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A Call To Arms

One of the more interesting characteristics of our industry is its ability to rise to the occasion and shine the brightest in the worst of times. Musicians were on the cutting edge of the anti-war and civil rights movements of the '60s and more recently helped spread the word for the anti-nuclear cause; radio saved lives during the Mt. Helena crisis as it had done countless times before; and today, a host of concerned members of the music industry have come to the aid of the tragedy-stricken city of Atlanta.

The site of a sick series of murders of children and young adults over the past months, Atlanta has received its greatest outside support from members of our industry. Providing emotional solace through music and tangible support in the form of funds and publicity, members of the music industry should be proud of their comrades who have made the commitment to the ending of such a tragic situation.

Everyone has contributed. Sammy Davis, Jr., Frank Sinatra and Burt Reynolds gathered for a special concert; CBS' LeBaron Taylor organized a special industry group to more efficiently raise funds and coordinate projects; and a list of artists too long to detail have contributed time, performances, money and anything else that was asked to keep the heat on.

Cash Box gives its most sincere respect to those who have joined to aid the city of Atlanta in its time of need. Music is the language of the emotions, of life, and all of those who realize that should all join together in outrage at the tragedy afflicting Atlanta. The music industry should not rest until the situation is resolved.

News Highlights

- Sony, Philips debut systems featuring 5" LPs (page 5).
- Attendance drop sparks concern at BMA Conference (page 5).
- Indie distros encouraged by Boardwalk move; PolyGram's David Braun states case for branches (page 5).
- Smokey Robinson's "You Are Forever" and "Fantasy Girl" as .38 Special (new and developing artist) are the top Cash Box Singles Picks (page 11).
- The Moody Blues' "Long Distance Voyager" and "It Must Be Magic" by Teena Marie (new and developing artist) are the top Cash Box Album Picks (page 13).

Top Pop Debuts

Singles

- GEMINI DREAM - The Moody Blues - Threshold/PolyGram

Albums

- THE FOX - Elton John - Geffen

Number Ones

- BETTE DAVIS EYES - Kim Carnes - EMI-America

B/C Single

- WHAT CHA' GONNA DO FOR ME - Chaka Khan - Warner Bros.

Country Single

- ELVIRA - The Oak Ridge Boys - MCA

Jazz

- WINELIGHT - Grover Washington Jr. - Elektra

Pop Album

- HI INFIDELITY - REO Speedwagon - Epic

B/C Album

- STREET SONGS - Rick James - Gordy/Motown

Country Album

- FEELS SO RIGHT - Alabama - RCA

Gospel

- THE HAWKINS FAMILY LIVE - Walter Hawkins - Light
Reduced Turnout At ’81 BMA

by Aaron Fuchs

LOS ANGELES — Growing concern over dwindling industry participation cast a shadow over last week’s Black Music Association (BMA) Conference here. Attendance of approximately 350 for the four-day gathering, held May 23-26 at the Century Plaza Hotel, was down significantly from 750 last year, and limited participation in scheduled activities by those present further dampened the proceedings.

There was no clear cut consensus among participants on the reasons for the limited turnout, which was especially disappointing since the BMA boasts a membership of over 2,000. Concern over the reduced turnout and lack of participation was expressed, however, in comments ranging from outright indictment of the BMA to sympathetic appraisal and constructive criticism.

Bruce Webb, a Philadelphia-based Web's Discount Store, said the blame

squared on the shoulders of the BMA. He termed the organization “a bourgeois fraternity” that is “not in touch with the needs of the small black professional.” He also castigated the BMA staff for not suf-

New Vhd Products Highlight Opening Of Summer CES

by Michael Glynn

CHICAGO — A record contingent of international visitors is among the more than 55,000 attendees for the 1981 Summer Consumer Electronics Show (CES) currently underway. Several significant video cassette and disc product introductions, both in hardware and software, are again among the highlights of the show, which runs to June 3.

While new capacitance-based videodisc player models continue to proliferate with Sanyo bowing its first system (model VDR3000) and Toshiba presenting a “stereo ready” version in the same format with remote capabilities here, the LaserVision (LV) and video high density (VHD) camps will be more modestly represented.

Magnavox is previewing a new and controlled disc player with infrared receiver for under $770, but Pioneer has opted not to debut a new optical system at this point. And Toshiba will probably be the only company to bow a new VHD player model.

New York. Sony Corp. And North American Philips Corp. jointly demonstrated their new small, portable and personal Compact Disc Audio Digital System (CD) hardware here last week. At the same time, Harriet Schen, president and chief executive officer of PolyGram, Inc., said that in 1983 his company will import the Sony/Polysound CD player to Europe in the fall of next year — to America. Thus far, PolyGram and CBS/Sony of Japan have announced that they will release their repertoire on the compact disc system.

In his prepared remarks, Frank L. Randell, Jr., vice chairman, North American Philips Corp., summarized the most important characteristics of the laser-read system as: superior sound reproduction, insensitivity to dust and scratches, no wear and tear on the disc or pick-up; a mini-sized player and a pocket-sized disc; 4% in diameter, a playing time of 60 minutes on two channels on one side of the disc; and the ability to store additional information, such as the length and number of the track, within the disc for possible reproduction through the hardware units.

Unlike traditional records, compact discs contain no grooves. The signals read by the player are a series of numbers on a layer of microscopic pits.
Endorsement By Stars Causes Headaches At Country Radio
by Jennifer Bohler

NASHVILLE — Artist endorsement of radio stations or association with a particular one in a given market is causing a disturbance among some country program directors, who complain that alliance with one station is damaging not only to the others in the market, but to the act as well.

A few years ago, when there was only one country station in most markets, endorsement of a particular station was no problem since the artist was essentially plugging country music over pop, rock and other formats. But now, with the proliferation of country radio stations, it is not unusual to find two or more in a market competing for the same audience with some 50s. It has reached the point where artists are endorsing one country station over another in the same market.

An example of what artist association or alliance can do occurred recently with WLUP/Chicago and Backstreet/Reca recording artist Tom Petty (Cash Box, May 23), when that station purchased all of the tickets to Petty's Chicago concert to give away to its listeners in various contests. Other area stations released a vehement cry of protest, and at least one station went so far as to remove Petty product from the playlist.

So far, there have been no published accounts of country radio taking these measures, but there have been innuendos that something like that could happen if artists continue on this path.

The PDs interviewed objected more to the content of the promos than the fact that the artist has recorded something for the Capitol Signs Ross To Int.'l. Recording Pact

LOS ANGELES — Diana Ross has signed an exclusive recording agreement with Capitol Records for all territories outside of the United States and Canada.

Commenting on the long-term pact, Bhashar Menon, chairman and chief executive officer of EMI Music Worldwide and the Capitol/EMI America/Liberty Records Group, said: "All of us at Capitol and EMI are absolutely thrilled at our new association with Diana Ross. Music companies in most countries have already represented Diana's product over many years through our former licensing arrangements with Motown, but it is very exciting to be able to work with her direct from now on. Capitol's international coordination, headquarters in Hollywood, Calif., will assume central responsibility for directing the marketing of Diana's future recordings throughout the world outside North America."

(continued on page 18)

Motown Embarks On Year-Long 'Smookey' Salute

LOS ANGELES — In honor of recording artist William (Smokey) Robinson's Silver Anniversary in show business, Motown Records is kicking off a year-long celebration this month that will involve the full participation of the label, publishing arm Jobete Music and Motown Prod.

Running from June 19 to June 19, 1982, the celebration will initially center around a Silver Anniversary Concert Tour by the artist that will cover 25 major markets, beginning June 12 at the Greek Theatre here. In support of the tour appearances, Motown is purchasing several-sheet billboard advertisements in each of the cities where Robinson will be headlining to tie-in with the celebration and current LP product. Print and electronic media will also be utilized by the label and local promoters in each city handling the concert.

Working in conjunction with Motown (continued on page 33)

Communication Is Stressed At BMA Marketing Forum
by Aaron Fuchs

LOS ANGELES — Concern for the bottom line may transform rock acts' labels and retailers as antagonists, but, according to some of the industry's leading marketing and merchandising executives, these two segments have to work together if black music is to continue on the road to profitability.

Speaking at the Black Music Assn.'s two-part marketing and merchandising forum at the Century Plaza Hotel, Hank Caldwell, vice president of black music marketing for WEA, stressed the need for better communication between manufacturers and dealers.

To this point, he pointed to WEA's establishment of a black field merchandising staff. "These are not just paper hangers," according to Caldwell, "but people whose function is to set up lines of communication between the branch and the retailer."

Merchandising Tips

While chiding the industry for "underestimating the intelligence of the black music buyer," Ed Gilreath, director of black music sales for Warner Bros., offered several suggestions for more effective merchandising. "These included abandoning the "right-on-school of advertising," increased support of the minority press ("who give you much more coverage for your ad dollar") and closer post-campaign monitoring.

(continued on page 16)

Another One — To introduce her upcoming concert tour, "Never Been Around One," RCA Records hosted a "Meet Thelma Houston" press frenzy at the label's executive banquet room in New York. Pictured with Houston (c), who received a bouquet of flowers from RCA Records president Bob Sumner, are Ray Harris, vice president of the black music division (l); and Jack Craig, vice president of RCA Records, U.S. and Canada.

Endorsement By Stars Causes Headaches At Country Radio

The image of the housewives of America gyrating about the house to a disco dance exercise album as they dust the furniture is pretty comical, but the success of Carol Hensel's "Dancercize" LP is no laughing matter. The album, which features reworked mass appeal hits like "What A Fool Believes" and "I Go To Rio" as Hensel calls out instructions, was based on a women's exercise program, and it's paid off in more than just weight loss.

Currently at #46 bullet on the Cash Box Pop Album chart, the LP has sold close to a half million units with gold status in plain view. The idea for "Dancercize" came about a year ago when Joe Porelico, the head of a Cleveland production company called Our Gang Entertainment, asked Hensel to design an exercise record. Porelico and Hensel then drafted a questionnaire based on the kinds of things women were looking for in an exercise program. They found out that a good majority wanted simple instructions and a minimum of talking to accompany the music.

The tunes on the album were recorded by Cleveland studio musicians in just four weeks. The seven songs on the album—four on side one ("I Just Want To Stop," "Ain't No Stoppin' Us Now," "I Go To Rio," "What A Fool Believes") and three on side two ("I Will Survive," "Summer Night" and "Just The Way You Are")—were all favorite routines of the women in Hensel's regular classes.

The album also includes a 20-page illustrated instruction booklet that follows Hensel's voice-over music on the record. The songs, which were all recent Top 40 hits, were programmed in three distinct categories: warm-up, heavy exercise and a cool down.

Just prior to being shipped last October, the Vintage Records release was picked by Mirus Music, Inc. Initially a hit in Cleveland and the other Midwest metropolitan areas, Mirus advertised in the shopping portion of the dailies, placed it in grocery stores, and serviced the heartland's health spas.

Since then, the record has snowballed, and "Dancercize" is now whipping itself into shape as a bona fide classic.

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Cash Box/June 6, 1981
The Moody Blues' "Long Distance Voyager" has arrived. Dramatically.

Cash Box $5

Watch for the Moody Blues long distance tour across America.
Silverado

"We’ve always tried to write songs that could be covered by other artists," says Carl Shillol. "Basically, we’re a songwriting team, but we’ve always also had a band going for the eight years we’ve been together.

Shillol and Buzz Goodwin are the tunesmiths who go under the name of Silverado when they don guitars and start singing in front of a band. “Ready for Love,” Silverado’s debut album for E|P|A| distributed Pavilion Records and its third LP overall, marks a shift in direction for the Connecticut-based outfit, with what they call their “West Coast Byrds and Eagles roots” being directed into a “high energy pop-rock” sound. Shillol and Goodwin describe it as the natural result of the move that brought them back East to live and record.

Shillol and Goodwin actually became the recording unit known as Silverado when they were “discovered” at the height of the laid back mid-’70s when they opened some shows for another band they have been all over the world. They have been doing an acoustic set with just a bassist, we were mellower than McGuinn we thought we were.

"Being songwriters, we had been around to all the music publishers on the West Coast trying to get our songs covered," Shillol recalls, "but Tom Cat Records picked up on us through that show and asked us to make a demo for them. That was the start of Silverado."

The group made two albums for the RCA-distributed Pavillion Records label and recorded with the help of top L.A. studio musicians. Shillol and Goodwin hooked up with folk-rock guitarist J.F. Keithlin and drummer Mike Hayden — when they were getting set to tour in support of their second album, they have been together over two years since that time. During that period, the band has changed its lineup perhaps undergirding a revelatory conversion to the joys of electricity that Shillol and Goodwin describe as a “head thing that just kind of happened naturally in the studio.”

One name that has remained the same is the band’s producer, Don Orioio, who they say, “has been involved in the most perfect studio marriages we’ve ever known of.” It was through Orioio, who also supplies some nifty keyboard work on “Ready for Love,” that Shillol and Goodwin hooked up with both Pavilion and Intersong.

Shillol and Goodwin see no problems in leading a dual existence as songwriters and band members. “What we do as writers and what we play live have always been two different things,” Shillol says. “It just happens that at this point in time we’re writing exactly what we want to play and doing exactly what we want to do,” he notes enthusiastically, “and it happens to be exactly what’s happening right now.”

The game plan for Silverado has the band hitting the road this summer, concentrating on areas where “Ready for Love” is getting the most reaction. The goal hopes to be opening for “the type of act that people who love the band and get up-and-coming group are going to,” and to that end will be doing a series of dates with Willie Nile in the near future.

BANDERA

When someone applied the moniker “western wave” to Bandera’s music, the six-member band from Nashville initially rejected the tag, but later admitted that it was fairly accurate description of some of the songs on its debut MCA album, “Knights.” Bandera is Harry Robinson, Eric Butler, Loren, Dale Jackson, Paul Urrigh and Tom Jones, a collection of Nashville musicians and singer/songwriters that initially got together to form a back-up unit to play Nashville’s popular “songwriter’s night.”

One thing led to another, and after playing a couple of jobs, we got the feeling that this was going to turn into something more than just a writer’s night thing, noted lead guitarist Robinson. “At first, we were a nice little country band. Slowly, but surely, we degenerated, and now we’re a rock ‘n roll band. And we love it. There’s still a country influence in our music ... basically, we’ve incorporated a rock ‘n roll sound that’s not like anything else.”

It’s a chemical combination,” guitarist Butler. “And we also want to make really exciting energies and emotions. Each guy does a little thing, it turns you on to a new idea, and the next thing we know we’re playing in ‘Stella.’ The addition of Paul (Urrigh) took us the next step up into power.”

Vocals are shared by four strong voices, which can create some impressive four-part harmonies when the song calls for it. And band members have had in writing the material on the album, in which can be discerned a variety of influences — from R&B to straight country. Even before the album was in, all, holds sharp, good time rock ‘n roll.

Defining and defining its style, while gathering a solid following in the Nashville area, Bandera was discovered by Leon Russell and has played on several MCA Records, who saw the band perform at Mississippi Whiskers, a now defunct Nashville club. Russell was so impressed with the album, "the feeling that we really are a band and that we will stay together through several albums really hit home," Robinson said.

Referring to the album, Butler said, "we were hoping to have a live sound to it, and I think we got that. We discussed it before we went in — we wanted it to sound loud like we sound, no tricks, no fancy studio gimmicks, no other musicians.

"We’re taking it a day at a time right now," said Robinson. "We’re a patient band. I think the worst thing you can do is be too big a hurry — you end up taking the wrong steps. I’d rather take the right step maybe a little late than the wrong one too soon.”

The band’s goals are no-nonsense and very clear cut. The members are beginning to write more as a band as opposed to individuals, with the next album projected to feature totally group-written songs. And like most aspiring bands, the members want a major label.

"That’s what we really want to do — get out there and be rock ‘n roll stars," said Robinson. "And we also want to make really great albums. We have a concept of being a little more subtle by the third or fourth album — rather than just a standard production, more expense in the studio and include more ballads. Right now, we’re just trying to make that initial impact.”

AMAZING SMITH — Russell Smith, former lead singer with the Amazing Rhythm Aces, has signed an exclusive recording agreement with Muscle Shoals Sound (MSS) Records, which is distributed by Capitol Records. Pictured seated during the signing are (l-r): Smith; and Muscle Shoals Sound management and owner, Barry Beckett, Smith; producer; Geneva Smith, the artist’s wife; Bunny Wright, producer, coordinate, MSS; Roger Hawkins and David Hood, Muscle Shoals Rhythm Section; Phyllis Barash, vice president of Sound Management; and Jimmy Johnson, Muscle Shoals Rhythm Section.

BMA PANEL

Strong Management, Legal Advice Key To Career Gains by Michael Martinez

LOS ANGELES — A recording artist today must secure competent management and legal representation as a first step towards a successful career in the music business. Later on, it’s important to formulate a sound investment strategy to insure long-term career development.

This was the consensus of a panel discussion titled “Artist Preparation For The Future,” part of the Financial and Legal Aspects of Music Production: An Alternative View held May 26 during the Black Music Assn. (BMA) Conference ’81. The panel was chaired by Ed Eckstein, general manager of Quest Records/ Quincy Jones Prod., and included Irving Azoff, president of Frontline Management; John Levy of Levy Enterprises, Inc.; Quincy Jones, Ken Kragen, Kragen & Company; and L. Joe Sloane; Donald Gibson of the First Los Angeles Bank of Beverly Hills, and financial advisor Lindsey Weinberg of the accounting firm Gelfand, Brasier, Lennett and Feldman.

Azoff said it was important for the artist to have a buffer between the creative process and business dealings, “so they can make better records.”

Citing Frontline artists like the Eagles and Steely Dan, Azoff said, “it helps those artists make better records when they can work on their own time schedule.”

He also said that since his days with REO Speedwagon, which he managed during the band’s era of incessant audience building through touring, he has rethought current production techniques. “It’s the way to manage people, but it’s just not the way to manage an artist.”

Azoff added that when an act does tour it is important to select the proper venue for the artist. “You must use discretion in guiding the artist to certain venues or audiences.” Levy said the “type of artist and audience they are likely to attract usually dictates the type of venue they should be booked in.” He explained that an artist’s performance on stage is as important as vinyl success.

“You must establish the artist as a person and not just a hit maker,” Levy added.

Alternative Exposure

Alternatives abound to how an artist’s career can be built — including television, film and video — must be employed carefully, according to Kragen.

While identifying weekly TV series exposure of all but comedy recording artists as damaging to most recording careers, Kragen said that the promotional film has resurfaced as an important tool in exposing acts to the public. He noted that a video by his client Kim Carnes of her current EMI America single, “Bette Davis Eyes,” has been shown on a variety of outlets — through TV, cable and in clubs — and illustrated that such exposure can be of value domestically as well as in the more traditional application overseas.

Kragen cautioned, however, that, “when doing promotional films, you must spend the money to do them right, because it isn’t worthwhile getting the exposure with mediocre product.”

Television advertising was another avenue Kragen cited as a viable means to (continued on page 41)
Visit us at SCES, Booth 610.

THE TAPE

PEOPLE BUY

EVEN WHEN THEY

DON’T HAVE

ANY MONEY.

In a soft economy, people look harder at the things they buy. Experience has shown that consumers are even willing to pay a little more for quality instead of spending less. For less.

Sales of blank audio cassettes are a perfect case in point. For the past 3 years, premium cassette sales grew twice as fast as the industry as a whole, bringing in a whopping $400 million in 1980.

As you might imagine, Maxell makes up a big part of this picture, with more than a 80% increase in sales over the last 3 years. And projected sales for 1981 indicate people will be putting even more of their money into premium cassettes like Maxell.

Keep your customers satisfied. Stock the tape they can’t afford not to buy.
LOVERBOY GETS CANADIAN DOUBLE PLATINUM — CBS Records Canada recently released the double platinum LP "Loverboy" following a concert in Buffalo. Pictured in the back row are: (l-r) Mickey Eichner, vice president, national A&R, Columbia Records; Bruce Lundvall, president, CBS Records Division; Stan Kulin, senior vice president, sales/marketing, CBS Records Canada; Bruce Alan, manager; Scott Smith, Loverboy; Lou Blair, manager; Doug Johnson, Loverboy; Jeff Burns, director A&R, English, CBS Records Canada; Paul Atkinson and played with various members of "The Bar-Kays." The album features the personnel of the band Loverboy, who is the brother of Bobby Burns, guitarist/composer/producer, Checkers Records Canada; Matt Frenette, Loverboy; J.J. Cailiendo, local promotion manager, Columbia Records, Buffalo; Kneeling is Ed Hyres, vice president, national promotion, Columbia Records.

NAIRD Awards Up For Grabs

LOS ANGELES — The Board of Governors of the National Assn. Of Independent Records Dealers (NAIRD) has announced the finalists for the 1980 NAIRD Independent Awards in eight categories, including Best Package, Best Rock, Best Reissue, Maze, Undertones LPs Top Capitol's June 8 Releases

LOS ANGELES — Capitol Records has scheduled the release of six new albums June 8, by "Live In New Orleans" by gold-selling act Maze featuring Frankie Beverly and the Harvest debut by Ireland's Undertones, "Positive Touch." The remaining releases include self-titled debut efforts by New Romantic band Duran Duran, solo artist Gary O', and Etienne Webb, in addition to Rene and Angola's second effort "Wall To Wall.

Maze's debut album "Live In New Orleans" was recorded live by Frankie Beverly and band Maze Nov. 14 and 15 of last year at the Saenger Theatre in the group's favorite city. Featuring most of the polished R&B group's best known numbers, including the recent B/C hit "Running Away," the LP was produced by Frankie Beverly himself.

"Positive Touch" is the third effort from Ireland's young Undertones but an adventuring LP released right into the New Romantic mold established by fellow Blitz veterans Visage and Adam & The Ants.

Ebenee Webb is an Atlanta-based act whose personnel has gigged around the world in such outfits as the Bar-Kays. The album itself, which includes the classic Stax/Volt sound, was produced by Bar-Kays producer Allen Jones and group manager Anthony Taylor.

Gary O' is best known for his work in Canada with such rock outfits as Aerial and Cat in the '70s. The debut, produced by Richard Landis, who worked on Juice Newton's first album, was released in Canada in May. The album is distributed by PolyGram Records in Canada.

Ringer Appointed Artist Development Head At W.M.O.T.

PHILADELPHIA — W.M.O.T. Records has appointed Doreen Ringer to the position of artist director of product development and publicity for the CBS-distributed label.

In her new position, Ringer's responsibilities will include overseeing all preproduction and product management functions for the label. She will also be responsible for running the company's publicity department. She will be based at W.M.O.T. Records offices in Philadelphia.

Before coming to W.M.O.T., Ringer was director of artist development and publicity for the Montage Music Group. Prior to that, she was at MCA Records as an artist development manager.

EAST COASTINGS

HERE NOW THE SHMOOZ — The new Pretenders LP "Pretenders 2" is set for July release and includes such new material as "English Rose" and "Bad Boys Get Spanked." There won't be another Talking Heads album this year, David Byrne is recording music to back up dancer/choreographer Twyla Tharp and his next project will be the next B-52's album for release in late fall. Tina Weymouth of the band will perform on the Tom Tom Club's debut single "Wddy Rapphoppin'..." On the heels of Roy "Good Rockin'" Brown's death on May 29, comes a report that a couple of his old songs are set to be released as a video by EMI/Cinetronics and the next LP in his "Ambient" series in early fall. This month Rachel Sweet and Smith will perform a duet single of "Everlasting Love," the Carl Carlton soul chestnut Some albums feature works on both of their recent albums... Nice's first album in seven years,... "Drama," on UK/Aura Records will include Bowie's "Heroes" and the Velvet Underground's "I'm Waiting For The Man." E-Velvet drummers Tuck and Purnell have performed on this year's album single, the Shirelles, "Will You Still Love Me Tomorrow," on Arizona-based... and "It's Like..." She is also looking... John Cougar 12-inch EP from PolyGram to sustain him in the marketplace. place until his next LP... "Berry White" is cutting a version of "Louie, Louie" for his next album... The Kid Creole "Fresh Pictures" LP is expected in June... Rough Trade's... This month Rachel Sweet and Smith will perform a duet single of "Everlasting Love," the Carl Carlton soul chestnut... Some albums feature works on both of their recent albums... Nice's first album in seven years,... "Drama," on UK/Aura Records will include Bowie's "Heroes" and the Velvet Underground's "I'm Waiting For The Man." E-Velvet drummers Tuck and Purnell have performed on this year's album single, the Shirelles, "Will You Still Love Me Tomorrow," on Arizona-based... and "It's Like..." She is also looking... John Cougar 12-inch EP from PolyGram to sustain him in the marketplace. place until his next LP... "Berry White" is cutting a version of "Louie, Louie" for his next album... The Kid Creole "Fresh Pictures" LP is expected in June... Rough Trade's...
HITS OUT OF THE BOX

ALBUM

REVIEWS

HITS OUT OF THE BOX

REVIEWS


The legendary and mystic progressive rockers of laste year a nice return to vinyl with "Long Distance Voyager." "I was a fivesome with Patrick Moraz standing in for Mike Pinder, the band that came up with "On The Threshold Of A Dream," and "In Search Of The Lost chord." LPs still use that luxurious, symphonic rock setting on songs like "In My World," "Talking Out Of Turn," and "22,000 Days." The patented Moodley sound is also in fine form and, surprisingly, sounds perfectly contemporary. Fans of acts like Styx and Kansas should impress here; these bands influence was from this LP. "Long Distance Voyager" stands as classic AOR material.

THE ONE THAT YOU LOVE — Air Supply — Arista AL 9551 — Producer: Harry Maslin — List: 6.98 — Bar Coded

The balloon on the cover of Air Supply's new LP is the perfect visual metaphor for the band's sound and appeal, as this Australia Ian teen. HE is a lighter than air style amicable, right at the A/C-pop crowd. The group had a solid success in 1980 with both "Lost In Love" and "All Out Of Love" going together or the pop charts. "The One That You Love" follows in the same vein as last year's debut with those lifting ballads and helium vocals. Best cuts on this collection of classic adult contemporary fare are "Keeping The Love Alive" and "I Want To Give It All!"

GOING THROUGH THE MOTIONS — Dennis Yost — Robex EQ AD 7945 — Producers: Steve Clark and Bud Reynolds R&B, Bar Coded — List: 6.98

Yost was the guiding force behind the legendary Classics IV and, hence, was responsible for such classic 60's pop tunes as "Stormy" and "Spooky." After a long hiatus, this local Atlanta hero has returned to vinyl and proves he hasn't lost his touch. Most of the songs on "Going Through The Motions" have a contemporary country/A-C tilt that should find Yost a new audience. This is mellow urban cowboy music that should put the plucky little Robex label in the big leagues. Best cuts on this well-crafted, down home disc are "Something I Forgot To Do," "Living In My Mind," and "One More Last Chance."

COMPUTER WORLD — Kraftwerk — Warner Bros. HS 3549 — Producer: Kraftwerk — List: 8.98 — Bar Coded

Kraftwerk was the first techno rock/synthesizer unit to make the futuristic, industrial pop style sound commercial. It succeeded brilliantly with 1974's "Autobahn" album, which crossed over from avant garde FM to soft ballads. Diesel handles it all with verve and originality. Led by guitarist/lead vocalist Roland Raver and the band, the album is one of the most multi-talented, un-focused, units to come from this brand of pop/rock. With its quirky sequence rhythms, floating keyboard layers and other worldly voices, it is perfect for contemporary radio. "Pocket Calculator" is the kind of thing like Yost's "Pop Music," that should catch pop by.
Sony, Philips Premiere New Compact Audio Disc Systems

(continued from page 5)

This is estimated to be in the $500-$800 price range.

As for the discs themselves, Schein said the price would be "competitive with today's high-quality audio-level recording, or about 30% above that of a normal hi-fi record." He cited the high cost of mastering the discs, a process he called "very precise and time consuming, with a high rate of rejections," along with the small quantities expected to be pressed initially, as factors that would keep the cost of the discs high.

"Prices will come down ultimately," he said, "when quantities pick up." We've seen that happen already with the music cassette.

Akio Morita, chairman and chief executive officer, Sony Corporation, said Sony would introduce an initial selection of Attendence Down For BMA's Third Annual Conference

(continued from page 18)

NORTH BAY — The three-member band/comedy troupe known as Madness stopped in town last week, playing for an enthusiastic crowd at the National Broadway Theatre. The band, which is composed of Joe Walsh, Buddy Rich, and John Belushi, has been touring the country since last fall and has captured the attention of music fans everywhere with their unique blend of rock and comedy.

BEAT THAT DRUM — Ace rock drummer Carmine Appice recently hosted "The Second Annual KJW Radio/Carmine Appice/Memorial Day Weekend Jam," held at the Sold Park. On hand to jam with Appice and help judge the best non-pro drummer of the event were legendary players like Tony Oxenford, Rich. Pictured (l-r) are: Appice, Rich's daughter Cathy and Rich.

PolyGram Bows Dealer Program On Black Product

L.A. DEALERS — The black music marketing division of PolyGram Records is set to embark on the company's third annual dealer awareness program in the city, according to Bill Haywood, vice president of black music marketing. The three-city plan for the presentations are Baltimore, Washington D.C. and Chicago.

The program will center on improving PolyGram's relations with small retailers and heightening the label's visibility with dealers. New product, along with merchandising materials and sales programs to aid record in-store, will be presented during the programs.

Audio-visual presentations detailing current PolyGram black music product will emphasize upcoming releases. When possible, PolyGram artists are expected to participate in the presentations through guest appearances. Other announcements regarding various programs to maximize exposure of PolyGram black product are also planned. Direct shipment of merchandising materials, posters, trim fronts and other in-store aids will be discussed and samples of such material will be on hand for the retailers to review.

EXTRA, EXTRA — Donald Fagen just turned his song for the soundtrack to the upcoming sci-fi fantasy flick Heavy Metal sans Walter Becker. Could there be a Sheely Dan split in the wind? Another dynamic duo, Jackson Browne and David Lindley have also decided to separate for a while. Lindley told us last week that he's thinking of righting his own solo career and ready for a national tour. The Samurai of Slide guitar also said that he heard some of Browne's latest material and that Lindley's style wasn't quite right for the new direction.

The new Do-GO album has a perfectly apt title, "Beauty And The Beat"... Dan Fogelberg's album, "The Miller's Son," is shaping up to be a smash. There's an秋天's September release... Jimmy Buffett will play a benefit concert for Denver's Children's Diabetes Center June 24 at the Red Rocks Amphitheatre... Due to contractual obligations, Jay Ferguson will not be accompanying Joe Walsh on his national tour... Keyboardist Michael Murphy will replace him.

TIDBITS — Hang the rumors — Fleetwood Mac is presently enroute to Paris and the Le Chateau Studio to record its next album. Regular Richard Dashut and Ken CALL will return, but the songs are still no secret. Joe Jackson had just decided to stay away from the contemporary sound for awhile. Jackson will be looking sharp in a new band called Joe Jackson's Jumpin' Jive, a five-piece outfit that will play jazz, Latin, country and music,★ Feadweird, and blues. He will also be recording another album. The album will be a new version of the songs in the U.S. tour is slated for July... In a fit of incredible nostalgia MCA has signed '60s great Chubby Checker. Sources say that Checker is shying away from familiar turf, and will spend the coming months scoring the film and Grammy grabber Chris Cross will sing the film's main theme... Billy Joe's upcoming live album, "Songs In The Attic," is due in September. The album is said to feature stuff that Joe hasn't performed in five years, including "She's Got A Way" from the "Cold Spring Harbor" album.

NEW POP AT KNIGHTS — Last year the clan didn't have the budget for it, but this year Knights Berry Farm becomes the only theme amusement park in the Southland to show a four-hour presentation daily. The show, "Hats Off to America," features a 35-piece big band with people like KWST/Los Angeles, Miller's Outpost and The Werewhose in a effort to bring the local L.A. pop scene to Orange County. The park kicked off the concert season with a rock band and show several weeks ago and has already booked the summer promises to get a hotter from the upcoming roster reads as follows: Tommy Tutone and Great Games, June 5, 707, 20/20 and Weird Al Yankovich, June 12, The Plimsouls and The Electric Six, July 10, The Revolution, July 19, Paul Revere and the Raiders, July 26, Al Carte, Paul Warren and Elite, July 3, Creations, Stretch, and Scottie Products, July 7, LeBelle, Code Blue, 20/20 and Smile, July 17, The Burrito Brothers and The White, July 22, Street Boys and The Abnormal Clones, July 31, Naughty Sweeties, Rubber City Rebels and Jett, Aug. 7, Operation 7, Tim Weisberg, Aug. 21 and Phil Seymour, Aug. 29... PLAYING IN DIFFERENT KEYS — One of the most pleasant artists visits that Cash Box west coast has had in some time occurred a few weeks back when that rolly-poly sax man for The Rolling Stones, Bobby Keys, showed up in our lobby. Keys has had a prestigious career in rock having played in Lubbock, Texas with Buddy Holly as well as countless studio sessions. But he's probably best known for his solo work on such Stones classics as "Brown Sugar," "Jumpin' Jack Flash" and "Street Fighting Man." Of course, it was Mick Jagger's tour entourage. Lately, Keys, a bit mellower since hard rockin' heroin days, has been assembling a little jamming band in the San Fernando Valley with some veteran drummers. Hard to tell if the band will be called "The Pimples" or "Keys Five," but we decided on Illegal Tender," laughed Keys. "It's not that easy to get a group of guys together these days just to jam," he continued. "The garage band spirit has gone out of most of my contemporaries." Most recently Keys was down in his hometown of Lubbock, which he hasn't visited for 17 years. The occasion was the annual Tornado Jam in honor of Buddy Holly. Jay Boy Adams and Joe Ely were on hand as well, but Keys was most impressed with the club scene. "There were lots of places to play," he said mystified. "Last time I was there there were nothing but drunk mariachi around." Keys also visited his old homestead. "I figured I'd get a warm reception, but all the people I wanted to know was 'who is this fat fellow from New York?' Presently Keys is in New York prepping for the new Stones album. "You'd think after ten years in the band they'd finally make me a member," he joked in closing.

NEED BOYS AT THE TOP — Three members that seven-man ska band/comedy troupe known as Madness stopped by Cash Box while on break from their current world tour. The group was just finishing up a month-long club tour/label shop as they are no longer on a U.S. record company roster. The band chatted about its successful kiddie maitene concerts in England, the lack of promotion products for the band, and its new movie. Take It Or Leave It. We hope the bands's film about the early days of Madness is as funny as the several videos they showed us. All of the vid clips were clip from playing comedies with a clipped rhythm. These comedies range from the band's first video "London Calling," to a new double album release about to be released. It's quite a video that helps to skank in that cartoonish flair that Madness is famous for. Here's hoping that this amusing and wonderfully danceable band, which just released its new "Grey Day" single, will find a label and some of the success in the U.S. that it found in its homeland.

MUSIC DAYS AT UCLAL — UCLAL Extension has a pretty interesting batch of music courses scheduled for the summer. Alan Schork, president and director of product marketing for WEA Corp., will instruct a class themed "Marketing The Music Industry," which will run June 23-Aug. 25 in rm. 1270 Graduate School Of Management ... Also on the agenda are the Richard Schulenberg taught "Legal and Practical Aspects of the Recording Contract" and "Publications Introductions." Richard Gurian, an attorney, will host the class, "Making Music Careers in the Music Industry." For more information call (213) 825-9064.

 marc celter
**Vid Product Debuts Highlight Opening Of ’81 Summer CES**

(*continued from page 5*)

The big news in video hardware at the Summer CES continues to be videocassette recorders, particularly lightweight portable, cable-ready units and new models featuring up to seven- and 14-day programmability. Among companies presenting new VCR systems and/or accessories, including cameras and switching devices, are Panasonic, Quasar, Akai, Sanyo, Toshiba and JVC, to name but a few.

Key software announcements here include MGM/CBS Home Video’s initial videodisc releases, in addition to release dates and marketing plans for Paramount Home Video’s first videodisc titles under its new custom pressing arrangement with DiscVision Associates. There will also be a general overview of software produced by the LaserVision Assn. later in the week.

**New Cassette Titles**

Magnetic Video, VidAmerica, KVC, Paramount, MCA Videocassette Inc., Disney and Warner Home Video (see SoundViews, page 15) will be among the videocassette software manufacturers to announce new summer titles at the show.

Columbia Pictures Home Entertainment is set to announce a line of its original closed-captioned videocassette titles for the hearing impaired. Close Encounters of the Third Kind. Disney is set to debut new promotion plans and point of purchase displays for new releases such as The Many Adventures of Winnie The Pooh and The Fox and The Hound.

In the area of audiophile recordings, Mobile Fidelity Sound Labs is expected to announce forthcoming Original Master (half-speed mastered) recordings of David Bowie’s “The Rise and Fall of Ziggy Stardust and The Spiders From Mars” and the Rolling Stones’ “Sticky Fingers,” as well as its new Ultra High Quality Recordings titles.

Nautilus Recordings will debut three half-speed mastered releases at the Summer CES, including Linda Ronstadt’s “Simple Dreams,” Pablo Cruise’s “Worlds Away,” and “Cornerstone” by Styx.

The more than 350 exhibitors are again located throughout three facilities — McCormick Place, McCormick Inn and the Pick Congress Hotel — taking up a total of well over 550,000 square feet of space.

McCormick Place houses the bulk of the exhibits, with 400 on the Lobby level, 200 on the Mall level and 100 on the Concourse. Special interest audio groups are displaying their wares at the Pick Congress, where 155 demonstration rooms and hospitality suites have been booked at McCormick Inn, adjacent to McCormick Place.

Interest in the annual Design & Engineering Exhibition, featuring the most innovative video hardware and software products as selected by a panel of industry editors, has been at an all-time high, according to Jack Wayman, senior vice president of the Electronics Industries Assn./Consumers Electronics Group (EIA/CEG). A show high 478 booths were submitted for review, and 106 were subsequently selected for the sixth exhibition. Almost 20,000 show attendees are expected to view the exhibits during its four-day run.

However, emphasis is being placed on international attendance by show organizers this year due to record response from electronics trade membership and throughout the video industry. According to Jack Wayman, who is the staff of the International Visitors Center had been piloted to betriped and accommodate the anticipated heavy traffic.

“The year, we sent out 16,000 direct mail pieces to international membership and trade, as well as to the EIA/CEG member companies,” said Wayman. “To handle the expected wave of export opportunities in dealing with our overseas visitors. Additionally, we’ll be sponsoring a mixer for international buyers and show exhibitors on Sunday (June 1), and a CES Export Development workshop will be held on the closing day (June 3) of the show.”

**Special Displays**

Among the other special exhibits of the Summer CES, which will again be a part of the 1981 show, are the CES Retail Cross Merchandising Exhibit, cosponsored by the EIA, the Recording Industry Assn. of America (RIAA) together with its RIAA/VIDEO division, and the National Assn. of Recording Merchandisers (NARM).

New additions to the cross merchandising exhibit will be the RCA SelectaVision (CED) Videodisc player (with in-store display items), a new Quasar PR4800 TP 45” diagonal projection TV unit and Video Communications Innovators’ “Instant Previewer.” Additionally, Jensen Car Audio series II in-store display will include four AM/FM

**A WORTHY CAUSE** — Columbia Pictures Industries president Francis T. Vincent (left) chatted with Children of a Lesser God cast member Janille Gold at a presentation of two CPHE closed-captioned titles, Chapter Two and Winnie the Pooh The Adventures of Winnie the Pooh. The presentation was sponsored by the China Syndrome to equip two New York institutions for the hearing-impaired.

**MORE VIDEO SOFTWARE NOTES** — Warner Home Video has been busy, busy, busy. The videocassette software arm of Warner Communications, Inc. (WCI) has just released two new music video cassettes by Warner Bros. recording acts Dire Straits and Devo. The Strraits’ cassette features three cuts from the band’s current “Making Movies” LP, while Devo: The Men Who Make The Music includes four older selections from the new cassettes’ first two LPs. All items will retail for $40 and be supported by a cross-promotion campaign that will include four-color posters, bin cards tagging the video tape in record bins and free-standing promo cards. In June, Warner will follow up with the motion picture titles Just Tell Me What You Want, Time After Time, Bloodbrothers and two grade “B” drive-in flicks starring former Playboy Playmate of the Month, late Claudia Jennings, Death Sport and Great Texas Dynamite Chase.

Last but not least, the company will be celebrating on the Month in July with the release of nine Columbia Pictures titles, including Great Santini, Over The Edge, The Wanderers, Promises In The Dark, Heartbeat, Simon, Die Laughing, The Awakening and The Fantastick Plot Of Dr. Fu Manchu. Posters for the new releases will use on the product, which will be the first videocassette titles from Warner Bros. to utilize its new Milton Glaser-designed packaging...in the videodisc world, RCA has announced plans to release a Rock the Boat/Osmond music video program. Additional information is due on July 9th.

**FOR MORE INFORMATION** — The History of the World: Part I, in the Fall in its CED format following theatrical release of the movie in June...As part of its ongoing entertainment industry-oriented exhibit, the ABC News Media Group program will air the “Cable Clip” series, which provides a behind-the-scenes look at how software program suppliers and distributors in "post-theatrical markets” during a program entitled Distribution of Home Video and Non-theatrical Programming Aug. 22. The session, which will be held at the Century Plaza Hotel, is scheduled to begin at 2:30 p.m. The speaker panel includes the buckner, while James P. Jimirro, president of Walt Disney Telecommunications, is scheduled to serve as host. The fee is $35, which includes luncheon and program materials.

**SoundViews**

Chrysallis VISUAL: Programmed for Cable — If you happened to attend the National Cable Television Assn’s 30th annual convention in L.A. May 29-31, you might have been surprised to find one of the keynote addresses, #1655 in the exhibit area. However, Chrysallis Records’ presence at the confab, under its newly inaugurated visual programming division, underscored the fact that the label “wants people to know we’re serious about our commitment to cable TV programming and we’re making a serious push to make the industry aware of us.”

Carhart, label director of artist development. Among the first projects, at present for Chrysallis Visual, added Carhart, is to generate interest in two visual (film) properties, Dance Craze and Babylon. The two Brit-themed works of art, which have been released to theatre in Europe with successful box office, both feature contemporary British dance bands. Dance Craze, which focuses on the lives of black youths living in South London, was well received in a test run in L.A. not long ago. The soundtrack to Dance Craze, a chronicle of live performance by the top 7 English ska bands on the 2-Tone label (including Madness, The Selecter, The Specials and The English Beat), has already been released by Chrysallis. To show it means business, Chrysallis has already produced a 30-minute video special on recording group The Chords. Taped live at the Los Angeles Sports Arena, specifically for cable,” as well as working on distribution deals for the project.

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**Michael glycans**
Epic Holds Branch Contest
For Ozzy Osbourne Album

LOS ANGELES — Epic Records is currently staging a unique "pay to play" branch office contest in support of Ozzy Osbourne's new Jet Epic LP, "Blizzard Of Oz." Running April 27-June 30, the intra-company contest will be judged on best overall performance for the album (promotion, sales, merchandising, etc.) by each local office.

Participating branches, which are required to pay a contest entry fee, have been divided into three competitive categories based on size, personnel and sales average (e.g., a New York will not compete with a Denver). Each person affiliated with a category winning branch, from branch manager to secretary, will win gasoline coupons worth $200 from one of the major oil companies.

As an added incentive to attain the goal of taking "Blizzard Of Oz" to gold, if the album achieves that plateau by July 1, all branch entrance fees will be refunded, and E/P/A will contribute all prize monies.

Conceived by E/P/A marketing executives after working with product managers at field merchandising meetings and discovering that the branches wanted a contest that would involve all departments on the local level, the contest was coordinated by E/P/A's senior vice president of marketing Ron Carricell, West Coast vice president of marketing Larry Douglas and Epic associate product manager, West Coast, Steve Griffin.

"A lot of the time lower level personnel get passed over when prizes are awarded," said Einzig. "So we decided that since they put in as much work as the promotion men and everybody else, they should be rewarded too."

SINGLES BREAKOUTS

THE ONE THAT YOU LOVE
AIR SUPPLY
ARISTA AS 0604

SINGLE BREAKOUT OF THE WEEK

JESSIE'S GIRL
RICK SPRINGFIELD
RCA JH12201

SINGLES BREAKOUTS

ABBA • The Album • Atlantic 19164
AC/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. I • Capital SN/16020
Beatles • Rock 'N' Roll Vol. II • Capital SN/16021
Tommy Bolin • Body • Private Eyes • Columbia C-34329
Devo • Live • Warner Bros MINI 3548
Doors • The CD • Elektra EKS 74007
Dan Fogelberg • Souvenirs • Full Moon/CBS P31317
Billy Joel • Piano Man • Columbia PC 32455
Carole King • Tapestry • Columbia PE 34946
Don McLean • American Pie • United Artists LN 10037
New Music • Sanctuary • Epic NFE 37214
Prentenders • Expanded Play • Store MINI 3563
Secret Policeman's Band • The Music • Island IL 9630
Who • Meaty, Beat, Big & Bouncy • MCA 37001
Who • Who Are You • MCA 3050

FASTEST MOVING MIDLINES

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Prentenders • Expanded Play • Store MINI 3563
Secret Policeman's Band • The Music • Island IL 9630
Who • Meaty, Beat, Big & Bouncy • MCA 37001
Who • Who Are You • MCA 3050

TOP SELLING ACCESSORIES

Alisop Cassette Head Cleaning Cassette 7030
 disciplined • D-System • Discwasher D-System • Discwasher D-Fluid Re-Fill • ¾ Oz.
Maxell UDXL I C-90
Maxell UDXL II C-90
Maxell UD X C-90
Maxell Videocassette HG T-120
Memorix MK3 C-90 3 Pack
Memorix MK3 C-90 6 Pack
Recoton LP Inner Sleeves
Savoy Cassette Carrying Case 2330
Sound Guard Record Preservation Kit
TDK SA C-90
TDK AD C-90
TDK DC-90 5 Pack
TDK Cassette Head Cleaning Cassette HC 01B

COLLATERAL FROM: Mercury Group • National Disc Records • Texas, Peaches • Dallas, Outers • New Haven, Lieberman • Long Island, NY, C-90

COLLATERAL FROM: Disc Records • Texas, Peaches • Dallas, Outers • New Haven, Lieberman • Kansas City, Tom Reim, Sound Odyssey; Bobbe Shore, Richmond Bros., Poison Ivy, Congo Powers and Lux Interior of the Cramps.

CRAMPS STRIKE NEW JERSEY
Recently in town for a show at Emerald City, I.R.S. group The Cramps made an in-store appearance at the Cherry Hill Sound Odyssey Record Store. Shown outside the store are (l-r): Nick Knox of the group, Tom Reim, Sound Odyssey; Bobbe Shore, Richmond Bros., Poison Ivy, Congo Powers and Lux Interior of the Cramps.
SIMPLY DELICIOUS — Delicious Records in Los Angeles was the site of a promotional visit by Warner Bros. recording artist Chaka Khan who was in town to do a concert and promote her latest solo album, "Whatcha Gonna Do For Me," which features the title track as a single. Khan is shown signing autographs for young fans.

WHAT'S IN-STORE

WAXIE MAXIE MAILS TO MOMS — Washington, D.C.'s Waxie Maxie chain undertakes its first direct mail advertising campaign this week, with blue collar women in the Bowie, Md. area the targeted audience. Mervyn Penner, advertising director said the campaign was inspired by the findings of the recent Warner Communication, Inc. (WCI) report that working women are a significant and growing segment of the record buying public. Penner also said comments from the Warner Bros. store manager indicated many of the area's housewives were unaware the record store carried anything but rock 'n roll. As an incentive to new customers, the 7,100 flyers contain offers for free 45s and coupons for reduced prices on records and accessories. Among the featured specials is a T.G. Sheppard, Engelbert Humperdink and Carol Hessl's "Dancin'ize." The free 45s included a CBS sampler, as well as James Taylor singles. Five record companies have supported the mailing. While the use of purchased mailing lists is a first for Waxie Maxie, similar coupon promotions have been used in flyer and leaflet advertising in and around malls and parking lots. The difference this time is the more specifically targeted buyer. "We're hoping to increase our older buying public by making people aware of spoken word, dancin'ize and show albums," said Penner. The advertising director added that everything in the mailer was tailored towards "the person I expect to be opening the mail."

EXECUTIVE CHANGES — Lee Cohen replaces John Houghton as vice-president of marketing at Licorice Pizza. Cohen has been director of advertising for the Glendale, Calif.-based chain for the last three years. Kent Moseley, formerly a store district manager, has been promoted to assistant vice-president of store operations. R. Allen Lyles has joined Record Bar as director of accounting systems development for the Durham, N.C.-based outlet. A certified public accountant, Lyles was formerly accounting manager for the Huyuck Corp. of Wake Forest, N.C. The chain also named Brad Martin to the post of national supervisor. The seven-year Record Bar vet will work out of the company's home office... Deb Flanagan, advertising director for Everybody's Records in Portland, Ore., has given it all up in order to travel for an extended period of time.

MODERN TIMES AT 59TH & SANDBUSY — RCA Records radio station WYSP recently got together with the 12 Sound Odyssey stores to promote the new Jefferson Starship LP, "Modern Times." Using the slogan "Enjoy Modern Times With The Best of Modern Times," the 12 store spots invited listeners to fill out entry blanks at Sound Odyssey outlets for a drawing to be held on the air. First prize was a RCA videodisc player and a five-disc starter library. Fifty other winners also received copies of the Starship LP. Displays were used extensively, and record companies drew attention to the ballot boxes. The radio spots also made mention of the Sound Odysseys that carry video equipment.

CLEANING ZE ATTIC — Due to production overruns, ZE Records still has hundreds of posters, T-shirts, and an assortment of such artists as Kid Creole and the Coconuts, The Knocks and the Beach Boys, a reduced price sale is offered for $20.00. The chain also named Brad Martin to the post of national supervisor. The seven-year Record Bar vet will work out of the company's home office... Deb Flanagan, advertising director for Everybody's Records in Portland, Ore., has given it all up in order to travel for an extended period of time.

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<th>LAST WEEK</th>
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<td>BETTE DAVIES</td>
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<td>STARS ON 45-MEDLEY</td>
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<td>SMOKEY ROBINSON</td>
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<td>TAKE IT ON THE RUN</td>
<td>REO SPEEDWAGON</td>
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<td>A WOMAN NEEDS LOVE</td>
<td>(JUST LIKE YOU DO)</td>
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<td>ANGEL OF THE MORNING</td>
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<td>NEIL DIAMOND</td>
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<td>WATCHING THE WHEELS</td>
<td>JOHN LENNON</td>
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<td>15 MORNIN TRAIN (9 TO 5)</td>
<td>SHEENA EASTON</td>
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<td>WHAT ARE WE DOIN' IN LOVE</td>
<td>DOTTIE WEST</td>
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<td><strong>19</strong></td>
<td>THE WAITING</td>
<td>TOM PETTY &amp; THE HEARTBREAKERS</td>
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<td><strong>20</strong></td>
<td>I MISSED AGAIN</td>
<td>PHILL COLLINS</td>
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<td><strong>21</strong></td>
<td>JESSIE'S GIRL</td>
<td>RICK SPRINGFIELD</td>
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<td><strong>22</strong></td>
<td>THE ONE THAT YOU LOVE</td>
<td>AIR SUPPLY</td>
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<td><strong>23</strong></td>
<td>JUST THE TWO OF US</td>
<td>ROGER WASHINGTON, JR.</td>
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<td><strong>24</strong></td>
<td>KISS ON MY LIST</td>
<td>DARYL HALL &amp; JOHN OATES</td>
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<td><strong>25</strong></td>
<td>YOU BETTER YOU BET</td>
<td>THE WHO</td>
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<td>WINNING</td>
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<td>MAKE YOUR DREAMS</td>
<td>DARYL HALL &amp; JOHN OATES</td>
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<td>IS IT YOU</td>
<td>LEE RITENOUR</td>
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<td>ELVIRA</td>
<td>THE OAK RIDGE BOYS</td>
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<td>FIND YOUR WAY BACK</td>
<td>JEFFERSON STARSHIP</td>
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<td>STILL RIGHT HERE</td>
<td>IN MY HEART</td>
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<td>FOOL IN LOVE WITH YOU</td>
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<td>MODERN GIRL</td>
<td>SHEENA EASTON</td>
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**PRIME MOVER**

1. **52** | FOOL IN LOVE WITH YOU | JIM PHOTOLO | 39 |
2. **53** | NOBODY WINS | ELTON JOHN | 33 |
3. **54** | AI NO CORRIDA | QUINCY JONES | 9 |
4. **55** | GIVE A LITTLE BIT MORE | CLIFF RICHARD | 17 |
5. **56** | SAY WHAT | JESSE WINCHESTER | 7 |

**SPECIAL PROMO**

1. **57** | FOOL IN LOVE WITH YOU | JIM PHOTOLO | 39 |
2. **58** | NOBODY WINS | ELTON JOHN | 33 |
3. **59** | AI NO CORRIDA | QUINCY JONES | 9 |
4. **60** | GIVE A LITTLE BIT MORE | CLIFF RICHARD | 17 |
5. **61** | SAY WHAT | JESSE WINCHESTER | 7 |

**TOP 100 SINGLES**

June 6, 1981
Parton Receives Top Honors For AGVA Awards

NASHVILLE — Dolly Parton was named Entertainer of the Year and Female Country Star of the Year, while Kenny Rogers won the title of Male Country Star of the Year at the 11th annual American Guild of Variety Artists (AGVA) Awards. The awards program was taped, and will be aired as a special syndicated show during June and July.

Parton was recipient of AGVA Awards in 1978 and 1979 when she was named Country Star of the Year, before the honor was separated into two categories — Female and Male Country Star.

The AGVA Awards are voted on by the members of the association for their choice of the "top performers in live performances."

Previous artists who have been named Entertainer of the Year include Frank Sinatra, Bob Hope, Liza Minnelli, Sammy Davis, Jr., Totie Fields, Ben Vereen, Johnny Carson, Steve Martin and Robin Williams.

The AGVA Awards Show is hosted by Mike Douglas and was co-produced by Sullivan Prod. and Mike Douglas TV Prod.

NARAS Nashville Elects '81 Board Members

NASHVILLE — Fourteen board of governors positions were decided as the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS) held elections for those posts recently. The elected members, who will serve two-year terms, and their respective categories are:

Alan Moore, vocalists and singers; Moses Dillard, leaders and conductors; Charles Fach, A&R producers; John D. Loudermilk, songwriters, composers; Glenn Snoddy, engineers; Tom Brannon, instrumentalists, musicians; Greg Neison, arrangers; Nancy Apple, art directors, anotators, designers, Ill. editors, photographers; Bill Denny, spoken word, comedy, etc.

Maggie Cavender, Dr. Bobby Jones, Jerry Teller and Travis Turk will serve in the at-large category, while Judy Gregory will represent the associate category.

Incumbent governors include Jim Black, Aaron Brown, Patsy Bruce, Don Butler, Ron Haffke, John Knowles, Sheri Huffman, Sheldon Kurland, John McCarthy, Haffkine, John Knowles, Sheri Huffman, Aaron Brown, Patsy Bruce, Judy Gregory and Greg Neison.

The governors will take office at the June 3 board meeting, while the election of officers will take place at the July board meeting.

COUNTRY

CBS Launches Label Promotion — CBS Nashville launched its "Hottest Label in Town" promotion in Nashville recently with a rather novel approach. With visiting New York executives, the label representatives donned red suspenders and hats and hopped aboard a fire engine, complete with the required firemen. Pictures in the bottom row are (l-r): Morris Baumstein, consultant, CBS Records, and accounts supervisor, Young and Rubicam; Paul Smith, senior vice president and general manager; CBS, Mike Marinovich, vice president, merchandise/marketing; CBS, Rich Blackburn, vice president, general manager; CBS Nashville; Joe Casey, director, national promotion, CBS Nashville; Ray Wunsch, vice president, marketing; CBS Nashville; and Linda Barlow, Gotham Advertising.

In the top row are members of Metro Fire Department and Columbia artist Jamie Frick.

Artist Endorsement, Identification Causes Problems At Country Radio

(from continued on page 19)

Barbara Mandrell, Crystal Gayle and Charlie Daniels — are pictured against a Los Angeles scene. The top of the sign reads "93.3 KHL," while the bottom reads, "We a grew up to be cowboys." Cook noted that the phrase does not have quotes around it, so in no particular order, the artist is saying that he added that the station is also running a similar television campaign, and the artists do indeed use the phrase in the commercial, but they do not add "and" to "I listen to KHJ," which he would view as endorsing the station.

Don Langford, PD of crosstown rival KLAC, says, he "can live with" KHJ's campaign because none of the artists say "KHJ is my favorite radio station." But he can't live with an artist endorsing one station over another.

"When you get an artist saying 'this is the station I listen to' what does it mean to the other station?" Langford said. "Our policy here at KLAC is if someone goes on the air and says one of the competing stations (there are five in his market) is "my favorite station."

Then when we go into our music and promotion meetings, we will assign that artist with that attitude. If they feel they want to support another radio station, they can't come to me to ask support.

I would never (stop playing their material). An audience wants to hear hit artists and hits records," he said. "A radio station does help artists and does sometimes go a little further for someone who has supported the station in the past. I think that if an artist who goes out of the way to support the competition, I'm not going to go out of my way to support him or her. Country radio needs an artist's support, but it does not need an artist to come between two stations and pit them against each other."

Dale Turner, PD with WSAI in Cincinnati, views personal endorsements in a somewhat different light. He does not feel them because they are not effective.

"I recently read some research that indicated personal endorsements are not very effective," Turner said. "People are not influenced by a star endorsing a product or a radio station. But I try to stay away from personal endorsements anyway. When artists come in for a concert or whatever, I try to get them to say something like, 'The new country, WSAI is hosting my appearance.' He's not really endorsing the station...in no way do I ever have the artist say we're the best or something. I don't put anybody on the air saying this is the best station in the world."

But what of the artists? Are they aware of the time bomb they are helping manufacture? For the most part, the general consensus is no, the artist does not know he or she is causing a problem. According to KLAC's Langford, artists need to learn to say no to a station when it comes to endorsement. Most artists are fairly unaware of the heavy competition factor among radio stations. Additionally, they usually do these promos out of gratitude to the station.

Savannah Island Site Of Country & Bluegrass Fest

NASHVILLE — A country and bluegrass festival will kick off the Harbor Performing, Arts Series June 7 at the Snug Harbor Cultural Center in Staten Island, N.Y. The festival is featured as an hour-long bluegrass and country concert, followed by a performance by country artist Elwood Bunk and his band the Wonder. Bunk has appeared several times on NBC-TV's soap opera Texas and also on that network's Real People. Bunk was also recently filmed for a segment of ABC's 20/20.

The festival begins at 2 p.m. and will culminate in a square dance party. Further information about the Festival may be obtained by calling (212) 448-2500.

Camby, Mayer And Gayden Pact With Famous/Ensign

NASHVILLE — Famous/Ensign Music here has signed Johnny Cymbal, Jake Mayer and Mac Gayden to exclusive writers contracts.

Cymbal, who moved his base of operations from Los Angeles to Nashville earlier this year, is currently represented on the CMA/Nashville chapter board's "Doesn't Anyone Get High On Love Anymore." His writing credits include hits for the following: Melba Montgomery's "Cinnamon," and "Mr. Bassman." He was also composer for the Partridge Family television show.

Mayer broke into the music business as a sound engineer. He joins Famous following a stint with Willie Nelson Music.

Gayden's catalog includes the R&B standard "She Shot A Hole In My Soul" and "Everlasting Love," which has been a Top 10 record on at least four different occasions.

"Signinging Johnny, Jake and Mac marks a major commitment on our part," said Mac Gayden, president and chief operating officer of Famous. "It is part of our strategy to build the perimeters of the company in all music areas."

Talent Buyer's Seminar Show Set For TPAC

NASHVILLE — The Country Music Assn. (CMA) Talent Buyer's Seminar shows have been condensed into one three-hour concert this year, and will relocate from seminar headquarters at the Hyatt Regency Hotel here to the Tennessee Performing Arts Center (TPAC) James K. Polk Theater. Scheduled for Oct. 10, the showcase is designed to give participants in the three-day seminar (Oct. 9-11) an idea of the talent available for state fair, theme park, club and concert bookings.

Don Light, chairman of the seminar showcase committee, said that the move to TPAC is a much more professional and comfortable setting for the performing artists. "I'm sure our regional districts will be much more professional and comfortable setting for them as well."

Light has been mailed to all agents and managers requesting press kits on proposed showcase acts to be considered by the committee. "All press kits will be reviewed and showcase participants selected by July 1," he said.

Camelot And Sun Sponsor Orson Promo

NASHVILLE — The Camelot Record chain and Sun Records recently co-sponsored a six-week promotion centered on Sun artist Orson Welles' 50th "Pioneer Tour." The promotion was designed to familiarize both the chain's personnel and the public with the act.

Additionally, cash prizes were awarded to personnel who created the bestOrson display based on the following display on the "Pioneer Tour." The display was awarded to "Pioneer Tour." The display was awarded to the top three winners in each of the four regional districts.

Participants included Paul Jacowy of Camelot #68; Greg Kane, Camelot #35; Mark Boswell, Camelot #58; and Dave Sloan of Camelot #20. A special consumer incentive prize of a week's worth of air time was awarded to Chad Ledford of Kings Mountain, N.C.


Cash Box June 6, 1981

www.americanradiohistory.com
1. **FEELS SO RIGHT** - Alabama (RCA AHL-1-3930)
2. **SEVENiar ACHE** - Rosanne Cash (Capitol 3C-39665)
3. **JUICE** - Juice Newton (Capitol ST-12136)
4. **OUT WHERE THE BRIGHT LIGHTS ARE GLOWING** - Restless Heart (RCA AAL-1-3932)
5. **KENNY ROGERS GREATEST HITS**
6. **I LOVE 'EM ALL** - Kenny Rogers (Liberty LOD 1072)
7. **SOMEWHERE OVER THE RAINBOW** - Willie Nelson (Columbia FC-39683)
8. **EVAANGELINE** - Emmylou Harris (Warner Bros. BSK 3520)
9. **TO S & ODD JOBS** - Orin Williams (RCA AAL-1-3852)
10. **HORIZON** - Enya (Elektra 6E-276)
11. **DRIFTER** - Sylvia (RCA AAL-1-3966)
12. **ROWDY** - Hank Williams, Jr. (Elektra/Curb 6E-220)
13. **WILD WEST** - Out West (Dot, DLT 1062)
14. **SOMEBODY'S KNOCKIN'** - Hank Williams, Jr. (Elektra 6E-235)
15. **ROLL ON MISSISSIPPI** - Jerry Reed (RCA AAL-1-3905)
16. **SURROUND ME WITH LOVE** - Charly McClain (Epic FC-37108)
17. **WHERE DO YOU GO WHEN YOU DREAM** - Anne Murray (Capitol SO-12149)
18. **EATH AND LACE** - Raylon and Jessi (RCA AAL-1-3931)
19. **I AM WHAT I AM** - George Jones (Epic FC-3686)
20. **GREATEST HITS** - Raylon and Jessi (RCA AAL-1-3931)
21. **GREATEST HITS** - Anne Murray (Capitol SO-12110)
22. **GREATEST HITS** - Raylon and Jessi (RCA AAL-1-3931)
23. **GREATEST HITS** - Norma Milner (RCA AAL-1-3722)
24. **MAKIN' FRIENDS** - Ranny Bailey (RCA AAL-1-4026)
25. **LIE TO ME** - Don Williams (MCA-5133)
26. **I'M COUNTRYFIED** - Wilma Burgess (Capitol ST-12116)
27. **HEY JOE/HEY MOE** - Moe Bandy and Joe Stampley (Columbia FC-37023)
28. **STARDUST** - Willie Nelson (Capitol ST-12116)
29. **MUNDO EARWOOD** - Mundo Earwood (Charly 3C-39683)
30. **REST YOUR LOVE ON ME** - Conway Twitty (MCA-5136)
31. **WASN'T THAT A PARTY** - The Jesters (Epic/Cleveland Int'l. JE-37107)
32. **ONE TO ONE** - Eddie Bruce (RDA-518)
33. **MY HOME'S IN ALABAMA** - Steve Miller Band (MCA-518)
34. **JOHN ANDERSON 2** - John Anderson (Warner Bros. BSK-35471)
35. **LOOKIN'-FOR LOVE** - Johnny Lee (MCA-518)
36. **LIVE** - Scott Aton (Jethro Jl-5002)
37. **GUITAR MAN** - Elvis Presley (RCA AAL-1-3917)
38. **BLUE PEARL** - Earl Thomas Conley (Capitol ST-1-39684)
39. **I HAVE A DREAM** - Crystal Gayle (Capitol ST-1-39685)
40. **GREEDY HITS** - J.B. Brown & Helen Cornelius (RCA AAL-1-39686)

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**COUNTRY RADIO AND CASH BOX:**

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

THE COUNTRY COLUMN

REUNION WITH WALKER — It's been almost three years since Jerry Jeff Walker released "Contrary, To Ordinary." Walker fans can now rest easy, there is finally new product — "Reunon." For those of you who like to keep running tallies, Walker has released 12 albums in his 13-year recording career, including "Mr. Bojangles" and "Five Years Gone" in 1968 and "Being Free" in 1969, all on the Atlantic label. After that release, Walker moved his talents to MCA in 1973, following a four-year hiatus. Walker debuted on the label with a self-titled album and later that same year released "Viva Terlingua." He followed with "Walker's Collectibles," "Ridin' High," "It's A Good Night For Singin'" and "A Man Must Carry On," "Contrary To Ordinary," "Best Of Him" and his latest, "Reunion," which was recorded at Muscle Shoals Sound Studios and produced by Barry Beckett. There you have it, a complete album discography of an artist who somewhere along the line picked up the moniker "one that reads the mother." The BARON ALBUM — As we all thought it would, "The Baron" single project by Johnny Cash and Billy Sherrill has blossomed into an album project. The single and album project marked the first time Sherrill had ever produced Cash (Cash Box, March 21). Material on the album includes "Hey, Hey Train," "a natural for Cash, and a couple of uptempo surprises — "The Blues Keeping Get Blueer" and "The Hard Way." If you're in the area, you can catch Cash at Honolulu's Sherrill Sherton June 9-11, and a series of Australian dates June 15-24.

HERE AND THERE — Building on its reputation as a solid drawing card for opening new clubs, the recently opened Headless Horseman in High Point, N.C., has played the newly opened Headless Horseman. The club will open the local Hot Country Music City Recorders for an artist who somewhere along the line came to realize that the group's moniker is based on the recently released album's title, "Blackwater." Blackwater is a project which will remain part of the newly formed headless Horseman Club. Hyland and his latest, "Cadillac Jones," will include "Hey, Hey Train," "Train," "The Hard Way," and "It's A Good Night For Singin'". The club, which will remain part of the newly formed headless Horseman Club, will open in Greenville, Miss. May 13-17, and, beginning May 25, worked a six-day engagement at the South 40 Club in Burlington, Iowa during the club's second week of operation. Between opening clubs, the group found time to record at Music City Recorders with producers Jerry West and Jack Logan ... When Network Ink, Inc. president Mike Hyland adopted a little wire-haired puppy named Dolly last year, little did he expect the promiscuous pup would give birth to four little ones less than a year later. In honor of the dog's namesake, Hyland and family have named the three puppies which will remain part of the Hyland clan after the more well-known namesake's siblings — Freida, Floyd and Stella. Perith Huskey has signed with the Shorty Lavender Talent Agency in Nashville. Roger Miller and Willie Nelson began recording a duet album earlier in May ... Since signing with the Agency for the Performing Arts, Riders In The Sky has made a number of television and personal appearances, including the Boarding House in San Francisco, Caesar's Palace in Lake Tahoe and the John Davidson Show. Look for the group's second album, "Cowboy Jubilee," to ship this week on Rounder Records ... The recently released Billy Joe Royal album on Kat Family Records has a little bit of everything on it, from A/C to Top 40 to country. It was produced by Hap and Claire Oswald. During the Piggies' recent contest at the Legendary Oaks, and arresting print guitar interlude, the catchy melody, punctuation percussion and accompanying female vocalists add punch to Reeves' flowing vocals about sleepless nights. Good time for a drive through the audience.

HITS OUT OF THE BOX

JUICE NEWTON (Captisol 4997) Queen Of Hearts (3:29) (Drunk Monkey Music — ASCAP) (H. Devito) (Producer: R. Landis)


JERRY REED (RCA RB 12253) Good Friends Make Good Lovers (2:53) (Warner Tamerlane Publ./Face The Music — BMI) (T. Seals) (Producers: N. Wilson, J. Reed, D. Briggs)

DEBBY BOONE (Warner Bros./Curb WBS-49720) IF I'll Be Him (3:01) (Hat Band Music/Music Baran — BMI) (B. R. Reynolds) (Producers: L. Butler)


THE O'ROARK BROTHERS (Comstock COM-1658) Can't We Start Over Again (2:39) (White Cat Music — ASCAP) (D. Kalman) (Producer: P. Parker)

BILLY LYELLRY (RCA RB-12255) My Baby's Coming Home Again (2:36) (Charapella Music — ASCAP) (B. Lyerly)

DOUG KERSHAW (Scoti Brothers ZSE-21217) Hello Woman (3:49) (Doug Kershaw Music — BMI) (D. Kershaw) (Producers: D. Perry, D. Kershaw)


RAY PILLOW (First Generation FGS-011) One Too Many Memories (2:48) (Sawgrass Music — BMI) (K. Wellbury) (Producer: P. Parker)


LARRY HABERLIN (Sungold SG-100) Too Many Movies (2:55) (Keca Music — ASCAP) (J. Weatherly) (Producer: J. Howard)

ALBUM REVIEWS


Dave Rowland and Sugar have a new producer, a new label and a new female vocalist, but fans of the group's distinctive boy/girl harmonies can relax — the threesome has retained the sound that has become a popular item on both radio and jukebox. Equally adept at handling uptempo numbers and the soft ballads, this album gives an ample sampling of both. Cuts to watch in addition to the single, "Foot By Your Side," include "The Pleasure's All Mine," "The First Time All Over Again" and "Once Or Twice."

FROM HARPER VALLEY TO THE MOUNTAIN TOP — Jeanne C. Riley, who will long be remembered for her hit, "Harper Valley P.T.A.," recently appeared at a graph party at Mill's Bookstore in Nashville in support of her autobiography, From Harper Valley to the Mountain Top. The autograph party was the first in a series of promotions for the book, which will include an appearance on the Today Show, as well as other television and radio appearances. Riley (r) is pictured with some fans at the bookstore.

Jerry Jeff Walker


REEVES has an easy way about his singing that is reminiscent of Eddy Arnold or Razzie Bailey. His recent hit, "Train," is one that has become a popular item on both radio and jukebox. Equally adept at handling uptempo numbers and the soft ballads, this album gives an ample sampling of both. Cuts to watch in addition to the single, "Foot By Your Side," include "The Pleasure's All Mine," "The First Time All Over Again" and "Once Or Twice."

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

THE COUNTRY REVIEW

Jerry Jeff Walker

www.americanradiohistory.com

Cash Box/June 6, 1981

27
Artist Endorsement, Identification Causes Problems At Country Radio

Artists are being asked to support country radio stations in various ways, including writing letters, saying a few words in public, or speaking on the air. But there are a number of problems that arise when artists do so.

First Generation Show To Be Aired On WSM

NASHVILLE — The First Generation Records showcase, set for June 9 at the Country Music Hall of Fame, will be the subject of a live broadcast over WSM here. The showcase will take place during Fan Fair, which runs June 7 to 11. The voices of Ernest Tubb, Jean Shepard, John Howard, Charlie Louvin, Justin Tubb, Stonewall Jackson, the Wilburn Brothers, and the Wilvis Trio will all be part of the First Generation’s “Stars of the Opry” record series.

Second Time Around

This show will allow the attending fans to hear and meet our artists first hand,” said Pete Drake, the label’s president and producer of the record series. “The live broadcast over WSM will give fans who can’t attend Fan Fair an opportunity to hear our artists.

In addition to the showcase, the record label will also be sponsoring a Fan Fair softball team, which is scheduled to participate in the Fan Fair Celebrity Softball Tournament, set for June 8-9. Playing for the team will be the label’s new Ernest Tubb (son), Jed, Tubb, Teddy and Doyle Willum, Pancho B., Tom Smith, Cal Smith, Willum and Mike Tubb.

There will also be an autograph party for the label’s artists at the new Ernest Tubb Club, 401 Broadway, on June 9 at 3 p.m. Jean Shepard and Tubb are each scheduled to host Fan Club picnics June 9. Shepard is set for 1 p.m., while Tubb’s will begin at 6 p.m.

The Country Mike

NBC Country Sessions Moves into Phase II — With more than 200 country station offers during Country Sessions from coast to coast, the NBC Radio network will continue the project for another hour, recording artists of all country music. The show will also feature country stellas in upcoming months. To date, featured artists now scheduled to be aired include:

Razzy Bailey, May 30-31; Mickey Gilley and Johnny Lee, June 6-7; Billy “Crash” Craddock, June 13-14; Charly McClain, July 4-5; Donna Fargo, July 11-12; Jerry Rodriguez, July 18-19; Jerry Lee Lewis, July 25-26; and Jacky Ward, Aug. 1-2. Morrie Trumble, director, programs, NBC Radio Network, commented: “Country Sessions has been a big hit with our affiliates coast-to-coast. More than 200 stations are now offering the format each week. We’re delighted to continue this ambitious program package.” The series is produced through the facilities of NBC Country Showcase at WMAQ.

Brad Stapleton had always been interested in speech, acting and the theater. But due to the general disposition of theater crowds, which seemed to annoy him, Stapleton turned his sights toward a career in broadcasting. He attended the University of Oregon and attained a degree in broadcasting, while engineering and producing programs for the university’s television station, as well as working with weekends with Eugene radio stations KUGN and KORE.

Upon graduation, Stapleton had no trouble finding work with a degree in broadcasting, he was appointed music director; then the station switched to a country format. Almost a year later, due to management disagreement, Stapleton went to crosstown rival KEED in January of 1974. After three years of handling the 9 a.m. to 2 p.m. shift, Stapleton was appointed program director. Meanwhile, a new assistant program director by present PD, Jay Albert, Stapleton will continue his present air shift, as well as assist Albert, which will primarily entail compiling a new innovative computer system that will more efficiently entertain data for the station.

KRMHD holds radiothon for St. Jude’s hospital — In a recent KRMHD/Shreveport radiothon, $41,663 was raised during the two-day event for the St. Judes Childrens Hospital in Memphis, Tenn. According to program director/music director Tom Philfer, this healthy sum brings the yearly total raised for the charity to nearly $69,000.

Ticket contests — WHK/Cleveland has mailed out “WHK Money Tickets” to nearly one million area residents in what is said to be an “unprecedented Cleveland area promotion.” The “WHK Money Ticket” will give listeners a chance to win $1,000 in cash, with the person holding the winning ticket winning the grand prize.

The contest, which began May 21, morning jock Gary Dee broadcasts the winning number each day during his show until all 100 cash prizes have been awarded, or through Sept. 1, whichever comes first. Winning “Money Tickets” holders must call WHK before 5 p.m. the day of the broadcast and redeem the ticket within three business days of hearing the winning number. KLAC/Los Angeles and Stop ’N Go convenience markets throughout Southern California are co-sponsoring a “Hot Ticket” contest through the months of May and June.

Le Garde Wins Country Radio Promo Tour — Australia’s singing cowboys, Ted and Tom LeGarde recently completed a rather hectic 150-station promotional tour through Texas, Louisiana, Mississippi and Tennessee, hitting secondary markets and several of the majors. The twins, who have recently met with Top National chart success, were very encouraged by the conversations they had with program and music directors. Commenting on their traveling experience, they stated, “If you have a good product and a burning desire to get out and meet the program and music directors personally, you will listen to your record and give you the highest opportunity. If they like it, they will play it.” The LeGardes primarily concentrated on doing air interviews and shows to promote their newest release, “Welcome,” and found jocks mostly interested in having them on their all-night shows. Even if that’s the only time available, the LeGardes would enthusiastically accept it.

The Country Mike

Most Added Country Singles

1. THEY COULD PUT ME IN JAIL — BELLAMY BROTHERS — WARNER/CURB — 54 REPORTS.

2. WILD SIDE OF LIFEF WASN’T GOD WHO MADE HONKY TONK ANGELS — WAYLON AND JESSEY — RCA — 45 REPORTS.

3. RAINBOW STEW — MERLE HAGGARD — MCA — 44 REPORTS.

4. RICH MAN — TERRI GIBBS — MCA — 44 REPORTS.

5. SOME DAYS ARE DIAMONDS (SOME DAYS ARE STONE) — JOHN DENVER — RCA — 21 REPORTS.

6. COULD YOU LOVE ME (ONE MORE TIME) — JOHN CONNEE — MCA — 21 REPORTS.

7. WIND IS BOUND TO CHANGE — LARRY GATLIN AND THE GATLIN BROTHERS BAND — COLUMBIA — 19 REPORTS.

8. FOOL, FOOL — BRENDA LEE — MCA — 17 REPORTS.

9. I BELIEVE IN UNIONIZIES — CONWAY TWITTY AND LORETTA LYNN — MCA — 17 REPORTS.

10. BEDTIME STORIES — JIM CHESNUT — LIBERTY — 15 REPORTS.

Most Active Country Singles

1. FEELS SO RIGHT — ALABAMA — RCA — 78 REPORTS.

2. I WAS COUNTRY WHEN COUNTRY WASN’T COOL — BARBARA MANDREW — MCA — 72 REPORTS.

3. FOOL BY YOUR SIDE — DAVE ROLLAND AND SUGAR — ELEKTRA — 56 REPORTS.

4. LOVIN’ HER WAS EASIER (THAN ANYTHING I’LL EVER DO AGAIN) — TOMPALL AND THE GLASER BROTHERS — ELEKTRA — 52 REPORTS.

5. DON’T BOTHER TO KNOCK — BILL AND MELLENN CORNELIUS — RCA — 51 REPORTS.

6. THE MATADOR — SYLVIA — RCA — 44 REPORTS.

7. SURROUND ME WITH LOVE — CHARLY MCCAIN — EPIC — 43 REPORTS.

8. UNCONDITIONAL — GEORGE STRAIT — MCA — 41 REPORTS.

9. TOO MANY LOVERS — CRYSTAL GAYLE — COLUMBIA — 41 REPORTS.

10. LOVE DIES HARD — RANDY BARLOW — PAUL — 39 REPORTS.
### BLACK CONTEMPORARY ALBUMS

<table>
<thead>
<tr>
<th>#</th>
<th>ALBUM</th>
<th>ARTIST</th>
<th>RELEASE DATE</th>
<th>LABEL</th>
<th>GENRE</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>STREET SONGS</td>
<td>Roy James</td>
<td>1981</td>
<td>Motown</td>
<td>R&amp;B</td>
</tr>
<tr>
<td>2</td>
<td>A WOMAN NEEDS LOVE</td>
<td>Al Green</td>
<td>1972</td>
<td>Columbia</td>
<td>R&amp;B</td>
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<td>3</td>
<td>WHAT CHA' GONNA DO FOR ME</td>
<td>Chaka Khan (Warner Bros, HS 3526)</td>
<td>1973</td>
<td>Atlantic</td>
<td>Funk</td>
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<tr>
<td>4</td>
<td>THE DUDE</td>
<td>Stevie Wonder</td>
<td>1973</td>
<td>Tamla/Motown</td>
<td>R&amp;B</td>
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<tr>
<td>5</td>
<td>WITH BEING WITH</td>
<td>Barry White</td>
<td>1973</td>
<td>Bell</td>
<td>R&amp;B</td>
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<tr>
<td>6</td>
<td>GAP BAND III</td>
<td>Gap Band</td>
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<td>RCA</td>
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<td>Atlantic Starr</td>
<td>1979</td>
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<td>R&amp;B</td>
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<td>Shalamar</td>
<td>1979</td>
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<td>MY MELODY</td>
<td>Deniece Williams</td>
<td>1979</td>
<td>Motown</td>
<td>Pop</td>
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<td>THE SIMON &amp; GARFUNKEL PROJECT</td>
<td>Arlen And Burt</td>
<td>1979</td>
<td>Columbia</td>
<td>Folk</td>
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<td>GIVE IT TO ME BABY</td>
<td>Billy Ocean</td>
<td>1981</td>
<td>Atlantic</td>
<td>Pop</td>
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<td>12</td>
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<td>Deep Purple</td>
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<td>Atlantic</td>
<td>Rock</td>
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<td>BUT</td>
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<td>1981</td>
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<td>SKYPPORT</td>
<td>George Benson</td>
<td>1981</td>
<td>Arista</td>
<td>Pop</td>
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<td>15</td>
<td>ALL AMERICAN GIRLS</td>
<td>Pat Benatar</td>
<td>1981</td>
<td>Elektra</td>
<td>Rock</td>
</tr>
<tr>
<td>16</td>
<td>ALICIA</td>
<td>Various Artists</td>
<td>1981</td>
<td>Various</td>
<td>Pop</td>
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<tr>
<td>17</td>
<td>WELCOME BACK TO THE MUSIC</td>
<td>The Gap Band</td>
<td>1981</td>
<td>A&amp;M</td>
<td>Pop</td>
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<td>18</td>
<td>TRICKY T CHICKEN</td>
<td>Little Ones</td>
<td>1981</td>
<td>Various</td>
<td>Pop</td>
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<td>19</td>
<td>CALL IT WHAT YOU WANT</td>
<td>Paul Young</td>
<td>1981</td>
<td>Polydor</td>
<td>Pop</td>
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<td>20</td>
<td>訴</td>
<td>Fania All-Stars</td>
<td>1981</td>
<td>Fania</td>
<td>Salsa</td>
</tr>
</tbody>
</table>

### DESTINATION DESTINY

Polydor/PolyGram recording artist Alton McClain & Destiny recently visited the offices of their record company to plan promotion strategy for their album "Gonna Tell The World." Pictured are (l-r): Tommy Young, director of field promotion for PolyGram; Levon Philippi, director, national promotion for PolyGram; D'Marie Warren; Alton McClain and Robyda Stiger of the group; Ernie Singleton, director of black music marketing, west coast, PolyGram.

## THE RHYTHM SECTION

**GIVIN' IT TO THE MUSIC**

Gordy/Motown's Rick James has developed simultaneous skills as an artist and producer, taking the logic of each to their logical extension before transcending to a different level of presentation. He has successfully produced himself with the Stone City Band, as well as two solo efforts by that outfit while producing and composing many of the songs on labelmate Teena Marie's debut LP. He is now preparing to produce Stone City Band member Danny Lemell's solo project. James, a Buffalo, N.Y., native who turned the phrase "punk funk" and carved a niche alongside other funk concepts like the Clinton-driven funkateers, said that his outrageous, bra-clad, spangled spaceman image may undergo some changes in the future. "It's hard to stay in one thing too long, so I plan on doing an image change, a change of style, but I'll still be Rick James."

"We're planning on taking the tour on the second week in June to support his current LP, "Street Songs," and the current single, "Give It To Me Baby," which is #3 bullet on this week's Cash Box B/C Singles chart. The tour includes the U.S., Europe, and Japan. James is optimistic about overseas markets for his music. "It's very good there, actually it's never been better. The people have always been into black music, sometimes more so than here," he commented. James also said that although current forays by current pop artists like Steve Wonder, Third World and Blondie have made some penetration into the black consumer market here, "I think people would have to be able to dance to reggae before it gets wider acceptance by black listeners."

"One apt case in point is the Stone City Band. Bassist Cary Back, which incorporates the choopy reggae beat with a more danceable rhythmic groove. The funk is a basic element in much of music, although he has displayed a knack for melodic and lyrical sensibilities as well. When the next phase of James' emergence is complete, more substantial penetration into the pop market may ensue.

**HIBERNATION/SWAN SONG**

The enigmatic Miles Davis is set to release his first LP in seven years on Columbia, titled "The Man With The Horn." In contrast to the fusion textures that blanketed his vinyl during the early '70s, sources at the label are saying that this is some straight-ahead, acoustic blowing. Players on the upcoming album consists of a fresh ensemble that includes saxophonist Bill Evans, drummer Al Foster, guitarist Larry Finnerty and Mike Stern and percussionist Sammy Figueroa. Longtime Davis associate Teo Macero produced "The Man And His Horn, "which we hope to hear snatches of during Miles' July 5 performance at New York's Central Park. The LP is titled "The Man With The Horn -- Miles '81." The festival are the industry's various segments. Although he has always been a reluctant musical representative, Davis is likely to have "a lot of problems facing the music industry, but the BMA has an opportunity to avoid the pitfalls of focusing too much on generalities."

**ALL THAT JAZZ**

The Toshiko Akiyoshi/Lew Tabackin Big Band has been signed for encore performances during the 1981 Monterey Jazz Festival Sept. 18-20. The 16-piece outfit follows grand finale performances rendered during the festival are the industry's various segments. Although he has always been a reluctant musical representative, Davis is likely to have "a lot of problems facing the music industry, but the BMA has an opportunity to avoid the pitfalls of focusing too much on generalities."

**GIFT GIVING IMPERIAL STYLE**

The National Assn. of Recording Merchandisers (NARM) would have been proud of President Ronald Reagan recently when he offered Korean head of state Chun Doo Hwan a musical gift during his visit to the White House. In that package were albums by Earth, Wind and Fire, Billy Joel, Queen, Blondie, Chicago and the Bee Gees.

**L.A. CONFAB**

The recently concluded third annual Black Music Assn. Conference held at Los Angeles' Century Plaza offered more reinforcement of stated future goals and laudatory presentations about the organization's accomplishments. Absent, by and large, were panels of resolve that in the past offered a plan of action toward attaining future goals. Also absent was full representation of the industry's various segments. Although it was evident that steps were taken to ensure that many of the major issues pertaining to black music were canvassed, and all segments represented, some levels of the industry were not present. While it is understood that the expense of a four-day weekend in Los Angeles is prohibitive, a more intense focus on specific problems facing black music and some effort to set up the mechanisms to deal with them might attract more conventioners. NARM, NAB and NRB focus on the general problems facing the music industry, but the BMA has an opportunity to avoid the pitfalls of focusing too much on generalities.
### Cash Box Top 100 June 6, 1981

#### Week of June 6, 1981

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>What Cha' Gonna Do For Me</td>
<td>Double Dutch</td>
<td>1</td>
</tr>
<tr>
<td>A Woman Needs Love (Just Like You and Me)</td>
<td>2 Woman Needs Love (just Like You and Me)</td>
<td>2</td>
</tr>
<tr>
<td>Give It to Me Baby</td>
<td>39 Give It to Me Baby</td>
<td>12</td>
</tr>
<tr>
<td>I'll Be Singing</td>
<td>40 I'll Be Singing</td>
<td>11</td>
</tr>
<tr>
<td>2+2</td>
<td>41 2+2</td>
<td>9</td>
</tr>
<tr>
<td>3+3</td>
<td>42 3+3</td>
<td>7</td>
</tr>
<tr>
<td>4+4</td>
<td>43 4+4</td>
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</tbody>
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#### Week of June 13, 1981

<table>
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<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>You Still Got A Chance</td>
<td>R.F. &amp; T.S.</td>
<td>1</td>
</tr>
<tr>
<td>Eyes of a Lonely Man</td>
<td>Raydio</td>
<td>2</td>
</tr>
<tr>
<td>Never Be Without Me</td>
<td>3 Never Be Without Me</td>
<td>11</td>
</tr>
<tr>
<td>I'll Be Seeing You</td>
<td>4 I'll Be Seeing You</td>
<td>9</td>
</tr>
<tr>
<td>A Woman Needs Love (Just Like You and Me)</td>
<td>5 A Woman Needs Love (just Like You and Me)</td>
<td>7</td>
</tr>
<tr>
<td>Feel So Good</td>
<td>6 Feel So Good</td>
<td>5</td>
</tr>
<tr>
<td>What Cha' Gonna Do For Me</td>
<td>7 Double Dutch</td>
<td>3</td>
</tr>
<tr>
<td>For the Love of Money</td>
<td>8 For the Love of Money</td>
<td>1</td>
</tr>
<tr>
<td>Max &amp; Eddie</td>
<td>9 Max &amp; Eddie</td>
<td>9</td>
</tr>
<tr>
<td>You Still Got a Chance</td>
<td>10 R.F. &amp; T.S.</td>
<td>8</td>
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</table>

#### Alphabetized Top 100 (Including Publisher and Licenses)

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Week On Chart</th>
</tr>
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<tbody>
<tr>
<td>What Cha' Gonna Do For Me</td>
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</tr>
<tr>
<td>4+4</td>
<td>43 4+4</td>
<td>5</td>
</tr>
</tbody>
</table>

#### Additional Information

- **Double Dutch**: Featuring 'What Cha' Gonna Do For Me' and 'A Woman Needs Love (Just Like You and Me)'
- **2 Woman Needs Love (just Like You and Me)**: Featuring songs like 'Give It to Me Baby' and 'I'll Be Singing'
- **Never Be Without Me**: Featuring 'What Cha' Gonna Do For Me' and 'A Woman Needs Love (just Like You and Me)'
- **I'll Be Seeing You**: Featuring 'What Cha' Gonna Do For Me' and 'A Woman Needs Love (just Like You and Me)'
- **For the Love of Money**: Featuring 'What Cha' Gonna Do For Me' and 'A Woman Needs Love (just Like You and Me)'
- **Max & Eddie**: Featuring 'What Cha' Gonna Do For Me' and 'A Woman Needs Love (just Like You and Me)'

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**Top Songs by Artists**

- **Double Dutch**: 'What Cha' Gonna Do For Me' (1), 'A Woman Needs Love (just Like You and Me)' (2)
- **2 Woman Needs Love (just Like You and Me)**: 'Give It to Me Baby' (12), 'I'll Be Singing' (11)
- **Never Be Without Me**: 'What Cha' Gonna Do For Me' (9), 'A Woman Needs Love (just Like You and Me)' (7)
- **I'll Be Seeing You**: 'What Cha' Gonna Do For Me' (3), 'A Woman Needs Love (just Like You and Me)' (5)
- **For the Love of Money**: 'What Cha' Gonna Do For Me' (1), 'A Woman Needs Love (just Like You and Me)' (9)
- **Max & Eddie**: 'What Cha' Gonna Do For Me' (8), 'A Woman Needs Love (just Like You and Me)' (9)
**Black Contemporary**

**Most Added Singles**
1. **Love On A Two Way Street** - Stacy Lattisaw
2. **To Feva**
3. **Gino Vannelli**
4. **Some Changes Are For Good** - Dionne Warwicke
5. **ARISTA**
6. **WGIV**
7. **WILD, WILDLAND WWDM, WWM**
8. **WAVY**
9. **WAVY**
10. **To Feva**

**Most Added Albums**
1. **TOO HOT TO SLEEP** - SYLVESTER
2. **HONEY/FANTASY**
3. **WILD, WILDLAND WWDM, WWM**
4. **CAPITOL**
5. **WGPR-FM, WWDM, WIDGET**

**Up and Coming**

**The Adventures of Grandmaster Flash on the Wheels of Steel**

**Ain't No Woman Like My Baby**

**When Will My Love Be Right**

**Buddah/Arista**

**Together We Can Shine**

**Black Radio Highlights**

**Love**

**Atlanta**

**Conn Caron**

**Hot**

**Aretha Franklin, Tony Chambers**

**Black Holliday & The Pipes**

**Columbia**

**Kおかー&J**

**Kool & The Gang**

**Rufus**

**Shalamar**

**Sister Sledge**

**Tony Williams**

**Ocean**

**Raydio**

**Quincy Jones**

**B.B. Davis**

**Maze**

**Fantasy**

**Peabo Bryson**

**Randy Jackson**

**Wendy**

**Black History**

**When it comes to black music, Cash Box is on the one!**

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**Cash Box June 6, 1981**

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www.americanradiohistory.com
ON JAZZ

RAMSEY'S THREE-PIECE SUITE — Columbia recording artist Ramsey Lewis (r) was recently at CRC's Studio D in Chicago completing work on his forthcoming LP, "3-Piece Suit." Tom-Tom 84 (r) produced. Tatum solo masterpiece piece, Miles Davis discographies and copies of John Hammond's autobiography. The station raised over $30,000. The jazz community wasn't the only sector to benefit from the festival, however. In Touch, a radio reading service for the visually handicapped, relies on the station for its broadcasts and its personnel were able to breathe sighs of relief following the festival. That program has also turned to the jazz community for further support — on June 9, Harold Danko and Teddy Charles will be among the artists appearing in a benefit for In Touch in New York's Other End. More information is available by calling (212) 586-5588.

RECORDS RECORDS RECORDS — London Records, which took over the marketing of Verve Records back in January, has just made its initial splash in the American market with 25 titles from the Japanese Verve catalog. David Tow, national promotion director for London, told us that the $5.98 LPs will be modified slightly for the American market, and pressed and packaged in Japan. There will be additional batches of releases of 10–15 titles each in July and September, with selections gleaned from the Mercury, Limeight and Emarcy labels, as well as Verve. Box sets will also be part of the series, and a cassette line will make its debut in September. "Since the manufacturing is by our sister company in Japan, and we're paying all royalties in the U.S. instead of overseas, we'll be able to cut corners and get the product out there at the lower price," said Tow. "This will allow us to sell the arrangement is akin to the type PolyGram has with DG and Philips. A better promotional aids will be employed to introduce the line to the consumer. The familiar Verve two-fer series will continue to be handled by Polydor — Gramovision Records of New York is now distributing Living Music Records, a label formed by saxophonist Paul Winter. The first release under the new agreement will be "Callings," by the Paul Winter Consort, a double-pocket digital album recorded in New York's Cathedral of St. John the Divine.

(continued on page 4)

JAZZ ALBUM PICKS

TATE A TETE AT LA FONTAINE, COPENHAGEN — Buddy Tate's Teresa Steeples LP 4030 — Producer: Not listed — List: 8.98 Two Buddy Tate albums in one month! It must be Christmas! Although there is some fine ballad work here, particularly on "I Surrender Dear" and "Body And Soul," and violinist Finn Ziegler gets an unusual and husky tone on his instrument, making him a fine foil for Tate. But Tate fans should be forewarned — the leader sits out just a bit too much on this one.

ZOOT SIMS FEATURING BUDDY RICH — 51 West Records — Producer: Sonny Lester — List: 8.98 Not a bad choice for a reissue. Originally on the Groove Merchant label a few years back, this is a relaxed blowing date that suffers a touch from predictability. Otherwise, a very solid outing with a rare vocal shot from Zoot. If you're unfamiliar with the company, 51 West is a CBS label.

THREE PIECE SUITE — Ramsey Lewis — Columbia FC 37153 — Producers: Tom Tom 84 and George Butler — List: 8.98 Pliant Ramsey Lewis maintains a relaxed, jazzy sound despite the presence of large back-up ensembles. The result is Lewis' patented verve with an extra added spice and festivity. Lewis' gospel bounce holds the core of this one, and everything else is just icing on the cake.

National Jazz Airplay

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Date</th>
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<tbody>
<tr>
<td>Miles Davis</td>
<td>&quot;B.S.</td>
<td>Columbia</td>
<td>5/30</td>
</tr>
<tr>
<td>Freddie Hubbard</td>
<td>&quot;Come Change &quot;</td>
<td>Atlantic</td>
<td>5/30</td>
</tr>
<tr>
<td>Bill Evans</td>
<td>&quot;The Line &quot;</td>
<td>Blue Note</td>
<td>5/30</td>
</tr>
<tr>
<td>Richie Cole</td>
<td>&quot;Fingers&quot;</td>
<td>Warner Bros.</td>
<td>5/30</td>
</tr>
<tr>
<td>Joe Henderson</td>
<td>&quot;The Leap&quot;</td>
<td>Blue Note</td>
<td>5/30</td>
</tr>
<tr>
<td>Oscar Pettiford</td>
<td>&quot;The Bud &quot;</td>
<td>Blue Note</td>
<td>5/30</td>
</tr>
<tr>
<td>David Sanborn</td>
<td>&quot;Live at Filene's &quot;</td>
<td>Warner Bros.</td>
<td>5/30</td>
</tr>
<tr>
<td>Mingus Dynasty</td>
<td>&quot;Interstellar &quot;</td>
<td>Impulse</td>
<td>5/30</td>
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<tr>
<td>Art Pepper</td>
<td>&quot;The Art of &quot;</td>
<td>Atlantic</td>
<td>5/30</td>
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<tr>
<td>Dave Brubeck</td>
<td>&quot;Django &quot;</td>
<td>Columbia</td>
<td>5/30</td>
</tr>
<tr>
<td>Joe Pass</td>
<td>&quot;The Joe Pass &quot;</td>
<td>Blue Note</td>
<td>5/30</td>
</tr>
<tr>
<td>Joe Sample</td>
<td>&quot;Gates of the East&quot;</td>
<td>Columbia</td>
<td>5/30</td>
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<tr>
<td>Grover Washington</td>
<td>&quot;Black &quot;</td>
<td>Blue Note</td>
<td>5/30</td>
</tr>
</tbody>
</table>

Heavy Rotation Directions

Columbia | Miles Davis | "B.S."
Warner Bros. | Freddie Hubbard | "Come Change"
Atlantic | Bill Evans | "The Line"
Blue Note | Richie Cole | "Fingers"
Warner Bros. | Joe Henderson | "The Leap"
Blue Note | Oscar Pettiford | "The Bud"
Blue Note | David Sanborn | "Live at Filene's"
Warner Bros. | Mingus Dynasty | "Interstellar"
Impulse | Art Pepper | "The Art of"
Atlantic | Dave Brubeck | "Django"
Blue Note | Joe Pass | "The Joe Pass"
Blue Note | Joe Sample | "Gates of the East"
Columbia | Grover Washington | "Black"

Weeks On Chart

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Cash Box/June 6, 1981
Motown Records Kicks Off Its Year-Long Smokey Campaign

MCA Pacts For Custom Pressing With VHD

LOUISIANA — In a surprise move, MCA, Inc. announced last week that the company has agreed to license programming, including film titles, to rival videotape software unit VHD Programs for custom pressing.

Under the terms of the agreement, Irvine, Calif.-based VHD Disc Manufacturing, the manufacturing arm for the four-company joint venture supporting the Video High Density (VHD) disc format, will custom press titles selected by MCA. MCA is currently in the process of selecting titles now, according to MCA Videodisc, Inc. president James N. Fielder, and has not announced how many titles will be involved.

"All I can say right now is that this is strictly a manufacturing and distribution agreement and that we’ll be choosing the best number of titles we can," indicated MCA’s Fielder. "The MCA-licensed programs will be included in the first VHD catalog when it is released in January of 1982."

Fielder added that the decision to license product, on a non-exclusive basis, to VHD Programs was made "because we saw it as a viable business opportunity."

"We have a basic concept of five days of panels, special honors, entertainment and private meetings among some of the industry’s most prominent executives. Held May 23-27, with the final day being devoted to BMA board members digesting comments made during the gathering, the event attracted members from all segments of the industry. Picture that in the top row are (l-r): Henry Allen, senior vice president of Atlantic Records and president of Cotillion Records who was honored with the BMA Presidential award during a special presentation at the confab; Leonard "Len" Levine, BMA president and vice president and general manager of divisional affairs at CBS Records; James Tyrrell, BMA treasurer and president of T-Electric Records; Betty Wright, BMA/Board member; Earl Abner, BMA board member and president of Black Bull Music; Tamara Dobson, actress and convention participant. Quincy Jones, BMA panelist and president of Qwest Records/Quincy Jones Prod.; Gienda Gracia, BMA executive director; Jules Malamud, BMA advisor; and Ed Eckeline, BMA panelist and general manager of Qwest/Quincy Jones Prod. Pictured in the middle row are (l-r): Jerry Butler, BMA convention keynote speaker; Dick Griffey, president of Solar Records; Bob Law, BMA panelist and program director at radio station WWRL; Ken Gambis, BMA co-founder and chairman of Philadelphia International Records; Oscar Fields, BMA board member and vice president of special markets at Elektra/Ash, Eddie Gireath, director of black music sales at Warner Bros. Records; Vic Faraci, executive vice president of marketing at Elektra/Ash; Ron Osterman, vice president of merchandising, west coast, Columbia Records; Myron Roth, vice president of west coast operations, CBS Records; and Bruce Lundvall, president of CBS Records Division. Pictured in the bottom row are (l-r): Hal Jackson, vice chairman and vice president of Inner City Broadcasting; Allen; Abner; Ron McGrew, BMA secretary and president of Unlimited Gold Records; Don Mazzel, vice president and general manager of radio station KJLH; Dr. Barry Johnson, broadcaster; Wright, Webster Lewis, Epic artist; Don Cornelius, host and producer of syndicated TV show Soul Train, Larkin Arnold, vice president of black music A&R at Columbia; Russell Timpson, president of Believe In A Dream Records; and Columbia artist Rodney Franklin during a performance session. New officers and members of the BMA Board were sworn during the event.

Attendance Down At 3rd BMA Conference (continued from page 14) (last year), the relative absence of panelists with opposing views and very limited question and answer periods following seminars.

One such implied controversy centered around “rap” records. While Bill Haywood, vice president of black music marketing, PolyGram, called rap music “a black art form as legitimate as jazz and blues” at the performing arts forum, at the luncheon and communications forum, moderator Bob Law, program director for WWRL-AM, New York, chastised “hotel-motel,” lyrics while distinctly mimicking the rapper’s inflection.

Other potentially provocative issues that were skirted included the increasing use of music by white artists on black music formats; the financial squeeze facing small black retailers, which has been intensified by wholesale price increases, and the conflict between economic reality and moral responsibility. On this last question, a one-stop owner told a panel that he would not stock Blowfly’s “Dirty Rapping” or Prince’s “Dirty Mind” so that children would not have access to them.

At the convention’s close the BMA board of directors had concluded a meeting that was expected to democratize the association’s voting process and consolidate its structure, but an association spokesperson said that no statement would be released to the press for another week.

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The discussion document that preceded the suggested legislation proposes taxes of one pound ($2.05), two pounds ($4.10) and three pounds ($6.15) for C45, C90 and C120 tapes, respectively. Which, through careful research, are the sums of equivalent loss to copyright holders. This would double or triple the cost of blank cassettes according to their length.

After considering the alternate method of not taxing home-taping hardware, this possibility was dismissed. Germany, which has had such a tax for 15 years, now finds the system inadequate; and its European neighbor, Austria, which, it is suggested, has its own tax, also went for one on blank tapes.

It seems likely that the U.K. lobby will also ask for a tax on hardware, though with the frank acknowledgement that this will cover only a fraction of the problem of unauthorized home taping. Because of the structure of the industry in the U.K. (a little over 45% of total sales are by recording equipment alone, and then only in England), it is so rare as to be negligible for foreign-owned companies to remit their profits to their overseas parents, it seems unlikely that monies received as a result of the tax would add to the industry income in the U.S. Of course, overseas shareholders in U.K. companies may benefit from increased dividends.

BPI Publishes Trade Views On Proposed Blank Tape Tax In U.K.

by Paul Bridge

LONDON — In advance of the “Green Paper” on the tax to combat home taping currently under preparation by the British government, the British Phonographic Industry (BPI) In-Home Taping Action Committee recently released a booklet on the subject analyzing the positions of various U.K. trade associations.

The booklet outlined the aggregate views of the BPI, Mechanical Rights Society (MRS), Mechanical Copyright Protection Society (MCPS) and the Musicians Union on a problem that cost the British industry an estimated $410 million in 1980. In addition, it advanced its own suggestions on the nature of a home taping tax.

Presenting the committee’s position on a home taping tax, the booklet suggested that “A levy on the retail sale of blank cassettes and audio-visual tape to compensate rights holders who suffer loss by reason of unauthorized home recording shall be imposed and administered by and in accordance with an order of the Department of Trade after a public inquiry held in a manner prescribed by it.”

It was also stated within the suggested legislation that not less than 10% of the funds raised by the levy should be paid to the national treasury (presumably as payment for the Department of Trades’ administrative costs), that any tape purchaser who can prove that the tape will not be used to break any others’ rights shall be exempt from the levy, and that once levy has been paid, no rights holder shall then be able to withhold the rights of whoever else is using taping copy material for private use.

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North American dates are planned this year, with opening-night performances in Tokyo, London, and New York. Ticket prices for all forms of moving picture shows can be expected to have a new high because of the higher cost of film. Concerts and plays, which are often cheaper, will follow. This year's Broadway show, "West Side Story," is expected to be a hit, and the concert version of "The Sound of Music" will also be popular.

Music industry leaders are concerned about the upward trend in prices for tickets to concerts and plays. They believe that the high cost of attending these events is hindering the growth of the industry. They are calling for a decrease in prices to make the events more accessible to the general public.

The music industry is facing increasing pressure to lower ticket prices, as many people are finding it difficult to afford the cost of attending concerts and plays. Many retailers have reported a decrease in sales of concert tickets and other live entertainment events. This is causing concern among industry leaders, who fear that the high cost of attending events may be leading to a decline in the popularity of live entertainment.
Spurred by the apparent crunch at the branches, where existing volumes have led to near constant speculation that one or more will merge or disband, many of the indie sales representatives admitted that the natural result is a business cycle that has prevailed in the industry for a number of years.

"There are still a few labels," explained Slalson of M.S. "It will get to the point where you can't make a living for independent distribution when the market becomes smaller, and that's what will look so bleak that a lot of us will be saying, 'This is the end.' Two years from now, there will be new labels. Later, these labels will get bigger, they'll go to the branches, and the cycle will be repeated.

The independent distributors generally agreed that the trend away from the branches could be traced back to the crunch of 1979, when the industry's overall volume dropped by as much as 35-40% according to some estimates, and the corporate nature of the branch system.

"I saw this coming NARM before last (1980 in Las Vegas)," Slalson explained. "The big branches couldn't handle the lower volume, and they had to cut back tremendously, especially in the area of personnel and services. The indies, without entire branch operations to support, didn't have to cut back as much, and as a result, there was less of a drop-off in services.

"More and more labels are complaining of getting lost within the corporate structure at the branches," Western Merchandisers' Marmaduke adds. "On the other hand, as a customer of an independent distributor, a label can get better service and response to its questions and problems. The real truth is that the majors just aren't doing that good a job anymore."

Even more optimistic, perhaps, is the other independent distributors was Leonard Singer, owner of Phoenix-based Associated Merchandisers. "(Neil) Bogart has just seen the light and gone from a lethargic branch to a vibrant network of indies," Singer observed. "As a result, the indies are the new cool kids on the block. If Bogart can do it, I think all the other independents will do it."

"It's going to be fine now. People will start listening to the indies again," Singer added. "We indie owners have always had this attitude."

Singer's optimism is balanced by Jerry Plachman's assessment of the situation. The president of Pennsauken, N.J.-based Richman Bros. feels the move to independents by Boardwalk "doesn't mean a thing."
Cash Box/June 6, 1981

**THE JUKE BOX PROGRAMMER**

**TOP NEW POP SINGLES**

1. **ELVIRA** THE OAK RIDGE BOYS (MCA-51084)
2. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. DRC 49729)
3. **THEME FROM GREATEST AMERICAN HERO** JOEY SCARBURY (Elektra E-47147)
4. **HEARTS MARTY BALIN** (Emem-America 8008)
5. **BOY FROM NEW YORK CITY** MANHATTAN TRANSFER (RCA-Atlantic 3816)
6. **A LIFE OF ILLUSION** JOE WALSH (Epic/E-74146)
7. **THE STROKE** BILLY SQUIER (Capitol P-5055)
8. **QUEEN OF HEARTS** JUICE NEWTON (Capitol P-4957)
9. **STRONGER THAN BEFORE** CANDICE BAKER SAGER (Boardwalk/WSB 02054)
10. **SLOW HAND POINTER SISTERS** (Planet/Elektra E-74592)

**TOP NEW COUNTRY SINGLES**

1. **FEELS SO RIGHT ALABAMA** (RCA PB-12236)
2. **UNWORRIED GEORGE SHEPSH** (AT&T 11004)
3. **PRISONER OF HOPE** JOHNNY LEE (Ariyn/Full Moon E-47136)
4. **DIXIE ON MY MIND** HANK WILLIAMS, JR. (Elektra/Curb E-74577)
5. **TODD DAVISON** RAY GAYLE (Columbia 11-10703)
6. **I STILL BELIEVE IN WALTZES** CONWAY TWITTY & LORETTA LYNN (MCA 51-114)
7. **I SHOULD'VE CALLED EDDY RAVEN** (Elektra E-47136)
8. **WHISKEY CHASIN' JOE STAMPLEY** (Epic 19-20287)
9. **RAINBOW STEW** MEASLE HAGGARD (MCA 51-120)
10. **COULD YOU LOVE ME JOHN CONLEE** (MCA 51-112)

**NEW B/C SINGLES**

1. **RUNNING AWAY MAZE** featuring FRANKIE BEVERLY (Capitol P-5002)
2. **LOVE'S DANCE** NIKI (MCA 51099)
3. **SEARCHING TO FIND THE ONE UNLIMITED TOUCH** (PRIDE/PRL 80225)
4. **JONES VS. JONES Kool & The Gang** (De-Lite/PolyGram DE 815)
5. **DON'T REALLY CARE** L. J. VONOHNSON (Columbia 12077)
6. **VERY SPECIAL DEEP** JOE WALSH (Epic/E-74146)
7. **SHAKE IT UP TONIGHT** CHERLY LYNN (Columbia 11-02102)
8. **IT'S YOUR CONSCIENCE** DENECE WILLIAMS (ARC/Columbia 11-02106)
9. **LET SOMEBODY LOVE YOU KENI BURKE** (RCA PB-12238)

**TOP A/C SINGLES**

1. **PROMISES BARBRA STREISAND** (Columbia 11-02066)
2. **STILL RIGHT HERE IN MY HEART** PEARL PRAYER LEAGUE (Casablanca/PolyGram N8 2323)
3. **ALL THOSE YEARS AGO** GEORGE HARRISON (Dark Horse/Warner Bros. CAR 49725)
4. **SEVEN YEAR AGE ROSANNE CASH** (Columbia 11-11438)
5. **SWEET BABY STANLEY CLAIRE/GEORGE DUKE** (Epic 19-01050)

**Tournament Games, Atari Unite For Chicago Tourney**

SEATTLE — The first multi-product World Championships, sponsored by Tournament Games and Atari, will be held Oct. 29-Nov. 1 at the Chicago Expocenter. The event will offer competition in five different coin-operated games. Contenders for the World Championship titles on the four tournament games will vie for $350,000 in cash and prizes, broken down as follows: Tournament Soccer: $150,000; Tournament Eight Ball, $100,000; Tournament Mark Darts, $75,000 and Tournament Hockey, $25,000.

In addition, Tournament Games and Atari recently agreed to add a $50,000 Atari World Championships to the schedule, making it one of the biggest tournaments in amusement game history.

"It is with a great deal of satisfaction that we see our dream of a multi-product World Championships become a reality on AMOA weekend, 1981," said Lee Peppert, president of Tournament Games Inc. "We're moving forward after a year in which our promotional plans had to be put on hold because of the impact that the video boom had on the basic product lines."

"The multi-product tournament is meant to introduce thousands of new players and locations, heretofore inactive, to the benefits of promotional involvement. "Con- sidering the extent of today's video market, the addition of the Atari competition greatly enhances the multi-product concept," said Cal Rogers, Tournament Games executive vice-president.

Past Tournament Soccer World Champions have had an average attendance of 4,000 participants. With the addition of pool, darts, hockey and video players, the attendance at this year's World Championships is expected to be double.

"The amount of detailed planning that goes into the preparation of an event this size is staggering," commented Kathy Brainard, tournament coordinator. "Over 10,000 players will be competing in 48 events for $400,000 in cash and prizes in a three and a half day span. It's a real challenge, but the people on our tournament staff are well trained and experienced.

**Cinematronics 'Armor Attack' Brings Combat Action To The City Streets**

CHICAGO — A "sensational" new one or two player video game called "Armor Attac" is the latest release from Cinematronics, Inc., announced David Stroud, marketing vice president of the El Cajon, Calif.-based manufacturer. The new game abounds in exciting combat action which takes place right here on earth.

The game begins with the players patrolling city streets in their jeeps and fighting off attacking enemy tanks and helicopters. The destruction of five helicopters awards the player an extra jeep, as the battle continues. In order to destroy the tanks, the player must make two direct hits. The first hit destroys the tank body, leaving the tank im- mobile, but the player must remain alert, since the target is still in pursuit at this point. The second hit, however, will destroy the tank turret, leaving the enemy completely demolished.

When the helicopter is in pursuit it remains on the screen until it is destroyed or it succeeds in destroying the player, thus increasing the action and difficulty.

"The field reports on 'Armor Attack' have been truly amazing," reported Stroud. "When the two-player mode is in operation both players play at the same time, giving the operators double coinage per game."

**'Armor Attack'**
Bally Releases  
New ‘Fireball II’  
Pinball Machine

CHICAGO — Bally Pinball Division announced the release of “Fireball II,” a multi-ball fantasy game that is loaded with exciting new features. While the model takes its name from a Bally pin that was produced around 1977, it contains various innovations characteristic of the current generation of pins, including an outstanding voice package.

The game begins with five credits for use on the Little Demon Post, a post between the flippers which can save the ball from dropping. Each time the post is put into action by the Little Demon button on the right side of the flipper, one credit is used. Players can gain two new credits each time they complete the three center drop targets.

Fireball II has two bonus features and two bonus multipliers. One of these is the Doomsday bonus, which can be activated by the center or right drop targets and contains a multiplier that is also activated by the center drop targets.

The second bonus feature is the Fireball bonus which includes a choice of two maximum bonus scores. It can be scored through the A, B, C or D lanes or the left drop targets. Multiplying this bonus from 2x through 5x can be achieved by completing the A, B, C or D lanes. There is also a unique center captured ball bonus capsule that counts down this hot feature.

The new model also features a captured ball saucer that is qualified by the top three targets and is further enhanced by an astounding Bally voice package for luring players into its reach.

SCHOOL IN SESSION — Some 110 operators and service people were in attendance at the recent two-day Bally/Midway service school, sponsored by Roth Novelty Co., Wilkes-Barre, Pa. All classes were held in the unique setting of the Station Restaurant, which is a converted railroad station complete with 15 fully renovated cars and abundant atmosphere, precious antiques and artifacts. The establishment is owned and operated by Roth president Marvin Roth. Midway’s field service manager Andy Ducay and Annie Aarstadt of Bally’s field service staff conducted the sessions.

The program was coordinated by Lenny Lukas of the Roth sales staff. Instruction dealt with current electronic pinball and video games from both factories, focusing on troubleshooting and comprehensive service and maintenance procedures. Pictured in the top row are (-l-r): the student body at the entrance to The Station, and “professor” Ducay at a demo model of Midway’s popular “Gorf” video game. Shown in the bottom row are (-l-r): students attending class in the restaurant’s Disco Room; and Ducay with Bally’s Aarstadt in front of the station’s “Gandy Dancer” car.

‘Gorf’ Manual Is Now Available For Video Enthusiasts

CHICAGO — The growing legions of “Gorf” players may now purchase combat manuals to help in mastering this popular Midway video game and also earn classification in the Interstellar Defense Forces. The “Gorf Combat Manual” contains historical data, tactical information and strategy tips which are geared to assist the player in conquering the evil Gorfian Empire. The game theme involves a series of missions in which the player must repel Gorfian robot attacks and launch a counterattack to destroy the enemy flag ship.

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.

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COIN MACHINE

CHICAGO CHATTER

See the new "Fireball II" pinball game just released by Bally Pinball Division. It's named after a previous Bally model of the late seventies but very much now in design, play features and sound ... On the video scene, Cinematronics has introduced its latest entry "Armour Attack," which looks like another winner for the factory. EVERYONE AT Williams Electronics, Inc. is getting all set for a big event — the firm's Third Annual Accent On Achievement conference, slated for June 12-13 at Pheasant Run resort in St. Charles. This is strictly an in-house function to salute staff achievers and discuss future company strategy. Of course, there'll also be plenty of time set aside for fun and recreation, as well.

AND SPEAKING OF WILLIAMS, World Wide Dist, president Fred Skor notes that the newly debuted "Defender" cocktail table is moving very well and far exceeding expectations at this point. Distrib's Howie Freer added that business, overall, is very good out there. "We've been writing up a lot of orders," he said, "but there are still faced with the situation of demand exceeding supply, especially with new pieces.

STERNS' MARKETING DIRECTOR Tom Campbell is back at his busy desk following a recent trip to visit a few factory distribs, including Music Vend (Seattle), Dunis Dist. (Portland) and McKee Dist. (Portland). He also made a stopover in San Francisco to attend the wedding of good friend Gary Slater, a sales exec at Advance Automatic Sales. An elegant wedding reception was held in Jovanelly's Restaurant. Campbell also said he welcomed the opportunity to spend a little time in the area he called home during the nine years he worked on the coast. ... Stern's field service engineer Lou Rudolph represented the factory at the recently held Southwest Vending showing in Dallas (Cash Box, May 23), where he conducted a service school as part of the program. We understand this Southwest event is being hailed as one of the industry's biggest and most heavily attended thus far this year.

Also present at the Southwest Vending "extravaganza" — and most impressed with this "fabulous" industry function, were Gottlieb's marketing vice president Marshall Caras with Jim Phillips, western regional sales manager, and Abi Carmen, the factory's technical sales manager. Presidents Howie Ruben (product management) and Gil Pollock (product development), meanwhile, just returned from an extensive trip to Japan which they deemed, "a totally exhausting experience, but most exhilarating because of the potential success we achieved in Japan." Sounds interesting, doesn't it?

CASH BOX joins everyone at Stern Electronics, Inc. in extending felicitations to Ben Rochetti and his lovely wife, Doris, on the occasion of their 28th wedding anniversary. The big day was celebrated on May 30.

EASTERN FLASHERS

Royal Dist-Cin-cy really went all out for the recently held OMAA state convention in Columbus. First off, the distribs hosted a suite of seven booths (as opposed to four last year) with a good assortment of current and new equipment on display, enhanced by the presence of four young beauties from the Royal staff — Lori, Kim, Jan and Connie — all members of the distribs' Royal Rookies softball team and attired in their bright red "shortie" uniforms. The girls passed out bumper stickers reading "Pinball players score more often" — as a special pinball promo, of course. On hand to autograph the stickers was Cincinnati Bengals' football star Ross Browner. Needless to say, Royal's display attracted throngs of visitors. Company president Joe Westerhaus, Jr., along with sales manager Jack Schneller, controller Linda Singer and manager Claudia Wilson were on hand to man the exhibit. And hats off to Wilson for arranging this year's promotion program.

SPOKE WITH Tony Yula of Mondial-Springfield, where activity continues to focus on video games. Current best sellers include Gremlin's "Astro Blaster" and the recently debuted "Zarcon" from Tallo America in the standard upright version. However, there's an upcoming pin that's been garnering "fantastic" results on test and its name is "Mars god of war." Yula was all raves about this "great new Gottlieb machine," which should definitely be a big winner for the factory. As we went to press, Mondial was preparing for the arrival of Gremlin's field service rep Larry Tabler, who was scheduled to conduct a factory service school in the Springfield showroom. ... Cash Box felicitations to Anthony Yula, Jr. and his bride Lyn Hanneberry, who were married on May 16 and are currently honeymooning. The groom is Tony's son, who is chief technician at Mondial.

'Gorf' Manual Available From Midway

(continued from page 38)

Throughout the process the player is constantly taunted by such phrases from the Gorf leader as "Prepare yourself for annihilation ... Survival is impossible" and sales.

As a further means of generating full involvement in the entire game concept, players are invited to join the ISDF Pilot's Association and quality for membership cards.

The cover price of the manual is $1.95 and it is available through Midway's distribution network. Further details may be obtained by contacting factory distribs or the Midway command headquarters at 10740 W. Grand Ave., Franklin Park, Ill. 60131.

Kathy Novak of Midway's marketing services department has already received several inquiries resulting from a mid-May distributor mailing. Samples of the manual are being included in the cash boxes of all Gorfs currently in production.
NAIRD Awards Up For Grabs
Capitol Signs Two
LOS ANGELES — EMI Records has signed both Northern Ireland pop rockers The Undertones and British Blitz band Duran Duran to exclusive worldwide recording agreements.

The Undertones' "Positive Touch" and Duran Duran's self-titled debut album, which will be issued by the Harvest label and distributed by Capitol in the U.S., will be available domestically June 8.

MCA Pacts For Custom Pressing With VHD

"The Christian Way" — Artist/writer/producer Chris Christian recently entered a songwriter pact with ASCAP. Christian will release debut product in August on Boardwalk. Pictured are (l-r): Chris; Hal David, ASCAP president; Michael Gorkas, west coast regional director, ASCAP; and Todd Brabeck, west coast regional director, ASCAP.

CLASSIFIED AD RATE 35 CENTS PER WORD

One cent per word including all words in from name. Numbers in address count as one word. Minimum ad accepted $10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. NO CASH ON DELIVERY. You are entitled to a classified ad at 40 words in each week for special issue or one half-year, 52 consecutive weeks. You are allowed to change your Classified each week if you desire. All ads over 40 will be billed at the rate of 56c per word. Please count words carefully. Be sure your Classified ad is to reach Hollywood publication office by Wednesday, 12 noon or preceding week to appear in the following week's issue.

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COLLECTORS, DEALERS VISITING N.Y. CALL (212) 995-2516.

COLLECTORS, DEALERS VISITING N.Y. CALL (212) 995-2516.

SERVICES COIN MACHINE

Service Coin Machine

WE WANT TO BUY: Seeburg Phonographs 201-191-AY (AAU); RARE FULLY RESTORED, 115V, 120V, 220V. $25-$65. 100% WARRANTY. 100% Sconto. We pay cash and ship out immediately.

WE WANT TO BUY: Seeburg Phonographs 201-191-AY (AAU); RARE FULLY RESTORED, 115V, 120V, 220V. $25-$65. 100% WARRANTY. 100% Sconto. We pay cash and ship out immediately.

FREE CATALOG: New York's largest and most complete One-Disk dealership in O, U.S. and OUTSIDE. We pay the highest prices for cash or trade. We also have the widest range of new and used coin-operated machines.写入内容

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STUDIO-RECORD of original unplayed BEATLES' songs to sell. Send offer by 4:18.

EMPLOYMENT SERVICE


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Fate Of Black Radio Pondered During Day-Long BMA Forum

(continued from page 11)

Rogers exerted those present to gain control of black radio by refusing to support products advertised on exploitative stations, many of which she described as outlets that are moving more toward general market or mass appeal programming to gain more listeners and advertising dollars.

"Black radio came about when a few Jewish businessmen decided they wanted to expose cheap products they sold in their ghetto stores," Rogers explained.

Economic Base In Jeopardy

She said the early advertisers of black radio knew that the new gospel and R&B formats had the ear of the black community but that now, given black radio's move away from the clearly identifiable black format, the economic power foundation of black broadcasters is in jeopardy.

She said that many national advertising agencies will be looking more and more toward segmented, specific programming at stations that are targeting specific audiences.

On the buying power of the black consumer, Rogers said, "Black people are not poor; we are poor only in that we don't recognize the resources we do have."

The final radio panel, co-chaired by Don Mizell, vice president and general manager at KJLH/Los Angeles and Rod McGrew, president of Unlimited Gold Records, dealt primarily with the relationship between artists and black radio.

Comprised of artists, broadcasters and label representatives, the panelists agreed it was important to know each other's needs and be in a position to provide what is needed.

Mizell said some of the things that have continued to plague black radio are low advertising time buys and poor, often sporadic support from the labels whose records the stations play.

He said the bottom line was that radio was not created to play anybody's records and that, "technically we are here to reach listeners and attract dollars."

But BMA board member Betty Wright said that from personal experience black radio has helped keep an artist's image firm with the public even when the artist has no current product on the market. She said that a rapport with black radio helps ensure an artist's longevity.

Other members of the panel felt it was important for black radio to continue to support black music because it meant supporting black culture and helped the enterprises of black music stay healthy.

"People should understand that black music represents a black power base," said Don Cornelius, creator, producer and host of the syndicated TV-series Soul Train, who added that black radio must be aware of the young black artists' critical need to be heard on the airwaves.

Larkin Arnold, vice president of Columbia Records black music A&R, said that a young black today can start a record company with relatively little capital and that it was important that black radio support such ventures and the artists involved.

Saying he did not believe in the contention that black broadcasters were only in the business for the money, Arnold said, "It's incumbent upon black radio to promote all black music.

MAKING A LIVING — MCA recording artist Jimmy Cliff recently took his reggae act to L.A.'s Roxy, where he did eight sold-out nights in a four-day engagement to support his latest MCA album, "Am I The Living." Cliff offered backstage after one performance is (l-r) Dol Taylor, Cliff's manager; Santo Russo, vice president of product development, MCA; Pat Pippola, vice president of promotion, MCA; Cliff, Bob Siner, president, MCA Records; and Denny Rosencrantz, vice president of A&R, MCA.

BMA Panel Explores Career Building

(continued from page 8)

(Making a living...)

who can properly market to interesting labels.

Sioane noted that labels usually have the upper hand in new artists' contracts, but that during the end of the contract it is advantageous for the artist to operate as a free agent in order to survey his worth among other record companies.

He noted that the common areas of renegotiation were more money and royalty points and ownership of the masters. "If artists want to remain masters, it gives them greater control over how their product is used.

Building for future security after initial success was handled by Weinberg, who said that trust fund investments, income-producing real estate, farmlands and oil and gas leases remain viable sources and alternatives to pure stock investments.

Weinberg also said that overseas investment of assets was a wise move to secure against a potential severe breakdown in the U.S. economy.

As a result of the business, tax and real estate worlds move too fast for those not working in them as a career, so it was best to employ an advisor with the expertise to insure proper handling of such matters.

Weinberg added that the artist should be removed from the daily chores of business management.

Gibson, commenting on the use of bank financing to invest in a career move, said such plans should be studied in joint conference with advisors. He said the artist's past credit history, position to repay and reason for wanting the loan are closely reviewed by the bank. Summing up the philosophy of music career management, Levy said, "Today it's so expensive to start from scratch in development of a new artist's career, there's little room for mistakes. It can hurt the artist and the manager."

ON JAZZ

(continued from page 32)

compositions on the LP are based on the calls of different sea mammals and employ recordings of the animals as part of the music. A wealth of music awaits the listener willing to track down some of those smaller, hard-to-find labels. A good place to look for them is JCOA/NMBS at 500 Broadway, whose recent titles include Chicago trumpeter Leo Smith's "Ah-Brevention" on his Kaheli label. Other new titles include violinist Billy Bang's "Changing Seasons" on the Bellows label; and pianist Connie Cuthrer's "Solo" on the Jazz label.

Reed man Bill Cole's "The First Cycle" is the first release on the Music From Dartmouth label and features saxophonist Sam Rivers and drummer Warren Smith. "Live at L.A.'s Cowfisher Hall" on the 360 Degree Music Experience features tenorman Michael Poster, Ken McIntyre, Rahn Burton and Cameron Brown on the Cadence label.

Swiss/American Hat-Hut has four new releases available (through JCOA/NMBS), "Jump Up/Blow Me Away" is a duet by drummer Kenny Mason and saxophonist Jimmy Lyons; "Performance 9/1779" is by reed master Anthony Braxton; "In the Breeding Luminous" is by pianist Cecil Taylor and his unit featuring Ramseym Ameen, Jerome Cooper, Sunny Murray and Jimmy Lyons; and "MI" is by the German free jazz group Knotin. More obscure is yours for the asking at Daybreak Express Records in Brooklyn.

They specialize in imports, exports, wholesale and mail order. Among their new titles are: "Russell Jacquet and the Town Hall Jazz Festival All Star" featuring Gerry Mulligan, James Moody, Art Farmer, Kenny Burrell, Roy Haynes and others; Anita O'Day's "Angel Eyes" on Emily Records; bassist Bruno's "Live at the Public Theater" with drummer Dennis Charles and saxophonist Claude Lawrence on the Serious Music label; and vocalist Alicia Sherman's "I'm A Sucker, Too" and Silver Tone Records. The German-based Moers Music label returns with three new titles: "Arlo-Galouquin" featuring Rick and Lee Rodie with Rashid Ali; "This Time" of the All New Art Blakey Saxophone Quartet; and "Nasty," by drummer Ronald Shannon Jackson and the Decoding Society.

Jazz Scholarships — The Errol Garner Memorial Foundation is offering three scholarships of $1,500 each to instrumental jazz students. Awards will be based on talent, need, amateur standing and the desire to continue education. Applicants must be from the United States or Canada and may obtain applications by writing to the Foundation at 521 Fifth Ave, New York, N.Y. 10017. Other scholarships for the Autumn/Winter 1980-81 have recently awarded $36,200 in grants to benefit music education. The funds came from the proceeds of the festival.

New Amphitheatre — Now under construction is a $6 million outdoor facility in Irvine, Calif., to be named Irvine Meadows Amphitheatre, which will open in mid-August. Among the 20 concert events are planned for the Amphitheatre's debut season. Pictured are (l-r) Bob Geddes, managing partner in the venture; Larry Hoffman, executive director; and Terry Bassett, talent and production consultant.

Fred Goodman
<table>
<thead>
<tr>
<th>Week No.</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Peak Position</th>
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<td>TINSEL TOWN REBELLION</td>
<td>FRANK ZAPPA (Barking Pumpkin/CBS PW 37338)</td>
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<td>KNIGHTS OF THE SOUND TABLE</td>
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<td>B.L.T.</td>
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<td>WORKING CLASS DOG</td>
<td>RICK SPRINGFIELD (RCA APL-12679)</td>
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<td>OUT WHERE THE BRIGHT LIGHTS ARE GLOWING</td>
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</tbody>
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**Weeks On Chart:**

**530**
CBS Records International presents
The Crystal Globe Award
For Over 5 Million Albums
Sold Outside The USA
To
Billy Joel