from Wood's "Cat Trick" LP, this will create a lot of interest for her perfect Michael McDonald-styled melody, as well as her own distinctively thick yet breathy vocals. A left-field pop pick.

JOHN DENVER (RCA PB-12246)

Denver takes a decidedly country tack with the Larry Butler-produced title that's this forthcoming LP's. The acoustic guitar strumming sets the tune up, while lush background harmonies round it off. Denver's name also gets lots of crossover potential.

LEON REDBONE (Emerald City EC 7330)
Your Cheatin' Heart (3:02) (Fred Rose Music, Inc./Miriam Music - BMI) (H. Williams) (Producers: B. Handler, L. Redbone)

Are you sure Hank did it this way? Redbone's predictably quirky vocals are accompanied by a sparse arrangement of honky tonk piano, tuba (?) and his own front porch guitar playin'.

MARTY BALIN (EMI America 8084)

HITS OUT OF THE BOX

CHRIS MONTAN (20th Century-Fox TC-2490)
Any Minute Now (3:50) (Special Music/Old Stock Music - ASCAP) (C. Montan) (Producer: E. Archer)

The timing of this record's release is right on the money. With interest in light pop a la James Taylor at a new high, the title track from Montan's latest LP should be a welcome addition for programmers and listeners looking for complimentary cuts. Soft and simple, this will satisfy fans of Kenny Rankin and the like.

WILLIE NILE (Arista AS 0599)
Golden Down (3:32) (L. Dalbello) (Producers: T. Panunzio, W. Nile)

Comparisons to Dylan and Springsteen are hard to avoid when listening to Nile, but it's hard to deny that there is a certain compelling urgency in his rough-hewn music. Whether pop is ready for this coltish newcomer is another question, but he injects plenty of passion into the title cut from his current LP and lots of street imagery.

JAMES TAYLOR (Columbia 11-02093)
Hard Times (3:10) (Country Road Music, Inc. - BMI) (J. Taylor) (Producer: P. Asher)

JOE WALSH (Asylum E-47144)

DIANA ROSS (Motown 1513F)
Stiff Sentences Handed Down In FBJ's "Operation Turntable" Counterfeit Case

NEW YORK — Another phase of "Operation Turntable," the FBI's largest undercover investigation into music piracy, came to a close with the sentencing of an additional 10 individuals who had pleaded guilty in November over various charges that include various misdemeanor charges related to manufacture and sales of counterfeit tapes.

In the suit said that the group sought to fire Stigwood as manager, a service he had provided the Brothers for more than a dozen years.

The RSO statement said, though, that the Bee Gees and Stigwood "are delighted to continue their commercial relationship with long-term association" and that the group is now recording a new LP due for release through RSO in late Autumn.

Bee Gees Settle Dispute With RSO

Infringement and three years probation upon his release from prison; Howard and his wife, Virginia Grace, received a four-year sentence with three years probate conviction. The group is now recording a new LP due for release through RSO in late Autumn.

NEW YORK — A second phase of "Operation Turntable," the FBI's largest undercover investigation into music piracy, came to a close with the sentencing of an additional 10 individuals who had pleaded guilty in November over various charges that include various misdemeanor charges related to manufacture and sales of counterfeit tapes.

Faking music to be released on April 30 in a 10-year-old federal prison, Billy Martin, who was convicted of wire fraud and copyright infringement, said he was "deeply regretful" for his actions.

The lead performer is expected to receive a three-year sentence with three years probation on a suspended sentence for copyright infringement; Jeffrey Robert Nations, who received one year in prison during three years probation on an ISP conviction, and Jack Painter, who received a suspended sentence for copyright infringement, are up to five years in prison. Stigwood said that the group was "deeply regretful" for its actions.

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Arguably the classiest and most talented of the heavy metal horde, Van Halen thunders forth with its third and most adventurous album to date with "Fair Warning." The Pasadena quartet still pounds out the riffs with the fury of a herd of wooly mammoths, but where other bands of the genre rely on brown, Van Halen employs ingenuity and energy. The lyrical themes are all of the fast women, fast cars and beer bash ilk, but Edan Van Halen's guitar pyrotechnics, David Lee Roth's wolf cry vocals and the band's harmony techniques are at their peak on this album. Hats off to producer Ted "emblazon as well for keeping the quartet's sound crude but technically perfect.


Spoder was one of the few bright spots of Drixam's first traumatic year as a record label, as it garnered a Top 40 hit in the single "New Romance." A tribute to a living, purring new rock sound a la Pat Benatar, the foursome not only itself's dynamic pop force and Donna Summer and its shimmering sound but an album that was at the forefront of rock chic, always being adventurous with such diverse styles as disco, new wave and reggae. And on its latest LP, "Nightclubbing," they add all of three generations in the most avant fashion. The reggae and disco on "Nightclubbing" are modern day and technically inventive, and the new LP is heavily influenced by The Talking Heads.


Like the skeletal zombie with the hatchet on the cover of this LP, Iron Maiden plays go for the throat rock 'n' roll. One of England's foremost headbangers, the quartet plays the old Sabbathian bath and Purple idioms with an energy and abandon that few bands this side of AC/DC can match. Like the titans "Genghis Khan," "Murders in the Rue Morgue" and "Talivg Zone," these British lads are about as musically subtle as a red zep- pelin.

LIVE IN CONCERT — Roger Whittaker — RCA CRL 2-4057 — Producers: Eric Robertson and Yvan Deschenes — List: 13.98 — Bar Coded

This kindly Englishman possesses the knack for blending his folk roots with AC/DC pop and it's always been a favorite with the younger demos. He sings, whistles and yodels his way through a 25-song set on this live album recorded in Canada in 1975. All the Whittaker classics I know "New World In The Morning," "Image To My Mind" and "I Don't Believe In It Anymore." On this concert, the songs are accompanied by a small string section.

390 DEGREES OF SIMULATED STEREO — Pere Ubu — Rough Trade Rough US 10 — Producers: Various — List: 7.98

Leave to collective record company Rough Trade to pick up this wild LP. Pere Ubu is a gem of an avant rock band. What kind of music will be played after a nuclear crisis? Listen to Pere Ubu and you'll know. This is volume one of the "Ubu Live" series, and it features music from the band's earlier years recorded in obscure venues around the world. Pere Ubu was the first and greatest of the industrial noise units. Alternately funny and foreboding, it remains one of rock's most intriguing entities.

THE COMPLETION BACKWARD PRINCIPLE — Tubes — Capitol S00-12115 — Producer: David Foster — List: 8.98 — Bar Coded

San Francisco's notorious theatre rock troupe comes back in a big way on "The Completion Backward Principle." Much of the magic that the Foo Waybill-led unit showed on its considerably 1975 debut album is evident on the new disc. The satire and flair for offbeat subject matter is still intact, as well, but the saxophone in this band which has traded in its rock and spectacular style for business suits and a punchy rock style. Producer David Foster has put together all of the loose ends that were showing on the Tubes last few A&M efforts, too. Songs such as "Talk To Ya Later," "Let's Make Some Noise," "Power Tools" are teeming with hooks and while the music has a new, more commercial direction, the group remains quirky and fun.

STREET CORNER HEROES — Robbie Dupree — Elektra 6E-344 — Producer: Peter Bunetta and Rick Chudacoff — List: 8.98

Dupree came on strong last year with the light double-branch-flavored hit, "Steel Away," and then came right back with another Top 40 tune in "Hot Rod Hearts." His ability to bring the rock and influences of bearded soft pop brethren Kenny Loggins and Michael McDonald should work again nicely on "Street Corner Heroes." And while most of the music on this epipone of Top 40-A/C commerciality is airy as angel food cake, that blue-eyed soul influence has brought on growing up on the street corners of Brooklyn comes through loud and clear.


This flaming guitarist has backed the likes of Hall & Oates, David Bowie and Garland Jeffreys in his career, and he should turn a few heads of his own with his stunning debut package, with tough modern pop rock tunes. "In The World" signals the arrival of a major new talent. Interesting lyrics (check out "Nuns With Guns"), hard driving modern rock rhythms and memorable choruses make this maiden voyage one of the most pleasant surprises for the summer season.

SAINTURY — New Musik — Epic NFE 37314 — Producer: Tony Mansfield — List: 8.98 — Bar Coded

New Musik's commercial symphony sound and Top 40 singing style qualifies it as the new wave's answer to bubblegum. The quartet's techno-pop onslaught is characterized by swirling yet melodic keyboard sound, Hollies vocals and a heavy dose of repeated chord patterns. The band gained its first attention Stateside in Epic's first Nu Disk release last year, and the single "Straight Lines."
GOIN' UP THE COUNTRY — Step aside "Charlie Daniel's Volunteer Jam" and "Willie Nelson's Picnic," "A Day In The Country" is coming to the Rose Bowl in Pasadena, Calif. (not Texas) on June 20. Presented by Atlantic Pacific Prod. and produced by Richard Flanagan, the event will feature a line-up that includes John Denver, Country Joe McDonald, The Gatlin Brothers, Mickey Gilley, Johnny Lee and the Urban Cowboy Band, Merle Haggard, George Jones, T.G. Sheppard and Don Williams. Some 80,000 urban cowboys and cowgirls are expected to attend the largest indoor-outdoor country music concert ever staged in Southern California. The entire extravaganza will be filmed for an eventual television special and recorded for a live album. This is the first musical event ever staged at the Rose Bowl, and there are plans for two more "special" music-oriented happenings before the year is out.

WESTWORLD — At press-time, we were pleased to see that six rockers X-Streams and the In-Formers were going to appear in this year's New Year's Day event, held in the Rose Bowl on Jan. 1. John Denver and John Gary, the ex-frontline performers of the Westworld stage, are still there at the center of the action. The rest of the likely lineup is: Black Oak Arkansas, The Cutting Edge, the Dr. Hook, the Fabulous Thunderbirds, John Denver and John Gary, the Ex-Frontline Performers, The Looners, the Producers, and The Wrecking Crew. The show will be held in the Rose Bowl on Jan. 1, and will be televised live by NBC. The event will be recorded for an album by Atlantic Pacific Prod.

POINTS WEST

CBS Drops Suggested List On All Product; Ups Wholesale

(continued from page 5)

few acts whose prices are listed on this page," the spokesman added.

asked whether the elimination of the suggested list would eventually lead to variable pricing for frontline product, the CBS spokesman said, "I don't think we can make a prediction at this time."

Wholesale Hikes

In the area of wholesale prices, frontline albums and tapes and 7" oldies singles will be subject to a 3.75% increase. The base price for frontline singles will be increased $0.05 to $0.09 per unit. Effective June 1 will be increased seven percent and carry a new prefix. Singles released prior to June 1 will not be subject to the increase, along with the $5.88 midline catalog prices, CBS Masterworks, Odyssey, 10" Mid-Disks and the recently released "Exposed" compilation LP.

Rack jobber wholesale price (the lowest in the CBS pricing system) for product currently listing at $8.98 will be $9.48. Among the prefixes included will be BXX, FC, FE, FM, FR, FW, FZ, JG, JR, JW, JZ, KG, KE, KZ, SW, TC, TE, TR, TW and TZ. Rack jobber price for double pocket LPs will go to $8.80. Prefixes in this category include PCL, PE, P22 and PFW. A new category, spotting a wholesale tag in between that for the midline series and frontline product, will debut at $4.40 for rack jobbers. The prefixes in this category will be AR, AE, ARR, ARW, ARZ, RC, RE, RR and RW.

Retail Reaction

Reaction to the CBS action was mixed in the retail community, with many dealers un-derstandably certain of the ultimate effects of the dropping of the suggested list because of the current wholesale hike. "We love it (dropping the list) and hope everybody goes to it," said Evan Lasky, president of Danjay and the 96-store Denver-based Budget Tapes & Records chain. "Now we can give a fair mark up on the music and everybody can make a living. It entitles us to make a profit."

However, Lasky added, "the change in wholesale will certainly affect the shelf CBS Signs Scotti Brothers Records

NEW YORK — Scotti Brothers Records has joined the CBS Associated family of labels. The first album under the new arrangement is the debut single by John Schneider, star of the CBS television series, Dukes of Hazzard, called "Love Light." The singer-songwriter, 25, "drew" eight of the songs on the album. The singles will be followed next month by an album of the same name.

All Scotti Brothers catalog will now be handled by CBS.

L'OVE LIGHT — Alfie recording artist Yuuka Yokokura recently visited the Cash Box west coast offices to talk about and present to the staffers there his recent domestic release of the album "L'OVE LIGHT." The singer-songwriter, 20, who was initially interested in the studio preparing his second album. Pictured are (l-r): Michael Martinez and Marc Cetner of Cash Box; Yuoka, Richard Inamura, Cash Box west coast editor; and Len Choshott of Cash Box.

price. I'm certainly not going to eat any of it.

Ira Hellicher, president of the six-store, Minneapolis-based Great American Music Co. chain, agreed that the elimination of list pricing was "a positive move," He said. "I'm not happy about certain frontline product whose price is getting to be so high that, to make a decent margin, the dealer will have to raise prices to the point where the consumer may have the tendency not to view it as a good value."

The wholesale hike also drew fire from Mark Krim, senior vice-president of Manufacturers, Miami-based Spec's chain; Neil Levy, general manager of the 12-store, Framingham, Mass.-based Strawberries Hasting's Books and Records chain; and Elliot Sutton, director of retail for the four-store, New York City-based Jimmy's chain. "This will not be beneficial because the higher a record is, the lower the volume will be," said Sutton. "And the price will have to go up because of the wholesale increase."

We'll make less money," Strawberries' Levy added. "We are a discount chain anyway, probably with the lowest prices in the Boston-New England area. Costs will have to go up now because of the wholesale hike."

Confusion In Stores

Other complaints about the elimination of list pricing focused on the temporary dis-orienting effect the move will have. "It's going to be a nightmare for the people who aren't used to it," said Michael Reff, head buyer for the nine-store, Portland-based Everybody's chain. "I can understand CBS not wanting to determine the price for dealers, but we wish they could come up with a standard code — letters or something. There's going to be lots of mispricings, and I think it'll slow up the ordering process as well."

On the question of variable pricing for frontline product in the future, Great American's Hellicher said, "They've made it a little easier for us, since that's one thing that's been done is create a situation where they can pick something between a new Straisland (wholesale) and what we used to call $9.58 midline. They can come up with a new prefix, plug it in, and away you go.

Echoing Hellicher, Jack Jacobs, president of the 10-store, Chicago-based Jungle chain and vice president of the Knox rack jobbing operation, added, "I'm only guessing, but why would they (CBS) drop the list if they weren't going to do it?"
R&B, Gospel Music Featured During Songwriter Expo

LOS ANGELES — R&B and religious music panels will highlight the 1981 Songwriter Expo, considered an educational event for songwriters. The five weekend events will be held June 6-7 at Beverly Hills High School and will be hosted by John Brahney and I. En, publisher of the B.M.I.-sponsored L.A. Songwriters Showcase.

The R&B panel will consist of Edwin Starr, Barry White, Ed Eckstine and Forest Hamilton. The religious music panel will include Phillip Bailey, Berry Peters, Hal Spencer and Berry McCloy.

CITY OF HOPE TO HONOR MATHIS — Columbia recording artist Johnny Mathis will receive the City of Hope’s “Spirit of Life” award July 2 at the Century Plaza Hotel in Los Angeles. The famed medical center will also bow the Johnny Mathis Research Fellowship at the banquet. The announcement was made at a special luncheon held by the West Coast committees for the tribute.

Help Record Sales

It is agreed that jukebox play sells records. “There’s no doubt that jukebox play boosts sales and gives a record additional exposure beyond radio, although it’s difficult to know what percentage of total sales it accounts for,” said Arnold Thies, general manager of P.A.I.D. Records, a Nashville-based independent label currently enjoying chart success with Randy Barlow’s “Love Dies Hard,” the #4 new country single on the Cash Box Jukebox Programmer chart last week. Thies said while he had not had any reports of the record’s breaking through jukeboxes prior to receiving airplay, P.A.I.D. had mailed recordings of the record to key jukebox operators and generally made title strips on their records available to operators, when discs were felt to have good jukebox potential.

Greg Johnson, director of Southeast area promotion for Tar Productions, Inc., an independent R&B promotion firm, said he generally looks at jukeboxes as a way of helping to increase sales on acts getting heavy airplay. “If the record is medium I usually won’t pursue it,” he stated, “but if you ignore the jukeboxes when the record is being heard on radio regularly, you’re hurting both yourself and the artists. I put about 80% of the product I promote on jukeboxes.

“I try to call major jukebox operators every two weeks,” he concluded. “Being an independent I’m looking to offer my clients something extra for their money. If I can put their records on the jukeboxes, I feel I’m giving them service they wouldn’t get from their label.”

Op One-Stop’s Paul Yoffe believes that the major labels were mostly ignoring the jukebox market. “It’s the easiest means of getting exposure on new singles,” he said, “but the majors have never really gone into jukeboxes. They don’t know how. They’ve left the jukebox promotion to the one-stops. They know how to spend millions of dollars on promotions, but they don’t know how to use the free publicity jukeboxes provide.”

However Dave Benjamin, sales manager of WEA’s Miami branch, asserted that he was “definitely aware of the jukeboxes and dealing with them on a regular basis.” Benjamin verified Virgil Lugar’s contention that John Anderson had received substantial exposure via jukebox play in the south, citing his branch’s sale of 1,000 pieces of Anderson’s latest single, “I’m Just An Old Chunk of Coal,” to jukebox operators alone.

Benjamin also noted that jukeboxes had recently provided the first orders on Manhattan Tiger’s new single, “Boy from New York.” “Keep an eye on that single,” he suggested, “It will give you an idea of the effect of jukebox play on a record.”

Lighthouse Formed

LOS ANGELES — The Lighthouse Company, a firm specializing in record and film production, was recently formed by Jay Landers, formerly of Landers-Roberts Records. The company’s initial signings include Elektra/Asylum artist Jim Mandell and New Orleans-based group Little Queenie. Lighthouse can be contacted at (213) 276-4540.

Further Reading

- Cash Box/May 23, 1981
- www.americanradiohistory.com
MOTHER'S DAY SALES UP DUE TO HEAVY ADVERTISING, NARM PROMO CAMPAIGN

continued from page 5

"We were very aggressive on holidays and this time out we advertised heavily, running print ads in The Buffalo Courier, The Buffalo Evening News as well as making a multi-channel radio spot on WKBW, WPHD and WBEN-FM," said Grandoni. The recent NARM convention spurred other retailers toward more extensive advertising and promotion campaigns for Mother's Day.

"We were up 15-20% over last year," said Neil Levy, general manager for the 12-store Strawberries chain in Farmington, Mass. "And I think the reason is that we ran a lot more advertising on the radio and in major newspapers like The Boston Globe.

"We went to NARM this year and got a lot of ideas for advertising and promotions. We didn't do nearly as much as last year. Other stores in stores in such as the 110-store Record Bar chain of Durham, N.C. and the 489-outlet Musicland web network in Michigan. Members benefited from overflowing mail traffic on Saturday and Sunday as shoppers were picking up last minute gifts.

And although some chains, including Jimmy's in New York City, Music Jungle in Nashville, and Record Factory in San Francisco reported only a fair Mother's Day sales week and cited such problems as great weather and lack of strong product, the majority of the 15 retailers polled claim to have benefited from NARM's "Color Your Mother's World With Music" and "Give the Gift of Music" campaigns.

"Sales were fairly good for the week but slowed up on the weekend because of extremely nice weather," said 25-year executive vice president Michael Reff, "but we had a lot of NARM paraphernalia up in the stores, and had "Give the Gift" reminders on our record boards, which helped sales a little."

"We have to aggressively pursue advertising and promotion campaigns lying in with NARM or staged midweek of special promotions in honor of Mother's Day, showed marked increases in revenues over the prior year. George Balicki, vice president of the 70-store National Record Mart located in Pittsburgh summed up the holiday for most retailers saying, "We went with the NARM theme, held sales on key product emphasizing the $9.98 line and sales for the week were very impressive."

CBS MASTERWORKS IN DEAL WITH FONIT-CETRA

NEW YORK — CBS Masterworks has signed a licensing and co-production agreement with Fonit-Cetra, a leading classical music label based in Italy. CBS Masterworks will license Fonit-Cetra releases for all markets except Italy. The association will entail a broad range of classical music releases including a number of major operatic recordings. One of the debut releases under the new agreement will be the first recording of Mussorgsky's recently revised and expanded opera "Salammbo," which will be released in commemoration of the 100th year of the composer's death.

Future releases will include an album of duets with Maria Callas and Ruggero Raimondi and an album of the music of Antoni Salieri. Dick Asher, deputy president and chief operating officer, CBS/Sony Group, commented, "We are very pleased to begin our association with Fonit-Cetra, and look forward to the many important releases which will evolve from this arrangement."

SINGLE BREAKOUT OF THE WEEK

NOBODY WINS • ELTON JOHN • GEFFEN GEF 49722


SINGLES BREAKOUTS

THE ONE THAT YOU LOVE • AIR SUPPLY • ARISTA AS 0604


ELVIRA • THE OAK RIDGE BOYS • MCA 51084


THE WAITING • TOM PETTY & THE HEARTBREAKERS • BACKSTREET/MCA BSR 51100

Breaking out of: Sounds Unlimited — Chicago, Lieberman — Kansas City, Tower — West Covina, National Record Mart — Pittsburgh, Father's & Sun's — Indianapolis

SWEET BABY • STANLEY CLARKE/GEORGE DUKE • EPIC 19-01052

Breaking out of: Tower — San Francisco, Harmony Hut — Detroit, Peach — Columbus, Record Theatre — Cleveland, Spec's — Miami, Father's & Sun's — Indianapolis

IS IT YOU • LEE RITENOUR • ELEKTRA E-47124

Breaking out of: Miami, Spec's — Indianapolis, Cavaigs — Buffalo, Great American Music — Minneapolis, Harmony Hut — Detroit

FAST MOVING MIDLINES

A/C/DC • Let There Be Rock • Atco SD 19132

Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033

Beatles • Rock 'N' Roll Vol. • Capitol SN/16020

Beatles • Rock 'N' Roll Vol. • Capitol SN/16021

David Bowie • The Rise & Fall Of Ziggy Stardust & The Spiders From Mars • RCA AYL 1-3843

Devo • Q. Are We Not Men? A. We Are Devo • Warner Bros. BSK 3239

Devo • Live • Warner Bros. MINI 5346

Doors • The Doors • Elektra EKS 74007

Doors • The Soft Parade • Elektra EKS 75005

Dan Fogelberg • Souveniers • Full Moon/CBS P 3317

Billy Joel • Piano Man • Columbia PC 32455

Carole King • Tapestry • Columbia PC 34964

John Lennon • Mind Games • Capitol SN/16068

Don McLean • American Pie • United Artists LN 10037

Ted Nugent • Ted Nugent • Epic PE 33692

Tom Petty & The Heartbreakers • Southern Accents • MCA DA 50209

Secret Policeman's Ball • The Music • Island IL 9630

Who • Who Are You • MCA 3050

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TOP SELLING ACCESSORIES

Allsop Cassette Head Cleaning Cassette 70300
Ariat Space Invaders Video Cartridge 2632
Bowls Anti/Static LP Inner Sleeves
Discwasher D-4 System — Year
Discwasher D-4 Fluid Re-Fill 1/4 Oz.
Marsand Cassette Cleaning Carve C-12
Maxell UDXL I C-90
Maxell UDXL II C-90
Maxell UDXL I C-60
Memorex MRX III C-60 Buy 2 Get 1 Free (promo item)
Memorex MRX I C-90 3 Pack
Memorex Cassette Head Cleaning Cassette
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Scotta Beta Videocassette L-500
Scotta VHS Videocassette T-120
SoundGuaranty Recorder Cleaning Kit
TDA SA C-90
TDA Cassette Head Cleaning Cassette

COMPILED FROM: Disc Records — Texas • Cutters — New Haven • Peaches • Delta • Lizzadro Pizza — Los Angeles • Rose Records — Chicago • D.J.'s One Stop — Seattle • Peaches • Peach — Cincinnati • Big Apple • Dealers • Tower — Seattle • Record Theatre — Cleveland

* Excludes T-Sm's & Papergardens

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Gorlick Gets New Post At NARM

LOS ANGELES — Patrick Gorlick was recently named director of marketing for the National Assn. of Recording Merchandisers (NARM) and will spearhead efforts to increase the association's presence in the video industry.

Gorlick is largely credited with development and implementation of NARM's "Give The Gift Of Music" campaign as NARM's special projects coordinator. Prior to joining the association in January 1979, he operated his own advertising and marketing company in Seattle, Wash., where he was a consultant for the Washington State Ferry System and the country's National Awareness Campaign.

Pat Gorlick
We are reading a document about album breakouts and merchandising. The document contains information about record companies, albums, and various promotional activities. Here is a summary of the key points:

**COMMERCIALIZING AIDS:**
- 1x1 Flats, Streamers.
- Merchandising aids include logos, flats, giant cover blowup, and more.

**ALBUM BREAKOUTS**

**BAD FOR GOOD • JIM STEINMAN • CLEVELAND INTERNATIONAL CBS 3595A**
- Breaking out: Record Theatre - Cleveland, Father's & Sun's - Indianapolis, Lieberman - Kansas City, Peaches - Cleveland - Cincinnati - Memphis, Tape City, New Orleans, King Carol - New York, Disc O'Mat - New York, Win One Stop - New York.
- Merchandising aids: 1x1 Flats, Personality Poster.

**KICK OFF THE WEEK**

**ALBUM BREAKOUTS**

**BAD FOR GOOD • JIM STEINMAN • CLEVELAND INTERNATIONAL CBS 3595A**
- Merchandising aids: Logos, Flats, Giant Cover Blowup.

**SOMETHING IN THE NIGHT • PURE PRAIRIE LEAGUE • CASABLANCA POLYGRAM NBLP 7255**
- Merchandising aids: Trim Fronts, Posters.

**THE SECRET POLICEMAN'S BALL • VARIOUS ARTISTS • ISLAND 9630**
- Merchandising aids: 2x4 Color Poster, Album Flats (Front & Designer).

**CLOSER • GINO SOCCHIO • ATLANTIC SD 16942**
- Merchandising aids: 1x1 Flats.
MAGNOLIA MOONLIT — Singer-songwriter Michael Stanton recently entered a record production pact with Moonlight and Magnolias, Tony Tenille and Daryl Dragon's company. The signing took place at the duo's $1.5 million Rambo Studios in Los Angeles. Pictured in the top row during the signing are (l-r): Jonathan Stone, manager of creative services, MCA Publishing; Rick Shoemaker, director of creative services, MCA Publishing; Gary Simo, co-producer with Dragon; and Richard Burkhardt, manager of Stanton. Pictured in the bottom row are (l-r): Tenille, Stanton and Dragon.

Digital Study Highlights 69th AES

Interfaces allowing multi-channel interconnection over a small number of cables as well. Among other requirements and features, AES Recommendations have been called for are synchronization functions, the accommodation of different sampling rates and the flexibility to permit the "interconnection of equipment operating synchronously, semi-synchronously and even with different sampling rates."

Responses to the question of what "types of applications...may have a direct impact on features necessary for a digital audio interface" revealed that "some studios are looking towards a digital home playback system (disc or tape)" while "some expect to see digital consoles in the long run." As to the size and complexity acceptable for a single-channel digital interface, "the consensus agreed that AES should develop one."

In regards to compatibility, responding

RIAA Adopts Vid Bar Code Guidelines

NEW YORK — Voluntary guidelines for use of a video bar code and placement of the Uniform Product Code (UPC) symbol on prerecorded videocassettes and videodiscs have been adopted by RIAA/Video, the video division of the Recording Industry Assn. of America (RIAA).

The video bar code plan incorporates a 10-digit numerical code utilizing vertical bars of varying thickness. The first five digits represent the manufacturer number issued by the UPC Council in Dayton, Ohio, and the second five are the production selection number. A five digit numerical trailer code appearing immediately to the right of the main UPC symbol is part of the guidelines. The five digits represent, in order: configuration format (type of videocassette or disc); broadcast standard (NTSC, PAL or SECAM); and single/multi-pie tap disc program; spoken language, second spoken language or subtitle language, or reserved for individual company use, and a fifth digit reserved for company use. Such uses could include a category (club, retail, mail order or custom) or a price change.

Placement of the UPC symbol on a prerecorded videocassette is suggested on the long edge or spine, with an approved SPARS and RIAA members felt that digital recorders "should interface with existing and proposed SMPTE and computer-controlled devices." All respondents pointed to size and weight of digital audio recorders "should be no larger than their analog cousins."

Ease of use in terms of editing was also felt to be an important requirement, as it was agreed that "electronic editing should be designed to be easily learned by analog editors." Service features, according to the respondents, should include self-diagnosis, reasonable modular design, easy accessibility to both mechanical and electronic components, and adequate manufacturer field support, among other things.

Attending the seminar for the labels were Marvin Borstein and Benno May (A&M), Erik Porterfield (CBS), Broderick Young (MCA) and Rich Pryor — (continued on page 44)

80% reduced-size version fitting on both VHS and Beta tapes. Placement on videodiscs is suggested for the back side of the album or caddy, in the upper left corner.

RCA SelectaVision Videodiscs is the first video product manufacturer to adopt the UPC symbol, with all its initial 100 titles carrying the bar code. Several other manufacturers are expected to incorporate the symbol on its products later in the year.

Representatives of most major manufacturers and marketers of video programs formed a committee under RIAA auspices to discuss and develop the guidelines in October 1980. The present guidelines based on questionnaires returned by the companies and resulting discussions were adopted at a recent New York meeting. The audio recording industry adopted the UPC system and guidelines three years ago.

The video bar code guidelines with adoption strictly voluntary by any label — have been submitted to the UPC Code Council by RIAA/Video. Interested video manufacturers can obtain details of the guidelines and implementation process from Stephen Traiman, executive director, RIAA, 1533 Broadway, New York, N.Y. 10019. The telephone number is (212) 756-4330.

A PRESSING ENGAGEMENT — Discovision hosted Paramount executives at its studio (at left) where 14 are to celebrate the signing of an agreement to custom press laser optical videodiscs on the disc for the home entertainment market. Signing are (l-r): Richard B. Childs, Paramount Home Video vice president; Jack Reilly, Discovision president; and Harry Tashjian, Disney executive vice president of manufacturing and development.

AT&T VIDEO'S "NIGHT FLIGHT" TO TAKE OFF ON USA NET — Despite the occasional airing of a Woodstock or Quadrophenia on the subscription and cable TV services, there has been a paucity of concerts and films aimed at the young adult market on pay television. But that will change come Thursday when the network will feature "Atwood Video's Night Flight," a late-night weekend series of rock-oriented movies and mini-features, begins airing on the USA Network June 5th. The programming format for the series is described as a two-hour sneak preview, on Friday, late-night, from New York, and on Saturday night, a double-feature will be telecast from 11:00 p.m. to 3:00 a.m. On-location specials taped at concerts around the world are also planned, in addition to films and specially produced segments on all phases of the contemporary music scene, from punk to country. Already slated for airing on Night Flight are the films Rust Never Sleeps with Neil Young, a TV satire Tunnelsvision, starring Chevy Chase, and The Day The Music Died, with segments from Jim Morrison, Jimi Hendrix and Doors.

Initial on-location concert specials include Rod Stewart & The Faces with Peter Frampton, Judy Breyker and the Charlie Daniels Band's Volunteer Jam. The USA Network is presently carrying on cable in 1,250 markets nationally and can be seen on Manhattan Cable in New York, which is carrying the programs. Initial on-location concert specials include Rod Stewart & The Faces with Peter Frampton, Judy Breyker and the Charlie Daniels Band's Volunteer Jam. The USA Network is presently carrying on cable in 1,250 markets nationally and can be seen on Manhattan Cable in New York, which is carrying the programs. Initial on-location concert specials include Rod Stewart & The Faces with Peter Frampton, Judy Breyker and the Charlie Daniels Band's Volunteer Jam. The USA Network is presently carrying on cable in 1,250 markets nationally and can be seen on Manhattan Cable in New York, which is carrying the programs.
Platinum Journey To Dubuque — KDMD/Dubuque MS Steve Sesterhenn has good reason to smile as he proudly brings off his prize album "The Departure" LP on Columbia. Sesterhenn was credited for editing the band's single "Good Morning Girl/Say Awhile" from the album.

Radio Air Play

Cash

They Really Do Care — It's still amazing that active groups in Washington continue to lambast the FCC and anyone who will listen to their notion that radio broadcasters don't care about the public if deregulation is legislatively passed. The FCC's deregulatory zeal has gone into high gear and, as yet, we've only heard religious or public affairs programs being cast to the winds, or of commercials being overlaid with the absurd, aggravating saturation point that confronts TV viewers. In fact, some station managers and programmers have even been known to be a bonafide regulator of such matters. It wouldn't make sense to overload the commercials and run the risk of turning off listeners of any format. But, in addition to these questions of politics, radio broadcasters have always had their communities in mind, forever dreaming up promotions or contests designed to serve the public, or raise money for charity and so on. Many times, the brilliant promotions are run to coincide with Easter Seals, Toys For Tots, or other national causes like the Muscular Dystrophy Foundation or March of Dimes, but many stations do these things for their communities as a matter of course. "They want to serve the public," WPLJ/New York's softball team, The Rockers, played a game against students from two schools for the benefit of the National Spinal Cord Injury Foundation.

A year now, WDJR/Rahabes has had its own rock, road band, headlining local clubs to raise money ($2,000 to date) for the WQDR Children's Fund. WMMS/Cleveland has a new Spring T-shirt that sells for $6.99, with all profits benefitting the Cleveland Free Clinic. There are many, many more too numerous to list, but we wanted to share some of the promotions here with those who think that radio doesn't care about their communities. Obviously they do.

Rating Success — While ratings continue to be a source of frustration for many broadcasters, sagging ratings are somewhat death for certain formats, often, sadly. The latest casualty is AM AOR rocker KLIV/San Jose, which last week abandoned its progressive approach for a black rock, hard music format. GM Robert Kleve took the mine himself on May 6 to deliver the bad news to the KLIV listeners. Kleve told listeners, "This is probably the last full day of rock and roll on 1600. . ." Our experience playing FM rock on 101.1 just didn't work. What we couldn't achieve was reasonably good ratings, and without good ratings, a rock station has to survive. Please let us make that clear: it's not a matter of money, but a matter of survival of your shirt. To those of you who listened, we say thank you, and we're sorry. To those of you who listened and admitted it in your Arbitron diaries, we say an even bigger thank you. Together we tried to pull off the counter revolution — the AM Rock Counter Revolution. It's no disgrace that we failed. Someday, somebody may succeed. As your parents and many of you will note tomorrow, our new path will be a great deal easier to tread. And it may even turn out to be as much fun — which will be saying a lot." With that, 20 years of rock ended at KLIV.

Across The Dial — National Public Radio affiliate KGED-FM/San Francisco really has a reputation that described as a "radio first," KGED-FM presented a series of concerts recorded live on air in April, with Sony's PCM-100 digital processor for the recording and delayed "live" broadcasts. Not just a passing fling, station personnel were so impressed with Sony's PCM-100 (as were their listeners), that they are planning a series of live broadcasts as well as joining forces with KGED-TV for digital simulcasting. Congratulations to staffers at WDHA/Dover who will be celebrating the station's 20th anniversary with a July 21 picnic. GM Bob Linder says he anticipates a few thousand people will attend. The Terry Cashman single, "Willie, Mickey and The Duke (Talkin' Baseball)" received quite a bit of publicity in Cleveland recently when WWWE personality Pete Franklin played the record 15 times in a row, according to press sources, the much-anticipated George Harrison single, "All Those Years Ago," was added at 90 Cash Box reporting stations this week and debuted on the Top 100 Singles Chart with a bullet at #25. While controversy abounds in Chicago around a WLUP concert promotion of an upcoming Tom Petty show, a wild promotion in its own right is currently underway in Worcester, Mass. and it is conducting what might possibly be the first-on-air federator give away. Now hold on to your transmitter. With the theme of "WAAF Rocks The Pants Off New England," the station is giving away two pairs of Musical Vibrating Rock 'n Roll Pants, which are tie-on briefs with speakers in the front that vibrate to the music when plugged into your stereo. The two winners were picked at random, and are those who best answer the question, "What would you do with Musical Vibrating Rock 'n Roll Pants?" As station morning man Ace Cummey says, "We wouldn't want to give these pants to someone who wouldn't know what to do with them." On May 23, WGNR/Durham is presenting an excellent interview profile of composer/keyboards Keith Emerson.

New Jobs — Bob Coburn was named assistant PD at KLOS/Los Angeles. Coburn, who came to the Los from WMET/WBBM and handled the afternoon shift at KMET before going to sister MET in the Windy City... Westwood One has hired Ron Hartenbaum as director of advertiser sales in the firm's New York office. Additional appointments include Richard Kibler as eastern sales manager in L.A., KISI-FM PD Mike Wagner has relinquished those duties so he can maintain his afternoon shift air full-time... Pat Evans becomes the new PD at KSFX/San Antonio, while Smith moves to KLAC/Los Angeles. Bob Connolly, general sales manager at Taft-owned WKRC/Cincinnati, has become general manager at sister station WDAF/Kansas City... John Landecker, air personality at WCBS/Chicago, has been moved into the morning slot and joins CFTR to do morning drive... Fred Jacobs, director of research and programming development for ABC Radio-owned stations, is giving those chores to replace PD at WRRP/Detroit. He replaces Tom Bender, who resigned.

Cash Box/May 23, 1981
<table>
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<tr>
<th>Artist</th>
<th>Sales</th>
<th>Region</th>
<th>Notes</th>
</tr>
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<tbody>
<tr>
<td>AC/DC</td>
<td>Good</td>
<td>All regions</td>
<td>Sales good in all regions.</td>
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**February 9, 1981**

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<th>Artist</th>
<th>Sales</th>
<th>Region</th>
<th>Notes</th>
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<tbody>
<tr>
<td>46</td>
<td>JOHN COUGAR</td>
<td>Moderate</td>
<td>Good in all regions; weakest in West.</td>
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**February 23, 1981**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Sales</th>
<th>Region</th>
<th>Notes</th>
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<tbody>
<tr>
<td>48</td>
<td>JOHN COUGAR</td>
<td>Moderate</td>
<td>Good in all regions; weakest in West.</td>
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**March 9, 1981**

<table>
<thead>
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<th>Artist</th>
<th>Sales</th>
<th>Region</th>
<th>Notes</th>
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<tbody>
<tr>
<td>50</td>
<td>JOHN COUGAR</td>
<td>Moderate</td>
<td>Good in all regions; weakest in West.</td>
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**March 16, 1981**

<table>
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<th>Artist</th>
<th>Sales</th>
<th>Region</th>
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<tbody>
<tr>
<td>52</td>
<td>JOHN COUGAR</td>
<td>Moderate</td>
<td>Good in all regions; weakest in West.</td>
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**March 23, 1981**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Sales</th>
<th>Region</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>54</td>
<td>JOHN COUGAR</td>
<td>Moderate</td>
<td>Good in all regions; weakest in West.</td>
</tr>
</tbody>
</table>
144 POINT BLANK • AMERICAN EXCESS • MCA

29 THE POLICE • ZENYATTA MONDATTA • A&M
ADDS: None. HOTS: WLR, KOME, KROQ, KNAC, MEDIUMS: KEZY, WBPN, WYDN, WKST. PREFERRED TRACKS: Don't Stand, De Do Do, Can't Party. Driven. SALES: Moderate to fair in all regions; weakest in South.

28 PRETENDERS • EXTENDED PLAY • SIRE
ADDS: None. HOTS: KMET, KWST, KMGN, WWWM, WHFS, KJZO, KOME, WOUR, WBRB, Wibs, WNEW. MEDIUMS: WLR, WKBQ, WKBQ, WKBQ, WKBQ, WKST, KZEL, KZHL, WSHE,WWWM, WMLL, WBLM, Preferred Tracks: Medicine. Precocious. Previous. SALES: Moderate to fair in all regions; weakest in South.

37 PURPLE PRairie LEAGUE • SOMETHING IN THE NIGHT • CASABLANCA/POLYGRAM
ADDS: WOR HOTS: KZAM, WRNKN, KNK, MEDIUMS: KZEL, KEZY, WCOC, WDFK, WBLM, WWWM. PREFERRED TRACKS: Still Right. SALES: Moderate to fair in all regions; strongest in Midwest.

# 8 MOST ACTIVE
1 RED SPEEDWAGON • HYPIDELITY • EPIC
ADDS: None. HOTS: KMET, KWST, KMGN, WWWM, WWWM, KJCN, KJSO, WBLM, WDFK, KDFE, KIZW, KZEL, WBBQ, WCOZ, WNEW. PREFERRED TRACKS: Let Him, Tough, On The Run, Keep On. SALES: Good in all regions.

108 RAINBOW • DIFFICULT TO CURE • POLYDOR/POLYGRAM
ADDS: None. HOTS: WLR, WBCN, WAF, KMGN. MEDIUMS: KOME, WOUR, WBRB, WCOZ, WNEW, KMET, Preferred Tracks: I Surrender. Can't SALES: Weak in all regions.

# 9 MOST ACTIVE
7 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: None. HOTS: KMET, KWST, KMGN, WWWM, KJCN, KJSO, WLR, WOUR, WKS, WSHE, WBBQ, WCOZ, WDEF, WMM, WMLL, WBLM, WMLL, MEDIUMS: WAF, KZEL, WNEW, WWWM, PREFERRED TRACKS: Limelight, Tom Sawyer, Sighs. SALES: Good to moderate in all regions; strongest in Midwest.

3 SANTANA • ZEPHYR • COLUMBIA
ADDS: None. HOTS: KSHE, KMLE, KWST, WLVQ, WYYF, KEZY, WBBQ, WKZN, WSBQ, WBBQ, KROQ, KZEL, WNEW, Preferred Tracks: Medium. SALES: Good to moderate in all regions.

# 3 MOST CUMBIA
101 SOUTHSIDE JOHNNY • THE ASBURG JUKES • REACH UP AND TOUCH THE SKY • MERCURY/POLYGRAM
ADDS: WLR, WHF, WMMS, WMM, WWWM, WMMW. MEDIUMS: KOME, KZEL, WBBQ, WCCB, WBBQ, WAL, WBBQ, KSBJ, KNK, KMGN. PREFERRED TRACKS: Open. SALES: Moderate in Midwest; fair in others.

# 4 MOST ADDED
124 THE SECRET POLICEMAN'S BELL • THE MUSIC • VARIOUS ARTISTS • ISLAND
ADDS: KSHE, WLVQ, KNK, WACK, KZEL, WBBQ, WBBQ, WBPN. MEDIUMS: KMGN, WWWM, KJCN, KSJO, KNAC, WBBQ, WBBQ, Preferred Tracks: Shall We Model. Stand, Used To. SALES: Fair in East and South, week initial response in others.

128 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
ADDS: None. HOTS: KMET, KWST, KMGN, KMGN, KJCN, KJSO, WBBQ, WDLW, WBBQ, WBBQ, WBBQ. MEDIUMS: KOMET, WBBQ, KZEL, KMGN, Preferred Tracks: Hold On, First Time. Title. SALES: Moderate to fair in all regions; strongest in Midwest.

77 PAT TRAVERS • RADIO ACTIVE • POLYDOR/POLYGRAM
ADDS: None. HOTS: KOME, WWWM, WMMW, WMMW, WMMW, Preferred Tracks: Life, New Age. SALES: Weak in South, fair in others.

88 ROBIN TROWER • BLT • CHRYSALIS
ADDS: None. HOTS: KOME, WLRW, WKNN, KMGN. MEDIUMS: KMET, KWST, WLRW, KZEL, KEZY, WBBQ, Preferred Tracks: Money, Life. SALES: Fair in South and Midwest; weak in others.

# 5 MOST ADDED
5 SQUEEZE • EAST SIDE STORY • A&M
ADDS: WLR, WBBQ, KZEL, KZEL, WBBQ, WCCB, WBBQ, WNEW, Preferred Tracks: History, Clumsy. SALES: Moderate to fair in all regions; strongest in East and West.

116 RICK SPRINGFIELD • WORKING CLASS DOG • RCA
ADDS: WBZ HOTS: WLVQ, WYYF, KEZY, WOUR, WSHE, WAF, WAF, WAF, MEDIUMS: WAF, KZEL, WCOZ, WDFK, WBBQ, WBBQ, Preferred Tracks: Don't Stand, De Do Do, Can't Party. Driven. SALES: Fair in East and South, week in others.

# 5 MOST ADDED
102 DONNY O'BRIEN • THE SLEEPING LION • A&M
ADDS: None. HOTS: KZAM, WRNKN, KNK, MEDIUMS: KZEL, KEZY, WCOZ, WDFK, WWWM. Preferred Tracks: Let Him, Tough, On The Run, Keep On. SALES: Good in all regions.

110 U2 • BOY • ISLAND
ADDS: None. HOTS: WLR, WBBQ, KZEL, KZEL, Preferred Tracks: Talk To You. SALES: Just shipped.

# 1 MOST ADDED
135 VAN HALEN • FAIR WARNING • WARNER BROS
ADDS: None. HOTS: KMET, WBBQ, KZEL, KZEL, Preferred Tracks: Talk To You. SALES: Just shipped.

# 7 MOST ACTIVE
80 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM
ADDS: None. HOTS: KMET, KWST, WLVQ, WYYF, WWWM, WDLW, WBBQ, WBBQ, WBBQ, WBBQ, Preferred Tracks: I Surrender. Can't SALES: Weak in East, fair in others.

# 1 MOST ACTIVE
6 THE WHO • FACE DANCERS • WARNER BROS
ADDS: None. HOTS: KMET, WBBQ, KZEL, WNEW, Preferred Tracks: Don't Break. SALES: Just shipped.

# 10 MOST ACTIVE
144 STEVE WINWOOD • ARC OF A DIVER • ISLAND
ADDS: None. HOTS: KMET, WBBQ, KMGN, WBBQ, WYYF, KZEL, KSJO, KNAC, WBBQ, WBBQ, WBBQ, WBBQ, Preferred Tracks: Arc, Chance, Tran. SALES: Good to moderate in all regions.

# 6 MOST ADDED
13 FRED ZINNEMANN • PET • 7TH AVENUE
ADDS: None. HOTS: KMET, WBBQ, KZEL, KZEL, Preferred Tracks: Your Name, Your Heart. SALES: Good to moderate in all regions.

# 6 MOST ADDED
22 ZEP • ATLANTIC
ADDS: None. HOTS: WBBQ, WBBQ, WBBQ, WWWM. MEDIUMS: KOME, WBBQ, WWWM. Preferred Tracks: Open. SALES: Week initial response in all regions.

LISTED ALPHABETICALLY BY ARTIST
TEN Radio Taps Truckers Market Via Country Tapes

by Jennifer Bohler

NASHVILLE — Truckers' Entertainment Network (TEN), a Vallejo, Calif.-based company, has introduced a new line of cassette and 8-track compilation tapes as an advertising vehicle aimed at the trucking community. The tapes feature a mixture of country music and entertainment in one-hour shows with advertising messages inserted throughout.

Classified as "One-on-One Radio" by the company, each tape is formatted like a radio show, with disc jockey Anne LaVoy acting as host. Labeled "truck talk country," the format combines country and "down home comedy entertainment" with "low key truck talk information" of direct interest to the driver.

Strong Signal

TEN Radio's signal never fades out, no matter how far down the road the driver goes because we have put a radio format into a one-hour tape," said Williams. "With TEN Radio, we offer the best of both broadcast and print advertising opportunities to advertisers, while eliminating the negatives."

Williams referred to the advertising messages as "infomercials" rather than commercials. "The only thing a trucker would rather do than drive a truck is to talk about his truck," Williams said. "That's the format of TEN Radio — Anne plays the driver's favorite music and talks about his favorite subject — trucks."

TEN Radio tapes will be sold through truck stops, as well as the 10,000 Mile Club for less than four dollars apiece. When a tape is purchased through the club, Williams said the truck driver has the option of returning an old TEN tape for one dollar credit toward a new purchase.

Music Businesses Honored By Belmont

NASHVILLE — Seven music industry businesses were presented citations of appreciation by the Music Business and Commercial Music divisions of Belmont College here as special awards on May 7.

Awards were presented to Glenn Snoddy, who accepted for Woodland Sound Studios; Francine Anderson, who accepted for the National Academy of Recording Arts and Sciences (NARAS); Norm Allen, who accepted for both CBS Records and Studios; Frances Preston, who accepted for Broadcast Music, Inc. (BMI); E.W. Turnley and Jean Turnley, Turnley Foundation; and Walter Johnston, who accepted for Norlin Music, Inc.

THE MATADOR, MCELAN AND MARSHALL TUCKER — Several top country and pop artists recently guested on the Merv Griffin Show and had a chance to get together following the taping. Pictured are (l-r): Franklin Wilke, Doug Gray and George McCorkle of the Marshall Tucker Band; Don McLean; Sylvia and Paul Addie, Toy Caldwell and Jerry Eubanks of the Marshall Tucker Band.

Kerrville Folk Festival Celebrates 10th Year With Eight-Day Program

NASHVILLE — The Kerrville Folk Festival in Kerrville, Texas, celebrating its 10th anniversary this year, has expanded from one to two weekends — May 21-25 and May 29-31. The festival will feature performers from a variety of musical genres, including bluesgrass, country and folk.

Additionally, the festival will include a two-day min and clown school conducted by Turk Pipkin and a three-day songwriters' school conducted by Bob Gibson. Both schools will be held at Quiet Valley Ranch May 25-26 during the three-day break between the festival dates. Peter Yarrow, of Peter, Paul and Mary, will be one of the featured performers of the three-day session.

The festival will kick off May 26 with performances by the Paul Ona Bluesband, Rick Beresford, Jimmie Gilmore, Robert Shaw, the Buck White Downhome Folks and Clarence "Gatemouth" Brown. Concerts will continue May 22 with Jim Schulman, Eric Taylor, Tish Hanley, Steve Young, Butch Hancock and Allen Damron.

The May 23 performance will feature Bill Moss, Jon Ims, the Shady Grove Ramblers, Don Sanders, Carolyn Hester and Bobby Bridger. Sunday's line-up includes Jim Ritchie and Bee Jae Fleming, Red River Dave, Dan McCriminal, Riders in the Sky, Willie Allan Ramsey and Bill and Bonnie Hearne.

The Memorial Day weekend concludes May 25 with two shows. The first, scheduled to begin at 1:30 p.m., will feature Allen Damron, Kenneth Threadgill, Carolyn Hester, Jimmy Driftwood, Bob Gibson, Odetta and Yarrow. The 6 p.m. show will feature Nancy Griffith, Kurt Van Sickle, Tennessee Gentlemen, B.W. Stevenson, Eaglebone Whistle and Steven Fromholz.

The music activities will begin again May 29 with Doak Snod, Sedge Fly, Lindsay Hatley, Townes Van Zandt, Rusty Wier and the Shake Russell-Dana Cooper Band. Scheduled to perform May 30 are Allen Ross, Robin and Linda Williams, Uncle Walt's Band, John Vandiver, Ray Willey Hubbard and David Amram. Closing the 10th festival May 31 will be Bill Neely, Tim Henderson, Lisa Gildston, Peter Rowan, Guy Clark and Nunn.

writers will return to the second weekend to play a two-hour concert May 31, beginning at 1:30 p.m. Judges for this year's contest are Butch Hancock, Tom Uhr and Bill Hearne.

COUNTRY

CMF Elects Officers, Covers News During First Quarter Meeting

NASHVILLE — A record 93,000 people have visited the Country Music Hall of Fame and Museum during the first four months of this year, according to a recent report to the Foundation Board of Trustees during its first quarterly meeting. Bill Ivey, foundation director, reported that the four-month total (not only exceeded 1980 figures, but represents a solid increase over the same period in 1978, the year in which the Country Music Hall of Fame and Museum achieved its largest total attendance ever.

In other board news, Wesley Rose, president of Auff-Rose Publications, was elected board president, and Frank Jones, director of Nashville operations for Warnor Bros., was elected chairman of the board of trustees. Rick Blackburn, vice president and general manager of CBS, Nashville, and recording artist Emmylou Harris were elected to first-time terms as vice presidents.

Other elected members of the board include trustees Greijn Landon, Connie B. Gay and Rose. Those elected to officer terms include Bill Lowery of Lowery Music, executive vice president; Ralph Emery, first vice president; Jerry Bradley, RCA division vice president, elected vice president; Brad McCuen, vice president; Bob Kirsch, general manager of Warner Bros. country division, elected vice president; Irving Waugh, vice president; Pee Wee King, vice president; Roy Horton, secretary, and Joe Talbot, treasurer.

Frances Preston, J. William Denny, Jim Fogleman, Richard Frank, Talbot and Jones will continue to serve as trustees, while Mike Milom serves as legal counsel.

Gail Zeiler

She left California with a song to sing. She went to Nashville and did her thing!!!
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks On 5/16 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Feels So Right</td>
<td>Alabama</td>
<td>3-10</td>
</tr>
<tr>
<td>2</td>
<td>Horizon</td>
<td>Eddy Rabbitt (Elektra 6-276)</td>
<td>2-45</td>
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<td>3</td>
<td>Somewhere Over the Rainbow</td>
<td>Willie Nelson (Columbia FC-36883)</td>
<td>1-10</td>
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<td>4</td>
<td>Juice</td>
<td>Juice Newton (Capitol ST-2126)</td>
<td>11-10</td>
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<tr>
<td>5</td>
<td>Seven Year Ache</td>
<td>Rosanne Cash</td>
<td>7-10</td>
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<tr>
<td>6</td>
<td>Evangeline</td>
<td>Emmylou Harris (Warner Bros. BS-K-3508)</td>
<td>4-14</td>
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<tr>
<td>7</td>
<td>Leather and Lace</td>
<td>Waylon and Willie (RCA AAL 1-3852)</td>
<td>8-10</td>
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<tr>
<td>8</td>
<td>Out Where the Bright Lights Are Glowing</td>
<td>Waylon Jennings (RCA AAL 1-3930)</td>
<td>9-6</td>
</tr>
<tr>
<td>9</td>
<td>Kenny Rogers Greatest Hits</td>
<td>Kenny Rogers</td>
<td>5-31</td>
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<tr>
<td>10</td>
<td>9 to 5 and Odd Jobs</td>
<td>Dolly Parton (RCA AAL 1-3852)</td>
<td>6-25</td>
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<td>11</td>
<td>Rowdy</td>
<td>Hank Williams, Jr. (Elektra/Curb RE-330)</td>
<td>11-16</td>
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<td>12</td>
<td>Somebody's Knockin'</td>
<td>Terri Gibbs (MCA-5173)</td>
<td>12-16</td>
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<td>13</td>
<td>Wild West</td>
<td>Dottie West (St. Louis LOO 1072)</td>
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<td>14</td>
<td>I Love 'em All</td>
<td>T. Sheppard (Warner Bros. BS-K-3528)</td>
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<td>15</td>
<td>Greatest Hits</td>
<td>Waylon Jennings (RCA AAL 1-3852)</td>
<td>15-10</td>
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<td>16</td>
<td>Roll on Mississippi</td>
<td>Charlie Rich (RCA AAL 1-3852)</td>
<td>17-6</td>
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<td>17</td>
<td>Surrounded Me With Love</td>
<td>Charly McClain</td>
<td>30-2</td>
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<td>18</td>
<td>Greatest Hits</td>
<td>Oak Ridge Boys (MCA-5150)</td>
<td>19-29</td>
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<td>19</td>
<td>Drifter</td>
<td>Sylvia (RCA AAL 1-3866)</td>
<td>21-5</td>
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<td>20</td>
<td>Greatest Hits</td>
<td>Ronnie Milsap (RCA AAL 1-3722)</td>
<td>20-30</td>
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<td>21</td>
<td>Hey Joe/Hey Moe</td>
<td>Moe Bandy and Randy Stamper (Columbia FC-3700)</td>
<td>13-10</td>
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<td>22</td>
<td>Greatest Hits</td>
<td>Anne Murray (Capitol SD-21110)</td>
<td>29-24</td>
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<td>23</td>
<td>I Believe in You</td>
<td>Don Williams (MCA-5110)</td>
<td>23-40</td>
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<td>24</td>
<td>Where Do You Go When You Dream</td>
<td>Anne Murray (Capitol SSO-12144)</td>
<td>25-4</td>
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<td>25</td>
<td>One to One</td>
<td>Kenny and5 (MCA-5114)</td>
<td>28-4</td>
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<td>26</td>
<td>Lookin' for Love</td>
<td>Johnny Lee, Ashley Be-308</td>
<td>22-9</td>
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<td>27</td>
<td>Guitar Man</td>
<td>Elvis Presley (RCA AAL 1-3917)</td>
<td>24-15</td>
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<td>28</td>
<td>Back to the Barrooms</td>
<td>Merle Haggard (MCA-5139)</td>
<td>27-9</td>
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<td>29</td>
<td>Willie Nelson</td>
<td>Columbia JC-35305</td>
<td>47-100</td>
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<td>30</td>
<td>Rest Your Love on Me</td>
<td>Cowboy Way (MCA-5138)</td>
<td>14-33</td>
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<td>31</td>
<td>Mundo Earwood</td>
<td>Marquis HB-0000</td>
<td>35-6</td>
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<tr>
<td>32</td>
<td>I'm Gonna Love You Back to Loving Me Again</td>
<td>Randy Stampley (Epic FC-37005)</td>
<td>33-3</td>
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<tr>
<td>33</td>
<td>Wasn't That a Party</td>
<td>Hank Williams, Jr. (Epic/Cleveland Int'l JC-37107)</td>
<td>34-6</td>
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<tr>
<td>34</td>
<td>My house in Alabama</td>
<td>Alabama (RCA AAL 1-3644)</td>
<td>40-47</td>
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<td>35</td>
<td>John Anderson 2 On</td>
<td>John Anderson (Warner Bros. BS-K-3547)</td>
<td>51-5</td>
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<tr>
<td>36</td>
<td>Mako</td>
<td>Mako (Columbia JC-35305)</td>
<td>46-2</td>
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<td>37</td>
<td>I'm a Country Fiddler</td>
<td>Mel McDaniel (Capitol ST-12116)</td>
<td>48-12</td>
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<tr>
<td>38</td>
<td>I Am Your Man</td>
<td>George Jones (Epic FC-36586)</td>
<td>38-35</td>
</tr>
<tr>
<td>39</td>
<td>Blue Pearl</td>
<td>Earl Scruggs &amp; the Dire Straits (Sunbird ST-50110)</td>
<td>50-9</td>
</tr>
</tbody>
</table>

**In The WILD WEST**

Every Shot Hits...

**“Are You Happy Baby?” #1**

**“What Are We Doing In Love”**

on target

From the Dottie West album **WILD WEST**

Produced by Brent Maher and Randy Goodrum

Direction: Michael Brokaw/Kragen & Co.
CASHBOX TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

May 23, 1981

### Top 100 Singles

1. **The Night Is Long (Countrified)** (BMI) - Reba McEntire

2. **Lying Again** (ASCAP) - Randy Travis

3. **Billy's Song** (BMI) - Trisha Yearwood

4. **Somebody's Gonna Love You** (BMI) - Reba McEntire

5. **The Chicken Dance** (BMI) - Kix

6. **Runaway Love** (BMI) - Lee Ann Womack

7. **The Man That Loves Me** (BMI) - Dolly Parton

8. **If I Were You** (BMI) - Loretta Lynn

9. **The Love You Don't Want** (BMI) - Toby Keith

10. **The Best Of Times** (BMI) - George Jones

### Other Notable Songs

- **Love Hurts** (BMI) - Reba McEntire
- **A Whole Lot Of Dogwood** (BMI) - John Anderson
- **You Don't Remember Me** (BMI) - Melba Montgomery
- **The Only Thing That Matters** (BMI) - Loretta Lynn
- **Don't Leave Me Lonesome Tonight** (BMI) - Tanya Tucker
- **The Man That Loves Me** (BMI) - Dolly Parton
- **The Night Is Long** (BMI) - Reba McEntire

### Exceptions

- **Handwritten** (BMI) - Reba McEntire
- **A Whole Lot Of Dogwood** (BMI) - John Anderson
- **You Don't Remember Me** (BMI) - Melba Montgomery
- **The Only Thing That Matters** (BMI) - Loretta Lynn
- **Don't Leave Me Lonesome Tonight** (BMI) - Tanya Tucker
- **The Man That Loves Me** (BMI) - Dolly Parton
- **The Night Is Long** (BMI) - Reba McEntire

Alphabetically, the top 100 country singles from May 23, 1981, include a variety of popular hits from different artists and publishers, reflecting the diverse landscape of country music at that time.
WE AT
CBS RECORDS NASHVILLE
ARE VERY PROUD
OF THE ACCOMPLISHMENTS OF OUR ARTISTS
AS RECOGNIZED DURING THE
1981
ACADEMY OF COUNTRY MUSIC AWARDS

GEORGE JONES
TOP MALE VOCALIST

SINGLE RECORD OF THE YEAR
“HE STOPPED LOVING HER TODAY”
PRODUCED BY BILLY SHERRILL

SONG OF THE YEAR
“HE STOPPED LOVING HER TODAY”
WRITTEN BY BOBBY BRADDOCK AND CURLY PUTMAN
PUBLISHED BY TREE PUBLISHING COMPANY
PRODUCED BY BILLY SHERRILL

MOE BANDY & JOE STAMPLEY
TOP VOCAL DUET

THE CHARLIE DANIELS BAND
TOURING BAND OF THE YEAR

WE ARE
HONORED TO BE ASSOCIATED WITH THESE ARTISTS
AND THEIR MUSIC.

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SINGLES REVIEWS
NEW AND DEVELOPING ARTISTS

JOEY MARTIN (Soaring SR-1001)
A Pretty Diamond Ring (3:15) (Tree Pub., Inc. — BMI) (G. Martin) (Producers: C. Howard, R. Stander)
Martin's rich vocals, a Jimmy Buffett "Margaritaville" sound, and a surefire ending should make up his debut release for this new label a sure shot for radio play. This fine effort augurs well for both Martin and Soaring.

THE CORBIN/HANNER BAND (Alfa ALF-7001)
Time Has Treated You Well (2:47) (Saban Music, Inc. — ASCAP) (D. Harner) (Producer: T. West)
The young Alfa label is coming on strong, thanks to the talents of artists like Bob Corbin and Dave Hamner. Vocalis are the strong point of this Hanner-penned tune, a soft, rolling number that also features some good guitar work. Radio should love this one.

HITS OUT OF THE BOX

CONWAY TWITTY and LORETTA LYNN (MCA 51114)
I Still Believe in Wallace (3:29) (Southern Nights Music — ASCAP) (M.D. Hughes, J. MacRae, B. Morrison) (Producers: R. Chancey, C. Lynn)
WYLON & JESSI (RCA PB-12245)
JOHN CONLEE (MCA 51113)
Could You Love Me (One More Time) (2:43) (Fred Rose Music — BMI) (C. Stanley) (Producer: B. Logan)
BRENDA LEE (MCA 51113)

FEATURE PICKS

BELLYMOUTH BROTHERS (Warner Bros./Curb WBS-49729)
They Could Put Me In Jail (3:31) (Hall-Clement Pub. — BMI) (B. McDill) (Producers: M. Lloyd, Bellymouth Brothers)
JIM CHRISNUT (Liberty 1405)
JEANNE PRUETT (Paid PAD-136)
KING EDWARD IV and the KNIGHTS (Soundwaves NSW/SW 4536)
CARROLL BAKER (Excalibur SIB-1013)
FRANKIE AUMAN (Kim 905)
TONI JOLENE (T NT TNT-100)
I've Been Around Enough To Know (2:28) (Hall-Clement Pub. — BMI) (B. McDill, D. Lee) (Producer: A. V. Mittelsledt)

ALBUM REVIEWS

HARD COUNTRY — Various Artists — Epic SE 37257
Producers: Various — List: 9:58 — Bar Coded
The country soundtrack phenomenon continues with two more releases this week. This one, culled from the film starring Michael Vincent and Kim Basinger, features 10 tunes by Michael Murphy, Jerry Lee Lewis, Joe Ely, Kathy Moffatt and Tanya Tucker (who is also featured in the film). Some of the songs included on the album are "Texas (When I Die)," "I Love You So Much It Hurts," "Cowboy Cadillac" and "West Texas Waltz."

TAKE THIS JOB AND SHOVE IT — Various Artists — Epic 37177
Producer: Billy Sherrill — List: 9:58 — Bar Coded
The song that became an anthem for the singing man has now been turned into a movie, with Johnny Paycheck delivering the title track as convincingly today as he did in 1977. In addition to appearing in the movie, David Allan Coe and Lacy J. Dalton contribute to the soundtrack, along with Bobby Bare, Steve Davis, Janie Fricke and Charlie Rich.

THE COUNTRY COLUMN

COUNTRY LOU Rawls? — Has Lou Rawls joined the ever growing number of pop stars trying their luck in the country field? Not quite. But Rawls does turn in his smooth as silk vocals for a little bit of a country twang in the upcoming ABC-TV pilot The Fall Guy, starring Lee Majors. Lee and Rawls will portray Country Joe Walker, a country singer who, in the one-hour Fall pilot, is accused of assassinating his manager. Majors plays a top Hollywood stuntman who moonlights as a bounty hunter.

CELESTIAL RABBIT — Darth Vader, beware. There's a new "star" on the horizon to contend with — one named for Eddie Rabbit. The International Star Registry has designated celestial body Cephreus RA 23 28 30 degrees to be chartered permanently in the Registry's Swiss vaults and recorded in the Library of Congress as the Eddie star.

REGGAE BELLAMYS — Songwriters take note. Howard and David Bellamy are scouting material for the album they will soon begin recording. We hear they'll fuse country with a bit of reggae on the waxing.

RALPH'S GENERAL STORE — Producers Aid Inc. of Clewiston, Fla., is in Nashville filming a possible television show it hopes to sell to a major network this fall. Titled Ralph's General Store, the talk show/variety format is hosted by Ralph Emery and will feature a number of country artists on each show. Sort of the "country" version of the Johnny Carson show, the first show will feature Ray Stevens, Janie Fricke, Ed Bruce, Randy Parton and Hank Williams, Jr. as well as a house band that includes such notables as Buddy Emmons, Leon Rkick and Kenny Glass. Producer and director are Chuck Rosenbloom and Robert Shuler, respectively.

Kenny and Taffy on the Road? — Word is that Kenny Rogers is about to tour with yet another up-and-coming artist — MCA's Taffy McElroy. We hear "The Gambler" is considering taking a sure bet by putting McElroy on the road with him this summer, allowing the young pop/rock singer to open his show.

Twittyville — Hendersonville seems to be a popular place for country artists to live, as well as open their offices. Johnny Cash and the Oak Ridge Boys are just a few of the country music artists boasting offices in Hendersonville. Conway Twitty will soon be joining the three baseball franchises, Twitty recently bought a small share of Cash, Twitty plans to build Music Village, which will include his office, a museum and, believe it or not, his home. Work should be completed by 1982. Meanwhile, look for a new Twitty album, titled "Mr. T," to be released in June. Sources who have heard the album say it is something of a departure for Twitty, with more male-oriented songs on it than ever before. Incidentally, in addition to his ownership in three baseball franchises, Twitty recently bought into a hockey team, which will be based in Nashville.

10 WITH A BULLET — George ("Goobie") Lindsey's 10th Annual Golf Tournament in Montgomery, Ala., was a success again this year. Since all proceeds go to the Alabama Special Olympics program, a number of the industry's top names donated their time and talent to the cause. This year, the Oak Ridge Boys, Wendell Holcombe, Rodney Lay and the Wild West, Buck Trent and Floyd Cramer performed for a capacity crowd during the weekend event.

Cook With Lomax — John Lomax III is now managing singer/songwriter Roger Cook. According to Lomax, Cook already has three or four new Cook songs, as well as about five others recorded and a tape almost ready to pitch to labels. The songs were recorded at Jack Clemen's 24-track JMI studio.

Gibbs Air Dates — Terri Gibbs, recently named New Female Vocalist by the Academy of Country Music, has several television appearances lined up for May, including the John David Show May 27 and Solid Gold May 29. Those in the Nashville viewing area will have a chance to see her on WSM-TV May 11-13, guesting on Sharon Puckett's In Person series.

Country Crusaders — MCA group the Crusaders were at Music City Music Hall Studios in Nashville last week working on what promises to be a special project — jazz country fusion. According to some sources, several country artists, including Terri Gibbs, Barbara Mandrell, Conway Twitty and possibly George Jones will guest on the project.

Robbins Opens Gift Shop — Just in time for Fan Fair, Marty Robbins will open the MCA Records' gift shop on the opening night of the show. The new shop will be located in the same building that houses the artist's recording studio — 1806 Division St. In addition to selling T-shirts, Robbins' albums, photos and other souvenirs, the shop will display much of the memorabilia Robbins has collected over the years. Stated for a June 1 grand opening, Robbins noted that he will be at the gift shop during Fan Fair to sign autographs.

Jennifer Bohler
### BMI Academy of Country Music WINNERS

<table>
<thead>
<tr>
<th>Category</th>
<th>Winner</th>
<th>Album of the Year</th>
<th>Single Record of the Year</th>
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<tbody>
<tr>
<td>TOP NEW FEMALE VOCALIST</td>
<td>Terri Gibbs</td>
<td>&quot;Urban Cowboy&quot;</td>
<td>&quot;He Stopped Loving Her Today&quot;</td>
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<tr>
<td>TOP NEW MALE VOCALIST</td>
<td>Johnny Lee</td>
<td></td>
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<tr>
<td>TOP VOCAL GROUP</td>
<td>Alabama</td>
<td></td>
<td></td>
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<tr>
<td>TOP VOCAL DUET</td>
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<tr>
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<tr>
<td>SONG OF THE YEAR</td>
<td>&quot;He Stopped Loving Her Today&quot;</td>
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<td>COUNTRY MUSIC MOVIE OF THE YEAR</td>
<td>&quot;Coal Miners Daughter&quot;</td>
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</tbody>
</table>

### Pioneer Award

- **Ernest Tubb**

### Bass, Fiddle, Drums, Guitar, Steel Guitar, Band of the Year (Touring)

- **BASS**
  - Curtis Stone
- **FIDDLE**
  - Johnny Gimble
- **DRUMS**
  - Archie Francis
- **GUITAR**
  - Al Bruno
- **STEEL GUITAR (tie)**
  - Buddy Emmons
  - J. P. Maness
- **BAND OF THE YEAR (Touring)**
  - Charlie Daniels Band (Charlie Daniels)

### Congratulations

**THE WORLD'S LARGEST PERFORMING RIGHTS ORGANIZATION**

[www.americanradiohistory.com](http://www.americanradiohistory.com)
Radio Stations Generate Support for Razzy Bailey’s West Coast Concerts

NASHVILLE — Several West Coast radio stations participated in RCA records president Bob Hough’s recent trip to California to build awareness of Bailey by featuring his country music and by distributing the new upcoming country music, scheduled to air Aug. 13, featuring Bailey.

Gerim Records Opens Offices in Chicago

NASHVILLE — Gerim Records, the newly formed Chicago label that occupies the former home of the legendary Chess Records, has entered the gospel field with the signing of Mitty Collier. Collier had recorded with Gerim president Gerald Sims for Chess in the early 60s. Gerim is also preparing for its entry into the country music field with signings to be announced shortly.

Radio Stations Support Razzy Bailey’s West Coast Concerts

Radio stations across the West Coast have been featuring Bailey on their airwaves, scheduled to air Aug. 13, featuring Bailey.

WANDERING EYES AT WUBE — During a recent visit to Cincinnati, Epic artist Ronnie McDowell dropped in on the staff of WUBE. McDowell was busy enough to be on hand when WUBE’s new promotional T-shirts were among the first to be presented with one. Presented with McDowell’s T-shirts were Tom Genetti, Epic Cincinnati promotion manager, and WUBE AM/FM PD Paul O’Brien.

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. FEELS SO RIGHT — ALABAMA — RCA — 69 REPORTS
2. I SHOUL’VE CALLED — EDDY RAVEN — ELEKTRA — 52 REPORTS
3. TOO MANY LOVERS — CRYSTAL GALYE — COLUMBIA — 29 REPORTS
4. WHISKEY CHASIN’ — JOE STAMPLEY — EPIC — 17 REPORTS
5. THEY’LL NEVER TAKE ME LIVIN’ — JUAN DILLON — RCA — 17 REPORTS
6. RUN TO HER — SUSIE ALLANSON — LIBERTY — 16 REPORTS
7. SEVEN DAYS COME SUNDAY — RODNEY LAY — SUN — 16 REPORTS
8. THEYRE TELLIN’ ON ME IN CHEATIN’ SONGS — LEE CUMMINS — STARGEM — 15 REPORTS
9. I OUGHT TO FEEL GUILTY — JEANNE PRUETT — PAID — 15 REPORTS
10. DON’T BOTHER TO KNOCK — JIM ED BROWN AND HELEN CORNELIUS — RCA — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. I WAS COUNTRY WHEN COUNTRY WASN’T COOL — BARBARA MANSELL — RCA — 83 REPORTS
2. THE MATADOR — SYLVIA — RCA — 62 REPORTS
3. BLESSED ARE THE BELIEVERS — ANNE MURRAY — CAPITOL — 59 REPORTS
4. SURROUND ME WITH LOVE — CHARLY McCALLEN — EPIC — 57 REPORTS
5. LOVIN’ ARMS — ELYSIS BASHLEY — RCA — 57 REPORTS
6. DO I HAVE TO DRAW A PICTURE — BILL SWAN — EPIC — 56 REPORTS
7. WHAT ARE WE DOIN’ IN love — DOTTIE WEST — LIBERTY — 55 REPORTS
8. BY NOW — STEVE MARINER — RCA — 45 REPORTS
9. LOVIN’ HER WAS EASIER (THAN ANYTHING I’LL EVER DO AGAIN) — TOM FALL and the GLASER BROTHERS — ELEKTRA — 44 REPORTS
10. MONA LISA — WILLIE NELSON — COLUMBIA — 53 REPORTS

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8. BY NOW — STEVE MARINER — RCA — 45 REPORTS
9. LOVIN’ HER WAS EASIER (THAN ANYTHING I’LL EVER DO AGAIN) — TOM FALL and the GLASER BROTHERS — ELEKTRA — 44 REPORTS
10. MONA LISA — WILLIE NELSON — COLUMBIA — 53 REPORTS

Radio Stations Support Razzy Bailey’s West Coast Concerts

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Gerim Records Opens Offices in Chicago

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COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. FEELS SO RIGHT — ALABAMA — RCA — 69 REPORTS
2. I SHOUL’VE CALLED — EDDY RAVEN — ELEKTRA — 52 REPORTS
3. TOO MANY LOVERS — CRYSTAL GALYE — COLUMBIA — 29 REPORTS
4. WHISKEY CHASIN’ — JOE STAMPLEY — EPIC — 17 REPORTS
5. THEY’LL NEVER TAKE ME LIVIN’ — JUAN DILLON — RCA — 17 REPORTS
6. RUN TO HER — SUSIE ALLANSON — LIBERTY — 16 REPORTS
7. SEVEN DAYS COME SUNDAY — RODNEY LAY — SUN — 16 REPORTS
8. THEYRE TELLIN’ ON ME IN CHEATIN’ SONGS — LEE CUMMINS — STARGEM — 15 REPORTS
9. I OUGHT TO FEEL GUILTY — JEANNE PRUETT — PAID — 15 REPORTS
10. DON’T BOTHER TO KNOCK — JIM ED BROWN AND HELEN CORNELIUS — RCA — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. I WAS COUNTRY WHEN COUNTRY WASN’T COOL — BARBARA MANSELL — RCA — 83 REPORTS
2. THE MATADOR — SYLVIA — RCA — 62 REPORTS
3. BLESSED ARE THE BELIEVERS — ANNE MURRAY — CAPITOL — 59 REPORTS
4. SURROUND ME WITH LOVE — CHARLY McCALLEN — EPIC — 57 REPORTS
5. LOVIN’ ARMS — ELYSIS BASHLEY — RCA — 57 REPORTS
6. DO I HAVE TO DRAW A PICTURE — BILL SWAN — EPIC — 56 REPORTS
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### BLACK CONTEMPORARY

#### TOP 75 ALBUMS

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<thead>
<tr>
<th>Weeks On Chart</th>
<th>5/6/1971</th>
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<tr>
<td>1</td>
<td>BEING WITH YOU</td>
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<td>2</td>
<td>A WOMAN NEEDS LOVE</td>
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<td>3</td>
<td>THE DUDE</td>
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<td>GAP BAND III</td>
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<td>STREET SONGS</td>
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<td>RADIAN</td>
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<td>WHAT CHA' GONNA DO FOR ME</td>
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<td>STONE JAME</td>
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<td>9</td>
<td>THREE FOR LOVE</td>
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<td>11 GRAND SLAM</td>
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<td>11</td>
<td>MY MELODY</td>
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<td>12</td>
<td>HOW 'BOUT US</td>
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<td>13</td>
<td>STEPHANIE MILLER</td>
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<td>14</td>
<td>LICENSE TO DREAM</td>
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<td>15</td>
<td>IMAGINATION</td>
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<td>16</td>
<td>THE CLARKE/DAKE PROJECT</td>
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<td>17</td>
<td>CALL IT WHAT YOU WANT</td>
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<td>18</td>
<td>TWICE AS SWEET</td>
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<td>19</td>
<td>TO THE TWO OF US</td>
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<td>20</td>
<td>THROUGH THE WHISPERS</td>
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<td>21</td>
<td>THROUGH THE WHISPERS</td>
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<td>22</td>
<td>THE NIGHTWALKER</td>
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<td>23</td>
<td>HOUSE OF MUSIC</td>
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<td>THE CLARKE/DAKE PROJECT</td>
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<td>25</td>
<td>HOTTER THAN JULY</td>
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<td>26</td>
<td>RHYTHM</td>
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<td>27</td>
<td>VOYEUR</td>
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<td>28</td>
<td>KEEP ON IT</td>
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| 29           | LOVE IS...

<table>
<thead>
<tr>
<th>Weeks On Chart</th>
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<tr>
<td>37</td>
<td>IN OUR LIFE'S TIME</td>
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<td>38</td>
<td>TO LOVE AGAIN</td>
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<td>39</td>
<td>SKYFYR</td>
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<td>40</td>
<td>TURN UP THE MUSIC</td>
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<td>41</td>
<td>RELATION</td>
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<td>42</td>
<td>TURN THE HANDS OF TIME</td>
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<td>43</td>
<td>ARTHUR FRANKLIN</td>
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<td>44</td>
<td>ALL AMERICAN GIRLS</td>
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<td>45</td>
<td>GLOW YOU CAME MY WAY</td>
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<td>46</td>
<td>PERFECT FIT</td>
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<td>47</td>
<td>LABOR OF LOVE</td>
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<td>48</td>
<td>EVERYTHING IS COOL</td>
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<td>49</td>
<td>AMERICAN DREAM</td>
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| 50            | THE THREE 

### STAYING YOUNG — Bruno Records recording group Young & Co. recently performed at the Copacabana in New York. Pictured in the back row are (-I-): Rich Morrison and Tony Burzio looking back on: Tom Gonzales, Buddy Richard and Kenny and Dave Ros of the group; Chuck Leonard, WXXL-DJ, Jackie Young of the group; Jim Knapp, WXXL program director; Nat Turner, New York Giants; Danny Lewittes, president, LM Records; Leon Perry, New York Giants; and Keith Willis, WXXL. Pictured in the front row are (-I-): Jerry Kenny, president, Bruno; Mike Young, Billy Young and Jeff Miller of the group; Jimmy Hester, promotion, and Renee Boone, Bruno.

### THE RHYTHM SECTION

#### THE LOSS — They say that the good die young. Such a cliché is given substance in the sad and untimely death of Bob Marley, who passed away last Monday, the victim of lung cancer and a brain tumor. Although his music was slow to gain mass acceptance in the black community, his spirit was an abundant source of energy internationally and for many a young people. The loss is not an obituary (see separate story), but instead, one of many non-cryptic eulogies writers and columnists will offer as a substitute for a bewildered emotional perspective. Writers are not alone in this stunted state and certainly are not the only ones trying to remind the public of the man and his contributions. Several stations around the country have programmed Marley’s music in recognition of the man’s genuine music talent and social impact. Taking it a step further, Ken Williams at WLIB/New York is planning a memorial concert in Central Park to honor Marley. But, alas, the man who will, at least for a while, be the subject of overt and silent mourning and much laudatory comment will miss the outpouring of praise. As one Los Angeles area lock put it, it hardly seems to fail that great artists never get their just until they’re gone. **HUNTING ON NEW SAFARI GROUNDS** — The Los Angeles jazz scene for the most part has escaped the inner city girl, grime and funk for more upmarket settings in the valley and along the Pacific Coast. One such bistro of the southland, the Jazz Safari, located in the Queen Mary complex in Long Beach, Calif., is being threatened with closure due to its precarious relationship with its lessee, Warner Reprise. Sony Music will not renew its lease, which will expire in August, and is expected to vacate the premises. The club’s ambiance is a throwback to the days of the jazz clubs of the late 1940s and early 1950s, when the best musicians in the country could be found performing there. It is a regular stop for many of the city’s top players, and has gained a reputation as one of the finest jazz clubs in the country. The club’s closure would be a loss for fans of jazz, as well as for the musicians who perform there on a regular basis.

### DIVORCED BRIDES — Former Brides of Funkenstein Dawn Silva and Lynn Mabry have divorced the P-Funk of Lord and master George Clinton to strike out on their own. And as with all newly liberated ladies these days, they’re getting their act together and have been talking in on the road. The girls do not have a record deal as of yet and are still in negotiations to retain the name “Brides.” The duo, backed by a six-piece, two-tone band of local Detroit players, have been touring the country and making a name for themselves. The group plans to have its share of the royalties from the sales of the music donated to the Atlanta Children’s Foundation. The song was arranged and conducted for Knight by Jimmie Haskell.

### KOOL REED — Actor Tim Reid of CBS-TV’s WKRP in Cincinnati, who portrays the irrepressible Venus Flytrap, is slated to serve as emcee during the upcoming 20th Century Fox Jazz Festival. The two-day festival is scheduled to feature performances by Aretha Franklin, the Isley Bros, Kool and the Gang, The Manhattan’s, The Crusaders, The Temptations, The Foyel and The Jones Girls at the San Diego Stadium. Reid will also treat music fans to readings from his recently penned poetry collection, titled “As I Feel It.”

### HOT VINYL CROSSOVER — Groover Washington Jr. is Elektra’s Alkaloid Cup. “Winelight,” (£6 #1) is now taking the top spot on the Cash Box Top 200 Albums chart. ... The highest R&B/pop crossover debut on that chart this week is “Nightclubbing” (£111 bullet) by Warner Bros. artist Grace Jones and labelmate Randy Crawford’s “Secret Combination” (£159 bullet). ... Smokey Robinson's “Being With You” on Motown topped the Cash Box pop singles heap with a bullet this week. Strong crossover debuts on that chart include “Jones Vs. Jones” (£83 bullet) by De-Lite/PolyGram group Kool and the Gang, “Yearning For Your Love” (£88 bullet) by Mercury/PolyGram group The Gap Band and “Give It To Me Baby” (£90 bullet) by Gorden/Motown artist Rick James.

### SHORT CUTS — Rufus “Hold On To A Friend,” the second single from its MCA album, “Party ‘Til You’re Broke,” was recently released. ... Carl Carlton’s new 20th Century-Fox album, “She’s A Bad Mama Jama,” is produced by Leon Haywood. Labelmate Gene Chandler’s latest single is titled, “I’m Attracted To You” and will be released on 20th Century-Fox/Ch-Sound Records. ... Legendary reggae singer Jimmy Cliff recently did eight sold-out shows at L.A.’s Roxy, performing songs from his MCA LP, “I Am The Living” ... Pati LaBelle is currently preparing an eclectic album of blues, country, rock and gospel with about five producers dabbling in the mixing. Too many chefs? ... Spring/PolyGram recording artist Millie Jackson is set for two live dates at New York’s Beacon Theatre, May 22-23.
V103 – ATLANTA – SCOTTY ANDREWS, PD
Albert Hammond: European Star Seeks Success In U.S.

While he could easily sit back and enjoy his flourishing international career and the royalties from the hit songs he has written, Hammond refuses to be satisfied until he has finally established himself as a major artist in the U.S. "I don't think I've given my best shot in the States and wasn't good enough," said Hammond. "It was more a political battle where the company wasn't behind me, because I was writing hit songs that invariably ended up hits for other people."

An unusual rift that Hammond refers to was between his label, Mums, and mother company Epic. According to the A/C artist, it constituted the pressing of only 5,000 copies in U.S. and Canada of his easy listening hit, "99 Miles From LA." as well as the shelving of albums produced by Hal David and Ron Richards.

He was a victim of record company bureaucracy," claims Hammond. "Just like you shouldn't have children if you can't take care of them, you shouldn't sign an act if you can't do the job for them."

With the Mums/Epic contract a closed chapter in his life, Hammond is looking upon the '80s with a new optimism. The Englishman has finally gained U.S. citizenship, signed with a new company, Columbia, and released a new LP, "Your World And My Voice." He was ready to sign withAtlantic before I recorded the new LP, as they were very impressed by Hammond's "Hithead Records - "Hard Hands."" said Hammond. "But Walter Yetnikoff called me up and talked about how long I'd been with CBS. (10 years) and how supportive Columbia would be of my work. I felt I had to go with Yetnikoff and Asher because they've always been good friends.

Hammond enlisted adult contemporary producer extraordinare Jim Ed Norman for his maiden voyage on Columbia. The '80s song collection is rich with easy listening tunes, but Hammond feels that the work as a whole is representative of the trend back to a simpler sound.

No Categories: "Strong melodies and lyrics are coming back in the '80s," offers Hammond. "Good material is what matters, not if the song is MOR or rock." The singer/songwriter went on to say that he genuinely felt that Columbia was really behind his product, that he was especially pleased with support from such staffers as Jim Marino and Mickey Eichner, but to augment the label's efforts, Hammond has recruited five independent promotion men to push "Your World And My Voice." I'm not taking any chances this time around," explains Hammond. "Making it in the U.S. is the most important thing in my life right now. And if it doesn't happen, I can look at people like Kenny Rogers for inspiration. You don't have to be 18 anymore to be a star."

MCA Canada Introduces Masterpieces Series

TORONTO -- MCA Records (Canada) has launched a half-dozen albums in the MCA Masterpieces Series, with an initial release of four titles, including Tom Petty & the Heartbreakers' "Hard Promises" (BSR 5160) and "Damn The Torpedoes" (MCA 5105), The Who's "Who's Next" (MCA 3024) and Steely Dan's "Gaucho" (MCA 6102).

The Masterpieces Series, according to the label, is at no extra cost to the retailer or consumer.

Argentina

BUENOS AIRES -- Nearly 100,000 music fans attended the first International Rock Festival held in Buenos Aires in September, Jr. Gary McCracken and bassist Gary Gingrich, both formerly of Max Webster, have joined Madsongs. The album (produced by Jack Richardson) is getting good reception from programmers here. Queen drummer Roger Taylor was in town to kick off the album's promotion.
international dateline

mind: To please the most difficult audience of our times — the youth. After many auditions, Sanderson came along. A 28-year-old, extremely handsome, half-English, half-French actor, he was a new face on the scene, in fact a seasoned musician who paid his dues to the business. A piano player, he had been a part of a group called "Lover's Love." He had a single out on Vogue. The single didn't do very well, the group dispersed, and Dolce and video was obliged to move from one second rate gig to another for two years in Paris. Then, a year-and-a-half in Italy, he returned to Paris in 1979, where he recorded an LP that was never released. Then one day he happened to be at the right place at the right time and met the Righteous Scors. Robert's talent scout instincts proved to be right once more. The search was over, Sanderson got the contract. He sang "Reality" and "La Buona." number one in all the charts. For the first time in French film industry history, the music sold million, and was directly responsible for the immense box office success of the film.

dilek koc

Germany

MUNCHEN — There has been much activity of late in the German market, highlighted by the various examples of aggressive marketing and promotion of both music and video product. ...WEA has been hot with its video catalog. ...Joe Dolce, a newcomer to Arista from Italy, has taken on the #1 single spot with Shadpad Your Face." Dolce displaced Polydor recording group Visage's "Fade To Grey," which has been the label's biggest success since Klaus Ebert took over A&R responsibilities with Rudy Visker. Now the new music management team at DGG. Teledex is very hot lately, with 12 positions in the Top 75 singles chart and seven in the Top 25. Bellaphon is experiencing some success with Motown product. The new association between the two companies gained a good measure of visibility through a campaign for Stevie Wonder, who will tour here in about two weeks.

Overseas, Ralph Siegel Music's "Johnny Blue" is currently #2 in Ireland with a fine rendition by singer Lena Valaitis. On the home front again, "La Capa's "Angel Of Mine," sung by Jeruenikus, Marxus, just achieved gold, selling 500,000 units.

Italy

ITALY — Among the foreign acts expected on Italy's summer tour this spring are Status Quo, Kraftwerk, Alan Stivell and the Angelic Upstarts. For the summer, tours by Stevie Wonder, Robert Fripp, The Clash, Dire Straits, Ted Nugent and The Police are planned. Caraselli signed an agreement with Buddha for licensing this catalog in Italy, first releases, including product by Bill Haley, Paul Anka, Little Richard and others are expected for May.

The Dutch group Gruppo Sportivo (recording group Artila) licensed here by CGD) recently made a tour of Italy. During this tour, the group appeared on top TV shows and the new LP "Yanagi George" in Rome by the state-owned TV network.

Piacid Pirelli is the new sales manager at Fonit-Cetra in Italy, Lucille Mazzenoli and Giulia Barnera resigned from Ciao Records, where they were responsible for promotion and sales.

Raretone, the jazz-oriented label created by Dario Baresi, announced that the number of foreign labels licensed in Japan by Raretone went up to 26. The releases are divided into two series, "For Collectors" and "For..." mario de luigi

Japan

TOP TEN 45s
1 Ruby No Yubiwa — Akira Terao — Toshiba-EMI
2 Machikado Twilight — Channs — Epic/Sony
3 I Can Be - Toshihiko Kiel — Toshiba-EMI
4 Yokohama Cheek — Masahiko Kondo — RCA
5 Yoshiki — Susumu Hirasawa — Toshiba-EMI
6 Top City Boy — Akira Terao — Toshiba-EMI
7 Harusaki Kobino — Koko Yano — Yamaha
8 Live Rock 'N Roll — King
9 Sunset Memory — Naozumi Sugimura — Polystar
10 Hideki Tadaji — Sony

TOP TEN LPs
1 Reflections — Akira Terao — Toshiba-EMI
2 Future Shock — Toshihiko Kiel — Toshiba-EMI
3 Ringetto — Miyuki Nakajima — Sony
4 Franky — Tetsuya Komuro — Toshiba-EMI
5 BGM — Yellow Magic Orchestra — Afa
6 Future Shock — Toshihiko Kiel — Toshiba-EMI
7 B precaution — Toshihiko Kiel — Toshiba-EMI
8 Hot Chune — Yanagai George & Rainy Wood — Warner/Pioneer
9 All No Concert — Richard Clayderman Orchestra — Victor

Cash Box of Japan

Ariola Brazil Releases Ney Matogrosso Album

BRAZIL — Singer Ney Matogrosso, one of Brazil's most popular performers, has had his first album for Ariola Records/Brazil released here after signing a long-term contract with the label.

Antonio Duncan, Ariola's international A&R manager, is presently in New York to arrange for the release of Matogrosso's LP in the United States, for which Matogrosso would record most of his songs in English.

INTERNATIONAL CERTIFICATIONS

Loveboy

CBS recording group Loveboy received a double platinum certification for sales of 200,000 units of its self-titled debut LP in Canada.

Matchbox

Magnet recording group Matchbox was awarded a gold disc for 50,000 units sold of its "Rockabilly Rebel" LP in Australia.

Secret Service

Sonet recording group Secret Service was awarded gold discs, signifying sales of 50,000 units, for its "Oh Susite" and "Ye-Si-Calps" in Sweden.

WHERE IN THE WORLD

RCA recording artist John Denver is currently on a four-city, seven-concert tour of Japan. To conclude May 24, the tour covers Tokyo, Osaka, Fukusui and Sendai. Columbia recording artist Billy Joel is currently on a six-city tour of Australia. To conclude May 24, the tour covers eight cities including Sydney, Melbourne and Brisbane. RCA recording group Whitesane and Capitol recording artist Billy Squier are currently touring by U.K. This tour concludes May 31.

Tamil recording artist Stevie Wonder is currently on a tour of continental Europe. The tour, which concludes June 3, includes dates in the Netherlands, Denmark, Sweden, Norway, Germany, Austria, Belgium and France.

Recording artist Andy Williams, currently on a Far East tour that includes dates in Singapore, Malaysia, Thailand, Hong Kong, the Philippines and South Korea, will play London's Grosvenor House June 22-27.

Audiofidelity Bows New Subsidiary in United Kingdom

LONDON — Audiofidelity Enterprises, Inc., a wholly-owned subsidiary established by RCA for the United Kingdom under the direction of Robin Taylor.

During the past months, Audiofidelity Enterprises, U.K. Ltd. will release approximately 60 LPs from the American company's catalog, as well as other outside sources, according to Dante Pugliese, Audiofidelity chairman. No particular style or genre will be featured.

Taylor, a veteran in the U.K. music business, most recently served as Unit Artists' Music general manager. Prior to that, he held posts as general manager for Casablanca Record and FilmWorks for Europe and director and general manager of Pye Records. He will report directly to Pugliese.

Commenting on the new company, Pugliese said, "We feel that this is the ideal time to establish our own base in the U.K. and to move ahead aggressively with our R&D programs. We have been waiting for the right man to helm our organization, and with Robin Taylor, we believe that we will rapidly establish a new market share to make this new subsidiary highly successful."

Adelphi Names Seven Overseas Distributors

NEURO — Adelphi Records recently named several new distributors and licensees for overseas territories. The label is an independent, but also coordinates all distribution, promotion, advertising and tour activities for its acts.

The new overseas distributors are Making Waves Music (United Kingdom), Musikdistributoren (Sweden), Phonogram Import Service (Germany, Larrikan (Australia), Nippon Phonogram, Ltd. (Japan), Wave Distribution (France), and Phonodisk (Canada). Upcoming releases include "Phil Woods Quartet Live" this month and albums by Benny Greco and the Fugs in June. The Adelphi offices in Washington, D.C. can be reached by calling (202) 723-6958.
CLARK COUNTS OFF — Trumpeter Clark Terry recently introduced his new big band to New York at a Bottom Line gig. Terry's new album, "Yes, The Blues," has just been released on Pablo Records.

FACES — John Clark — ECM 1-1176 — Producer: Manfred Eicher — List: 8.95

Clark has single-handedly made a place for the French horn in jazz ensembles, working with artists as diverse as Carla Bley and Gil Evans. His band with tuba player Bob Stewart was one of New York's most unique aggregations, and with "Faces," he continues to show that he hears different voices in jazz units. David Friedman on vibes and marimba, David Darling on cello and Jon Christensen on drums give this unit a sound like no other. Open your ears.


Perhaps the most recorded bass player ever, it takes a considerable Carter session to stand out, and this one does. A core trio of Carter, pianist Kenny Barron and trumpeter Chet Baker perform on all tracks, joined by either drummer Jack DeJohnette or a small Latin rhythm unit. "Ah, Rio" and "Third Plane" are the standouts, and Barron continues to prove that he is the pianist for all seasons.

COLLECTIVE CONSCIOUSNESS — Gordon Brisker — Sutra SUS 1007 — Producer: Dave Pell — List: 7.98

Listeners may already know reedman Brisker from his work with labelmate Bobby Shew. This album shows Brisker's talents to fine advantage, allowing him enough space to work the entire range of his horn. Composed of two sessions, the album's first side presents a smooth, large group sound, while the second features a smaller but equally impressive unit. Front support is offered by the sideman, most notably Shew and guitarist Joe Diorio.

BILL DIXON IN ITALY, Vol. 1 — Bill Dixon — Soul Note SN 1008 — Producer: Giovanni Bonandrini — List: 11.98

Fans of the avant garde trumpet/composer have been starved for new recordings since he secluded himself in a teaching position at Bennington College. Dixon snuck out of the classroom long enough to take a three-trumpet sextet to Italy for a couple of sessions, and the results almost make the wait worthwhile. A thoughtful improvisor and a leader with vision, Dixon is the kind of musician that can really prod experimental music. Hopefully the release of volume 2 is imminent.
Reggae Superstar Bob Marley Succumbs To Cancer At 36

(continued from page 3)

transports me to St. Anne's parish in Rhoden Hall, the birthplace of Marcus Garvey.

News service reports from Kingston, Jamaica, indicated that the country's four radio stations have been playing Marley's music non-stop since his death was announced. The country's Broadcasting Corporation, the state-owned Jamaica Broadcasting Corp., also aired film clips of Marley's and Wailer's past performances. Prime Minister Edward Seaga echoed the philosophical view of Marley's death taken in a Jamaican Daily News editorial when he said, "It is comforting to know that Bob Marley saw this life as but one stage in the evolution of his soul."

"The people of Jamaica are taking his death as well as can be expected," said Hewan-Lowe, a close friend of Marley's. "It was as though he were singing his songs. He said, 'Life is your right, don't give up the fight,' and I think that spirit will be carried on. I can see people of all musical persuasions, and I for one am a Brooklyn boy, say it was 1962 with the single "One Cup of Coffee," he first gained local prominence in 1963 when he was discovered by Peter Minnios. Since then he had been living with Beverly Kelso to form The Wailing Wallers.

Under that name, the band put out a number of singles in the mid-60s on the Coxson's label, up to and including the 1966 number, "Rude Boy." That same year, however, Brathwaite and Kelso split from the group and the band left Coxson to form its own Wailing Souls label, which folded shortly thereafter.

First Marlon. A promising career began to take off after a brief association with Johnny Nash, when the latter cut his tune "I Dreamed I Saw My Father," on his U.K. chart, while back in Jamaica, a revamped Wailers had a series of hits with productions from the Stax/Hollywood label, "Soul Rebel," "Duppy Conqueror" and "Small Axe."

In 1970, the Wailers formed Tuff Gong Records, which is still in existence today, and began to cut tracks like "Trench Town Rock." Two years later, the band was signed by Island Records internationally, the beginning of a long association that saw the release of 10 albums, from "Catch A Fire" through last year's "Uprising." The pop audience for the Wailers was broadened yet further when artistically inclined Clapton covering Marley's "I Shot The Sheriff" from the band's "Burnin'" LP. Island Records, which also produced, and although Tosh and Bunny Wailer had left the band by the time "Live" was recorded in 1975, Marley was well on his way to international stardom. He made a significant dent in the U.S. charts the following year with "No Woman, No Cry" and "Rastaman Vibration" LP and the following "Exodus," "Kaya" and the live "Babylon By Bus" LPs helped increase his following both here and abroad.

In 1976, Marley, his wife and manager were wounded in an assassination attempt at his Kingston home and recovering from the political unrest in Jamaica. After a brief period of recuperation, Marley rebounded swiftly to begin recording again.

Perhaps the most politically influenced album was "Exodus," which was "surreal" LP, from its cover graphics incorporating the various flags of the free African nations to songs like "No Woman, No Cry," Marley's statement to the people of Africa, in 1980, the new Zimbabwe government elected by Hart Morris, invited him to play at the country's official Independence Ceremony. The event underscored the heroism and popularity in the Third World.

However, his music and popularity had also grown tremendously in South America, Spain and Italy, where he played to 100,000 people in Milan during the European "Uprising" tour. Marley's last two concerts were held at Madison Square Garden in the U.S., where he played with the Commodores at the end of September. His cancer was diagnosed immediately following those dates.

Considered to be a pivotal social and political artist as well as a musical genius, Marley was awarded Jamaica's Order Of Merit in April of this year for his outstanding contributions to its culture. In 1978, and he the Wailers was played in front of Prime Minister Michael Marley and Leader of The Opposition Michael Manley, invited the Prime Minister. "Love and Conquest in Jamaica, an event symbolic of his popularity in his homeland."

One of the most visible members of the Rastafarian religious sect, Marley's deep belief in the religion pervaded both his music and his lifestyle. Outwardly, it accounted for his long, matted braids, or "dreadlocks," and somewhat controversial political aspirations he has chosen a song of the reggae genre, "Ganja." Inwardly, it provided the focus for his brand of social consciousness, so well documented in his songs' lyrics.

Marley is survived by his mother, Cedella Booker; his wife, Rita Marley; and his five children, Sharon, 16; Cedella, 13; Ziggy, 12; Stevenson, 9; and Stephen; and

Wynette To Perform At Carolina Jamboree

LOS ANGELES— Epic recording artist Tammy Wynette has been added to the list of country stars who will be performing at the 20th annual Carolina country music festival to be held July 4-5 in Surfside at Myrtle Beach, South Carolina. Wynette's appearance at the Carolina Country Jamboree are now available via Ticketron, the national computerized ticket system.

New York — The Society of Professional Audio Recording Studios (SPARS) Conference '81, themed "Partners in Progress for Profits," has been scheduled for Aug. 27-30 at the Opryland Hotel in Nashville, Tenn.

Exhibitors at the convention will, for the first time, have the opportunity to open sell and conduct demonstrations for recording studio owners, engineers, producers and recording artists. Spotlighting their wares and technology will be audio and video manufacturers, distributors and suppliers, hardware and software manufacturers, makers of studio musical instruments and recording studios.

The Audio/Visual SPARS Bazaar will debut at SPARS Conference '81. The bazaar will be a forum by which previously owned studio and "demo" equipment can be displayed on a large video screen with all salient details while being offered for sale to participants.

General sessions will include Digital vs. Analog, . . . You Decide; How to Record a Hit Record, and No One Can Give You Today's Services At Yesterday's Prices . . . And Be Here Tomorrow. Guest speakers and panelists will be announced at a later date.

Advance registrations for SPARS Conference '81 are $200 for members, $250 for non-members and $150 for spouses, if paid by June 15. Further information is available through SPARS, 215 South Broad St., 7th Fl., Philadelphia, Pa. 19107. The telephone number is (215) 735-9666.


E/A, Solar Pact

(continued from page 5)

roster's product, a move that Smith said was already under consideration for some time.

Solar slaughters will interface with the E/A special markets and pop promotion staffs and oversee the transition from the creative process to the marketing process. Solar staffs will include Edna Collinson, vice president and executive director; Margaret Nash, vice president of creative services; G. Jarbe Durant, director of business affairs and finance; Clyde Wasson, vice president of Griffin's concert promotion activity; and Karolyn Ali, executive assistant to Griffin and director of Griffin-Co management.

Smith and Griffin said that the label staffs will work closely with the Sun's E/A and3rd party products and Sun's marketing strategies for release of the first Solar product under the agreement.

Along with the label and its artists, Griffin brings to E/A affiliated publishing, management, concert booking and record production services.

Apostol To New Office

NEW YORK — Apostol Enterprises and the Lambert-Apostol Co., Inc. have moved to new offices and announced new management signings. Company president John Apostol has added Rob Parisi (former lead singer/writer/producer of Wild Cherry), Martha Reeves (formerly of Martha & the Vandellas) and rock group, Modo to a roster already including Gary U.S. Bonds, who will begin a 25-city tour in May in support of his new "Dedication" LP.

The company's address is 1290 Avenue of the Americas, Suite 264, New York, N.Y. 10019. The telephone number is (212) 399-0090.

Send ideas for new segments to Bob Calhoun, 36-43 75th Ave., Long Island City, N.Y. 11101.
AMOA Hikes Booth Rates, Adopts New Rules For Expo

CHICAGO — The AMOA board of directors and Exhibit Committee for the 1981 Exposition (Oct. 25-31), Conrad Hilton, Chicago, recently adopted a number of new rules and regulations that will be incorporated into existing policies applicable to show exhibitors and implemented at this year's convention. The new sanctions were adopted at the association's recently held Mid-Year Board Meeting in Monterey, Calif. (Cash Box, May 2).

The board also voted to increase booth prices for 1981 exhibitors as follows: $700 (first booth), $600 (each additional booth) and $500 (phonograph manufacturers).

A new cancellation/refund policy has been initiated and the specifications are that all booth space must be paid in full no later than 45 days prior to the opening day of the show. Any space for which payment has not been received by this time is subject to cancellation/and/or reassignment at the option of AMOA without obligation for refund or deposit. All cancellations must be made in writing and directed to the AMOA office. Anyone cancelling space made of the show. Any space been made to the AMOA....

\[continued on page 49\]

\[this key phrases within the text for better understanding.\]

Asteroids Deluxe, By Atari: A Worthy Successor To Hit Video Game Of 1980

CHICAGO — Atari began producing the "Asteroids Deluxe" video game in April of this year. The model was the main focus at a special product orientation, held in New York this past March, with Atari luminaries present, and several machines displayed and demonstrated for mass market decision-makers and members of the press corps.

Asteroids Deluxe received a unique send-off and in a matter of a very short time has established a significant foothold in the competitive video market.

How does it fare compared to its illustrious predecessor, "Asteroids"? Cash Box revealed a number of Atari distributors to determine the game's impact at this point and it is clear that while the Deluxe model has captured a good deal of the magic of its name, it is also gaining popularity on its own merit as a result of some of the captivating new features that are incorporated into the Deluxe model.

The game's success is evident. For New Orleans

1. LOVE TO LOVE YOU CRISTY LANE (Eurythmics) 14:07
2. I WAS COUNTRY WHEN COUNTRY WASN'T COOL BARBARA MANDRELL (MCA 51107)
3. LOVIN' HER WAS EASIER (THAN ANYTHING I'LL EVER DO AGAIN) ELTON JOHN & THE BAND (Elektra E-47127)
4. GOOD OL' GIRLS SONNY CURTIS (Elektra E-47:29)
5. FEELS SO RIGHT ALABAMA (RCA PB-12326)
6. DARLIN' 'T WANT TO TALK ABOUT IT (RCA PB-12310)
7. FOOL BY YOUR SIDE DAVE ROWLAND AND SUGAR (Elektra E-47:15)
8. DON'T BOther TO KNOCK JIM ED BROWN & HELEN CORNELIUS (RCA 5100)
9. DREAM OF ME VERN GOSDEN (Duton-DV-1175)
10. UNWOUND GEORGE STRAIT (MCA 51014)

Top New B/C Singles

1. HEARTBEAT TAANA GARDNER (West End WES 1722)
2. TELL ME WHERE IT HURTS WALTER JACKSON (Columbia 11-2037)
3. NIGHT FEEL LIKE GETTING DOWN (CHARLIE STARR & ROCCO MCFARLAND) (Capitol CQ-3232)
4. TELL 'EM I HEARD IT SANTA FE (K) (Elektra 4-138)
5. TAKE IT ANY WAY YOU WANT IT FATBACK (Spring/Pologram SP 3018)
6. FREAKY DANCIN' CAMEO (Chic/Pologram SP 3107)
7. RUNNING A MAZE featuring FRANKIE BEVERLY (Capitol P-5002)
8. PUSH ONE WAY (MCA 1151)
9. LOVE'S DANCE KLOQUE (MCA 51098)
10. ANY TIME IS RIGHT ARCHIE BELL (Keel BKA 4-45)

Top New A/C Singles

1. WHAT ARE WE DOIN' IN LOVE DOTTIEWHITE (Columbia 1746)
2. SINCE I DON'T HAVE YOU DON MCLALEN (Misterio, YB 1184)
3. I'VE BEEN WAITING FOR YOU ALL MY LIFE PAUL ANKA (RCA PB-12225)
4. STILL RIGHT HERE IN MY HEART PEARL JAMIE LEAGUE (Capitol/CBS Polygram M83023)
5. PROMISES BARBRA STREISAND (Columbia 11-20695)

Southwest Hosts Summer Show At Dallas Market Hall

DALLAS — The Southwest Spring-Summer Game Extravaganza, one of the largest distributor shows in recent memory, was set to underway at the Dallas Market Hall May 16-17. Hosted by Southwest Voting Sales Company, the event was concepted as a combination showing-service-school-business seminar and Southwest president Tom Chatten expected a crowd of 1,000 to 1,500 people.

With the majority of the nation's U.S. manufacturers represented, the two-day affair will be highlighted by seminars moderated by Professor Charles Ross entitled "Computers For Your Arcade" and "Planning For Profits," as well as several seminars sponsored by Stern, Coinmachines and Atari.

Ross, a professor at Southwest University and arcade owner, was to speak on how computers can help the amusement business and financial planning.

New and current product was scheduled to be exhibited by Midway, Bally, Gottlieb, Williams, Taito, Taito Electronics, Atari, Williams, Centuri, Stern, Gremlin and U.S. Billiards in the western motif conducting the shows.

Atari engineers will conduct a service school on the subject of troubleshooting the "Asteroids phenomenon" and the "Asteroids Deluxe" and Cinematics Ron Cole was slated to host a session consisting of an
CHICAGO CHATTER

Midway Mfg. Co.'s service manager Andy Ducay recently returned from Wilkes-Barre, Pa., where he conducted a day-long factory service school as part of a two-day Bally-Midway school program sponsored by Roth Novelty. Total attendance for both days was about 110 and the classes were very well received, as was the location of the school — Mravel Roth's "The Station" restaurant. This is the establishment built by Roth from an old railroad station and about 15 rail cars that are all part of this very unique restaurant-lounge complex, which has the added enhancement of precious antiques and historic artifacts throughout [Cash Box, April 11]. Needless to say, Ducay couldn't rave enough about the place — the atmosphere, the food, the service; "all super," he said. Midway's ongoing program of service instruction continues in full gear, with the following classes scheduled during May and June: Central Dist.-St. Louis (May 28), H.A. Franz & Co.-Houston (June 1-2), Struve Dist.-Salt Lake City (June 16-17) and Nevada Gaming School-Las Vegas (June 26).

ANOTHER RECENT RETURNEE to home base is Taito America's marketing manager Mike Von Kennedy, who was in Florida for the big open house gala hosted by Monroe Dist. to herald its new brand in Hialeah Lakes. Taito's "new" Zarzon Trimline was among the new products on display at the celebration — and Von Kennel happily advised that it met with very enthusiastic response. The factory is still doing extremely well with the "Crazy Climber" video in both upright and the newly debuted cocktail table design, along with the "Space Invaders Trimline," which has been consistently in demand since it was first released.

EMPIRE DIST. is enjoying "outstanding" business these days and brisk seasonal buying, as we learned from marketing director John Neville. Among the top sellers are Atari's "Asteroids Deluxe," Stern's "Scramble," Bally's "Eight Ball Deluxe" and Midway's "Pac-Man" and "Gorf," to name a few. Gottlieb's upcoming "Mars...pinball machine has been garnering fantastic test reports and is already back-ordered at Empire. A "substantial" resurgence of interest in the Tournament Mark DArt game, which has been successful in the Wisconsin market for the past few years, is now starting to gain popularity in suburban Chicago and various Illinois areas. He also mentioned that cocktail tables are moving very well and are continuing to open new locations for ops.

INDUSTRY CALENDAR

June 4-7: Music Operators of Texas; annual meeting; Houston.
June 5-6: Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres, Rhinelander.
July 24-25; Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn, Missoula.
July 24-26: Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
Sept. 11-13; No. & So. Carolina (combined) state conv. meeting; Carolina Inn, Columbia.
Sept. 11-13: So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn, Columbia.

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□ PUBLISHER □ RECORD COMPANY □ DIME STORE □ JUKEBOXES

□ AMUSEMENT GAMES □ VENDING MACHINES □ OTHER ____________________________

A WINNER — "Scramble." Stern Electronic's popular new solid-state video game, is already a best seller in the U.S. and Canadian markets, according to director of marketing Tom Campbell, who predicts a "long production run." Unit sales, he said, are expected to equal or surpass the all-time record set by "Barzark," which ranked as the best selling game in Stern's history.

ADMA Appoints Paul Huebsch

(Stereo from page 32)

Chicago area where he became general manager for Atlas Music Company, a position he held until joining ADMA.

Joe Robbins, president of ADMA, stated that Huebsch's experience with, and knowledge of, the industry should prove to be a great help in furthering the aims of the ADMA, which is to provide a vehicle for evaluation, analysis, and communication on matters of common interest to manufacturers of coin-operated amusement games and to assist in every way possible the distributors and operators thereof.

EASTERN FLASHES

An estimated 200 people — including manufacturer reps, customers and friends — attended the big open house celebration, hosted by Monroe Dist. May 3 to officially launch the new Florida branch. Company president Norm Goldstein and a full contingent of execs from the home office were on hand to greet guests and show them around the new facilities. Plenty of food and beverages were available and there was a fine array of current and new equipment from the various lines represented by Monroe on display for everyone to see. The new branch is located at Palmetto Lakes Industrial Park, 5301 N.W. 181st St., Hialeah Lakes, Fl.

SPOKE WITH Jack Shawcross of Bally Northeast-Syracuse, where business is "great" — attributable, he pointed out, to the fact that "there's so much good product on the market.

The new Atari "Asteroids Deluxe" has many an op smiling these days over its outstanding earning power, and then there's Midway's "Gorf," which, Shawcross predicts, will be in production for a long, long time at its present rate of demand. Locations are clamoring for the Midway "Pac Man," he added, and among other big sellers at Bally Northeast are Centuri's "Phoenix," Williams' "Defender" and the fast rising new "Scramble" by Stern.

The distro recently confirmed a couple of Bally service schools in Buffalo (June 16) and Syracuse (June 18).

AT PRESS TIME, the annual OMAA state convention and trade show was just about wrapping up in Columbus — and looking like another record event for this very prominent state organization.

Stern Announces New Seeburg Distributors

CHICAGO — Stern Electronics, Inc. has expanded its Seeburg phonograph division's international network of distributors with two new appointments, announced Tom Campbell, director of marketing.

Mondial International will distribute Seeburg product throughout France. Based in the U.S., Mondial International is located at 350 Fifth Avenue (Suite 1512) in New York City. Company principal is Richard Sarkanian.

In England, Hazel Groove Music Co., Ltd. has been appointed to distribute Seeburg phonographs in that area. The company is located at Heaston Mersey Industrial Estate, Bletchley Road, Stockport, SK4 3ED, England. Stanley W. McKenna is the company principal.

Campbell said that both appointments are effective immediately.
Atari 'Asteroids Deluxe': Worthy Successor To Hit Video

(continued from page 39)
perary, Ireland). The game theme offers explosive, rapid-fire space action where players are challenged to destroy asteroids and enemy spacecraft in an atmosphere of realistic visual effects and space age sound effects, via Atari's outstanding Quadrascan video display system.

In 1980, Asteroids established itself as the highest earning game of its kind in the U.S., captivating millions of players from diverse backgrounds. The original impetus was in the 13-30 age group; but Asteroids ultimately attracted a legion of dedicated players among adults and business people in their thirties, forties, even fifties, in a wide variety of occupations.

In the final analysis, more than 70,000 Asteroids were shipped by Atari throughout the world — in cocktail, Cabaret and standard upright versions — after a record of over 18 months in production. Asteroids became the longest running "hit" product in the company's history.

Present reports indicate that Asteroids Deluxe is generating a similar impact in a number of markets. In some areas, the major thrust is in arcades while other markets report it to be equally popular in street locations.

"The Deluxe model has some added features built into it with the Asteroids player in mind, and yet you don't have to be an accomplished player to enjoy it," stated Jon Brady of Brady Distributing (Charlotte, N.C.), who notes that the game is "going very well" in his market "in a variety of locations." At this point, it's "out-earning the original Asteroids," he added, and seems to be bringing in "a new generation of Asteroids fans."

Jerry Gordon, senior vice president of Betson Enterprises (Moonachie, N.J.) observed that Asteroids Deluxe is doing "about 20% better than the original Asteroids when it first came out." Will it enjoy the longevity of its predecessor? Marcus feels it's still a little too soon to tell.

"So far, however, the reports are very good," he noted. "There are a couple of new play features that make it a little more competitive and more exciting for the game player."

Operators who have sampled the Deluxe model are very please with it and in some cases they're even more enthusiastic than they were with the original version, according to Jack Shawcross of Bally North-east (Syracuse, N.Y.). "Asteroids Deluxe has a lot going for it, in terms of visual appeal and play features," he said. "The color is outstanding and gives the game more depth." This is accomplished with Atari's unique Quadrascan system which displays...
Atari’s ‘Asteroids Deluxe’: Worthy Successor To Hit Video

(continued from page 40)

video graphics floating above a full color, three-dimensional playfield to enhance the illusion of deep space. The new model is an "immediate attraction on location" for its physical attributes, Shawcross noted, and the various added play features that provide "a bigger challenge and more exciting play."

New Play Features

Atari has incorporated a number of new features into the space action Asteroids Deluxe video game that are designed to challenge the skilful player and attract the interest of the novice as well. It will accommodate one or two players.

As the game begins, the player's spacecraft is positioned at center screen. Floating, tumbling asteroids appear slowly at first but ultimately engulfing the craft in a swarm of space rocks. The pilot must maneuver and rotate the ship to avoid collisions and attempt to destroy converging saucers and asteroids to earn points.

Roles Reversed In New 'Shark Attack' From Game Plan

CHICAGO — A new, sit-down video game called "Shark Attack" is being introduced by Game Plan, Inc. Shark Attack offers an exciting new play twist in that the player portrays the "bad guy" — namely, the shark.

Ken Anderson, Game Plan's director of marketing, said "The new game represents a fantastic new profit experience for operators and locations alike. It is a two-player sit-down video duel between shark and divers that turns video competition into a spectator sport."

In the play process, it's shark versus waves of divers and the action is presented with stark realism and seawater background color on a 19-inch color monitor. Divers appear in squadrons of four; they talk to each other and the audio also features racing heartbeats and excruciating screams of pain as the shark devours the divers.

The personal involvement of the players is prevalent throughout play and is considered a unique feature of the game. In one mode, the high scoring player initiates his score and it remains visible until 10 players beat it. A bonus is awarded after the shark eliminates seven squadrons.

Other features include increased challenge with player ability, adjustable to one or two coins as well as three, four or five sharks per game. The game has adjustable legs and service door access to all electrical components.

Game Plan is producing Shark Attack under license from Pacific Novelty Manufacturing, Inc. Further information, and color brochures, may be obtained by contacting Game Plan's Marketing Dept. at 1515 West Fullerton, Addison, Ill. 60101.
COIN MACHINE

PINBALL MACHINES

BALLY
Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)

GAME PLAN
Coney Island (3/80)
Super Nova (4/80)
Lipad (6/80)

GOTTIEB
Roller Discob, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b. (4/80)
Panthera (6/80)
Counterforce (8/80)
Star Race, w. b., (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)
Pink Panther (3/81)

STERN
Big Game, w.b., (3/80)
All (4/80)
Seawitch (5/80)
Cheetah, w. b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nite Ball (11/81)
Free Fall (2/81)
Lightning (4/81)

WILLIAMS
Gorgar (1/80)
Laser Ball, w. b. (1/80)
Firepower (3/80)
Blackout (5/80)
Scorpion, w.b. (9/80)
Allen Poker (10/80)
Black Knight (12/80)
Jungle Lord (4/81)

VIDEO GAMES (upright)

ATARI
Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)

MANUFACTURERS EQUIPMENT

A compilation of current music and games equipment with approximate production dates included in most cases.

CENTURI
Eagle (10/80)
Eagle Maxi (10/80)
Phoenix (1/81)
Route 16 (4/81)

CINEMATRONICS
Tailgunner (3/80)
Rip Off (3/80)
Star Castle

EXIDY
Bandido (1/80)
Talgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)

GAME PLAN
Infruder (2/81)
Tank Battalion (3/81)
Killar Comet (4/81)

GOTTIEB
No Man's Land (12/80)
New York, New York (2/81)

GREMLIN/SEGAS
Monaco GP (5/80)
MINI Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)

MICKEY
Deluxe Space Invaders (1/80)
Galaxian (4/80)
Extra Bases (5/80)
Space Encounters (8/80)
Asteroids Deluxe Mini-Myle (9/80)

SPACE GP
Space Zap (10/80)
Space Zap Mini-Myle (10/80)
Pac-Man (11/80)
Pac-Man Mini-Myle (11/80)
Rally-X (2/81)
Rally X-Mini-Myle (2/81)
Gorf (4/81)
Gorf Mini-Myle (4/81)

Stern
Astro Invader (8/80)
Torn (3/81)
The End (3/81)
Scramble (4/81)

TAITO AMERICA
Space-Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders (2/81)
Crazy Climber (2/81)
Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)

UNIVERSAL USA
Cheeke Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)

U.S. BILLIARDS
Quasar (4/81)

PHONOGRAPH
Centurion 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Rock-Ola Grand Salon II Console
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rome R-85 (10/80)
Rowe Jewel
Seeburg Phoenix (12/80)
Wurlitzer Cabarina
Wurlitzer Tarocchi
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL TABLES
Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
TS Tournament Eight Ball
U.S. Bronco
Valley Cougar

South Dakota Music And Vending Assn. Sponsors 15th Annual 8-Ball Tourney

CHICAGO — Top pool shooters from throughout the state of South Dakota competed in the recently held 15th annual South Dakota State Eight Ball Tournament. The event, which was sponsored by the Music and Vending Assn. of South Dakota and sanctioned by U.S. Billiards, Inc. of Amityville, N.Y., took place at the City Auditorium in Pierre. It climaxed an eight-week period of local contests at 144 participating locations, with the top three place finishers from each competing in the state finals.

There were 376 men playing in the Open Division for Class A, B and C awards; and 52 women in the ladies division. The City Auditorium was packed with players and spectators for the weekend event during which Len Schneller, sales manager of U.S. Billiards, was on hand to lend his personal expertise and support.

Winners
Following are the tournament winners in the four categories: Class A: 1) Dick Spitzer (Piedmont), 2) Dave Merchen (Box Elder), 3) Gary Bloomberg (Piedmont), 4) Joel Thell (Miller), Class B: 1) Dana Kreber (Rapid City), 2) Kirby Hedman (Phillip), 3) Art Erickson (Deadwood), 4) Lavern Wing (Watertown), Class C: 1) Dave Randles (Piedmont), 2) Steve Paul (Sioux Falls), 3) Larry Matthews (Pierre), 4) Steve Krogh (Brookings), Ladies Division: 1) Robin Muir (Hermosa), 2) Jeanne Wagner (Hermosa), 3) Laurie Hawkins (Blackhawk) and 4) Timi Bloomberg (Blackhawk).

IN THE WINNERS CIRCLE — The Music and Vending Assn. of South Dakota recently sponsored the 15th annual South Dakota State Eight Ball Tournament in conjunction with U.S. Billiards. Pictured in the accompanying photo are: U.S. Billiards sales manager Len Schneller (with hat) and The Tournament's Class B and C Men's Division winners.

Cash Box/May 23, 1981
SRS To Offer Varied Summer Workshops

LOS ANGELES — The Songwriters Resource Service (SRS) will begin sponsoring a series of 12 workshops in the craft and business of songwriting, May 25. Enrollment for the sessions is limited and early registration is urged.

AGAC Sets Summer Lyric Writing Course

NEW YORK — A five-week summer session of the American Guild of Authors and Composers (AGAC) will begin June 15. Designed to accommodate college students, the course will cover the same curriculum twice a week as AGAC's nine-week spring and fall workshops.

Accredited by NYU and Hunter College, the two-hour sessions will help students acquire the novice songsmith with song forms, songwriting techniques, various literary devices. Original lyrics written to specific titles, concepts, and recorded melodies are assigned.

An advanced level course for writers who have already placed songs with publishers is also offered by AGAC.

Enrollment for the summer sessions is limited to 12 students. Applicants are screened from a waiting list by lyric samples and a personal interview. Details and an application are available from AGAC's office at 42 W. 57th St., New York. The telephone number is (212) 757-6833.

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Art Blakey

The Heath Brothers

The BOTTOM LINE, NYC — With this club playing host to jazz acts with a greater frequency, it's nice to see a straight-ahead jazz bill like this filling the place. The near-sell-out crowd got more than its money's worth as these two veteran sidemen and their band employed both music and words to do a little preaching.

An overpowering yet sensitive drummer, Art Blakey has also built much of his reputation on an uncanny ability to introduce and foster young talent. Lee Morgan, Clifford Brown, Wayne Shorter, Curtis Fuller, Freddie Hubbard and Lou Donaldson were among the many young musicians to take their turn as Jazz Messengers. The present front line consists of alto saxophonist Bobby Watson, trumpetster Wynton Marsalis and tenor man Billy Pierce, and the band's hard bop trademark is more than prominently displayed. Although not bothering to introduce any of the line, new repertoire that the young recruits always bring to the band, Blakey did take a few moments to preach the wonders of jazz, in word as well as deed.

"We don't wanna play no stadium," the drummer told his audience, "this is intimate and how we like it. There's no room for b.s. this way, and we wanna earn your respect." Blakey's considerable saxophone chops get too old to play with me, "I'll just get some new ones."

Although their matching suits harkened back to a stage image in vogue during the 60s, the Heath Brothers also had no problem proving they were young enough to play with anyone. Joining saxophonist Jimmy Heath was guitarist summer Akira Tana, pianist Stanley Cowell and guitarist Tony Pernone. A flawless set followed Jimmy's considerable saxophone chops, subordinated to the group's total sound, with the end result being a well-directed, fluid sound.

Fred Goodman

Bobbi Bare

WACO CLUB, Torrance, Calif. — It was almost like hometown week for Bobbi Bare recently when he played a series of dates in and around the Los Angeles area. Though this particular crowd was a little more subdued than usual, Bare, with his off-the-wall tunes culled primarily from the "Drunk And Crazy" and "Down And Dirty" albums, managed to work the audience into a state of rowdiness by the end of the 60-minute show.

Tipping his hat to his older fans, Bare dipped into his past for some of the songs that helped establish him in the music business. He rolled the songs — including "Detroit City," "500 Miles From Home," "Shame On Me" and "Four Strong Winds" — into a rousing 10-minute medley. Bare already boasts quite a following, but when his new Rodney Crowell-produced album, "As Is," is released within the next few weeks, that following should increase. While probably Bare performed two cuts off the album — "Learning To Live Again," which is his current single, and the Townes Van Zandt tune, "White Freight Lines." Bare's concerts always evoke audience participation, but one particular song, "Marie LeVeau," which Bare says is the most requested number in his show, really got the crowd involved.

Bare encorced appropriately with "The Winner," a title that says a lot about the artist who performed the song.

on McLean

THE COUNTRY CLUB, L.A. — Singer/songwriter Don McLean has always possessed a warm, lingering voice that makes even the most bawdy material sound pleasant. His voice has a clean, clear folksy ring that lends to his other repertoire, please even those who are only familiar with his hits like "Vincent" and "Castles In The Air."

His recent show at the Country Club proved, once again, that he is a rare, graceful artist who has had more to show in his career than "American Pie." And while he trotted out such forgotten chestnuts as "I Lose My Concentration," "Wonderful Baby" and that gorgeous aural mural "The Zoo," his voice evened out over time. Bare's career was marked by his undeniable talent.

Backed by a band that featured ex-Band keyboardist Garth Hudson and included upright bass player Fred Sned, guitarist Bob Metzger and drummer Bob Henrit, McLean handled lively rock numbers like "Prime Time" and Elvie Jesse's old "Baby You're So Square" with a surprising flair. But he was still at his best on those airy and fully mannered ballads, where he analyze the male/female relationship with complete accuracy. His moody F. Scott Fitzgerald-influenced "Cottage For Sale" and a letter-perfect interpretation of his recent Roy Orbison penned "Cryin."

stood as some of the moving parts of his one-and-a-half hour set. Another chilling moment came when keyboardist Hudson took center stage with McLean for a brilliant accordion solo on the semiautobiographical song, "I Used To Be A Star."

And of course, he did resurface "American Pie" toward the end of the show, and it earned him the first standing ovation of the night. It still stands as rock 'n' roll's equivalent to the great American novel — a joyous epic of a song overflowing with metaphor, satire and understanding.

McLean, who has recently had his career revived with "Cryin." and the new Millenium album, "Chain Lightning," remains an artist who has merged folk and pop successfully.

Marc Cetera

SCHWARTZ OF THE JUNGLE — Schwartz Brothers, Inc. recently sponsored a contest at its Washington, D.C. Harmony Hut stores. First prize was an hour of use of an elephant, courtesy of the contest's co-sponsor, Ringling Bros. Circus. Pictured riding the promotional float for all it's worth is Stuart Schwartz, chairman of the board and executive vice president of Schwartz Brothers, Inc.

RIAA Reports April Certifications

NEW YORK — Seven LPs and two singles were certified gold by the Recording Industry Assn. of America (RIAA) in April, while two LPs received platinum certification.

Albums achieving gold status, signifying sales of 500,000 units, were "Roses in the Snow" by Emmylou Harris (Warner Bros.), "The Nature of the Beast" by April Wine (Capitol), "Arc of a Diver" by Steve Winwood (Island), "Moving Pictures" by Rush (Mercury/PolyGram), "Makin' Movies" by Dire Straits (Warner Bros.), "Three for Love" by Shalamar (Solar) and "Captured" by Journey (Columbia).

Platinum albums, signifying sale of one million units, were "Gap Band II" by the Gap Band (Mercury/PolyGram) and "Moving Pictures" by Rush (Mercury/PolyGram).

Singles certified gold, signifying sales of one million units, were "Woman" by John McLean, "Let's Get Ready" by the Gap Band and "I Want To Be" by Kool & the Gang.

Lennon (Getften) and "Stop the Music" by Yarbrough & Peoples (Mercury/PolyGram).

SPARS, RIAA Survey

(continued from page 18)

Guy Costa (Motown/Hitville Studios), Larry Schnapf (RCA) and George Lydecker (for Al McPherson) (Warner Bros.).

Trainman indicated that the RIAA is planning to put together another digital audio hardware/software interface seminar for the Fall AES convention but, at this point, it has not been confirmed. However, he did add that he is currently putting together a list of "key digital equipment companies" for independent studios and record manufacturers.

John LP Release OK

(continued from page 3)

(pretended Gray's action to conclude that MCA's contractual relationship with John had terminated March 25 and that the label "had no interest whatsoever" in "The Fox" album.

A legal advisor for the John camp explained, however, that the ultimate judgment of such facts was to come later during a hearing on the issues of the suit and the MCA countersuit.

SOUNDVIEWS

(continued from page 18)

common stock, while each American Home Video option will become an option for a proportionate amount of Eckerd stock. A total of more than 2.2 million shares of Eckerd will be issued in the exchange.

HALF-SPEED HAPPENINGS — Mobile Fidelity Sound Lab will be releasing three new Original Master Recordings during the remainder of the month, including Foreigner's "Double Vision," Elvie Prestley's "From Here To Memphis" and Pat Benatar's "In The Heat Of The Night." Expect MFSL to announce the release of half-speed mastered catalog classics from two English superstar rock acts in conjunction with the forthcoming CES... MCA Canada has announced the launch of a half-speed mastered Masterpiece Series with initial releases from Steely Dan, The Who and Tom Petty, including the new "Hard Promises" LP. The unique thing about the Canadian audiophile discs is that they will be sold at no extra cost to the consumer or retailer above the usual suggested list. The revolutionary move could see a flood of imports coming into the U.S. from up north, as well as changing the face of the audiophile market, eventually, in Canada.

Michael Glynn
BLACK MUSIC ASSOCIATION
3RD ANNUAL CONFERENCE
MAY 23-27, 1981
CENTURY PLAZA HOTEL, LOS ANGELES, CA

BLACK MUSIC:
THE SOUND TO COUNT ON!

PROGRAM AGENDA

SATURDAY, MAY 23
10:00 AM - 5:00 PM
REGISTRATION
CALIFORNIA LEVEL

7:30 PM
WELCOMING PROGRAM:
Busy Business at A&M
"Bus Transportation to and from ABM is provided by BMA"

SUNDAY, MAY 24
9:00 AM - 4:00 PM
REGISTRATION
CALIFORNIA LEVEL

1:00 PM - 4:00 PM
LOS ANGELES ROOM
GENERAL SESSION PROGRAM:
Keynote Address: JERRY BUTLER, Recording and Performing Artist
Presentation: THE IMPORTANCE OF TELEVISION AND THE VIDEO ROOM TO BLACK MUSIC ARTISTS
Presented by: TOPPER CAREW, President, Rainbow TV Workshop
CHUCK SMILEY, Vice President, Theatrical Motion Pictures and Television Affairs, ABC Television Network

7:00 PM
ENTERTAINMENT PROGRAM:
AN EVENING WITH THE HAWKINS FAMILY AND THEIR FRIENDS IN A BMA TRIBUTE TO GOSPEL MUSIC
Entertainment: HAWKINS FAMILY
Host: LIGHT RECORDS

MONDAY, MAY 25
9:00 AM - 4:00 PM
REGISTRATION
CALIFORNIA LEVEL

10:00 AM - 12:00 PM
WESTSIDE ROOM

12:30 PM - 3:30 PM
SANTA MONICA ROOM
LUNCHEON AND COMMUNICATIONS FORUM:
Moderator: BOB LAW, Program Director, WWRL-AM, New York
Host: ELEKTRA/ASYLUM RECORDS

9:00 AM - 12:30 PM
SENATOR'S BOARD
SENATOR'S DINING ROOM
GOVERNOR'S DINING ROOM
SENATOR'S DINNER MEETINGS:
BMA AD HOC COMMITTEES OR INDUSTRY ORGANIZATIONS

4:00 PM - 5:30 PM
WESTSIDE ROOM
RADIO AND THE BLACK MUSIC ARTIST
CoChair: ROD MCGREGOR, President, Unlimited Gold Records
DON MIZELL, General Manager, KJLH-FM, Los Angeles

AWARDS PROGRAM:
7:30 PM - 10:00 PM
LOS ANGELES BALLROOM
BMA ANNUAL PRESIDENTIAL TRIBUTE
AND DINNER
Honoree: HENRY ALLEN, President, Cotillion Records
Hosts: ATLANTIC RECORDS, CAPITOL RECORDS, MCA RECORDS, PHILADELPHIA INTERNATIONAL RECORDS, RCA RECORDS, SOLAR RECORDS, WARNER BROS. RECORDS, WEA

4:00 PM - 5:30 PM
WESTSIDE ROOM
COMMUNICATIONS RESOLUTION WORKSHOP
Moderator: GEORGE WARE

TUESDAY, MAY 26
9:30 AM - 10:30 AM
PACIFIC PALISADES ROOM
MARKETING AND MERCHANDISING PROGRAM:
BLACK MUSIC IS GREEN

11:00 AM - 12:00 PM
PACIFIC PALISADES ROOM
PART II: THE MERCHANDISER'S POINT OF VIEW
Chair: TED HUDSON, President, Ted's One-Shop Records

12:30 PM - 2:30 PM
SANTA MONICA ROOM
LUNCHEON AND ARTS FORUM:
Guest Speaker: DAVID BRAUN, President and Chief Executive Officer, PolyGram Records, Inc.
Host: POLYGRAM RECORDS

3:00 PM - 5:00 PM
WESTSIDE ROOM
PERFORMING ARTS PROGRAM:
PART I: ARTIST PREPARATION FOR THE FUTURE:
FROM A LEGAL, FINANCIAL AND CAREER DIRECTION PERSPECTIVE
Chair: ED EKSTINE, General Manager, Qwest Records/Quincy Jones Production, in coordination with DONALD K. WILSON, Esq., Mason & Slade

5:30 PM - 6:30 PM
MEMBERSHIP PLENARY SESSION
LOS ANGELES BALLROOM
A TRIBUTE TO JAZZ MUSIC:
Dinner
Host: CBS RECORDS

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