EDITORIAL The Perfect Match

The recent 1981 International Summer Consumer Electronics Show (CES) in Chicago closed June 3 on perhaps the most upbeat note in its history. Even in an economically depressed climate, the CES drew more than 60,000 attendees during the course of its four-day span — and out of that record number was the largest showing ever of recording industry representatives from the manufacturing and merchandising communities. A good sign for both consumer electronics and music industries, since both are inextricably bound together.

From the get up for stereo TV to the present reality of stereo videocassette recorders (VCRs), from stereo laser-optical videodiscs to home digital audio Compact Disks, as well as noise reduction systems, there are opportunities like never before for the recording industry. Not to mention the fact that it will take more programming than ever before to feed the hungry media monster known as pay TV (including cable). And the technology from consumer electronics development is making these opportunities possible at an ever-increasing pace.

According to Cy Leslie, president of CBS Video Enterprises, the music industry responded this year like never before and showed up at the CES ready to explore new and exciting avenues for future growth. "There is an awareness by record retailers of this industry that is overdue but welcome here this year," Leslie said at the show.

We at Cash Box hope this awareness will continue to grow and flourish with the speed of the technology race. It can only serve to benefit us all.

NEWS HIGHLIGHTS

- PolyGram Records absorbs PDI in restructuring of distribution operation (page 7).
- Herb Eiseman named chairman of Twentieth Century-Fox Records (page 7).
- Lack of list, varying midline wholesale prices cause confusion at retail (page 7).
- Audio, video link stressed at Summer CES (page 7).
- Kenny Rogers' "I Don't Need You" and "One Step Ahead" by Split Enz (new and developing artist) are the top Cash Box Singles Picks (page 11).
- George Harrison's "Someplace in England" and "Talk, Talk, Talk" by the Psychedelic Furs (new and developing artist) are the top Cash Box Album Picks (page 13).

TOP POP DEBUTS

SINGLES

<table>
<thead>
<tr>
<th>Number</th>
<th>SONG</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>34</td>
<td>I DON'T NEED YOU</td>
<td>Kenny Rogers</td>
<td>Liberty</td>
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THE ONE THAT YOU LOVE

Air Supply

Aria

NUMBER ONES

BETTE DAVIS EYES

Kim Carnes

EMI America

GIVE IT TO ME BABY

Rick James

Gordy/Motown

COUNTRY SINGLE

BUT YOU KNOW I LOVE YOU

Dolly Parton

RCA

WINELIGHT

Grover Washington, Jr.

Elektra

JAZZ

Rick James

THE HAWKINS FAMILY LIVE

Walter Hawkins

Light
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Audio, Video Link Emphasized At '81 Summer CES
by Michael Glynn

CHICAGO — The expected high impact of new video product displays and presentations failed to overshadow audio developments at the two major national Consumer Electronics Show here, which closed June 3. In fact, a June 1 panel on “Home and Portable Audio” generally agreed that such displays and presentations of home video technology as stereo TV could accelerate the audio/video interface, and the week’s reception accorded various digital audio disc systems demonstrated here offered hope to manufacturers for the future of compact discs.

Another note of encouragement was sounded June 2 when it was announced that the Warner Communications Inc. labels — including Warner Bros., Atlantic and Elektra/Asylum Records — had joined CBS in adopting a compact disc format system. The expansion/compression process, which eliminates surface noise and circuitry in analog recordings, has been generally viewed as a major, pre-digital advance in upgrading recorded sound quality. The system is a boon for audio manufacturers who license the technology for outboard adapters or elect to incorporate it directly into component circuitry.

However, large scale demonstrations by North American Philips and Marantz, as well as more subdued presentations by Sony and Sanyo, of compatible digital audio disc playback units, created perhaps the biggest stir among new audio developments at the show. While Sony and Philips officially unveiled their Compact Disc (CD) system in press conferences in May, two weeks ago (Cash Box, June 6), response at the CES was considered to be a key test of trade acceptance — and judging from the crowds lined up for demonstrations throughout CES’ four-day run, it was a healthy one.

Matsushita Electric, as well as Akai-Nakamichi, Onkyo, Dual, U.S. Pioneer, Grundig and Tracs for Kenwood, among others,

Lundvall Exits CBS, Joins Elektra/Asylum

LOS ANGELES — CBS Records Division president Bruce Lundvall will resign Monday (June 8) to accept a high level post with Elektra/Asylum Records. An announcement on Lundvall’s successor and a revised executive structure at CBS will be made this week.

Although E/A’s official statement on the Lundvall situation last week was noncommittal, it is understood that he will be named senior vice president and head the label’s E&A operations, reporting directly to chairman Joe Smith. In addition, Lundvall will be getting his own production company as part of the E/A deal.

The rumored departure of Lundvall, who joined CBS in 1978 as its named Records Division president in 1976, surfaced months ago. Additional rumors circulated that CBS’ new executive vice president Vic Faraci will be named president of the label, a post that has been vacant since the departure of Steve Wax in 1978.

Lundvall, who had returned to New York last week after attending the NAMM show, says that his decision was made after aiming at the executive vice president post. He will not now carry a wholesale price of 77 cents and 45s that list for $1.69 will wholesale for

PolyGram Trims Distribution; Record Label Absorbs PDI
by Aaron Fuchs

NEW YORK — In keeping with a program of consolidation that began more than a year ago, PolyGram Distribution Inc. (PDI) has been absorbed under the PolyGram Records umbrella for the U.S. and PDI president John Frisoli has left the company. The announcement followed months of speculation on the fate of PDI, which had been named by indie distributors as one of the branch systems having trouble maintaining the volume needed to stay in the black (Cash Box, April 25).

PDI had been a separate sales/distribution entity for PolyGram Records product similar to Warner Communications Inc.’s Warner/Elektra/Atlantic (WEA) Corp.

The new structure, announced last week by PolyGram Records president and chief operating officer David Braun, the entire sales organization, headed by Jack Kieran, vice president, sales, will report to Bob Sherwood, executive vice president and general manager. The fulfillment/distribution operation headed by Bert Frankblau, vice president, operations, will report to Guenter Herbst, executive vice president, operations.

PolyGram’s announcement of the change contained no mention of any reduction in either the number of distribution branches (12) or size of the field force (unassuredly to be between 10-15 people per branch).

Commenting on the restructuring, Sherwood said, “By bringing marketing and sales together, we feel better able to meet the increasingly complex needs of the music industry. This will increase our effectiveness by making us even more versatile and capable of adapting with greater speed and accuracy.”

Sherwood went on to say that the move eliminated the “us versus them” mentality that can exist when there is an autonomous product sales arm. “Now we must take all the responsibility for a record succeeding or failing,” he said.

He added that a separate distribution wing “works well for a company like WEA, which must maintain a balanced product flow among three different labels (Warner Bros., A&M and Asylum). A last week PolyGram, by contrast, had previously consolidated its three labels — Phonogram/Mercury. PolyGram records (and PDI) under the PolyGram Records banner.

Kieran is a four-year veteran of the PolyGram organization. Formerly, he was with RCA where he served for seven years as vice president of marketing. Sherwood described Kieran as a “streetwise professional whose increased responsibili-

Lack Of List, Varying Midline Tags Confuse Record Dealers

Wholesale Prices Up In Wake Of Wholesale Increase
by Richard Imamura and Marc Cetner

LOS ANGELES — Record retailers reacted with uncertainty to the dropping of suggested list price by CBS Records and Boardwalk Records and the varying wholesale tags for midlines that went into effect last week, according to a nationwide Wholesale Increase Cash Box survey. However, while dealers expressed confusion on how to price CBS and Boardwalk product and the various midlines, only a few said they would hold the line on shelf prices in light of the latest round of wholesale prices (see separate story).

Reactions to the wholesale hikes — which have recently seen WEA, CBS, MCA, Capitol/EMI America/Liberty and RCA among the majors and Arista, Chrysalis, Motown and A&M among the indies institute three-to-four percent increases — dealers felt the moves came at a most inopportune time. With retail sporting another black eye with the ongoing bankrupcy rulings by the Peaches chain (see separate story), the dealers were nearly unanimous in their dislike for the wholesale price hike on midline product and non-midline catalog items rather than absorb the increased wholesale prices.

"All of our prices are going to reflect the increase," (continued on page 18)

RCA Latest Major Label To Institute Wholesale Hikes
by Marc Cetner

LOS ANGELES — RCA became the fifth major record company to institute a wholesale price hike in the past month with the announcement last week that dealer prices would increase approximately four percent on albums and eight percent on certain singles.

RCA’s announcement comes one week after price hikes by MCA and Capitol. In addition, it is expected that PolyGram will join in with a price increase that will take effect by July 1.

The RCA increase, which affects RCA, A&M and their respective associated labels, boosts $8.98 LP product from a $4.91 wholesale price to $5.80. Additionally, $7.98 and $13.98 product will now feature a dealer price of $4.50 and $7.88 respectively.

Certain singles and 12" records have also been affected by the wholesale hike. RCA’s $3.98 product will go up 10 cents and RCA’s $4.98 product will now carry a wholesale price of 77 cents and 45s that list for $1.69 will wholesale for

In the midline area, certain tapes will increase as much as 10 cents with the wholesale price going to $4.78 from $4.69.

CARroll CASH BOX June 13, 1981
www.americanradiohistory.com
Retailers Bemoan Lack Of '81 Summer Incentive Programs

by Dave Schupls and Dan Nooger

NEW YORK — Retailers are finding little in the way of summer incentive programs being offered by record labels this year. Many say that the best deals they were recently offered were last chances to buy at the old price before new, higher prices went into effect. This year, the labels are offering even fewer discount programs than last year, when a significant drop off in discounts and dating occurred.

"There's definitely an absence of the meaty deal for the retailer," said John D'Antoni, buyer for the Disc-O-Mat chain in New York City. D'Antoni spoke for most of the retailers contacted in his assessment of what's being offered for the summer. A number of retailers and chain operators across the country said they had been offered no deals at all.

A Cash Box survey of labels revealed a virtual absence of deals or extended dating being offered on frontline product. The only exceptions were Capitol, offering an eight percent discount with a 30-day extension on new releases and 30- to 60-day extensions on hot frontline product, MCA, with a five percent discount on nine black music albums by such artists as B.B. King, Rufus, Joe Sample and Bill Summers, and RCA, offering 16%-17% and 30 days extension on new and developing artists (a continuation of a program that's been running since last year). CBS, PolyGram and WEA among the majors and Motown, Chrysalis and Ariola among the indies are not currently offering extra shelf life or additional discounts or dating extensions as part of summer incentive programs.

"I haven't been paying much attention to their deals because I've been too busy paying attention to their prices," said Pat Berry, vice president of Leisure Landing in New Orleans. "At this point, I can't sell an $8.98 for less than I would have sold a $9.98 a few years ago."

Wholesale Hikes Hurt

Ira Hellich, owner and president of Great American Music in Minneapolis, said he felt that there weren't fewer deals being offered than in the past, but that the recent round of wholesale price increases had "taken away the illusion that it's something special." Hellich also felt that the labels were probably "waiting for the dust to settle on the price increases" before offering summer programs.

With the exception of Stratford Distributors (see separate story), independent distributors and one-stop operators said they could not afford to fill the gap left by the lack of label summer programs. "With the pricing structure as it is and our own mark-up, the only way we can offer deals to our accounts is to pass along deals from the labels," said John Horn, sales manager of Cleveland-based Pikes Distributors. Linda Loohte, sales manager of Maryland-based one-stop C&M Distributors, added, "The manufacturers seem to be going on the assumption that eventually records simply won't be a discount commodity."

As for the outlook for the retailers' summer programs, many operators bemoaned the recent round of price increases and "a lack of strong product" to bring customers into the store (see separate story). Great American Music's Hellich summarized by saying, "The consumer will be buying records at a higher price. As to whether they'll accept it or not, we'll just have to see."

Ron Goldstein
Goldstein Named Island President For U.S., Canada

NEW YORK — Ron Goldstein has been promoted to the presidency of Island Records, U.S. and Canada operations. Goldstein, who will report to Chris Blackwell, founder of Island, had been the label's vice president/managing director.

As president, Goldstein will continue to oversee coordination of the label's North American activities and its relationship with Warner Bros. Records and WEA Distributing Corp. In addition, Goldstein will play a key role in the development of Island's evolving video and film wings. His other duties will include assuming a more active role in Island's A&R and coordinating activities with Island's Compass Point Studios in the Bahamas and with Lionel Conway, president of Ackee Music, Island's music publishing division.

Before joining Island, Goldstein spent three years as general manager for the parent Peacock-Dennis Publishing Corp. In 1980, Goldstein started his record industry career in 1966, working with Mainline, an independent distributor in Cleveland. He joined Warner Bros. in 1969 as West Coast regional sales manager and later moved to special projects coordinator. Goldstein left for a two year period in 1972 to run Chrysalis Records, U.S., returning to Warner Bros. as product manager in 1974.

Speaking of Goldstein's appointment as president of Island, Blackwell said, "In the short time Ron's been with Island, everything's worked very well for us. Warner Bros. and Island have pulled together better than ever."

Ron Goldstein cited going up to the presidency the old-fashioned way . . . "he earned it."

Heiman Seeks To Sell Peaches After Chapter XI Filing

by Michael Martinez

LOS ANGELES — Major creditors of Peaches Records & Tapes/Nehi Distributing Corp. have asked that the company's active debtors be divided up and that new bondholders pay at least $30 million in debt. According to Peaches attorney Joseph Eisenberg, the company's options are to reorganize, merge with another chain of sell to a new owner.

Eisenberg, who filed a petition for reorganization of debt under Chapter XI of the federal bankruptcy laws here in U.S. District Court June 1, said principles at the retail and distribution companies have been involved in unofficial meetings with their six major record company creditors and Citibank, to develop a plan for settling the debt, which resulted in the company's bankruptcy, stating that they would voluntarily file the Chapter XI petition. 

Although the petition did not spell out ex... (continued on page 10)

It isn't often an artist hits the #1 spot with his first effort, but T.G. Sheppard is an exception to the rule. After doing promotion for RCA for six years and running his own promotion/production company, Umbrella Productions, for another four, Sheppard recorded "Devil In The Bottle" for Melodyland Records in 1974, which promptly reached the #1 position on the Country charts. To date, Sheppard estimates he's had ten #1 records, the latest being the Warner Bros. release, "I Loved Em Every One," which also crossed over to the pop charts, finally leveling at #35. The album from which the single was culled is "going strong, as is the 1988 edition of the pop charts, moving up to the top five of the Cash Box Country chart and moving to #93 on the pop chart.

Sheppard's success can be attributed to a number of factors — talent not being the least of those attributes. His years as a promotion man gave him an inside look at the workings of a record company and a knowledge he says has helped him as an artist. Sheppard says the business savvy he gained in promotion helped prepare him for what he is doing today.

In 1977, when Sheppard joined the Warner Bros. roster, he carried the business savvy with him with his first release for the label, "Mister D.J." which didn't hit the #1 spot, but did go top five. "Last Cheater's Waltz," however, did regain that #1 for him, a feel that was repeated with subsequent releases, including "I'll Be Coming Back For More." "Do You Wanna Go To Heaven" and "I Feel Like Lovin' You Again." Sheppard placed such emblems as Bob Dylan's song, so much in fact, that he and producer Buddy Killen searched for material together. "I Loved Em Every One" is an example. Sheppard says, of what a strong song can do. "There was no conscious effort on our part to make that a pop song," he notes. "That strong song speaks for itself — you don't have to worry about whether it's pop or country. It all comes down to the song."

As for the future, Sheppard is doing a lot of road work, booked almost solidly through the end of the year. He is also much in demand in the area of television — he recently filmed Battle of The Las Vegas Showdowns, which is scheduled to air as a special in August.

Index

Table of Contents

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In late 1980, it seemed that the U.K. was developing a domestic stable of funk and R&B acts to challenge American dominance of the field. It was a short-lived challenge, however, as the bands produced a small crop of hits, only to fade away, unable to capitalize on the initial inroads. The one exception has been Chrissyls recording group Lip-

Formed around the writing partnership of David Grant and Sketch (Peter Martin), who also take on the lead vocal and guitar duties, respectively, Lip first scored on the British charts last year with the top 15 success of the single "You're Lying." Two more cuts and a new LP, "Intuition," followed — with "You're Lying" eventually reaching the top 30 on the Cash Box Black Cover Countdown. The latter, however, did not achieve "hit" status with the exception of the B/C albums chart upon release in the U.S. earlier this year. A new single, "I Can't Help It," has also created a good initial buzz.

While certainly in the tradition of America's R&B and funk, Lip's music has retained a distinctive British feel that sets it apart. "Our brand of funk is as much an environment as it is a concept," says Grant, "Why there are certain phrases we never use in our lyrics — they are Americanisms, and we never use them in conversation. We write about and where we live. By being true to that environment, we can reach people outside. I don't think you can be sincere writing about an environment that's alien to you."

"Musically all bands must overcome is producing a sound that's right in the immediate environment — music that isn't only American or British or essentially this or that."

Hailing originally from Jamaica and Anglia, respectively, Grant and Sketch eventually decide that the two of them, along with Fleetwood Mac's Stevie Nicks, would like to put together the sound that resulted in Lip. After a year of shopping some songs with a variety of A&R depart-
ments throughout London, Grant and Sketch gave up trying, formed their own Solid Music production and publishing company and recorded "You're Lying." They pressed 1,000 copies and sold them through a series of small clubs.

The cult success of the single brought Chrissyls into the picture. "We hadn't ap-
proached Chrissyls," Grant recalls, "but we went to so many other companies who were so discouraging. If there was one thing Sketch and I felt we could do, it was to write songs. But after you've been told so many times that you can't, you become discouraged."

The association with Chrissyls has been fruitful, with the success of the singles and album in the U.K., and the growing enthusiasm in the U.S. The next step, obvi-
ously, has to be to capitalize on the initial inroads in the U.S."

"I think that every (British) act reaches a point where it can go no further unless it breaks through to the U.S. It's not enough that early on you mean that you don't reach a point two or three weeks on your single where you're stuck like that. You've got to break into the top 15 within the first two or three albums, then the burden of that limitation is off our shoulders."
RENE AND ANGELA (Capitol P-5010)


The sexy, smooth harmonies on this self-penned song are deftly accentuated by a pulsing mid-tempo groove and shifting leads.

JOHNNY VAN ZANT BAND (Polydor PD 2171)


With this latest single from the "Round Two" album, the Johnny Van Zant Band departs from its stylistic Southern rock heritage into the Top 40 commercial ballad arena. Excellent production, complete with strings and high harmonies, should earn this band a new legion of fans.

MURRAY MCLAUCHLAN (Asylum E-47152)

If the Wind Could Blow My Troubles Away (3:02) (Whitewing Music Ltd. — CAPAC) (M. McLauchlan) (Producer: B. Ezrin)

Respected Canadian folkster McLauchlan, under the intensely dramatic production of Bob Ezrin, has made perhaps one of the most unusual singles of 1981 with this first offering from his "Storm Warning" LP. A pop/gospel anthem of epic proportions.

THE SINCEROS (Columbia 11-02121)

Disappearing (3:42) (Blackwood Music, Inc. — BMI) (M. Kjeldsen) (Producer: G. Dudgen)

With "Take Me To Your Leader," the single from the sadly unnoticed "The Sound of Sunbathing" LP, the Sinceros proved to be quite adept at dismantling and reassembling familiar hooks with a modern, somewhat quirky, twist. This cut from the "Pet Rock" LP combines the simplicity of '60s English pop with an atmospheric synthesizer glissando. Melodic and to-the-point pop.

RICHARD "DIMPLES" FIELDS (Boardwalk WS8 02081)

Earth Angel (3:30) (Dootsie Williams Publications — BMI) (G. Hodge, C. Williams, J. Belvin) (Producers: R. Fields, B. Wilson)

While his vocals don't quiver quite as much, "Dimples'" falsetto soaring, backed with dreamy string lines and a steady do-wop rhythm section accented by clean guitar picking, will still remind one of The Penguins' 56 version of this.

SAILOR (Caribou/Epic ZS6 02051)


England's Sailor, which enjoyed a string of U.K. chart hits in the mid-to-late '70s, continues to ride a progressive pop sound. But with the addition of vocalists Gavin and Virginia David, the accent is on strong and distinctive harmonies, as this track from the "Dressed For Drowning" LP illustrates. As sophisticated as 10cc.
Wolf/Rissmiller Bow Unit For Video Production

LOS ANGELES — Southern California concert promotion outfit Wolf/Rissmiller recently announced formation of a full video production unit named Afterthoughts Video, with veteran Scott Sternberg and his Sternberg Prod. to head the division. The new arm at the concert promotion firm will develop and produce original product for the video market.

Sternberg, an independent producer/director who helped introduce the Warner/Amex QUBE television system in Columbus, Ohio, is currently developing a video/tape production company as a consulting adviser for TeleVisa and its artists.

Jim Rissmiller, principal at the concert promotion firm, revealed that the company’s first video productions will be taped at the 1,000-seat Country Club venue in Reseda, Calif., which the company owns, where a 10”x14” video screen has been installed. He said this was the initial step in a $200,000 investment in video production and broadcast operation to be installed there.

Rissmiller said that he hopes the move will enable the Country Club to tour those new acts to their audiences on a continuing basis. First projects, however, are to include ex-Los Angeles Lakers star Kareem Abdul-Jabbar with his new act, and one more established acts that perform at the Country Club for eventual sale to cable television.

ABKCO Reports Drop In Income, Revenues

NEW YORK — ABKCO Industries, Inc. reported a $13.9 million drop in income for the six months ended March 31. Revenues for the period were $39.9 million, a $3.6 million or 8.3% increase from the same period in 1980. The company reported a net loss of $6,926, compared with net income of $50,914 for the corresponding period in 1980.

Revenues for the second quarter, ended March 31, were $17.5 million, a 28.9% drop from $24.4 million for the same period in 1980. The company reported a loss of $597, compared with a profit of $14,149 for the 1980 second quarter.

Spirit Entertainment Bows

NEW YORK — The Spirit Entertainment Co. Inc. opened last week by Eddie Davis. The production and promotion firm is being headed by Davis.

Spirit will offer recording services at its 16-track studio. Its present promotion and booking roster includes Cameo, Gene Chandler, Albert King, Clarence Carter, Carla Thomas and Walter Jackson.

Prior to undertaking Spirit, Davis headed Legend Enterprises. He has also worked with Don Darton International and Confront Music.

The Spirit Entertainment Co. is located at 3208 Winchester Road, Memphis, Tenn. The company’s telephone number is 703-404-4026.

RECORDS & MOVIES

NEW YORK — Public relations firm Ropers & Collins Inc. has moved its New York office to 122 East 42nd Street, New York, N.Y. 10168. Phone number is (212) 490-8200.

Fritts Elected By NAB

LOS ANGELES — Edward O. Fritts, presidente and chairman of the National Assn. of Broadcasting (NAB) Radio Board, was elected joint board chairman for the NAB, succeeding Thomas Bolger.

In addition, Cullie Tarleton, general manager of WCHB, Memphis, Tenn., was elected vice chairman of the Radio Board, who was elected NAB Radio board chairman replacing Fritts. The elections were held during NAB meetings in Washington June 2-5.

EXECUTIVES ON THE MOVE

Johnson Stane Hufi Mount

Johnson Promoted At Tar — Tar Productions, Inc. has announced the appointment of Gregory Johnson as vice president. Johnson has been with the independent record production firm for two years. He will now be in the Atlanta office where he has been director of the company’s southeastern division.

Franklin Appointed At Tara Records & Tapes — Wayne Franklin has been named vice president of sales and distribution for Tara Records & Tapes. He was most recently independent distributor and one-stop operation. He was formerly chief of the Army and Air Force exchange service, record division, and was responsible for worldwide sales to the military in excess of $62 million a year.

Stone Appointed At A&M — A&M Records has announced the appointment of Rick Stone to national singles promotion director. Stone, who has been with A&M for 4½ years, first joined the company as New York marketing manager, then in 1978 was promoted to New York promotion director.

Huff Named A/E — Robin Huff has been named A&R representative for Elektra/Asylum Records. Previously, she was A&M’s administrative assistant, a post she held since early in 1981. Prior to that, she was promotion administrative assistant.

Mount Appointed At WEA — The Warner/Elekt/Atlantic Corp. has announced the appointment of David Mount as national video sales manager. In August of 1977, he joined WEA as the Los Angeles field sales manager. He was promoted to Los Angeles field sales manager in January 1979, and to Los Angeles sales manager in 1980.

David Appointed At CBS — Harvey Duck has been appointed to sales manager, Dallas branch for CBS Records. Prior to joining CBS Records, he worked for Record Sales in Memphis from 1970-1976, Pickwick in Atlanta as sales representative from 1976-1978, and PolyGram Records since 1978, where he has held the positions of sales representative, and most recently, Dallas branch sales manager.

Bego To CBS — Mark Bego has been appointed to staff writer at the Columbia House division of CBS, in the creative Services department. He is the author of three music industry biographies: “The Dobie Gray Company” (Popular Library), and “Barry Manilow” and “The Captain & Tennille” (Tempo Books).

Blanche Named At Winter — Norman Winter/Associates Public Relations has announced the appointment of Pam Blanche as research coordinator with the company. For the Winter organization, she attended classes at Pace University and also completed studies in broadcasting and journalism at Los Angeles City College.

Changes At Alfa — Vic Waker joins Side One Creative Marketing, based in Los Angeles, as retail marketing coordinator. Previously, she served as an intern with the company and was also sales director at KLA. UCLA’s campus station. Also joining the Side One staff is Teresa Ensenat as media coordinator. She formerly held the post of music director at WLCV, University of Louisville-Kentucky, and had coordinated several projects for Side One in the field.

Changes At Alfa West — Alan Weston Communications has named Carl Bryant and Bob Frymire vice presidents of the four-year-old college marketing company. Bryant joined Alan Weston to start and supervise college media placement service, the company. During the past year, he had been named national account manager a year and a half ago to head up AMP marketing systems, the company’s promotional network of on-campus reps.

Hannibal Names New Officers, Distsrib

NEW YORK — Wall O’Brien has been appointed general manager of U.S. operation for Hannibal Records, reporting to company president Joe Boyd, and Kris Puszkiewicz has been named director of college promotion and publicity. O’Brien was previously with Hit & Run Music Management, JEM/Passport Records and ATV/Pye Records, while Puszkiewicz was previously with Frontier Booking International.

Hannibal Records has also switched its distribution from Antilles to Rounder Records, effective immediately, and set up a new distribution office in New York. The new distributors are All South (New Orleans), Associated (Phoenix), (Backroom (San Francisco), Big State (Texas)).

Keogh Upped At Alfa

LOS ANGELES — Kevin Keogh has been promoted to vice president of promotion at Alfa Records. Before joining Alfa as direc tor of A&R and promotion this year, Keogh performed similar duties at several labels, including Bearsall, Casablanca and Arista. He also has been A&R coordinator for several eastern radio stations.

Commenting on the appointment, Alfa Records president Bob Fead said: “Kevin has brought a great sense of leadership and determination to our company. In his new role he will be responsible for all facets of radio promotion and related areas.

California (Los Angeles/Seattle), House (Kansas City/Denver), Music City (Nashville), Music Craft (Honolulu), Pickwick (Minneapolis/Atlanta), Progress (Chicago/Denver/Los Angeles), Richman Bros. (Philadelphia/Washington D.C.), Rounder (New England/New York) and Tane (Miami).

Returns will be honored by the new Rounder distributors, while returns of those releases rights show for Antilles branches will continue to be honored by those branches.

The label also has moved to new offices at 9772 West 34th Street, Suite 15, New York, N.Y. 10012. The telephone number is (212) 420-1780. All billing, sales and advertising should be referred to Rounder Records, 186 Willow Avenue, Somerville, Mass. 02142. The telephone number is (617) 354-0700.

Cricket Booking Boos

NEW YORK — Cricket Talent and Booking, Inc. has been opened by Mark Zuffante. Formerly an agent at ICM and Premier Talent/Zuffante, he was also previously an agent at ICM, and Carol Green, formerly marketing coordinator for JEM.

The company’s office is located at 250 W. 57th St., Suite 1416, New York, N.Y. The telephone number is (212) 977-1606. Cricket is associated with the Bron Agency in London for international bookings.
HITS OUT OF THE BOX

REVIEW

SOMEBWHERE IN ENGLAND — George Harrison — Dark Horse DHK 3492 — Producer: George Harrison and Ray Cooper — List: 9.98

Still, one can get one's fill of the Beatles reunion just the slightest subtle renderings from one of rock's most loved figures. Top cuts on this album are a repressive formula pop sendup, "Blood From A Klown," and the flowing "Life Itself."

THE BARON — Johnny Cash — Columbia FC 37179 — Producer: Billy Sherrill — Wholesale: 4.94 — Bar Coded

The man in black is back with another collection of country parables bested by the pool shootin' fable, "The Baron." Cash's deep, affecting spoken vocal style has made him the perfect country music's grand old man after more than 25 years in the business, and no one can spin a tale with his credibility and authoritative style. His eyes and voice are those of experience, and moments on this album, especially "Mobile Bay" and "The Reverend Mr. Black/Lonesome Valley Medley," are still bound to send a few shivers down the spines of Cash fans. His booming baritone is best on some upbeat '50s flavored tunes, "Hey, Hey, Train," and "Chattanooga City Limit Sign."

TOO HOT TO SLEEP — Sylvester — Fantasy F 9607 — Producer: Harvey Fuqua — List: 8.98

Legendary on San Francisco's dance club circuit, Sylvester shifts gears a little on "Too Hot To Sleep" and opts for a more traditional R&B vocal sound rather than the falsetto of years gone by. The album is still a dance party through a set of hot R&B and disco, but the music and the emotion are 100% more soulful than earlier works. This is a new natural sound powered by some of the hottest session men in San Fran, and "Give It Up" and the title are R&B barn burners. B/C and pop programmers shouldn't hesitate to jump on this LP, which signals a bold new direction for this graceful Bay Area artist.

NEW AND DEVELOPING ARTISTS

JOHNNY "GUITAR" WATSON AND THE FAMILY CLONE DJM 501 — Producer: Johnny "Guitar" Watson

One can always count on Johnny "Guitar" Watson for a good laugh and a great rhythmic groove. And while he sashays his way through funk, straight ahead R&B and jazz, he does it with a clever style that makes him a true "original." The title track is a riotous affair taking in a multitude of genres, with rap and scat taking precedence. And songs like "Ain't Movin'" and "Voodoo What You Do?" feature the light weight funk that has become his trademark.


The Beat, native of ska-razied Birmingham, England, came on strong on the new wave dance floor last year with a revamped version of Smokey Robinson's old "Fears Of A Clown." This time around, the band replaces that engaging clipped reggae beat and a touch of the Latin sound. Arguably the most consistently listenable of the ska bands, this aggregation is powered by vocalist Ranking Roger and grand old reggae sax man Saka.


Before Ahmad Jamal left to join Motown Records, Rahsaan has produced an enormous amount of great jazz and fusion works. The multi-talented keyboardist isn't represented well with this one-disc set since so many of his past classics have been overlooked. Still, one can get a grasp of his wonderfully diverse style and scope with this compilation LP. The standout here are the flowing "Dynamo," which bursts forth with that power and energetic mood that pianists around the world have hailed him for, and the reflective " Prelude To A Kiss." A must for jazzists.

LETT THE MUSIC PLAY — The Dazz Band — Motown M8-957M1 — Producers: The Dazz Band and Reggie Andrews — List: 8.98

When this Cleveland-born octet first started out as Telephunk, it tried to blend the forms of dance music and jazz, calling it Dazz. And when The Dazz Band has since gone on to a funk/progressive B/C sound, it still remains one party time band. Fans of that slick honey/funky sound of Kool and The Gang should enjoy the danceable Bobby Harris-led eight-piece. A heavy bottom, blaring horns and superb vocal harmonizing are the band's traits.


This Broadway star of the '50s and '60s used to bring the house down with her leads in such classic musicals as Candide and She Loves Me, and after several years, she returned to the stage for spirited vocal concerts, thanks to the urging of musical director and producer Wally Harper. Her jumps, lively soprano is a breath of cool clear class on "It's Better With The Band," which was recorded at a 1980 Carnegie Hall performance.

TALK TALK TALK — The Psychedelic Furs — Columbia NFC 37339 — Producer: Steve Lillywhite — Wholesale: 3.12 — Bar Coded

The Furs showed itself to be one of the frontrunners of the neo-psychedelic movement in England with last year's debut album and songs like "India" and "Sister Europe." And while the London area sextet is rooted in hallucinogenic day sounds like Van Der Graaf Generator and The Velvet Underground, its style is more akin to early Clash meeting Roxy Music.


This lovely young songstress from the city of the Maple Leafs is an industry veteran at age 22, already having released two albums and copping a Juno award for best new vocalist of the year. Her latest, "Beyond the City," for Capitol, "Dramatic Measures," shows that she has superstar potential. While Dal Bello romps through a mixed bag of material on the LP, the AOR-oriented material like "Never Get To Heaven" and "Just Like You" rivals Pat Benatar's best work.

LEYDEN ZAR — A&M SP 4860 — Producers: Andre Perry and Nick Blagona — List: 8.98 — Bar Coded

AOR programmers should perk up their ears for this Canadian fivesome. It's evident from the start that Leyden Zar is a special pop rock unit — modern, yet with enough classic rock moves to segue with a Journey of Loverboy cut. Great hooks, a high energy level and a superb power pop vocalist in Paul Grondin make Leyden Zar a promising new face to watch. Best cuts on this well-crafted debut effort are "Money Talks Loud" and "Teenage Pioneer."

ATTITUDES — The Brat — Fatima FTM-77 — Producer: Tito Larriva — List: 5.98

The Brat proves it is one of the brashest and most inventive bands to erupt from East L.A.'s Latino new wave scene with this revamped five-song EP. The group packs punk, reggae, '60s girl group pop and a Latin flavor into its sound. And while it was hoped that something a little more roots-oriented would come from this talented five piece, Theresa and her gang of four rock 'n roll anarchons on songs like "Attitudes" and "High School."

START SWIMMING — Various Artists — Still America — Producer: Bazaar — List: 7.98

The kingspin of New York's new wave scene journeyed to England for some shows early this year, and the songs on this album are an account of what went down at the Rainbow Theatre in London. The tighter, more pop-oriented bands like The D's and The Flashfones fare best in the live situation, but the power and the fury of the Bush Tetas and the kinetic energy of The Bongos is captured as well. Folks just getting their feet wet in the Big Apple club scene should latch onto this one.
GOOD ROCKIN’ WITH GORDON — RCA recording artist Robert Gordon recently appeared at the Roxy in Los Angeles. Pictured backstage are (l-r) Regina Silas, manager; A&R administration, RCA Records; Gordon; Barry Stripland, division vice president, A&R; west coast, RCA Records; Barry Gross, manager, merchandising, west coast. RCA Records.

COUNTRY LABELS EYE MAIL ORDER MARKETING FOR ALBUMS

by Tom Roland

NASHVILLE — Spurred perhaps by the breakthrough success of last year’s Slim Whitman package on Sutfolk Marketing, country labels have recently been experimenting with mail order TV marketing of frontline product. While Whitman’s package was essentially a greatest hits compilation, the collection of songs was

Survey Finds Retailers Bullish On Loose Wrap

LOS ANGELES — The nation’s retailers have responded positively to the practice of using loose shrink wrap packaging for domestic LPs, according to an independent survey recently conducted by Sidone Creative Marketing.

The survey revealed that 93% of the 250 retailers questioned preferred the loose wrap, based on their experience with it since Warner Bros. released The Who’s “Face Dances” LP in the new packaging method last March. The majority of the retailers reported a tremendous drop in defects and returns due to warpage, according to the survey.

Not only did the survey show a sharp drop in returns due to warping, but some retailers reported a near perfect record. Several reported statistics similar to those of Tower Records in Fresno, Calif., which claimed to have only one percent returns out of 200 loose wrapped records sold from that location.

Although most were in favor of the loose wrap, 65% felt there was a tendency for it to tear more easily. However, less than half indicated it might become a problem as more records are packaged this way. Other responses pointed to racking problems when stocking and pricing product in stores. Of the suggestions offered to offset tearing and racking problems, the most frequent was that the labels should look into finding a thicker, tear-resistant cellophane.

Customer response ranged from indifferent to curious to suspicious, but overall it was positive. About 42% of the retailers said their traffic was indifferent, 39% reported their customers had asked for an explanation, the while remaining 19% said they thought the LPs had been repackaged.

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(continued on page 34)

EAST COASTINGS

THIS MUSIC OF BUSINESS — Rolling Stone publisher Jann Wenner has signed a three movie production deal with Paramount. Stock in ABBA, now traded on the Swedish stock exchange, hits Wall Street this fall. Morris Levy’s Strawberries chain has taken over the three-store Just A Song chain in Albany. The Agora club is set to move into New Haven, Conn.

HERE NOW THE SHMOOZ — The Clash stand at Bond’s continues to cut through the manic eye of a rusty razor blade. You gotta be way out of line to get the attention of this town’s understaffed fire department, which is exactly what Bond’s management was, as they overbooked opening night by 100% and left hundreds of ticket holders outside in the rain. On the heels of the department’s cancelation of the Saturday show, they rescheduled six more dates, but no one can confirm who the opening acts will be. We would also like to openly take the group to task for repeatedly having black street artists open their shows, only to have them booted off the stage, while they (Clash) stand on the sidelines, without the nerve to take the audience along for the ride. We saw it happen to dub DJ Mikey Dread on their last tour, and for this tour it happened to Grandmaster Flash on two different nights. The Rolling Stones are in town to finish mixing their next album whose unfinished state is keeping them from coming to tour, and is hanging up entrepreneurs all over the country who have halls and stadia reserved. The Stones, by the way, may attempt to prohibit tiny Shanachie Records from advertising the contributions of Keith Richards to the firm’s current Max Romeo album. We can’t help but feel that the Richards’ name has helped get the LP on conservative stations like WNEW-FM... The beginnings of a fight over Bob Marley’s estate appears to be shaping up between Marley’s mother and manager Don Taylor. Marley, a Rastafarian, did not leave a will... MCA has signed Chubby Checker... Steve Lillywhite is producing Joan Armatrading... A&M could not confirm whether the sessions would simply augment, or actually replace, those by Richard Gottheil that the label has put on hold... Island has signed Adam and the Guang-Dong... RCA has signed Leah in the Talking Heads tour... Atco has the inside track on Rush... PolyGram has the inside track on Bobby “Blue” Bland, whose last album for MCA was just delivered by producer Al Bell... Shiffs’ Snorters — The Boomtown Rats have asked to be released from their contract with Columbia... A&M has signed The Cure... David Bowie spotted at the offices of Epic... Just to show you how reggae’s constituency has changed in the marketplace — EMI did not service the Peter Tosh album to AOR radio... Talk has Warner Bros. signing the Stray Cats for big bucks. Another rockabilly band, Matchbox, has been signed by MCA. The label also grabs the caboose of Two-tone SKA-trend by signing Bad Manners... For her debut Warner Bros. album, Carly Simon will feature B.B. King on her cover of the Timo Yuro ballad, “Hurt”... A&M has signed UB40... New York punk godfather Johnny Thunders busted in L.A. for “internal possession.” There’ll be benefits for him on both coasts... RIPS ‘N’ RUNS — The Meat Loaf album, due in August, will be called “Dead Ringer,” and will be followed by a September tour... Sorry to hear that Leiber-Krav’s upper West-side rock club, Private’s, lost the legal battle with the neighborhood (It) close on July 19... Roy Thomas Baker to produce the next Romanx album... Look for a live Jacksons album to be followed by a Michael Jackson/Quincy Jones collaboration... Steve Cropper has been confirmed as producer of the next from City HouseRockers LP... They’ll cut it in L.A. in July... EMI/UK has issued an eight LP John Lennon box... The godfather of rapping, Douglas “Jocko” Henderson, is now producing educational rap cassettes for the Philadelphia public school system... Chrysalis has signed Australian group Icehouse, formerly known as Flowers... New York groups The Bloods, and Die Hausfrauen will perform in Berlin, on June 20 at the First International Women’s Festival... Several acts to appear include The Slits, Lena Lovich, The Au Pair, and the Contractions... The Spinners’ package lands on Ben Bela, a nine-year veteran of the group reportedly made off with $35,000 of the group’s money... (continued on page 36)

BUNNY HOPPIN’ — In honor of Easter Sunday, the Ritz recently held a “bunny hop.” Picture are (l-r) “bunnies” Ellen Foley and Cherry Vanilla.

Cash Box picture by Andrea Lanbach.

HEART TO HEART — 20th-Century-Fox recording artist Stephanie Mills, who recently released the album “Stephanie,” was recently in the video studio with crooner Teddy Pendergrass to make a video cassette of the single “Two Hearts,” which the duo performed on Mills’ album. The video was directed by Steve Kahn, RCA audio-visual manager.

www.americanradiohistory.com
Home Digital Offers Hope to Future of Audio at CES

Home Digital offers hope to the future of audio at CES, with the advent of products like Hisense's newly introduced television. The new television offers a 55-inch OLED screen, capable of producing 8K resolution. The TV is designed to be used in living rooms, where consumers can enjoy a high-quality audio experience without the need for traditional audiophile equipment.

RCA Raises Wholesale Prices

(continued from page 7)

RCA's wholesale prices have been increased for 86 cents for RCA products, with list prices now ranging from $2.98 to $29.98. The increase affects RCA products sold at wholesale to retailers.

Marx, Lombard Form Film/Video Production Firm

LOS ANGELES — The Marx-Lombard Entertainment Co., an independent production company specializing in musical and documentary films/videos for cable and promotional use, was recently formed by Michelle Marx and Robert Lombard. Marx goes to the new business from his current post as director of west coast publicity. Prior to A&M, Marx was an account executive with A&M Records where he spent two years as director of west coast publicity. Prior to A&M, Marx was an account executive with A&M Records where he spent two years as director of west coast publicity.

Newton Push Upheld

LOS ANGELES — Capital recording artist Juice Newton's current single, "Queen Of Hearts," is now the subject of a major secondary merchandising campaign that includes substantial in-store support. The campaign will include special decks of cards featuring four-color head shots of Newton wearing a red, heart-shaped locket, new three x three merchandise posters portraying the same graphics and an extensive advertising campaign using the "Queen of Hearts" motif.

The artist is currently on a nationwide tour with Silver Spur in support of her "Juice" LP and the single.

Songwriters Showcase Set For Fan 1981 Fair

NASHVILLE — Sylvia and Steve Wariner will serve as co-hosts of the annual Super Songwriters Spectacular, June 12 at 10 a.m. in the Municipal Auditorium here. The showcase, which is a regular Fan Fair week event, will feature the Nashville Songwriters Assn., International (NSAI) 1980 honorees. According to the event's chairman Connie Bradley, songwriters who will participate in the showcase include Bobby Braddock, Roger Cook, Kyle Fleming, Jerry Gillespie, Bob House, Jim McBride, Hugh Moffatt, Dennis Morgan, Bob Morrison, Roger Murrah, Ron Peterson, Curly Putman, Even Stevens, Sonny Throckmorton, Rale Vanhoy and Marjolijn Wilkin.

Morrison, 1980 Songwriter of the Year, will perform the songs he wrote to win the ti- tle, including "Lookin' For Love," "You Lift Me Up To Heaven," "You Make An Angel Out Of Me," "I've Got A Thing For You," "Are You On The Road To Loving Me Again" and "You Decorated My Life."

產品有成為商業上的選擇，但受技術限制，這可能會延遲數年的跨足時機。
Vid Displays Largest Crowd in History of CES

by Michael Glynn

CHICAGO — The towers of videodisc units displayed at the Winter Consumer Electronics Show (CES) in Las Vegas seemed like a hard act to follow, but manufacturers continued to both dazzle and deal the latest in video merchandise at the Summer CES here, pulling record attendance in the process.

The largest CES crowd ever, 60,892 registered visitors, had an opportunity to see some of the latest in video, including a new videodisc format from Sony. Susan Anton (via four stacked TV monitors) narrating an opulent LaserVision display to the smallest portable integrated color TV/VCR from May 31-June 3. It was also a show that, once again, saw video software manufacturers in hot competition for the dealer's dollar... and stirring more debate over the direction of the small but growing industry, said Blay in a conference cubicle at Mag Video's Mall exhibit in McCormick Place. "They believe it's a rental market; we believe it's still a seller's market. Our belief is that retailers are being murdered by this rental war. Prices have gone down to the point where there are two dollar rentals... or less.

Blay noted that the jury will still be out on exactly how well-accepted renting has become in the video market. "I'm not sure if there's an in-depth opinion survey done in the Doubletaped Taps Hattrick As Programming VP

LOS ANGELES — Robert Hattrick, group program director for the Doubletaped Broadcasting chain, was named president of programming for the company. Hattrick, who became group program director in September, will remain as program director at AOR outlets KWK/WWWK/ST. Louis.

meantime, Mag Video has been wrestling with the format which way to go with a policy or plan to address the situation. "On a confidential basis, we told our distributors that we'd try to re-address the rental market," said Dave Blay, program director for Doubleday's videodisc subsidiary. "But if we move forward, we have to market research told us that it was a control situation at this point... which leads you back to the original question: is it (Paramount) willing to build a $79 sale price, that's fine. But our feeling is that a dealer is not going to listen to someone who's showing up on a sale or two dollars on a traffic."

Blay added that Magnetic Video was not presently looking at a rental plan "because of the activity going on" now with its current release of the United Artists catalog and the upcoming introduction of laser optical format discs titles. However, he did "guessimate" that 70% of the company's profits are being recycled, "and I'm not sure how many are not being recycled in any way, be it by surcharge or dealer contract.

Rental Remains Important

"Rentals are not going to be the driving portion of the market," Blay said, qualifying earlier statements. "If for no other reason than we don't have a 'rental' command for new programming by consumers.

Piracy, rather than rentals, is the major problem, he said. "If Magnetic Video sees it right now, according to Blay, and the company has already undertaken a campaign to make sure people are aware of it. However, we are still not that thing of having legal recourse for the people.

As for the sale, Blay said it was "too early to judge the effect" and added that the company is still willing to release titers... for 11 days ago, will intensify over the summer.

"We've set the wheels in motion now," concluded Blay. "We're地理 alongside the timing with the timing because its summer, and sales are known to drop off during that time. By August or September, we should start getting market research feedback on this... and perhaps after analyzing that, we'll be ready to make some decision."

An announcement is to be made of custom-pressing agreements in one videodisc format or another were made at a major industry convention. Paramount and Columbia Pictures Home Entertainment both heralded custom-pressing agreements between Sony Discoscan and Laser-Vison Assoc for laser-optical software. The Laser/Visons Assn. itself was a subject of some audience interest, so the announcement is to be made.

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"We are prepared to release titles by Ken Kai, as a national distribution arm for laserdisc product and Pioneer Artists, headed by Barry Sereck, as a new development source for video programming... in effect, a new video label.

And a great deal of emphasis for Pioneer Artists, and Laser/Vison in general, will be on the development of creative programming, particularly in the arts, according to association chairman John Suerke. Shereke himself presented on his own at a meeting in Scottsdale, Ariz. that in terms of music video programming, just as much money is being poured into this effort as is supporting discs by Liza Minnelli, Leon Russell and Glen Yarbrough and the Limelighters, among many others. Also announced was an agreement with Covent Garden for performances by the Royal Opera and the Royal Ballet, the first release from which will be Tales of Hoffman.

CED Replaces

in the CED camp, RCA SelectVision VHS/VHS A5H format has emerged triumphant that the fact that M.A.S.H."s top selling title thus far in its original catalog of 100 CBS Video VideoDiscs, "M*A*S*H," has already been joined by the "Hogans' Handmade."

"We have been able to distribute a number of programs from ABC Video Enterprises and the National

TIDBITS

San Francisco's mainstream rock moguls Journey will host and headline the Mountain Air Festival in California for the first time with former Baby Jonathan Cain behind the keyboards, and the band will unveil material from its new "Escape" LP, which is due in mid-July. Blue Oyster Cult, which headlined "Day On The Green" concerts in three cities, will have its new LP, "Fire Of An Unknown Origin," on the street by mid-month... Punk high priestess, Patti Smith, wrote the title tune and producer Martin Birch was behind the mixing of that project... Speaking of BOC, a new film featuring The Cult and Black Sabbath in concert, Black & White, will be released through Orion Pictures release... Pauline Black, the female fatale of Ska powerhouse The Selecter, has left the band to pursue a solo career on Chrysalis. The Selecter will continue without her for now... The rest of the band have a new album in the works... Susan Anton, that lovely biond bombshell, will open for Kenny Rogers on his upcoming tour of the Northeast and Canada. Anton's debut LP for Scotti Bros. Records, "Killin' Time," is due in October.

L.A. SCENE — L.A.'s legendary and reclusive video punks, The Screamers, will make their long awaited return to the club scene July 9-11 at the Whisky. Tomato Puente and the Screamers' rare live appearance will mark their first time to tour and elaborate new video system... Another one of L.A.'s more notorious nightstops, Dillon's in Westwood, has also been revamped. The chic disco has been purchased by Blackie's Bar owner Bar Sinister and re-opened for June 5 with Dean Chamberlain's Code Blue headlining on the third floor. The four-floor club will still retain its first story restaurant and second floor disco, but the third story will become a 500-seat new rock club and the fourth floor will remain as a private new wave disco. The club's booking agent, Gaylord, will keep the shows rooted in the L.A. rock scene, to remain as beaus The Beachnuts, Marcus Malone, The Busboys, Robert Stoddard and Missing White.

SFO SCENE — San Francisco's SFO's has two major things going for it. The first is the L.A. bastion of newness, The Veil, is moving from Mondays and Fridays to Saturdays at the Vector House in San Francisco... Plenty of party nights at the Lingerie club on Sunset... There's been a tilt toward the bockers. Another was made and the wine for the exchange, a board game exchange, will be the SFO's... The club's at the L.A. Record Plant. The spokesman for Stewart said that Rod "The Mod" is hopping mad about having his product refused, and Warner Bros. had no comment about the matter.

UP AND COMING — Olivia Newton-John is an image of yesteryear with her next album cover. Her interest in man's flippered friends, dolphins, has led her to learn how to actually ride these lovable salt water mammals. And MCA artist director George's saki has published a report of her own in the studio... the group, the cover of The People What They Want... "Tanya Tucker, perhaps as anode to her breakup with the Rhinestone Cowboy, is calling her newest waxing "After." The July release sports an album cover of Kenny ladd of L.A. Lingerie. MCA has signed English Ska/R&B groups Bad Manners and The Partisans, re-named "Scissors Cut." "Bridge Over Troubled Waters" producer Ray Hare is in the booth on the recording... finally, Poco will be coming with its latest American roots flavored album in July. The LP is called "Blue & Grey," and the jacket features surrealistic graphics with the eyes of Abraham Lincoln imposed over pictures of Civil War battle scenes.

BEST TO BOGART — The Cash Box staff sends along its warmest regards to Boardwalk Entertainment Co. president Neil Bogart, who is recovering from surgery for the removal of an abscessed and non-functioning kidney. He will be recuperating at Cedars Sinai Hospital in Los Angeles. Doubletaped CEO of the company will remain as program director at AOR outlets KWK/WWWK/ST. Louis.

SAN FRANCISCO SCENE — Two new venues have popped up in the San Francisco Bay Area. First off, Mabuhay Gardens owner Dick Dirksen has opened a new hall just above the Fillmore called The On Broadway. It's a small club and catering to out of town bands and acts that are a little classier than the venues at The Fillmore or the Great American Music Hall. The New Varsity, has opened in Palo Alto. The hall will cater to music bands and holds approximately 700. Those interested in bookings can call Randy (714) 921-246.

SUNNY DAYS IN THE PARK — L.A.'s own Musician Union Local 47 will be hosting a series of free concerts in various parks, auditoriums and recreation areas throughout the city during the months of June, July and August with special respect to the San Francisco Giants. Celebrity guest appearances will be presented by Henry Mancini, The以ignon Hall Quintet at the Ford Theatre. Other highlights for June include Art Pepper at Music Center Plaza, June 9; Al Pollan Group at MacArthur Park, June 11; The Skeeters at the Night People, June 14, Hart & Sterns Band at Mayberry Park in Whittier, June 21; Herbie Harper at the Burton Chace Park in Marina Del Rey, June 21; The Bruce Lofgren Jazz Ensemble at Music Center Plaza, June 23. Beaches will be the site of concerts by The Beaches, June 28; Chet Jaeger and band at Poliwood Park in Manhattan Beach, June 28; and Chico Fernandez with an 18-piece band at Lincoln Park in Santa Monica, June 28.

marc celer
You haven't forgotten that Woody was on Muse before he went to Columbia, have you? And you still remember that he played with Eric Dolphy, right? Well this 1977 date is heavily Dolphy influenced in its choice of material ("I Man" and "Jitterbug Waltz"). But in its over-all sound, Arthur Blythe splits the reed duels with Braxton, Muhal Richard Abrams is the pianist, Joe Chambers and Victor Lewis are on drums, and Cecil McSawe is on bass. Iron Man indeed.

LIVE AT THE MONTMARTRE CLUB — The Warne Marsh/Lee Konitz Quintet — Storyville SPL 4026 — Producer: Arvid Meyer — List: 8.56

The Tristano Twins turn 'twixt the thorough and the tantalizingly tender on this 1975 Danish recording. Konitz gets the upper hand in terms of solo space, perhaps because many of the tunes are his own. His "Kitty's Trance" and Tristano's "Two Not One" are the standouts of a solid session. J.S. Bach's "Two-Part Invention Nos. 1 & 13" are tackled on the ends of sides one and two, respectively, and their long melody lines prove quite suitable to the saxophonists' styles.


Drummer/percussionist David Earl Johnson has a solid, well-balanced album here, and newcomer Landslide Records again proves that it's serious about making quality records. Aiding Johnson are guitarist John Abercrombie, keyboardist Dan Wall, drummer Joe Chambers, flutist Jeremy Slag and saxophonist Cary Campbell. It's a rare disc that manages to have something for everyone.
LISTED ALPHABETICALLY BY ARTIST

June 13, 1981

CASH BOX ROCK AL

# 3 MOST ADDED

- **THE A'S** - A WOMAN'S GOT THE POWER • ARISTA
  ADDS: WYOD, HOTS: ADS: KZEL, WCCC, WAAL, WOUR, KNCCN, WMMS, KMET, KZAM, KEZY, WAAF, WYFE, WWWM, WLYR, WUR, WWWM.
  HOTS: None. MEDIUMS: KNAC.
  PREferred TRACKS: Title. SALES: Just shipped.

- **3 AC/DC • DIRTY DEEDS DONE DIRT CHEAP • ATLANTIC**
  ADDS: WYOD. HOTS: KNMC, KNME, KMET, KZEL, WCCC, WKLS, WIBZ, WZBB, WIBR, W YFR, WAAF, WGRQ, WZBB, WYFE, WWWM, KNCCN, KMET, KEZY, KZAM, KCIN.
  MEDIUMS: KNCCN, WYDD, WKLS, WIBR, WZBB, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNME, KMET, KNAC.
  PREferred TRACKS: Title. SALES: Good in all regions.

- **49 ADAM & THE ANTS • KINGDOM OF THE WILD FRONTIER • EPIC**
  ADDS: None. HOTS: WYLD, WIBR, WYFR, WAAF, WYFE, WWWM, WAAF, WIBZ, KNCCN, KZEL, KSHE, KMET, KMGN.
  SALES: Moderate in all regions; strongest in West.

- **37 APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**
  ADDS: None. HOTS: KNCCN, KNME, KMET, KZEL, KNAC.
  MEDIUMS: KNCCN, WYDD, WKLS, WIBR, WZBB, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNME, KMET, KNAC.
  PREferred TRACKS: Heading East, West; fair in others.

- **131 MARTY BALIN • BALIN • EMU AMERICA**
  ADDS: WLYQ, KNCCN, KNME, KMGN, KSHE, KZEL, WYDD, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNME, KMET, KNAC.
  SALES: Moderate in all regions; strongest in West.

- **141 BILLY & THE BEATERS • ALFA**
  ADDS: KIN, WYQG, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: This Little Girl
  SALES: Moderate in all regions.

# 7 MOST ACTIVE

- **34 GARY U.S. BONDS • DEDICATION • EMI AMERICA**
  ADDS: None. HOTS: KMET, WCCC, WYFR, WAAF, KNCCN, KNMC, KEZY, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Eyes, Cards, Break.
  SALES: Week in South; fair in others.

- **55 ERIC CLAPTON • ANOTHER TICKET • RSO/POLYGRAM**
  ADDS: None. HOTS: WYQG, WYQG, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Ria, Title. I Can't.
  SALES: Weak in South; fair in others.

- **183 COLD CHISEL • EAST • ELEKTRA**
  ADDS: WYQG, WYFR, WAAF, KNCCN, KNME, KZAM, KEZY, KEZY, KZEL, KMET, KNAC.
  PREferred TRACKS: My Baby.
  SALES: Fair in West; weak in others.

# 6 MOST ADDED

- **10 PHIL COLLINS • FACE VALUE • ATLANTIC**
  ADDS: None. HOTS: WYOD, WIBR, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  MEDIUMS: WYDD, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: In the Air. I Missed, It Must.
  SALES: Good to moderate in all regions.

# 10 MOST ADDED

- **156 CONCERTS FOR THE PEOPLE OF KAMPUCHEA • VARIOUS ARTISTS • ATLANTIC**
  ADDS: None. HOTS: WYOD, KNMC, KNME, KMET, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  MEDIUMS: WYDD, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Heading Out, Solar.
  SALES: Weak in all regions.

# 1 MOST ADDED

- **ROBIN LANE & THE CHARTBUSTERS • IMITATE LIFE • WARNER BRO**
  ADDS: None. HOTS: KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: This Time, Rooms.
  SALES: Weak in East, moderate in fair in others.

# 5 MOST ADDED

- **JIM MESSINA • MESSINA • WARNER BROS.**
  ADDS: WIBZ, KEZY, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Good Morning.
  SALES: Just shipped.

# 9 MOST ACTIVE

- **THE MOODY BLUES • LONG DISTANCE VOYAGE • THRESHOLD/POLYGRAM**
  ADDS: None. HOTS: WWWM, WLYQ, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Overture.
  SALES: Week in South; fair in others.

- **GEORGE HARRISON • SOMEWHERE IN ENGLAND • DARK HORSE**
  ADDS: KN MCN, KNME, KMET, WCCC, WKLS, WIBZ, WSHE, KSHE, WYFE, WAAL, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Rules, All Those.
  SALES: Moderate in all regions.

# 8 MOST ADDED

- **THE MOVIES • MOTOR MOTOR MOTOR • RCA**
  ADDS: KZEL, WAAL, WLYQ, WYFR, WMMS, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Good Morning.
  SALES: Just shipped.

- **999 • CONCRETE • POLYGRAM**
  ADDS: None. HOTS: KNCCN, KNME, WLYQ, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Obsesse.
  SALES: Weak initial response in all regions.

- **OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS**
  ADDS: None. HOTS: KNMC, KNME, WYFE, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, WYDD, WYFR, WAAF, WIBZ, KNCCN, KNME, KZAM, KEZY, WYFR, WWWM, WLYR, WYFR, WAAF, WIBZ, KNCCN, KNME, KMET, KNAC.
  PREferred TRACKS: Crazy, I Don't.
  SALES: Moderate to fair in all regions; strongest in Midwest.
# MOST ACTIVE

193 **SPLIT ENZ** - *BEYOND THE LINES* - DREAMLAND/POLYGRAM

- **SALES:** Moderate breakthroughs in East and Midwest.
- **KINK PREFERRED TRACKS:** History, One Step, Hard Act, Dance.

- **Prefered in Fair in others.**

194 **SQUEEZE** - *SOUTH TOWN* - ADDS: None. HOTS: KSJO, KMET, KOP, WAFQ, WYFE, KROQ, WWFM, WYDF, WLBZ, KBPI, WLIR, WBCN, WBLM, WVLW, WOR, WQRE, WSHE, WSHE, WYFD, WWFM.

195 **JIM STEINMAN** - *BAD FOR GOOD* - CLEVELAND INT.

196 **THE TUBES** - *THE COMPLETION PRINCIPLE* - POLYGRAM

197 **JOHNNY VAN ZANT BAND** - *ROUND TWO* - POLYGRAM

198 **BILLY SQUIER** - *DON'T SAY NO* - ADDS: None. HOTS: KZAM, KNCN, KSJO, WDAY, KNCN.

199 **THE SUPERIOR COURT** - *POLICE* - POLYGRAM

200 **JAN VAN FLEUREN** - *BARTON* - EMI

201 **THE WOOFERS** - *SCHOOL* - ADDS: None. HOTS: KZAM, KNCN, KSJO, WDAY, KNCN.

202 **THE ROLLING THUNDER Revue** - *PICK UP* - ADDS: None. HOTS: KZAM, KNCN, KSJO, WDAY, KNCN.

203 **THE SECRET POLICEMAN'S BALL** - *THE MUSIC/ANOTHER VARIOUS ARTISTS* - ISLAND

204 **JIMMY NEWMAN** - *ALL THE SAME* - ADDS: None. HOTS: KZAM, KNCN, KSJO, WDAY, KNCN.
1. BETTE DAVIS EYES  
   KIM CARNEES

2. STARS ON 45 — MEDLEY  
   STARS ON 45

3. BEING WITH YOU  
   SMOKEY ROBINSON

4. SUKUYAKI  
   A TASTE OF HONEY

5. A WOMAN NEEDS LOVE (JUST LIKE YOU DO)  
   RAY PARKER, JR. & RAYADIO

6. TAKE IT ON THE RUN  
   RED SPEEDWAGON

7. ALL THOSE YEARS AGO  
   GEORGE HARRISON

8. ANGEL OF THE MORNING JUICE NEWTON

9. I LOVE YOU  
   CLAIXMUS BLUES BAND

10. HOW 'BOUT US  
    CHAMPAIGN

11. TOO MUCH TIME ON MY HANDS  
    STYX

12. AMERICA  
    NEIL DIAMOND

13. THIS LITTLE GIRL  
    GARY U.S. BONDS

14. JESSIE'S GIRL  
    RICK SPRINGFIELD

15. THE ONE THAT YOU LOVE  
    AIR SUPPLY

16. WHAT ARE WE DOIN' LOVE  
    DOTTIE WEST

17. THE WAITING  
    TOM PETTY & THE HEARTBREAKERS

18. LIVING INSIDE MYSELF  
    GINO VANNELLI

19. SWEETHEART  
    FRANKE & THE KNOCKOUTS

20. YOU MAKE MY DREAMS  
    DARYL HALL & JOHN OATES

21. WATCHING THE WHEELS  
    JOHN LENNON

22. ELLA  
    THE OAK RIDGE BOYS

23. WINNING  
    SANTANA

24. MORNING TRAIN (NINE TO FIVE)  
    SHEENA EASTON

25. IS IT YOU  
    LEE RITNER

26. JUST THE TWO OF US  
    GROVER WASHINGTON, JR.

27. I MISSED AGAIN  
    PHIL COLLINS

28. NOBODY WINS  
    ELTON JOHN

29. STILL RIGHT HERE IN MY HEART  
    PURE PRARIE LEAGUE

30. FOOL IN LOVE WITH YOU  
    JIM PHOTOGLO

31. 24 31 KISS ON MY LIST  
    DARYL HALL & JOHN OATES

CASH SMASH

32. THEME FROM "GREATEST AMERICAN HERO"  
   JOEY SCARBURY

33. SEVEN YEAR ACRE  
    ROSANNE CASH

34. I DON'T NEED YOU  
    KENNY ROGERS

35. SAY WHAT  
    JESSIE WINCHESTER

36. GIVE A LITTLE BIT MORE  
   CLIFF RICHARD

37. MODERN GIRL  
    SHEENA EASTON

38. TIME  
   ALAN PARSONS PROJECT

39. HEARTS  
   MARTY BALIN

40. SWEET BABY  
   STANLEY CLARK/GEORGE DUKE

41. BOY FROM NEW YORK CITY  
   MANHATTAN TRANSFER

42. I CAN TAKE CARE OF MYSELF  
   BILLY & THE BEATERS

43. YOU BETTER YOU BET  
   THE WHO

44. SOMEBODY'S KNOCKIN'  
   TERRY GIBBS

45. FIND YOUR WAY BACK  
   JEFFERSON STARSHIP

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.
### HIT BOUND

#### QUEEN OF HEARTS
- **Artist:** CAROLINE SAGER
- **Add Date:** 1981-06-13
- **Format:** KBEQ, WHB, WCC, KUNN, KGUI, KZNC, KGIL
- **Top:** 5
- **Peak:** 1
- **Weeks:** 6
- **Sales:** Fair in the Midwest
- **Survey:** Double Dutch

#### SLOW HAND
- **Artist:** CHRISTINE AGUILERA
- **Add Date:** 1981-06-13
- **Format:** WKTU, WQKX, WMSI, WCOL, WCAU, WKTZ
- **Top:** 12
- **Peak:** 10
- **Weeks:** 10
- **Sales:** Fair in the West, East, and South

### HIT BREAKOUT

#### THE BREAKUP SONG (THEY DON'T WRITE 'EM)
- **Artist:** CAROLINE SAGER
- **Add Date:** 1981-06-13
- **Format:** KBEQ, WHB, WCC, KUNN, KGUI, KZNC, KGIL
- **Top:** 16
- **Peak:** 12
- **Weeks:** 6
- **Sales:** Moderate in the West, East, and South

#### IN THE AIR TONIGHT
- **Artist:** PHIL COLLINS
- **Add Date:** 1981-06-13
- **Format:** KZL, KFRC, KJY, KJYQ, KJYR, KJYB
- **Top:** 12
- **Peak:** 11
- **Weeks:** 6
- **Sales:** Fair in the Midwest

#### ROCK AND ROLL DREAMS
- **Artist:** JIM STEINMAN
- **Add Date:** 1981-06-13
- **Format:** KFI, KOPA, KSW, KFRC, KJY, KJYQ, KJYR, KJYB
- **Top:** 13
- **Peak:** 10
- **Weeks:** 4
- **Sales:** Fair in the Midwest

#### IT'S NOW OR NEVER
- **Artist:** JONNY SCHEIDER
- **Add Date:** 1981-06-13
- **Format:** QCS, WGSR, KCPX, WXY, KFRC, KJY, KJYQ, KJYR, KJYB
- **Top:** 13
- **Peak:** 8
- **Weeks:** 6
- **Sales:** Fair in the Midwest

#### YOU LIKE ME DON'T YOU
- **Artist:** JERMAINE JACKSON
- **Add Date:** 1981-06-13
- **Format:** WBEC, WQKX, WMSI, WCOL, WCAU, WKTZ
- **Top:** 22
- **Peak:** 15
- **Weeks:** 6
- **Sales:** Fair in the Midwest

#### CASH SMASH
- **Note:** Denotes significant sales activity.
- **Prime Mover:** Denotes significant radio activity.
- **Hit Bound:** Denotes immediate radio acceptance.

### CONTACT
- **Mutual Station Relations for Clearance Information:** 703-685-2050
- **Call:**
- **Add Date:** 1981-06-13
- **Format:** WSBX, KJY, KJYQ, KJYR, KJYB
- **Top:** 20
- **Peak:** 20
- **Weeks:** 6
- **Sales:** Fair in the Midwest and South

### LOOKING AHEAD
- **Note:** The kid is hot tonight
- **Add Date:** 1981-06-13
- **Format:** WSBX, KJY, KJYQ, KJYR, KJYB
- **Top:** 20
- **Peak:** 20
- **Weeks:** 6
- **Sales:** Fair in the Midwest and South

### HITS
- **Note:** Denotes significant sales activity.
- **Prime Mover:** Denotes significant radio activity.
- **Hit Bound:** Denotes immediate radio acceptance.

### CASH SMASH
- **Note:** Denotes significant sales activity.
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Castle Music Inc. Formed By Ferrell, Everitt And Harrison

NASHVILLE — A new record company, Castle Music Inc., was recently formed under the direction of Ben Ferrell, Eddie Everitt and Buddy Harrison. The company is comprised of two record labels, a music publishing company and a gospel outreach program, as well as full 16-track studio facilities. Castle Music will primarily focus on contemporary Christian music, while the parallel company, House of Kings, will emphasize traditional Southern gospel music.

Artists signed to the company include Richard Roberts to House of Kings, along with Vicki Jamison, Buddy Harrison and the Agape Singers with Happy Caldwell.

Signed to Castle records are the followers of Christ, Ron Perry, Doyle Tucker and Everitt and Ferrell with the Gospel in Concert band.

The firm’s first releases are “Eman...”

Mike Suttle Named GM Of NewPax, Paragon

NASHVILLE — The Benson Company has named Mike Suttle general manager of NewPax and Paragon record labels. The labels have been without a general manager since October, 1980.

Suttle, who was the director of airplay promotion for secular radio of Benson Company related artists. Prior to joining Benson, Suttle held a variety of music-related jobs, including radio, record promotion and in 1974, he was the general manager of Elektra/Asylum’s country division in Nashville.

Commenting on his new position, Suttle said, “It seems that all of the experience that I have built up over the years has been to prepare me for this new opportunity. I don’t think I could be any more excited and am anxious to get involved in helping the NewPax and Paragon artists develop in their musical careers. More importantly, though, I am anxious to see these artists develop their communicating talents because what they have to say through their music is the real reason I am here. The message of the gospel is what we are all about at NewPax and Paragon.”


Top 20 Albums

1. The Hawkins Family
   - Live
   - My life
   - AL GREEN
   - 1053
   - The Lord Will Make A Way
   - 32
   - True Victory
   - MIGHTY CLOUDS OF JOY (Myrrh 6663)
   - My Name Is Living In Vain
   - Go Getter GOSPEL KEYNOTES (Nashboro 7227)
   - Golden Hits
   - The Lord Is My Light
   - Return
   - Keep On Climbing
   - God Is Our Creator
   - 16
   - The Lord Will Make A Way
   - 32
   - True Victory
   - MIGHTY CLOUDS OF JOY (Myrrh 6663)
   - My Name Is Living In Vain
   - Go Getter GOSPEL KEYNOTES (Nashboro 7227)
   - Golden Hits
   - The Lord Is My Light
   - Return
   - Keep On Climbing
   - God Is Our Creator

New Releases

1. Priority
   - IMPERIALS (DaySpring DST 4017)
   - 10
   - Never Alone
   - Ronn Huff, Mike Adkins (NewPax 6645)
   - 20
   - Favorites, Vol. 1
   - EVIE TOUSSAINT (Word WSD 8845)
   - 30
   - Forgiven
   - Don Francisco (NewPax 33042)
   - 40
   - Thank You For The Dove
   - Ronn Huff, Mike Adkins (NewPax 665)
   - 50
   - Best Of B.J. Thomas
   - B.J. Thomas (Myrrh/West 6653)
   - 60
   - Praise IV
   - SAVANNAH (Manhattan MM 0064)
   - 70
   - Music Machine
   - Castle (Brook/Borg 2004)
   - 80
   - Bullfrogs and Butterflies
   - Castle (Brook/Borg 2011)
   - 90
   - Stand By Me
   - Mike Adkins (Mike Adkins 1092)
   - 100
   - My Father’s Eyes
   - AMY GRANT (Myrrh 6625)
   - 110
   - Heart To Tell, Somebody
   - Don Francisco (NewPax 33071)
   - 120
   - In Concert
   - B.J. Thomas (Singsong/UMC 5155)
   - 130
   - Heed The Call
   - THE IMPERIALS (DaySpring DST 4011)
   - 140
   - Philip Side
   - PHIL KEAGY (Sparrow SP 102)
   - 150
   - Coming Home
   - Mike Adkins (Myrrh/West 6670)
   - 160
   - One More Song For You
   - THE IMPERIALS (DaySpring DST 4015)
   - 170
   - Never The Same
   - EVIE TOUSSAINT (Word WSD 8856)
   - 180
   - Inside Job
   - THE IMAGINATIONS (DaySpring DST 4022)
   - 190
   - Dallas Holm Live
   - DALLAS HOLM (Paragon 5770)

Album Reviews


The “Happiest Girl in the Whole USA” approaches gospel music with the same exuberance that took her to the top of the country charts in the early ‘70s. “Brotherly Love” represents a return to early roots for Fargo, with a sprinkling of traditional gospel tunes like “How Great Thou Art” and “Amazing Grace.” Fargo’s previously released “You Can’t Be A Beacon,” which fared well on the country charts, is also included.

Sincerely Yours — Gary Chapman — Lamb & Lion TX 1053 — Producers: Joe Hardy, Ed Dewar and Dave Key — List: 7.98

Gary Chapman has long been recognized as a consummate songwriter, garnering Songwriter of the Year honors at the recent CMA Awards. This album attests to the talents of Chapman as both an artist and writer, with strong vocals that emphasize lyric content. Chapman’s mentor, Amy Grant, adds vocals to “Anymore,” an upbeat, rockish tune.

More Of The Best — Andrae Crouch — Light LS 5785 — Producers: Bill Maxwell and Andrae crouch — List: 7.98

As the title implies, this album is a greatest hits collection of past and present favorites. Traditional tunes like the inspirational “Soon And Very Soon” are complemented by more contemporary cuts like “I Just Wanna Know You,” as Crouch’s mellow vocals shine through. Another sparking effort by one of today’s biggest gospel stars.
Eareckson, Word Pact For Multi-Album Deal

NASHVILLE — The Word Record Group has signed Joni Eareckson to a multiple album contract, with the first album, "Joni's Song," scheduled for release Aug. 1. Eareckson, who is a quadriplegic, will donate all royalties from sales of this album to Joni and Friends, a ministry set up to train, equip and inform churches of the needs of the severely disabled.

The album, which will be introduced to the public at the Christian Booksellers Assn. convention in Anaheim, Calif. July 20, was recorded at Devlin Studios in North Hollywood, and WCA Whitney in Glendale, Calif., and was produced by Kurt Kaiser. "Joni is a special person. She is an excellent singer, as well as a writer," said Kaiser. "These talents have been heightened to a sharper focus because she is confined to the chair. If she had the freedom to walk, I'm not sure she could give the talents she has as much time to develop. There were many tender moments during the recording and I came away feeling that this is an important album for everyone and especially for those in similar situations."

Eareckson is also a best-selling author, with two books that have topped the New York Times Bestseller lists.

Record Bar Sponsors Boone Display Contest

NASHVILLE — The Benson Company here recently coordinated a display contest featuring Deby Boone product at the Record Bar chain. Displays were centered around Boone's latest Lamb and Lion product, "With My Song."

Benson Beefs Up Chicago Promotion

In 1978, Hollingsworth became involved with record retail sales at Flipside Record Shop and later Dog Ear Records, located in the Chicago suburb of Northbrook. He served as manager of the store and was later promoted to marketing manager of the entire Dog Ear chain. In that position, he was responsible for creating and managing all product promotions done in the stores, including in-store display and merchandising.

Hollingsworth will be continuing to use his display and merchandising expertise in his new position with the Benson Company. He will be responsible for calling on Chicago accounts and helping retailers to merchandise Benson Company Products, in addition to his work with radio stations and publications in the Chicago area.

JONES, NEW LIFE GROUP SET FOR GEORGIA SHOW

NASHVILLE — Bobby Jones and the New Life Singers are scheduled to headline one show on June 5 at the Joyful Noise Supper Club in East Point, Ga.

The group, which was founded in 1976, was nominated for a 1981 Best Black Contemporary Album Dove Award for its Creed Records release, "Caught Up."

Jones hosts The Bobby Jones Gospel Show, produced by Nashville based Double Doublyew Prod., which is broadcast on Friday nights to more than five million homes in 30 markets via the Black Entertainment Television Network.

Jones was also featured on Make A Joyful Noise, an original gospel opera that was aired on Nashville's PBS affiliate WDTN-TV in December 1980.

Word To Preview Films

NASHVILLE — Word Video Communications will premiere three films in a newly introduced product line, MusicVision, at the Independent Christian Film Distributors Convention scheduled for July 15 in Anaheim, Calif. The three films scheduled for premiere are Bill Gaither Trio In Concert, Amy Grant — A Circle of Love and Hosanna USA, a contemporary gospel special.

MusicVision will be introduced to the public on Aug. 10 through direct mail and a large scale print advertising campaign. The films will feature a behind-the-scenes look at Word artists, their music, ministries and family lives.

The MusicVision series is shot in video and transferred to film for church use, with possible implementation of videodiscs and cassettes at a later time.
Country Labels Eye TV Direct Marketing For Current Albums

(continued from page 14)

and moved better than a million units retail also.

"Many people would see the commercial and say, 'They've got it for $8.99, but I just saw it for $8.95. Why not go down to my local record store and save three dollars?' And they're right. Fine, go down to the local record store. What do we care? We're selling the record. We've got both sides covered. There are all sorts of little, nearly a million people who like the rock 'n' roll kids that are there, or who can't find the local K Mart. It's simple: just dial the number."

Roy Wunsch, vice president of marketing for CBS Records in Nashville, noted similar tendencies on packages CBS had developed for direct marketers. "One of the custom clients that Columbia Special Products (CSP) dealt with after a Jim Nabors package," commented Wunsch, "and the project for them CSP put together was really a tremendous success in a lot of markets. There was a television program, and it was basically, I believe, direct mail."

Wunsch turned out to have a very strong indirect or residual effect on accounts in the geographical area where the spot was running," Wunsch added. "There was a very big flurry on Jim Nabors product, which, frankly, not many stores would have had in their inventory. All of a sudden there were lots of orders coming into the factory." Wunsch, however, remained cautiously interested. "I think you're going to find a lot of new ventures bite the dust very quickly when they find out the expenditure and media coverage that's really necessary to make it work properly, and it's extremely speculative at times."

"There are a lot of variables to consider," he added. "I can tell you that we're looking very, very closely at it to see what's viable and what's not viable and also watching the successes and failures of our competitors to learn from other's mistakes."

RCA has shown some success in its TV marketing of Ronnie Milsap's "Greatest Hits" LP, which, although it uses an outside direct marketer, is that label's first direct mail package attempt. The campaign, which was just started really," commented RCA Nashville division vice president Joe Gaalite on the success of the project. "It's been running, and they've been doing well since the album came out. I'm encouraged by the response, but that is a greatest hits package, and before I decide to go full-tilt, I'd like to test some other packages."

Chic Doherty, vice president of marketing at MCA, indicated that his label has not yet explored the field fully, although he would not discount the possibility of using such a merchandising tool. "Right now, we've succeeded in the Kenny Rogers campaign, Warnor Bros. contrac ted with Spelman to direct-market the Grammy-winning Christopher Cross album. He began test marketing the LP June 1. Capitol also reissued a direct mail-marketing project on Anne Murray's "Greatest Hits" to Spelman. (Originally, another firm was used the Murray campaign, but when it failed in test-marketing it was handed to Spelman, who is currently redoing the commercial.)

Spelman remains convinced that direct-marketing will become a major trend in album sales. "I've talked to no less than five manufacturers in the last three months," he said. "People that I couldn't even get in to see for the last five or six years have been calling me. The frustration of the last two years has required the manufacturers to get smarter . . . to try new marketing directions, and this is just a marketing nuance that has succeeded in its first opportunity."

Roland Upped To New Cash Box Post

NASHVILLE — Tom Roland has been promoted to the position of editorial/cha r research assistant with Cash Box in Nashville. Roland, a student in the music business at Belmont College here, began working for Cash Box as an intern in February 1980 and was later hired in a part-time capacity, assisting in chart research and serving as a staff reporter.

In his new full-time position, Roland will be in charge of the gospel charts, assist in compiling the weekly country charts and continue to serve as a Nashville staff reporter.

"Tom has been a tremendous asset to our staff," noted Jim Sharp, Cash Box vice president. "The decision to promote him to this position was a no-brainer. Roland has demonstrated initiative and a willingness to learn in our office and we have in his capabilities, as well as the magazine's commitment to Nashville."

SOLID GOLD FOR PRIDE — RCA artist Charley Pride, who was in Nashville recently to record a live album at the Grand Ole Opry House, was awarded a gold album for his "A Little Bit Of Hank In Me" release. Pictured during the presentation are (l-r): Joe Galante, division vice president, marketing, RCA Records, Nashville; Jerry Bradley, division vice president, RCA Records, Nashville; and Pride.

Fan Fair Commences In Nashville This Week; 15,000 Fans Pre-Registered

NASHVILLE — With 15,000 country music fans from across the United States swelling the ranks of local music buffs, the 10th annual Fan Fair is underway, beginning six days of music, softball, exhibition booths and square dances. Expected to generate some $3 million in revenue for the city of Nashville, Fan Fair is a unique country music event during which artists and fans get together for a week-long celebration.

Traditionally, Fan Fair kicks off with the softball tournament, which it set for June 8-9 at Cedar Hill Park in Madison. Twenty teams will participate in the tournament, including 14 in the men's division and six in the women's.

Monday games will begin at 8:45 a.m., while Tuesday festivities begin at 9:00 a.m. On Tuesday, a special all-star game is scheduled for 12:45 p.m. Artists scheduled to play in the tournament are Barbara Louise and Irene Mandrell, Conway Twitty, the Oak Ridge Boys, Janie Friddle, Charley McClain, Sylvia, Melba Montgomery, Linda Hargrove Bartholomew, Anne Romain, Stevie Wonder, Bobby Wright, Mark Herndon and Randy Owen of Alabama, Don King, Jacky Ward, Dickey Lee, Tom O.B. and the Glaser Brothers, Keith Staggell, Bill Anderson, Nar vel Felts, Kenny Stall, Bob Corbin, Dave Hanner, the Wilburn Brothers, Marty Robbins, B.J. Thomas, Cal Smith, Johnny Russell, Stonewall Jackson, Roy Drusky, Ernie Ashworth, Orin, Leroy Van Dyke, Dave Dudley, Earl Thomas Conley, Freddie Hart, O.B. McClintock, Billy Larkin, Jim Owen, Tommy Cash, Jimmy Gately and Rex Allen Jr.

On June 9, Fan Fair activities will begin at Municipal Auditorium with the annual square dance, set Thursday 7:00 p.m. to 10:00 p.m. On Friday and Wednesday morning, June 10, more than 260 exhibitors will be town booths in the auditorium's exhibit area, while live shows will continue on throughout the day and through June 13. On Sunday there will be a Grand Master's Fiddling Championship at Opryland.

As in past years, the Fan Fair program will include a full suite of label showcases. This year's showcase schedule is:

From June 9 on 10:00 a.m.-11:00 a.m., Sunbird Records will host its showcase, featuring Earl Thomas Conley, Dianna, Freddie Hart, Lynde K. Lance, Billy Larkin, O.B. McClintock and emcee Nelson Larkin. From 12:00 noon-1:00 p.m., Dimension Records is setting up Peggy Farren, Tommy Jennings, Dave Kirby, Ray Price and emcee Charlie Daniels. The afternoon will continue at 2:00 p.m.-5:00 p.m., featuring The Promenaders, James Monroe, Jim and Jesse, Wilma Lee Copper, Mac Wiscon, Carl Tipton, the Sullivan Family, Carl Storey, Al Woods and the Smoky Ridge Boys, the Lost Kentuckians, the Bluegrass Cardinals, Lonzo and Oscar and Bill Monroe.

From 10:00 a.m.-12:00 noon, June 11, (continued on page 20)

Rouder To Host Fan Fair Showcase

NASHVILLE — Boston-based Rouder Records will present its first Nashville fan Fair showcase June 10 at Cannert's here. Featured artists will include Riders In The Sky, Steve Young (composer of "Seven Bridges Road") Vernon Oxford, J.D. Crowe and the New South and Hazel Dickens, all of whom have recently released new albums for the label.

Anne Romain, organizer and emcee of the annual Southern Folk Tour; Phyllis Boyens, a new Rouder artist who appeared as Loretta Lynn's mother in the film, "Coal Miner's Daughter", and singer-songwriter Anne McGowan, whose radio-tiesnake album is distributed by Rouder, will make cameo appearances during the showcase.

Rouder is a young, independent label whose artist roster reflects a roots-musical direction, with such acts as George Thorogood, John Hammond, Sleepy LaBeef, Louden Wainwright, Mark O'Connor, Tony Rice and Andy Statman, in addition to the previously mentioned artists.

Since Riders joined the Rouder roster just over a year ago, the group has released two albums — "Three On The Trail" and "Cowboy Jubilee." Oxford recently released his second album for the label, while Young is completing work on an album that is scheduled for fall release.

GOODMAN GETS HIS — RCA Records Nashville publicist Randy Goodman was recently feted by a group of friends in honor of his 25th birthday. In honor of the occasion, the friends (?) treated the unsuspecting Goodman to a bakery fresh lemon meringue pie. Goodman and pie are pictured in front of the Close Quarters Hotel in Nashville.
<table>
<thead>
<tr>
<th>Weeks On 6/16 Chart</th>
<th>Weeks On 6/16 Chart</th>
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<tbody>
<tr>
<td>1 FEELS SO RIGHT</td>
<td>ALABAMA (RCA AHL-13850)</td>
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<td>2 SEVEN YEAR ACE</td>
<td>THE MILK SHAKES (Capitol JC-5308)</td>
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<td>3 KENNY ROGERS</td>
<td>THE COUNTRY GOSPEL BOYS (Liberty SUV-10958)</td>
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<td>4 OUT WHERE THE BRIGHT LIGHTS ARE GLOWING</td>
<td>OAK RIDGE BOYS (MCA-5150)</td>
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<td>5 I LOVE 'EM ALL</td>
<td>T.G. ALL &amp; F.R. (Warner Bros. BSK-3506)</td>
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<td>6 DOLLY PARTON</td>
<td>DOLLY PARTON (RCA AHL-13852)</td>
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<td>7 EVANGELINE</td>
<td>EMILY HARRIS (Warner Bros. BSK-3508)</td>
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<td>8 WYO</td>
<td>HANK WILLIAMS Jr. (Elektra/Curb CRL-1-3330)</td>
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<td>9 JUICE</td>
<td>CHARLIE JOHNSTON &amp; NICK NEVIN (Capitol ST-13168)</td>
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<td>10 DRIFFER</td>
<td>SYLVIA (RCA AHL-13856)</td>
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<td>11 SOMEWHERE OVER THE RAINBOW</td>
<td>WILLIE NELSON (Columbia FC-36868)</td>
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<td>12 ORION</td>
<td>EDDIE RABBITT (Elektra 66-276)</td>
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<td>13 WESTSIDE</td>
<td>LARRY WILLIS &amp; LUTHER L:156)</td>
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<td>14 WHERE DO YOU GO WHEN YOU DREAM</td>
<td>DAVE MCNALLY (Capitol SOO-12144)</td>
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<td>15 SOMEBODY'S KNOCKIN'</td>
<td>DRII (MCA-5172)</td>
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<td>16 ROLL ON MISSISSIPPI</td>
<td>CHARLIE PRIDE (RCA AHL-13850)</td>
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<td>17 I AM WHAT I AM</td>
<td>GEORGE JONES (Epic FC-36998)</td>
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<td>18 LEATHER AND LACE</td>
<td>WAYLON AND JESSI</td>
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<td>19 GREATEST HITS</td>
<td>WAYLON JENNINGS (RCA AHL-1.3378)</td>
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<td>20 SURROUND ME WITH LOVE</td>
<td>WAYLON JENNINGS (RCA AHL-1.5185)</td>
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<td>21 MAKIN' FRIENDS</td>
<td>RAEYNE (RCA AHL-1.4026)</td>
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<td>22 GREATEST HITS</td>
<td>ORRILL (RCA AHL-1.5150)</td>
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<td>23 GREATEST HITS</td>
<td>RANDY MILLS (RCA AHL-1.3720)</td>
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<td>24 FANCY FREE</td>
<td>OAK ROSE BOYS (MCA-5209)</td>
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<td>25 I'M COUNTRYFIED</td>
<td>MILL McCANDLE (Capitol ST-1219)</td>
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<tr>
<td>26 GREATEST HITS</td>
<td>ANNIE MURRAY (Capitol SO-12110)</td>
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<td>27 I BELIEVE IN YOU</td>
<td>DAVE MCNALLY (MCA-5190)</td>
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<td>28 CARRYIN' ON THE FAMILY NAMES</td>
<td>BILL DELL &amp; SHELLY WEST (Viva! Warner Bros. BSK-3555)</td>
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<td>29 LIVE</td>
<td>RAY TAYLOR (Jeremiah JC-5002)</td>
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<tr>
<td>30 HEY JOE/HEY MOE</td>
<td>JOHN REED (RCA AHL-1.3949)</td>
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<tr>
<td>31 MY HOME'S IN ALABAMA</td>
<td>WILLIE NELSON (Columbia JC-5305)</td>
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<tr>
<td>32 ONE TO ONE</td>
<td>BOB MCNALLY (MCA-5186)</td>
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<tr>
<td>33 REST YOUR LOVE ON ME</td>
<td>BILLY JOEL (RCA AHL-1.3941)</td>
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<tr>
<td>34 JOHN ANDERSON</td>
<td>JOHN ANDERSON 2</td>
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<td>35 BLUE PEARL</td>
<td>EARL THOMAS CONLEY (Surfboard ST-1003)</td>
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<tr>
<td>36 GREATEST HITS</td>
<td>JIMMY BROWN &amp; HILMA COWPER (RCA AHL-1.3958)</td>
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<tr>
<td>37 I HAVE A DREAM</td>
<td>CRYSTAL LANE (Liberty ST-1093)</td>
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<td>38 ALABAMA FEELS</td>
<td>MIKE &amp; MARYWOOD (Elektra XLP-8006)</td>
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**NEW DOUBLE SIDED SINGLE**

"Wild Side of Life\ b/w It's Alright"

**BB 46*  CB 49**  **RW 46**  **PB 12245**

The hit album Leather and Lace

ALSO INCLUDES

- What's Happened to Blue Eyes - Storms Never Last - I Ain't the One

**ALB-1-3931**

"The Best of Don Williams: Vol. II"

DORIS WILLIAMS (MCA 35096)

"DIXIE DREAMS"

"THE BEST OF JOHN REED" (RCA AHL-1.3951)

"THE BEST OF DON WILLIAMS" (RCA 35096)

"DIXIE DREAMS"

"THE BEST OF JOHN REED" (RCA AHL-1.3951)

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"THE BEST OF DON WILLIAMS" (RCA 35096)

"DIXIE DREAMS"

"THE BEST OF JOHN REED" (RCA AHL-1.3951)
JOHNNY YATES (Record Distributing Inc. RDS 2041)
There's a little Lefty Frizzell and Merle Haggard in Johnny Yatey's vocals and a smash of Willie Nelson's guitar in the arrangement on this debut single. Country purists should find these elements, coupled with the steel guitar, quite satisfying. Another one for the jukebox operators to keep an eye on.

HITS OUT OF THE BOX
KENNY ROGERS (Liberty 1415)
I Don't Need You (3:27) (Bootchute Music Co. — BMI) (R. Christian) (Producer: L.B. Richie, Jr.)

JOHNNY PAYCHECK (Epic 19-02144)
Yesterday's News (Just Hit Home Today) (3:23) (Shade Tree Music — BMI) (M. Haggard) (Producer: B. Sherrill)

GENE WATSON (MCA 51127)
Maybe I Should Have Been Listening (3:17) (Screen Gems-EMI Music — BMI) (B. Rabin) (Producers: R. Reeder, G. Watson)

WILLIE NELSON (RCA PB-12254)
Good Times (2:23) (Pamper Music — BMI) (W. Nelson) (Producer: Not listed)

FEATURE PICKS
RONNIE McDOWELL (Epic 19-02129)

BILLY "CRASH" CRADDOCK (Capitol P-5011)

HOYT AXTON (Mercury 7052)
Honky Tonk Heart (3:36) (Hall-Clement — BMI) (B. McDill) (Producer: J. Kennedy)

NOEL (Super Bowl Productions S.P.S.-657)

DAVID ALLAN COE (Columbia 11-02118)
Tennessee Whiskey (2:58) (Ph-Gem Music/Linda Hargrove Songs — BMI) (D. Dillon, L. Hargrove) (Producer: B. Sherrill)

DOTTYS (Tanglewood TGW-1980)

GEO GENE KENNEDY & KAREN JEGLMAN (Door Knob DK-81-158)
Easier To Go (3:07) (Chip 'N' Dale Music — ASCAP) (B. Smith, R. Webster) (Producer: G. Kennedy)

DAVE DUDLEY (Sun 1166)
Eagle (3:33) (Sherry Singleton Music — BMI) (M.J. Harter, M.A. Dudley) (Producer: B. Self)

PATTI PAGE (Plantation PL-201)
On The Inside (3:24) (Welbeck Music — ASCAP) (A. Caswell) (Producer: S. Singleton, Jr.)

PATTI PAGE (Dimension DS-1020)
You're More To Me (Than He's Ever Been) (3:19) (Julina Music — SESAC) (F. Forman) (Producer: R. Pennington)

BOBBY HOOD (Chute CRO 17)

ALBUM REVIEWS
GREATEST HITS — Gary Stewart — RCA AHL-13981 — Producer: Roy Dee — List: 8:58 — Bar Coding
In 1977, Gary Stewart, a tall, slender singer with a quivering voice released his first single on RCA. His unusual vocals and convincing delivery caught on, and eight years later, he is releasing his first greatest hits package — a 10-song collection that traces Stewart's affinity for love songs, as well as those hard-drinking and good timing songs. Chestnuts like "Quits," "She's Acting Single" and "Ten Years Of This" sound as fresh and vital today as when they were first released.

THE COUNTRY COLUMN
CORNELIUS' NEW CAREER — Cash Box recently had the opportunity to talk with Helen Cornelius about her solo career, busy touring schedule and the headaches caused by a recent interview done with a staff member of Jamboree S.A. in Wheeling, W. Va. After Jim Ed Brown and Cornelius dissolved their singing partnership last year, rumors abounded that she was not amicable. Cornelius' recent lawsuit against Brown and former manager Tandy Rice (Cash Box, May 30) rehashed old rumors, and the recently released article, which assigned Cornelius a bitter role, only added fuel to the fire. According to Cornelius, the article misquoted her in several places and took what she said out of context. To set the record straight concerning her professional relationship with Brown, Cornelius emphatically stated she is not bitter. "I'm happy. There were some problems, but all in all it was a good relationship," she said. Concerning the lawsuit, she said she decided to do her own thing as part of the Jim Ed Brown show, Cornelius said she had just as much time as a solo in the spotlight as Brown. "We were a team, a duo show — he did some of the singing, she did some, and so did I."
"The lawsuit, she said, is nothing personal. "It's just a business transaction — a legal means to dissolve the enterprise," she explained. And according to Cornelius, her future looks very bright. She is currently completing labeling agreements with a major label, United Talent in Nashville has already [1,10-15 dates booked for her between now and October, and she is talking with a major management firm. "I'm very happy with the way everything is going," Cornelius said. "It's a hard, full-time, 24-hour a day job, but that's the way I want it."

DOLLY ON THE MOVE — Dolly Parton adds another studio to her string of chart-topping tunes this week, with "But You Know I Love You. "We recently had the opportunity of seeing Parton perform at the Resorts International in Atlantic City, and it's easy to see why she is a consistent best seller and SRO performer. During the show, she had the crowd on its feet with her irmination of Elvis Presley. She and three other band members also did an a cappella version of a new song, "Do I Ever Cross Your Mind," and then treated the audience to the same song rendered as if it were set at 86 instead of 33 on a turntable. All in all, Parton is one of the few genuine dramatic artists on the road today.

DON KIRSHNER'S COUNTRY CONCERT — Jamboree in the Hills, set for July 18-19, will be produced by Don Kirshner Cable Television for Showtime and will air sometime in the fall as a special. The 18 hours of live music will be taped at the Wheeling, W. Va., and will feature such artists as Merle Haggard, Tammy Wynette and Emmylou Harris. The Kirshner special will also mark the first Kirshner production devoted entirely to country music.

STUDIO TRACKS — The Alman Brothers have been in Young 'Un Sound Studio in Nashville working on a new album. Joining the Brothers on a couple of songs was Charlie Daniels on fiddle and Jimmy Hall, who sang back-up on two songs and played sax on another. In Quadraphonic in Nashville, Dobie Gray is recording new album material for Robox with Bud Reneau and Wray Chafin producing and Willie Peever engineering. Marc Speer is mixing his new Kat Family album with producer Steve Gibson and engineer Rich Schimler. Johnny Duncan is recording his latest album for CBS with producer Gibson and engineers Schimler and Jimmy Stroud. "In Sound Emporium in Nashville, Dolly Parton is cutting a demo of "Pla Ant Country Town," a theme for her upcoming film. Best Little Whorehouse In Town. Gregg Perry produced while Harold Lee engineered..." Don McLean has completed his second album for the Rainbow Collection with producer Larry Butler. Charlie Tallent engineered... An Italian producer John Reverberi was in with artist Enzo Ghinazzi, with Billy Shum's engineering. The album will be released by Baby Records in Italy.

WHIRLWIND LUNCH — Epic artist Don King, along with his father Don King Sr., treated the Nashville Cash Box staff to a "whirlwind" lunch, which was a picnic a couple of weeks ago. His touring bus, which once belonged to Elvis Presley, provided transportation to Cedar Hills Park, where the staff munched on fried chicken and potato salad, fed the ducks and chatted with King about his new album and a series of dates in support of the album. By the time you read this, he will have completed performances in Decatur and Cummings, Ga., and Memphis, Tenn. Yet to come is June 11 at Hank Cochran's club in Nashville; June 20 at the Tennessee Theatre in Nashville and June 25 at the Civic Coliseum in Gatlinburg, Tenn. Meanwhile, country and A/C formatted stations alike should pay close attention to King's album, "Whirlwind." Sure bets for pop and A/C lists include "My Whole World Ended," "Could Be Serious" and "Ovr My Head."

SPECIAL ANNOUNCEMENT — A Cash Box reader has been informed that "Help Me Tell Myself Goodbye" is now an official song of the week. This is a superficial observation, indeed.

Cash Box/June 13, 1981

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www.americanradiohistory.com
MOST ADDED COUNTRY SINGLES

1. DON'T WAIT ON ME — THE STATLER BROTHERS — MERCURY — 37 REPORTS
2. WHILE THE FEELING'S GOOD — REX ALLEN, JR. AND MARGO SMITH — WARNER BROS. — 33 REPORTS
3. WIND IS BOUND TO CHANGE — LARRY GATLING and the GATLIN BROTHERS BAND — COLUMBIA — 30 REPORTS
4. RAINBOW STEW — MERLE HAGGARD — MCA — 27 REPORTS
5. I DON'T HAVE TO CRAWL — EMMYLOU HARRIS — WARNER BROS. — 26 REPORTS
6. RICH MAN — TERRI GIBBS — MCA — 21 REPORTS
7. IT AIN'T MY CONCERN — GAIL ZEILLER — EQUA — 17 REPORTS
8. IT'S NOW OR NEVER — JOHN SCHNEIDER — SCOTTY BROTHERS — 15 REPORTS
9. THEY COULD PUT ME IN JAIL — BELLAMY BROTHERS — WARNER/CURB — 14 REPORTS
10. I STILL BELIEVE IN WALTZES — CONWAY TWITTY and LORETTE LYNN — MCA — 12 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. FEELS SO RIGHT — ALABAMA — RCA — 76 REPORTS
2. PRISONER OF HOPE — JOHNNY LEWIS — ASYLUM/FULL MOON — 63 REPORTS
3. DIXIE ON MY MIND — HANK WILLIAMS, JR. — ELEKTRA/CURB — 57 REPORTS
4. TO MANY LOVERS — CRISTAL GAYLE — COLUMBIA — 57 REPORTS
5. FOOL BY YOUR SIDE — DAVE ROWLAND and SUGAR — ELEKTRA — 47 REPORTS
6. DON'T BOTHER TO KNOCK — JIM ED BROWN and HELEN CORNELIUS — RCA — 47 REPORTS
7. UNWOUND — GEORGE STRAIGHT — MCA — 45 REPORTS
8. DREAM OF ME — VERN GODSIN — Ovation — 43 REPORTS
9. THEY COULD PUT ME IN JAIL — BELLAMY BROTHERS — WARNER/CURB — 43 REPORTS
10. I STILL BELIEVE IN WALTZES — CONWAY TWITTY and LORETTE LYNN — MCA — 42 REPORTS

Fan Fair Commercies In Nashville

(continued from page 26)

CBS Records will showcase Judy Bailey, Calamity Jane, Mike Campbell, Jamie Fricke, Mickey Gilley, Del McCoury, Ronnie McDowell, Marty Robbins, Billy Joe Shaver and Ricky Skaggs with emcee Ralph Emery. From 3:00-5:00 p.m., MCA Records will present Bill Anderson, John Conlee, Terri Gibbs, Brenda Lee, Barbara Mandrell, and the Thrasher brothers with emcee Jessy Cleaver. Plantation/Sun Records will feature a program set for 7:00 p.m. to 9:00 p.m., which will feature Baxter, Baxter and Baxter, Roy Drusky, Rodney Lay, Jim Owen, Patti Page, Rita Remington, Orion, Sean Soro's and murdered Charlie Douglas. The Cajun Show is set for 10:00 p.m. and will feature Alex Boudrou. Frenchie Burke, Mona McCull, Abe Manuel and Sons Abe, Joe and Joe and Jimmy C. Newman and Cajun Country with emcee Tom Perrymon.

On June 12, RCA will open the day's activities with a showcase set for 10:00 a.m. to noon, featuring Alabama, Louise Mandrell and R.C. Bannon. Next, Del McCoury, Steve Wariner and emcee Ralph Emery. Elektra Asylum will present Sami Jo Cole, Tompall and the Glaser Brothers, Johnny Lee and Eddy Riven with emcee Ewell Russell from 3:00-5:00 p.m. From 7:00 p.m.-9:00 p.m., Sue Allpass, Randy Barlow, Gary Goodnight, Vern Godsin, Donna Hazard, Reba McEntire, Gary Morris, Tim Rex, The Shoppe, Sammi Smith and Keith Stageman will perform in a mixed label showcase, which will be hosted by emcee Frank Jones. From 10:00 p.m.-11:30 p.m., The Nashville Songwriters Assn. showcase will feature Bobby Braddock, Roger Cook, Jimmy Gilmore, Kye Fleming, Bob House, Jimmy McBride, Hugh Moffatt, Dennis Morgan, Bob Morrison, Morgan Murrah, Ron Peterson, Curly Putman, Bebe Sebastian, Sonny Throckmorton, Rafe Vanhoy and emcee Sylvia. The International Showcase is set for June 13, 10:00 a.m.-noon and will feature New Deal, Holman, John Brack, Switzerland; Teddy Nelson, Norway, Cedar Creek, Canada, Tammy Cline, England and Karel Gott, Czechoslovakia. Tammy Wynette and George Hamilton IV will serve as hosts.

Closing Fan Fair's June 13 activities will be the Reunion show, set for 2:00 p.m.-4:30 p.m. Performers include Rosie Allen and Jean Keith, Donny Jackson and Turp; Grandpa and Ramona Jones with Mark and Alisa, Patsy Montana and Judy Rose; Kathy Wells, Johnny Wright and Bobby and Sue; Onie Wheeler and Karen, Doc and Chickie Williams with Karen and Doyle Wilburn and Margie Bowes.

Country Mike

THE COUNTRY MIKE

KTTS BLASTS CONCERT NOISE — Another note came through this week concerning the almost deafening volume level the "average" sound company submits the audience to. This note came from KTB/Spokane, Wash. The general manager Curt Thompson, along with his staff, is an exception of an editorial KTTS will run next week concerning this matter. "There is an alarming thing going on these days in the concert business. We recently attended the Willie Nelson show, which was preceded by the opening act of Delbert McClinton. Both acts were very good. Unfortunately, the people in the audience could not understand or hear much of what Delbert McClinton was singing because the volume on the sound system was about four times too loud. We have the distinct feeling that the people running the sound system are three quarters deaf and are trying to make up for the same with this. This problem is nationwide, however, in the Ozarks hear it particularly in the Hammonters Center. Let me point out that not the Hammonters Center management at all. In fact, they are as concerned about excessive noise as we are when they hear many concert-goers complaining about excessive noise, and they don't think they will come back to our center. Something must be done on this problem. If you agree with us, write us a letter in care of KTTS (P.O. Box 1806 S.S.S., 2330 W. Grand, Springfield, Mo. 65806), and we will turn forward those letters to the sound companies involved with destroying all of our ears. A musician who is truly talented doesn't need the crutch of loud noise to cover up his mistakes. In fact, a good musician prefers the audience to hear him in complete detail."

PERSONALITY PROFILE — At the age of 16, John Marks won a DJ award for the day contest with hometown station WPSB/Middletown, Ohio, and from then on he was hooked. His high school days were spent doing odd jobs and ends for the station through a junior achievement program. Attending the Middletown campus of Miami University, Marks continued his contacts with WPSB, broadcasting campus news, then the full-time news, his own air shift and running the production room. After two years of invaluable experience, Marks transferred to Ohio University. Although the post became a full-time campus station WOUB, a 150 watt FM college and bluegrass station. On the weekends Marks drove to Parkersburg, W. V., doing part-time work with WKYG. Upon earning a degree in mass communications in 1975, Marks could not make up his mind as to a career path. He was torn between pursuing a masters degree, managed to build the station into the #3 Arbitron rated station in the 15 country market, beating most commercial stations. In 1978, Marks read in the trades of long-time favorite WSAI moving to a country format. Contacting program director Johnathon Fricke, he talked his way into a part-time weekend shift, which grew into a full-time research position. In a station shake-up in 1980, program director Terry Wood dealt Marks the 7 p.m.-midnight shift, which he handled until 30 months ago when Dale Turner became the PD, and Marks was promoted to music director. Most recently, Marks has been instrumental in changing the FM to a country format, adding air training jobs, doing the 3-7 p.m. shift, while handling the music duties.

WHN DOMINATES CMA DJ NOMINATIONS — WHN/New York will be well represented in the 1981 Country Music Assn. (CMA) large market Disc Jockey of the Year competition, with three DJs in the running. Although through voting by industry peers were Del De Monteaux, morning air personality, Mike Fitzgerald, afternoon personality, and Jessie, evening personality. WHN carries the distinction of being the only major market station with multiple nominees in this year's awards competition.

RADIO TURNTABLE — Ed Brooks, music director of WDSW/Detroit, will be vacating his post effective June 15, Brooks will take over a similar position with soft contemporary, KDRW/Silverton, Colo. WDSW afternoon jock Mark Raleigh will take over the music responsibilities.

Jim Powell has been elevated to the position of program/music director at WDSD/Dover, Del., which is his third position with soft contemporary, while handling the music duties.

WHN/Edgewater, NJ

Malone returns to WUNI — After a three year absence, Mike Malone has returned to WUNI/Mobile, and has taken over as program director. Malone replaces the recently resigned program director with WYBE/Birmingham, has had more than 13 years of experience in programming the Mobile station.

Congratulations to Bobby Martin, music director for WCOS/Columbia, S.C., who recently graduated from the University of South Carolina with a bachelor of arts degree in radio and television.

PROGRAMMERS PICKS

Buddy Covington KNUZ/Houston

Hello Woman — Doug Kershaw — Scott Brothers

Ross Corson KBMY/Billings

I Don't Have To Crawl — Emmylou Harris — Warner Bros

Bobby Martin WCOS/Columbia

I Should've Called — Eddy Raven — Elektra

Kevin Ireland WWKN/Coldwater

Rich Man — Terri Gibbs — MCA

Tom Phifer KRMJ/Shreveport

Don't Wait On Me — Statler Brothers — Mercury

Gary West WELA/East Liverpool

Rich Man — Terri Gibbs — MCA

Rick Stewart KRK/Sacramento

Don't Wait On Me — Statler Brothers — Mercury

Terry Wunderlin WIRK/West Palm Beach

Footprints In The Sand — Silver Star

Kent Hopper KCEY/Modesto

You're The Best — Kieran Kane — Elektra

Joel Raab WHK/Cleveland

Don't Wait On Me — Statler Brothers — Mercury

Cash Box/June 13, 1981

KLAC'S HOT TICKET EXTRAVAGANZA — KLAC/Los Angeles is conducting a "hot ticket" contest through June, with 100 Stop n' Go convenience stores throughout Southern California serving as pick up points for the prize winning tickets. Pictured with the grand prize, a 1981 Datsun 280z, are (left) KLAC personalities Gene Price, Don Hinson, Sammy Jackson, Art Nelson, Deanna Crowe, Harry Newman and Larry Scott.

www.americanradiohistory.com
GAPPERS — Following the opening night of its two-date engagement at the Greek Theatre in Los Angeles, Mercury Records announced plans for its current LP, “The Gap Band III.” Pictured during the presentation at Yamishiro’s restaurant are (l-r): David Braun, president, PolyGram; Bill Haywood, vice president, black music marketing, PolyGram; Ronnie, Robert and Charlie Wilson of the band; and Lonnie Simmons, president of Total Experience Prods.

THE RHYTHM SECTION

A UNITED FRONT — Having recently been appointed to the board of directors of the National Black United Fund (NBUF), Maurice and Verdine White of ARC/Columbia’s Earth, Wind & Fire held a press fest at their West L.A. facility. The Complex, last week to reestablish their commitment to and advancing the cause of the community organization, the NBUF, which operates in conjunction with the Brotherhood Crusade is charged with channelling funds from foundations, corporations and payroll deductions to self-help programs. Acting as a supplement to United Way’s efforts and providing services for funds only minimally met by government agencies, the NBUF provides resources to educational programs, drug rehabilitation centers, and other social services support outfits. Verdine and Maurice recently toured NBUF funded facilities in New York, Chicago, and Los Angeles. The commitment to reinforce NBUF efforts with their support was formed by this experience, according to Verdine, who said that despite NBUF funding, conditions in the nation’s inner cities “haven’t changed at all. All areas of concern need to be addressed with equal commitment.” He added that as part of their role as the board of directors, it will be the brothers’ job to help gear NBUF funding to the most appropriate areas and to decide on policy in the establishment of new programs. “This is the first time we’ve been involved in something like this,” Verdine said, commenting on his and Maurice’s involvement with NBUF. “We thoroughly checked this operation out and they are an efficient organization keeping us that the money is where it needs to be.”

Some proceeds are used to support a benefit concert to raise money for the NBUF may be scheduled although a time or place is pending. The tour will probably take place short after release of their upcoming LP, which he described as “half-completed.” Verdine was quite optimistic about pending ARC records projects with D.J. Rogers and new group After Bach and Deniece Williams’ current LP, “My Melody.” Not only are the White brothers expanding their professional horizons, but their contribution to social causes goes beyond just business.

SUPER SOUL — The second annual all-day Budweiser SuperFest has been set for June 28 at Giants Stadium in East Rutherford, N.J. Tickets have been on sale since through all ticket offices nationwide for the performance, which will feature Ashford & Simpson, Stephanie Mills, Rick James with the Stone City Band, The Gap Band, Peabo Bryson, Sister Sledge and Maze featuring Frankie Beverly. A second 1981 Budweiser SuperFest is scheduled for August in Houston’s Astrodome featuring many of the same performers. Anheuser-Busch, through Budweiser, sponsored SuperFests last year in New York and Chicago. Producer of this year’s SuperFest is Beverly Hills-based Michael A. Rosenberg of Motion Promoters, Inc. (MPS). HOOPSTERS — The game from CBS-TV’s White Shadow, and among other Hollywood notables, did full court combat as the Hollywood Alistars against Philadelphia’s WDAS/Coca Cola Alistars during the second annual Celebrity Basketball Game. Proceeds from tickets and broadcasts to the U.S. Olympic Committee’s Olympic Fund. Further, the pill for the Hollywood Alistars were Kevin Hooks, Eric Kilpatrick and Bryant Stewart of White Shadow, Eddie Mecca of Laverne & Shirley and Ricky and Foster Syver of the Sylvers. The WDAS team included Royce Howard, Doug Henderson, Tony Brown, Alaj Kemp and Brahm Ahmaddi, all of the station’s staff. Last year’s contest earned the UNCF $17,613.

AIRWAYS — Ross Holland, who has been handling the 10-2-night shift at KMJ-O/Houston, was recently named music director at the station. Prior to KMJ-O, Holland worked the mike at WDKO/Rochester, WAMM/Ft. Collins, where he was new director, WZGR/Grand Rapids and WTL/Lansing.

NEW TALENT — The Nashville Music Ass’n’s (NMA) annual Black Talent Search has produced 10 semifinalists from the more than 100 contestants. The 10 semifinalists of the talent search, which was organized by the NMA’s Black music committee, include Cynthia Liggin, Donna McElroy, Autumn, Black Widow and Apollo (of Nashville), Elbowed Out (Seattle), Greg Williams (Pinesville, N.C.), The Dealers (Manhasset) (O.K. (New York City) and Six Million Dollar Band (L.A.). Five winners will be chosen from this field and will be featured during a live concert, June 19 at the Tennessee Theatre, called “Summer Soul ‘81.” A&R and music publishing reps from several major entities will be on hand for the concert, and according to Moses Dillard, black music committee chairman and president of the Dillard Music Group, hopes that one or two of the artists will be signed to a label deal.

SHORT CUTS — “From The Heart Of A Woman” is the third album by Alligator Records blues stylist Koko Taylor, who co-produced the LP at Streetwise Studios in Chicago with Bruce Iglauer, president of the Windy City-based label. Gerim, a new label formed by Gerald Sims and Kathleen Newman, recently signed its first act, Cleveland-based R&B outfit Seven Miles High. With an LP slated for release later in the year, the group recently produced their debut single, “She’s Gone Away,” at Gerim Recording, Inc. Some guy claiming to be Larry Dunn has been busy in the Earth, Wind & Fire keyboardist’s name to steal credit cards and seduce married (or otherwise) women. According to EFW’s publicist, Dunn is most outraged at the impostor’s bold act of lighting up some free based tool at New York’s Xenon disco.

Cash Box/June 13, 1981

www.americanradiohistory.com
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<th>Rank</th>
<th>Title</th>
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<tr>
<td>1</td>
<td>Crazy Train</td>
<td>Barry White</td>
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<td>2</td>
<td>You Got the Love</td>
<td>Frank Sinatra</td>
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<td>3</td>
<td>Ain't No Mountain High Enough</td>
<td>Elvis Presley</td>
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<td>4</td>
<td>What Becomes of the Broken Hearted</td>
<td>Tony Bennett</td>
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<td>5</td>
<td>A House Is Not a Home</td>
<td>Ruby Dee</td>
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<td>6</td>
<td>One More Car (Just a One More Car)</td>
<td>Ray Conniff</td>
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<td>7</td>
<td>Born Again</td>
<td>B. J. Thomas</td>
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<td>Respect</td>
<td>Isaac Hayes</td>
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<td>The Ballad of Gene Autry</td>
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<td>You're a Mean One</td>
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<td>15</td>
<td>The Ballad of Gene Autry</td>
<td>Gene Autry</td>
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**Notes:**

- The chart reflects the popularity of songs at the beginning of the 1960s, with hits from various genres including soul, R&B, and pop.
- Artists like Barry White, Frank Sinatra, and Ray Conniff had multiple songs in the top 15.
- The chart was compiled by Billboard Magazine at the beginning of 1961.
BLACK RADIO HIGHLIGHTS

MOST ADDDED SINGLES

1. SHAKE IT UP TONIGHT — CHERYL LYNN — COLUMBIA
2. LIVIN' ON A PRAYER — J. J. JIGGLES & THE JUGS — CBS
3. SLOW HAND — POINTER SISTERS — EARTH, WIND & FIRE
4. SEND FOR ME — ATLANTA STAR — A&M
5. I DON'T REALLY CARE — L. J. VINSON — J.B.
6. NOTHING BUT LOVE — TESSEL MOSS — AMERICA
7. GET UP ON MY GODDESS — R.C. — WILD, WILM., WLB, JUBILANT
8. JUMP 2 THE MUSIC — KREWE DE CHINE — WILM., WLB, JUBILANT
9. J.R. мяс — LADY MARMALADE — WILM., WLB, JUBILANT
10. K.I.D. — WARREN G — WILM., WLB, JUBILANT

MOST ADDDED ALBUMS

1. KNIGHTS OF THE SOUND TABLE — CAMEO — CHOCOLATE
2. SEVEN — CITY/POLYGRAM
3. GIVE IT UP AND COMING
4. CHOCOLATE amour — Y.E.S.
5. I WANT YOU CLOSER — STARDUST — CHOCOLATE/PROGRAN
6. I'M IN LOVE — EVELYN KING — CAMEO
7. YOU STOPPED LOVING ME — ROBERTA FLACK — BEE-GEE
8. THE REAL THING — THE BROTHERS JOHNAMAN — HOT
9. I'LL DO ANYTHING FOR YOU — DENROY MORGAN — BECKET

BLACK RADIO HISTORY

V103 — ATLANTA — SCOTTY ANDREWS, PD
WAOK — ATLANTA — CARL CONNOR, PD
WINN — BALTIMORE — CURTIS ANDERSON, PD — 411
WGBX — BOSTON — RICK LATTISAW, PD — 751
WGCJ — CHICAGO — STEVE HARRIS, PD — 411
WMBX — CHICAGO — PAM WELLES, PD
WGIN — CINCINNATI — MIKE ROBERTS, PD — 411
WGBP-FM — DETROIT — TOM COLLINS, PD — 411
WGRF-FM — DETROIT — GEORGE WHITE, PD — 411
WMUJ — HOBOKEN, NEW JERSEY — ROBERT DAVIES, PD — 411
WFMU — HAUPPAUGE, NEW YORK — TIM FLYNN, PD — 411
WJZ — PHILADELPHIA — JOE TABURNO, PD — 411
WJZ — PITTSBURGH — JON ANTHONY, PD — 411
WILM — WILMINGTON — THOMAS FERGUSON, PD — 411
WKEE — REYNOLDS, TENNESSEE — ROBERT W. HAY, PD — 411
WORU — ROYAL OAK, MICHIGAN — JIM BORDEN, PD — 411
WVEA — EVANSTON, ILLINOIS — AMOS MILLER, PD — 411
WWSV — SYRACUSE, NEW YORK — ROBERT DAVIES, PD — 411
WXYC — CHAPEL HILL, NORTH CAROLINA — JAMES C. MILLER, PD — 411
Palominos' remarks telling manufacturers that they are "competing for the attention and time of store's buyers": Nives stressed the correct packaging and labeled tastation as variables he weights when deciding which new product to actively work.

The session ended with Howard Rees, marketing director for the Brothers, urging manufacturers to end what he termed "price wars between distributors.

(continued from page 10)

The lack of patents or disputes dealing with another radio and publications, or the college and specialty markets. "We don't expect an outfit with 250,000 fans to have as much attention to Folk Legacy as they do to their bigger labels," said Patton, "but why shouldn't they ask for it? We'll spend a lot of time on how we can encourage radio stations to set aside time for special programming?" Also for the convention's planners was Bob Porter of the Phoenix Jazz Jazz. Stressing the need for future conventions to acknowledge the diversity of NAIRD's membership, he urged that next year's meeting make greater allowances for the fact that there are significant problems for labels with different product. Bluegrass, jazz, and rock specialty labels don't really overlap.

The inaugural INDIES Awards Banquet marked the close of the formal discussion sessions on May 30 evening. Winners of 18 categories in music and a new category in commercial interest were announced as a result of balloting by an eight-man awards committee.

On the convention's opening day, a breakfast was "Living Chicago Blues, Volume 4" on Alligator Records; Best Re-issue was "Live At The Old Place" by James Brown on Solid Smoke; Best Folk, "Long Time Gone," by John Sterling on Sugar Hill; best Jazz, "The Audience With Betty Carter," on Blue Cans; Best Records, Blues, "Crawfish Fiesta," by Professor Longhair on Alligator; Best Instrumental, "Mar West," by Tony Rice on Rounder; and Most Innovation, was "Kilimanjaro," by the group of the same name on Philo Records.

On each day of the convention, a trade show allowed exhibitors to display your product. And despite the distributors' talk about hit product, the overwhelming consensus among new, untried manufacturers was that distributors were in fact seeking the same thing that manufacturers are: "I definitely believe the companies increased their lines," said Jack Heyerman of Clean Cut Records, a relative newcomer. "This has been better for me than NARM was." A Aside from the cementing of actual agreements, the trade show, like the convention itself, provided an atmosphere in which manufacturers and buyers at this year's convention could exchange bits of information: "One of the things you come here for is to find out what they're paying their bill and who isn't," remarked James Eigo of Daybreak Express.

PolyGram Revamps Its Distribution System

(continued from page 7)

The PolyGram reorganization will facilitate our communications between the various departments of the company. Comments on Frisoli's departure, Braun said, "He is a highly capable executive who will make a significant contribution to the organization fortunate enough to have his services."

Not everyone affected by the PolyGram restructuring shared the optimism of Braun and Sherwood. Al Couey, president and chief operating officer of RSO Records, said the "questioned" the arrangement by which his company, not fully owned by PolyGram, would not be under the wing of "any one company.

"I feel that the chances of our records becoming lower priorities are greater," he said. "The number of PolyGram Records that I do to the head of PolyGram Distribution," he told Cash Box. "The bottom line is that we are competing. It's a matter I'll be discussing with Robert Stigwood."
MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

THE ONE THAT YOU LOVE • SUPPLY • ARISTA AL 9551

MERCHANDISING AIDS: 1x Flats, 2x2 Flats, 2x3 Flats, Mobiles.

WHAT'S IN-STORE

THEY AIN'T JUST DANCIN' FOOLS — Last week's column made note of the use of Carol Hensel's "Dancercize," a workout album by the late fitness guru, as a marketing tool. The album was首发 on the charts this week and has been doing well, with sales surpassing expectations. However, it seems that the high sales are mostly due to the album's catchy and upbeat music rather than its effectiveness as a workout tool. This week's column will focus on other in-store merchandising strategies that can help boost sales.

FANCY FREE • OAK RIDGE BOYS • MCA 5209

MERCHANDISING AIDS: 2x Front Boxes, 2x4 LP Announcement Poster, Multi-Use Counter Header, Wall Display, Mobile.

THE COMPLETION BACKWARD PRINCIPLE • TUBES • CAPITOL SOC-12151

MERCHANDISING AIDS: 1x Flats, 3x3 Poster, Die Cut Poster in 4 Different Colors.

EAST SIDE STORY • SQUEEZE • A&M SP 4854

MERCHANDISING AIDS: 1x Flats, 24x36 Die Cut Poster.

MECCA FOR MODERNS • MANHATTAN TRANSFER • ATLANTIC 19709

MERCHANDISING AIDS: 1x Flats, 2x2 Flats, Die Cut Streamers.

IT MUST BE MAGIC • TEENA MARIE • GORDY/MOTOWN GS-106441

MERCHANDISING AIDS: Album Flats, 24x36 Poster.

EXPLODED/A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK • VARIOUS ARTISTS • CBS X 37124

MERCHANDISING AIDS: 1x Flats, 3x3 Cover Blowup, Floor Bin And Counter Bin Header Cards.

COMPUTER WORLD • KRAFTWERK • WARNER BROS. HS 3549

MERCHANDISING AIDS: 1x Flats, 2x Back Cover, 2x Inner Sleeve Information Piece.

Video Displays Dazzle CES Crowd

(continued from page 14)

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Canadian Music Organizations Fight For More Active Government Support

industry has been entirely unsupportive... The CRIA brief also called for more stringent copyright laws, a levy on blank tape and tape machines, "a hard look" at unauthorized recording, a tariff relief for the studio recording industry, a capital cost allowance for investors in Canadian music, exemption from federal sales tax on sound recording equipment, and a federal program rivaling the recent Ontario "Half-Back" scheme, in which used lottery tickets were redeemed for cash towards the sale of Canadian discs.

CRIA also warned that it can be expected to play a greater interventionist role against radio stations whose licenses come up for renewal with the Canadian Radio-Television and Telecommunications Com- mittee and whose programming "only acts to undermine Canadian talent.

The Canadian Independent Record Production Assn. (CIRPA) called for the creation of the "Canadian Record Development Corp. as a crown corporation" to be financed from the revenue earned on a tax on blank audio recording tape.

There were other, more blunt messages. "Canadian Music Entertain- ment said that "despite overwhelming public support, country music and its ar- tists have been ignored by government at all levels."

The Toronto Recording Assn. of Com- mercial Studios echoed a common theme in the proceedings before the Applebaum-Hebert Committee. It said the "Canadian music industry seems to be, for the most part, in the hands of foreign controlled companies" that "have little interest in the development of the Canadian music industry.

One of the few defenders of foreign- owned firms came from CRIA (which derives most of its funds from branch operations of American or European parent companies), and said multi- nationals have been responsible for promotion of Canadian talent and "have shown a willingness to risk capital on many Canadian artists who have never gained recognition, at home or abroad."

Of 502 Canadian releases in 1979, multi- nationals were responsible for 404 of them, the CRIA brief stated.

The Toronto Symphony sought special status as a "national treasure," even though the ACO spokesman told the panel that an orchestra should have "the right to fail." The committee, created last fall, will con- vey hearings throughout the summer, and is expected to make a preliminary report late this year or in early 1982.

U.K. Tape Firms Organize To Fight Tax On Cassettes

by Paul Bridge

LONDON — Following the recent publica- tion of the U.K. record industry's detailed plans for a tax on blank tape sales (Cashbox, June 6), the U.K. tape manufacturers are com- ing together to form the Tape Manufactur- ers Group to challenge the system that is provided, he said.

The group is attacking the tax in sev- eral ways — it will do its own market re- search to support the belief that home tape- makers, tapes half sold in Britain, the British Phonographic Industry (BPI) claims, and it is also examining copy- right law with an eye to recommending changes that would give more right to a record producer to use the music content of tapes.

The group includes BASF, TDK, Maxell, Memorex and Sony U.K., whose managing director, Bill Fullo, is heading the group, it has retained the services of two public-re- lations companies — Marcom PR to han- dle a media campaign against the tax, and to lobby Members of Parliament, and Sallingby Ltd. Efforts too will be made to raise support from users of tapes and other affected groups.

The tape manufacturers also have other woes to face. The "dental" tapes, which are East are affecting their sales, and they fear that a tax stamp on these tapes would give them the upper hand.

David Lloyd, Marcom managing director, outlined the track that his company's campaign will follow. "The record com- panies have to wake up to the fact that they don't have a God given right to huge profits," he said. "A lot of the facts and fig- ures put out in the record industry's book- let simply do not stand up to close scrutiny."

Argentina

BUENOS AIRES — Spanish artist, producer and composer Juan Pardo has been visiting Buenos Aires for TV appearances and radio promotion. He reported to Cash Box that he has decided to return to an active sing- ing career as a composer and producer. His recordings are released here by Sonora.

Intersdisc has started a promo campaign in behalf of Carlos Javier Belltran, a local singer who recorded last year in Spain as the first co-production between the company headed by Ruben Aprile and Spanish group Discos, which has started operating in our country. The album was released last week and contains a selection of evergreens.

Speaking about Discos, the address of its headquarters is Tucuman 766, office 177, with telephone numbers 393-8015 and 393-2199 and telex number 21133 ZALEK AR. The local subsidiary is managed by Carlos Canale.

French orchestra director and arranger Paul Mauriat has also been in Buenos Aires, playing a short visit. Over two days, he rehearsed with radio and TV personnel from Phonogram, which releases his records here. It is understood that he will return to Argentina later this year.

Toondisc is expanding its Impagco budget series with several releases compiled from Phonogram's catalogue. Argentina's super producer, Hugo Diaz, playing music from the eastern part of the country, local guitar player Agustin Pereira, Lucena and the Santa Anita Orchestra, a successful group from the '40s whose 78 rpm recordings have been electronically reproduced. EMH has also its contribution in the budget field, which proves to be a source of revenues in these hard times. For the 35- crowd, there is a series of releases with music of the '50s: rock, TV series soundtracks and instrumental goldies. The Anguita 1154 is called the "Colecion Musical" logo and have been well received by the market.

Phonogram has signed two local artists: boxer-chanteur-poet Sergio Victor Palma and the former soloist of Santa Barbara band, Miguel Serrano. Palma has solved when she decided, with her hus- band, to travel to Spain

Canada

TORONTO — Kenny Rogers is the latest to earn a "diamond album" in Canada, signifying sales of one million, for his "Greatest Hits" package. "Streetheart" has signed guitarist Jeffrey Curtis to replace aling John Hannah. The group will begin to work on its fifth album this month, and a September release is scheduled. The release date of Triumph's "Allied Forces" delayed until October. A pre-Capitol has received a Copyright Appeal Board ruling that gives it a right to an award stemming from concert halls and promoters. .. Rumor has it that Brian Eno and Jeff Haslett were in town recently to record a new LP at Le Studio in Morin Heights, Quebec, although it is not known whether he is supplying a new film or doing some much-anticipated solo work. Toronto is also at Le Studio with Rush producer Terry Bozzio on a new project. Quote of the week from Ronnie Hawkins who hosted a preview party for his new Quality Records album. Said The Hawk to a local promoter: "I don't know what this is once was, but I am as good as I was — once."

lark lapointe

France

PARIS — A crowd of 40,000 in Yankee Stadi- um in New York and 35,000 more in Madison Square Garden recently joined with Manu Dibango on a unique soul trip, as he unleashed his African music in his own unique hit, "Soul Makossa," of a couple of years ago. Ever since, his impressive biography has been enriched with radio and TV play and a successful musical in Paris and in Brussels was a most sought after saxophonist in jazz clubs the world over. A man who has been defined as an African musician and not as a music who happens to be African as well. In fact, he is the only African who made it on an international level of this scale. His background of African traditional music amalgamated with profound knowledge of European music. He has created an unprecedented international style. In 1972, he recorded his first album, "O Boso," and al- ready that same year he introduced the "Soul Makossa," which sold millions all over the world. In 1974, he was nominated for the Grammy award for the best album, and as the best instrumentalist. Also, in the same year, he recorded "Super Kumba," in 1975, "Island Music," and in 1976. In 1977 he was awarded the Trophée d'or as the best Francophone International Star. Dibango has been a successfull tribute to all the African in the world, and in 1979, he recorded his LP "Gone Clear." His approach to reggae, with his African rhythm, has been very special. It was recorded in Jamaica and in New York, and mixed in London. The traces of three African cultures on the disc easily insinuate a very rich universal musical taste and the perfectionist side of Dibang. Once more, this is a man, the embasador of African culture, is back on the scene with his new "Ambassador" LP, which offers the best of easy listening.

DIKKIE KOC

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

1. My Turn To Love You — Edgy Grant — Interdisc/ATC
2. Timbale — Tom Jones — London/EMI
3. Living In The Front Line — Edgy Grant — ATC/Music Hall
4. Flash — Queen — EMI
5. Tremendo Amor — Maria Celeste — CBS
6. Lovin' Time — Betty Wright — Poly
7. Hoy No Me Amenaza — Quetrayo — EMI
8. Amor Amor — Jose Jose — Morfon
9. Hit City — Carlos Vives — Parlophone
10. Santa Maria — Manuela Bravo — Phonogram

Australia

TOP TEN 45s

1. Jealous Guy — Roxy Music — Polydor
2. Teleport Of The Morning — Juice Newton — Capitol
3. Keep On Loving You — REO Speedwagon — Epic
4. In The Air Tonight — Phil Collins — A
c
5. Morning Train (9 To 5) — Sheena Easton — EMI
6. Red Red Wine — Boney M — Parlophone
7. History Never Repeats — Spilt Enz — Mushroom
8. Cool World — Mondo Rock — Atlantic
9. Juliana’s Dance — ABC
10. Counting The Beat — The Smurfs — Mushroom

TOP TEN LPs

1. The Beatles — Paradox
2. Carrioloure — Split Enz — Mushroom
3. Face Value — Phil Collins — Atlantic
4. Swingshift — Cold Chisel — Wea
5. Arch Of The Ages — Paul McCartney — EMI
6. Christopher Cross — Warner Bros
7. 1981 — Italy
8. Sky 5 — A
9. Kailo — Polydor Speedwagon — Epic
10. Greatest Hits — Dr. Hook — Capitol

Germany

TOP TEN 45s

1. Ich Liebe Dich — David Hasselhoff — CNR
2. In The Air Tonight — Phil Collins — Atlantic
3. Hands On (Give Me Your Heart) — Otisteen — Carrere
4. Shaddad — You Face — Joe Dolce Music Theatre — Ariola
5. Making The Air Wave — The Blue — Atlantic
6. This Old House — Shakin Stevens — Epic
7. Let Me Be Your Shade — Ralf — Hansa
8. Kids In America — Kim Wilde — RAK
9. Fade To Grey — Visage — Virgin
10. Leo Kottke — Cleverman — Island

TOP TEN LPs

1. Der schwere Wald — Madeleine der Wehr Nl — Orchester Anthony Vertura — Ariola
2. Hi School — Barclay James Holiday — Polydor
3. Awe ABBBA — Polydor
4. Ten Years — The Cure — EMI
5. Stars On Long Play — WEA
6. Christine F. — Wir Kinder vom Bahnhof Zoo — Ariola
7. Udo — Udo Lindenberg und Paradies — Telefunken
8. Krassen — Die Krassen — Ariola
9. Double Fantasy — John Lennon und Yoko Ono — Geffen
10. Vizzle — Polydor

The Der Markus
Italy

MILAN — The Italian pop group Pooh received a gold record for the sales of the album "Stop" on CSD label. In the meantime, Pooh's new single is a hit. "Chi Fermera La Musica." RCA published a new six-LP collection, "Benefits," which is devoted to the history of the Neapolitan song from 1836-1964, with artists like Domenico Modugno, Ennio Morricone, and Mina. The series is produced by Pasquale Santomartino. For Odeon, a new classical line, Archivio Rai, featuring recordings by famous artists like Sergio Celibadache, Rudolf Serkin, David Oistrakh, Bruno Walter and others, in concerts organized by Rai, the state-owned radio station. Singer/songwriter Umberto Balsamo, previously at PolyGram, signed with Fonit-Cetra.

A new company in the record production and music publishing sector, Strade Musicali, was born in Rome. It is managed by Gianfranco Soffiatti (formerly responsible for the record office of R-Fi). Among the acts produced by Strade is Piero Fina, who recently switched from Ri-Fi to RCA.

maro de luigi

United Kingdom

LONDON — British Phonographic Industry (BPI) investigators continue to uncover the scale of the piracy in the recording industry. Record dealer Kevin Roberts, who traded under the names Hollywood and Record Merchandising Ltd, was jailed in Nottingham, admitted after a high court hearing that he was trying to raise 50,000 pounds to enable him to court a three-month tour and emigrate to the U.S. Roberts was "perpetually restrained" from dealing in counterfeit or bootleg material and agreed that enquiry into damages should be made. In addition, the BPI, which brought the action through A&M and U.S. West, was awarded court costs. The Nottingham enterprise had started importing illegally manufactured products from Europe in the year, including LPs by such acts as Police and Blondie. Roberts then went on to arrange the transport and delivery of the records, and his company, Roberts' musical pressings of his own records here in the U.K. Selling through classified advert at prices from two pounds ($4.03) to 12 pounds ($24.16) were albums by such acts as The Exciters, Jackie Wilson and Shirley Ellis. As a result of his operation being discovered, the BPI believes that Roberts was able to sell only around 2,000 records; he handed over a further 15,000 pressings, most of which were manufactured in the U.K.

Since joining WEA as MD, Charles Levenson has reviewed the organization and decided to restructure the company. A number of new appointments have ensued in the company. Terquin Golme, formerly head of production of developing audio visual output; and Mike Heap has been appointed head of marketing. Based at Broadwick Street, he will report directly to Sir Michael Levison. Levison has been appointed a director of operations who will oversee Alpert operations and manufacturing. When he arrived, he immediately set about a report to Ed Byrne, director of finance and administration. Continuing in their current posts are assistant controllers Simon and Sue Johnson, and recently appointed national departmental: Bill Fowler as head of promotion, Moira Bellas as head of press and PR, and Ian Walker as head of creative services. Geoff Grimes remains as general manager, video. Reflecting the importance of this role, he will not report directly to Levison. Roy Matthews continues as head of manufacturing.

The British Phonographic Industry (BPI) has formed a committee push for a general upgrading of pressing and tape-duplicating quality, it is understood that chairman Tony Preedy, MD of the record pressing plant, and Gerry Bron, MD of Bronze Records, the BPI Technical Committee will be looking closely at the dimensional standards of components, such as bags, jackets and labels, as well as webbing and pressing tolerances and quality of pressings. The introduction of a special British Standards Institute specification for pressings and tape recorded cassettes to denote their manufacture to a certain standard is also to be considered. It is considered necessary to establish international specifications for both digital recordings and microdisks systems which are now being handled by manufacturers of hardware. Commenting on the move, Persky commented. "There is little doubt that technological advances on the hardware front have outstripped the progress that has been made on the software front. It is our intention to ensure that in the future, all British record and tape manufacturers adhere to the very highest possible standards.

The Tobacco (BAT) has entered a new field with the sponsorship of non-classical musical events. Working through Charrisma Records, the British company is involved in The Desperados, one of the leading West Indian steel orchestras. An album of their music was released through Charrisma on July 10.

Former Cash Box U.K. correspondent Nick Underwood recently joined Chappell Music Ltd. as press and promotion coordinator. Located at the company's luxurious Park Street offices, he reports to Steve Stevenson.

bruce rubin

Tower Tokyo Store Presents New Opportunities For U.S.-Based Chain

by Kozo Otsuka and Russell Iwata

TOKYO — Nine weeks after its grand opening here March 6, Tower Records Shibuya, the first international store of the Sacramento, Calif.-based Tower chain, has become a major force in record retailing here. Starting with a record 70 million yen ($360,000) in sales for its first month of operation, Tower Shibuya has carved a comfortable niche for itself as a source of the hottest new and improved imports.

Stocked primarily with American imports, which feature list prices from a "few hundred yen" to 1,000 yen below the average price of domestic product, Tower Shibuya has quickly established a solid clientele among teenagers and young adults here.

Located on one of the most commercially active thoroughfares in Tokyo, the 330 square meter store maintains a stock of approximately 80,000 records, of which only 3,000 or so are Japanese Product. List prices range from 1,440 yen ($7.20) to 5,989 yen, approximating to 1,700 yen ($85) for frontline product.

"Some music we are currently stocking isn't available in the Japanese marketplace," said Mark Vidyuch, general manager. "Fortunately, the music business in Japan has more room for expansion. Our biggest problem has been keeping record supplies large enough to accommodate the growing demands. We are learning a little each day and should have this problem solved soon."

Surprising Records

The quick success of Tower Shibuya, however, took all involved by surprise. Despite our executives comprehensive and extensive

TEN LPs

1. Watasta — Split Enz — PolyGram
2. Classics By Candlelight: "Phoebe Snow: Zongard — PolyGram
3. The Beatles Ballads — The Beatles — EMI
4. The Mystic Bag — Josh White — PolyGram
5. Making Movies — Dire Straats — PolyGram
6. Zanzibar — The Style Council — Vertigo
7. Sound Effects — The Jam — PolyGram
8. Voices Of America — Frank Sinatra — RCA
9. Arc Of A Diver — Steve Winwood — Genesis
10. The Gipsy King — World Circuit

INTERNATIONAL BESTSELLERS

New Zealand

TOP TEN 45s

1. Counting The Beat — The Swingers — CBS
2. The Bridge — Dire Straats — Vertigo
4. Gedy — Dennis Waterman — EMI
5. One Day At A Time — Kristy Lane — EMI
7. A Man Called Clooney — John Denver — EMI
8. History Never Repeats — Split Enz — PolyGram
9. All The Way — Frank Sinatra — Vertigo
10. In The Air Tonight — Phil Collins — EMI

New Zealand

TOP TEN 45s

1. Making Movies — Dire Straats — Vertigo
2. Icaro — Renato Zero — RCA/Zorondia
3. Bird — Bic — PolyGram
4. Lio — Aria
5. Niño de 19 anos — Tino Tineri
6. Pleasure — Steven Schlink — polygram
7. Goodnight — Sydney Bond — PolyGram
8. Amanti — Julio Iglesias — CBS
9. Le Mie Strade — Gianni Gori — PolyGram
10. Double Fantasy — John Lennon and Yoko Ono — Epic

United Kingdom

TOP TEN 45s

1. You Drive Me Crazy — Shakin’ Stevens — EMI
2. Walking On Air — Adam & The Ants — CBS
3. Being With You — Smokey Robinson — Motown
4. You Want To Be Free — Eric Clapton — PolyGram
5. Chequered Love — Kim Wilde — RAK
6. Stars On Top Of The Star— EMI
7. Sewing A Baby’s Dress — Rolf Harris — EMI
8. All Those Years Ago — George Harrison — Dark Horse
9. Don’t Slow Down — UB40 — De International
10. Whapappen? — The English Beat — Go-Go

Auckland — Murray Thom has been named to the post of general manager at CBS New Zealand, in his new position, Thom will be responsible for the day-to-day operations of the company. "We're looking to CBS New Zealand chairman William Smith, joined the company in October 1978.

'Stir Crazy' Soundtrack Goes To Big Time In Oz

NEW YORK — Spring/Posse Records has pacted with the Big Time Phonograph Co., London, for the U.S. and Canadian distribution for the soundtrack to the film "Stir Crazy" in Australia and New Zealand. It also means, for distribution of the soundtrack to the film "Stir Crazy" in Australia and New Zealand. It also means, for distribution of the soundtrack to the film "Stir Crazy" in Australia and New Zealand. It also means, for distribution of the soundtrack to the film "Stir Crazy" in Australia and New Zealand.

The deal with Big Time Phonograph adds to the worldwide pact signed with Quality of Canada, Shun Cheong of Hong Kong, Victor of Japan and the West Indies Record Co. of Barbados. Worldwide distribution outside of the countries mentioned is being handled by RCA.
Good Turnout, Full Agenda For Bally-Midway Seminar

CHICAGO — About 65% of the Bally Mfg. Corp. and Midway Mfg. Co. distributor network was represented at the May 15-20 Service Managers Seminar, co-sponsored by the factories exclusively for distributors, and held at the Holiday Inn in Reno, Nev.

Participants came from throughout the U.S., as well as from Canada. Bernie Powers, Bally's director of marketing services, said he was pleased with the success of this inaugural effort.

The content of the program encompassed all elements within the realm of service and was designed to more thoroughly define the state-of-the-industry role of the service manager and the necessary tools for effectively functioning in this capacity.

A lineup of guest speakers who are considered experts in their respective fields joined members of the Bally and Midway staffs in conducting the various sessions.

In addition, special arrangements were made each day to entertain the 15 or so wives who accompanied their spouses, and these activities began with a champagne party on opening day, hosted by Bally's Arnie Aarstadt, John Reckas and Pete Gustason.

On Tuesday, Bally's Diane Guzzi and Pete Gustason escorted the women on a luncheon tour to Ponderosa Ranch and Virginia City, and on the following day Diane Guzzi took the group on a trip to a local shopping mall, which was climaxd by a luncheon.

A/V Presentation

To open the seminar program there was an audio-visual presentation showing a full tour of the Bally and Midway facility in Bensenville, Franklin Park, Ill., respectively, following which Powers welcomed the attendees and introduced the guest speakers.

John Reckas of Bally Pinball Division marketing research then addressed the group on this subject and also conducted an extensive research survey for the factories over the course of the three-day period.

Midway's director of sales Larry Berke talked about the link between sales and service, elaborating on the various communications processes necessary to solidify that link.

Customer relations and how Bally and Midway handle this vital departmental function was the subject of a presentation by Diane Guzzi and Midway's field service manager Andy Ducay. Jim Sneed of Kurz Kasch and Gordon Pickavance of Sencore apprised the group on the latest test equipment available, utilizing various demonstration units for illustration.

The Tuesday morning segment focused on the tuning of '92 terminals, including evaluation, on the job classification and intermediate type testing. This session was conducted by Bally's Ed Schmidt and Midway's Ken Dabek. Powers followed with a lecture on the team concept in managing shop personnel. This position of the program was climaxd with a presentation by Jim Roberts of James Industries, suppliers to Bally-Midway of TV monitors, transformers, lamp sockets and various other components.

Present and future prospects were covered on Tuesday afternoon in the discussion, "Where We Are Going Technologically," conducted by Midway's Ducay and Bally's Powers and Aarstadt.

"Marketing Your Service Department" was the subject of Powers' discussion on Wednesday morning and the presentation focused on the elements for perfecting and making known the attributes of this vital function.

Midway's Brian Osowaki conducted a session dealing with the factory's warranty policies and the structure of the parts department.

How to evaluate software packages for possible implementation into computerized systems was discussed by Powers in the opening session on Wednesday afternoon. He elaborated on the evaluation of mini and micro computer systems.

Barbara Brown of Bally Dist.-Reno and Katie Lawson of Advance Automatic Sales in San Francisco discussed the practical aspects of automated parts department.

(continued on page 39)

Stern Adds Seeburg Dists in Europe

CHICAGO — Tom Campbell, director of marketing for Stern Electronics, Inc., announced the appointment of two new European distributors to handle the company's Seeburg phonograph division product line.

Lid & Co. will represent all Seeburg products throughout Switzerland. The firm, owned by Rene R. Senn, is located at Lagerstrasse 107, CH-8021 Zurich, Switzerland. Tel. is 031 53 588.

Ugo Postucci, who is already an Italian distributor of Stern's pinballs and video games, will now also carry the Seeburg line.

He is located at Via Corradino Chigi, 7, Siena, Italy. Tel. is 057 550.

Both of the new appointments are effective immediately, according to Campbell.

(Top)

Richard Konopa

New Distrib Pact — Taito America and World Wide Dist. recently announced a new agreement whereby World Wide will represent the factory in Illinois and Michigan. Pictured above at the Taito facility in Elk Grove Village, Ill., are (l-r): Taito president Jack Mitter and World Wide vice president Fred Skor; Mittel and Jeff Neuman, manager of the World Wide branch in Mount Clemens, Mich.

Taito America, World Wide Announce New Pact For Illinois And Michigan

CHICAGO — Taito America Corp. and World Wide Distributors, Inc. jointly announced their new association, which is geared to reinforce each company’s market hold and penetration in the states of Illinois and Michigan. World Wide has been named exclusive distributor for Taito in these states.

On May 27, World Wide executives enjoyed a welcome dinner and a tour of Taito's modern facilities in suburban Chicago. Dave Posticci, president of engineering, introduced Taito's new electronic system and service-priority cabinet that has been specially designed for easy access and service as well as for maximum security.

"We are pleased to be appointed the exclusive distributor for Taito America," (continued on page 30)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. ELVIRA THE OAK RIDGE BOYS (MCA-51044)
2. ALL THOSE YEARS AGO GEORGE HARRISON (Hawk Home/ Warner Bros. DRC 49725)
3. THEME FROM GREATEST AMERICAN HERO JOEY SCARBURY (Elektra E-47147)
4. HEARTS MARTY BALIN (EMI America-51179)
5. BOY FROM NEW YORK CITY MANHATTAN TRANSFER (AFC Atlantic 30156)
6. A LIFE OF ILLUSION JOE WALSH (Asylum E-47144)
7. THE STROKE BILLY JOE (Cape-5005)
8. QUEEN OF HEARTS JUICE NEWTON (Cape-50097)
9. STRONGER THAN BEFORE CAROLE BAYER SAGER (Boardwalk WSB 02054)
10. SLOW HAND POINTER SISTERS (Planet/Elektra E-47929)

TOP NEW COUNTRY SINGLES

1. FEELS SO RIGHT ALABAMA (CAP R-12206)
2. UNWOUND GEORGE STRAIT (MCA 51044)
3. PRISONER OF HOPE JOHNNY LEE (Asylum Full Moon E-47138)
4. DIXIE ON MY MIND HANK WILLIAMS, JR. (Elektra/Curb E-47147)
5. TOO MANY LOVERS CRYSTAL GAYLE (Columbia 11-20078)
6. I STILL BELIEVE IN WALTZES CONWAY TWITTY & LORETTA LYNN (MCA-51146)
7. I SHOULD'VE CALLED EDUDD RAY (Elektra E-47146)
8. WHISKEY CHASIN' JOE STAMPLEY (Capitol 19-02097)
9. RAINBOW STORM GERALD HAGGARD (MCA 51101)
10. YOU CAN'T LOVE ME JOHN CONLIE (MCA-51149)

TOP NEW B/C SINGLES

1. RUNNING AWAY MAZE featuring FRANKIE BEVERLY (Capitol-50050)
2. PUSH ONE WAY MCA-51100
3. LOVE'S DANCE LIKIE (MCA-51099)
4. SEARCHING TO FIND THE ONE UNLIMITED TOUCH (Precedent PRL-8209)
5. JONES VS. JONES K OOL & THE GANG Wexley Polydor DE 813)
6. I DON'T REALLY CARE L. JONES (CA-127)
7. VERY SPECIAL DEBRA LAWS (Elektra E-47142)
8. SHAKE IT UP TONIGHT CHERYL LYNN (Columbia 11-20120)
9. IT'S YOUR CONSCIENCE DENICE WILLIAMS (ARC/Columbia-11-20120)
10. LET SOMEBODY LOVE YOU KEN BURKE (CAP R-12208)

TOP NEW A/C SINGLES

1. PROMISES BARBRA STREISAND (Columbia 11-20066)
2. STILL RIGHT HERE IN MY HEART PURE PRAIRIE LEAGUE (Chesapeake/Polydor DE 813)
3. ALL THOSE YEARS AGO GEORGE HARRISON (Dark Horse/ Warner Bros. DRC 48725)
4. SEVEN YEAR ACE ROBANNE CASH (Columbia 11-1439)
5. SWEET BABY STANLEY CLARKE/GEORGE DUKE (Capitol-19-01052)

Cash Box/June 13, 1981
Taito America, World Wide Announce New Pact For Illinois And Michigan

EXIDI GOES TO SCHOOL — Exidy participated in the 61st annual convention of the Association of College Unions April 12-15 as an exhibitor of profit making items for college unions. Pictured are (l-r) Terry Cunningham, Chris Minnek and Mike Wright.

(continued from page 38)

Fred Skor, president of World Wide, stated Fred Skor, president of World Wide, "and to be associated with Jack Mittel, I have great confidence that, together, we will make an unbeatable team."

Jack Mittel, president of Taito, commented, "We're happy to have World Wide aboard. My personal association with the company goes back 20 years and I'm positive they'll exceed even my expectations to strengthen our industry position. Their great organization and back-up service will get full support from our factory at all levels."

Harold Schwartz, World Wide's vice president, added, "I consider Taito the forerunner of the video game business as we know it, starting with the inception of Space Invaders. I look forward to their innovating and perpetuating the industry's most outstanding features." Jeff Neumann, manager of World Wide's Michigan branch office, believes "this association will demonstrate to operators in Michigan that we're here to stay. We're a strong, aggressive distributing company joining hands with a strong, aggressive manufacturing company."

In conclusion, Paul Moriarty, vice president of administration for Taito, expressed his pleasure at the appointment. "World Wide is a service minded organization, well respected by customers. Their good reputation and strong rapport with operators will benefit Taito in the long run."

Excellent Turnout For Bally-Midway Seminar

(continued from page 38)

ments, in terms of saving time and saving money without sacrificing efficiency. Bally's Pete Gustafson continued the discussion relating to the Bally part-time system.

The final event, climaxing a very comprehensive study program, was an evening at the MGM Grand Hotel in Reno to see the production Hello Hollywood Hello.

NAMA Study Cites Impact Of Recession On Vending Profits

CHICAGO — Although 1980 sales volume was up compared to 1979 for 65% of U.S. vending companies, higher net profits were reported by only 35% of the firms, with nearly 48% reporting lower net profit.

These results are contained in the annual "How's Business?" survey of the National Automatic Merchandising Assn. (NAMA), based on responses from 407 vending service companies which are members of NAMA.

Predictably, the figures varied regionally, with companies in the Great Lakes region showing the effect of layoffs and economic difficulties at client factory and office facilities, said G. Richard Schreiber, NAMA president.

The 65% of companies that reported sales increases compares with 85% in the previous year's survey. Companies in New England, the West and Southwest exceeded the national average while in the Great Lakes states only 49.6% of those reporting experienced increased sales in 1980.

Net Profits

Net profit averages also varied widely between regions, reflecting the uneven effects of the recession. Compared to the national average of 12% of the companies reporting higher profits, 17.4% staying even and 47.6% experiencing lower net.

48% of the companies in the West reported increased profits and only 36% showed lower earnings. Those in New England, the East and Southeast also did better than the average results.

Companies that offer "manual" (non-vended) foodservice reported similar regional variations. Nationally, sales of manual foodservice were higher for 59% of the respondents, even with 1979 for 27% and lower for 13.4%. The survey did not inquire about profitability in this category.

Companies with higher sales volume attributed this result primarily to higher prices (92.6% of those reporting), with 41.5% reporting increased per-machine unit sales and only 12.5% crediting new business for the sales increases.

Companies in New England and in the West have the highest expectations for 1981 sales. Respectively, 90.9% and 82.4% of the reporting companies in these regions expect sales increases this year. Nationally, 78.1% of the participating firms expect higher sales compared to 1980. 13.7% think sales will remain the same and only 8.2% look for lower sales.

NAMA is the national association of the vending and foodservice management industry, with nearly 2,400 member firms.
CHICAGO CHATTER

Taito America's marketing manager Mike Von Kennel advised that the factory is getting ready to sample ship its next scheduled video game, "Colonel Y," in both standard upright and Trimline models. He describes it as a very interesting game concept in that the player must defend a colony in outer space. It's been testing out extremely well, he added — so, watch for it. As for the "Crazy Climber," who recently scaled Chicago's tallest building, Sears Tower, Von Kennel is certain the heroic gesture was inspired by the Taito video game. But, Mike, he was wearing a Spiderman costume.

LARRY BERKE, Midway's director of sales, was a very proud father of the bride on May 25 at the marriage of his daughter, Donna, to David Powskesa. Following a reception in Northlake, the couple departed for a honeymoon in the Bahamas. Cash Box felicitations to the newlyweds ... At Midway, of course, the factory is chalking up all sorts of records for the "Pac Man" video game. Berke said he is selling as many per day now as when the machine made its initial impact awhile back. The cocktail table version already ranks as Midway's biggest seller to date, in this configuration. With regard to the standard upright model, "at the present rate of demand, we expect that in a short time Pac Man will even exceed 'Space Invaders' in sales," he added — and that's a tough act to beat. It has already outsold "Galaxian." As Berke sees it, "with mounting sales of Pac Man and Bally's 'Eight Ball Deluxe' pin game doing so beautifully, Bally/Midway is coming up jackpot all the way."

EMPIRE'S MARKETING CHIEF John Neville has no complaints at all about present business. Equipment is moving at a brisk pace, with a number of videos in the spotlight including Midway's "Pac Man." Cinematronics new "Armor Attack," which has been enjoying "fabulous" test results, Stern's "Scramble," Centuri's "Route 16" and, in the pin category, Bally's "Eight Ball Deluxe" is positively outstanding. John also made mention of the "Tournament Mark Darts" game, which is happening big in city and suburban locations, and is attracting a lot of women players.

ON THE SINGLES SCENE: Gus Tartof of Singer One Stop For Ops is all raves about two "surefire summer jukebox hits," both of which should do well in "all types of pop locations." Titles are "Hearts" by Marty Balin (EMI) and, from the smash ABC-TV series, "The Theme From The Greatest American Hero (Believe It Or Not)" by Joey Scarbury (Elektra). ... Here are two more, as recommended by Gary Baker, who recently launched a 100-disk video, "Company Y," which will be a independent record publicity firm in Chicago. His selections are "High School Confidential" by Milwaukee-based rock 'n' roll band "Stiff Stuff" (Third Coast Records) and "She's Gone Away" by Seven Miles High (Genesis). Contact Gary at (312) 975-0205 for info on obtaining jukebox promo copies.

STOP THE PRESES! Michael Pickert, a medical student from Mobile, Ala., has just declared himself reigning champion on the "Pac Man" video game with a score of 283,000, which he phonied in to Larry Berke — with a challenge to all comers "any time, any place" who'd like to try and beat him. In Mobile, he's known as "Mr. Pac Man." He's developed his own method of playing and even gives lessons to novices. Pickert said he is about to take residency in West Orange, N.J. where he hopes to bring his score up to 300,000.

INDUSTRY CALENDAR


July 24-25: Montana Coin Machine Operators Assn.; annual meeting; Village Red Lion Motor Inn; Missoula.

July 24-26: Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency, Nashville.

Sept. 11-13: No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.

Sept. 11-13: So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.

Sept. 25-28: West Virginia Music & Vending Assn.; annual meeting; Ramada Inn, South Charleston.

Oct. 6-8: JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan

Oct. 16-17: Amusement & Music Operators of Virginia; annual conv.; Holiday Inn, Richmond.

Oct. 29-31: AMOA annual exhibition, Conrad Hilton Hotel; Chicago.

Oct. 29-Nov. 1: NAMA national convention; McCormick Place; Chicago.
CLASSIFIED AD RATE 35 CENTS PER WORD

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Classified Ads Close WEDNESDAY

RETAILERS REPORT PRICE COMPARISONS

On the other hand, representatives of Record Factory, the 26-store, Brisbane, Calif.-based chain; National Record Mart, the 70-store, Pittsburgh-based chain; Cagives, the 19-store, Chicago, Ill., based chain; andSpec's of Miami, Calif., a 10-store, Pittsburgh-based chain; said they would be going for variable pricing on the various midline series. "It's so unpredictable," said Martin Sceptor, chairman of the Spec's chain. "If WEA wants to be higher than Columbia, I just don't know what Columbia's going to do next week." The representatives of the 26-store chain indicated they would be going for variable pricing on the various Screen Gems department, as well as the EMI company attending the meetings.

Screen Gems/EMI Music Set International Meet

LOS ANGELES — International Music Publishing tags will be held by Screen Gems/EMI Music Publishing at the Beverly Hilton Hotel with representatives from 12 different countries expected to join the U.S.-based staff for the conferences.

According to Screen Gems president Lester Sill, the conference agenda for this year will include a lengthy examination of videocassettes and videotapes and how they effect publishing agreements. The presentations will be held at the Beverly Hilton Hotel and in various Screen Gems department, as well as the EMI company attending the meetings.

Heiman Looks To Sell Peaches Chain In Wake Of Filing Chapter XI Petition

(continued from page 8)

act liabilities and the chain, the documents listed CBS Records, Warner Bros. Records, RCA Records, Capitol Records, PolyGram Dist. Inc. and Progress Records Distributing, Inc. as the top six creditors.

While pointing to a slight profit of $1,050,000 on sales of $5 million for the fiscal year now ending, Neil Heiman, executive vice president of Heiman Distributing, parent company for Peaches, said, "We are suffering from a lack of capitalization."

The parent company opened business during 1962 in Southern California, serving the record business as a one-stop-and-rack jobber. Tom Heiman, president of Peaches, bowed the chain's first retail store in December 1974 in Hollywood by opening a 2,800 square-foot web's-and-carry-all rack store. The chain then expanded to 35 stores, all with major inventories, carrying as many as 30,000 titles, each.

Two years after entering the retail business, Peaches was awarded the Grand Prix honors in retailing by the National Assn. of Recording Merchandisers (NARM).

Heiman described Peaches as a viable entity that could make a great deal of product if it had a larger capital base. He said his brother Tom was "hoping to sell the whole operation to someone who wants to keep the chain going, although the same management and staff would operate the business."

About 55 staffers have been laid off at the Nehi operation in Los Angeles and another 100 employees, have been released throughout the chain.

Eisenberg said a formal creditors' committee was being put into the process of being formed and that the creditors are setting up a fund to diminish the debt will be explored by the group.

Vince Mauch, vice president and controller of the firm, said that during the informal conferences, the general consensus among the major creditors was to reorganize the company so it may continue to sell records. Mauch also said the books have not been keeping up with the sales at this time to assess Peaches' liabilities and holdings.

WEA Names Mortlock To Create Services Post

MELBOURNE — Phil Mortlock has been named to the position of creative services manager at WEA Australia. He replaced Roger Langford, who left the company to pursue a career in independent marketing and promotion.
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<td>RED SPEEDWAGON</td>
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<td>STYX (A&amp;M SP-3719)</td>
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<td>DIRTY DEEDS DONE DIRT CHEAP</td>
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<td>RUM CARRITOS (EMI-America SD-17052)</td>
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<td>ARC OF A DIVER</td>
<td>STEVE MILLER (singer)</td>
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<td>HARD PROMISES</td>
<td>TOM PETTY AND THE HEARTBREAKERS</td>
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<td>FAIR WARNING</td>
<td>STEVE FRITZEL (Warner Bros. HS-3040)</td>
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<td>JOHN LENNON and YOKO ONO (Getfarn GH-2701)</td>
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<td>ZEBOP!</td>
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<td>DEDICATION</td>
<td>DAVE AND WINDS (EM-America SD-17051)</td>
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**June 13, 1981**

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<td>JUICE NEWTON (Capitol ST-12148)</td>
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**68. FRANKIE & THE KNOCKOUTS**

69. NOOTIN' MATTERS AND WHAT IF IT DO

70. VERY SPECIAL

71. CAPTURED

72. CELEBRATE

73. TARANTELLA

74. MY MELODY

75. SOMETHING IN THE NIGHT

76. AUTOAMERICAN

77. GRAND SLAM

78. THE ONE WHO YOU LOVE

79. HOW 'BOUT US

80. SUPER TROOPER

81. WORKING CLASS DOG

82. REACH UP AND TOUCH THE SKY

83. FANCY FREE

84. ESCAPE ARTIST

85. KEEP ON IT

86. THE COMPLETION BACKWARD PRINCIPLE

87. CALL IT WHAT YOU WANT

88. RECKONING

89. ANNE MURRAY'S GREATEST HITS

90. EAST SIDE STORY

91. THE SECRET POLICEMAN'S BALL — THE MUSIC

92. FAMILY

93. I LOVE 'EM ALL

94. HOTTER THAN JULY

95. FLYING THE FLAG

96. THE DOORS

97. THE DOORS

98. THE DOORS

99. THE DOORS

100. LIVE
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<td>Janis Joplin</td>
<td>Piece Of My Heart</td>
<td>CBS</td>
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<tr>
<td>20</td>
<td>The填词</td>
<td>The Fillmore East</td>
<td>Atlantic</td>
<td>22</td>
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</table>

**Alphabetized Top 200 Albums (By Artist)**

<table>
<thead>
<tr>
<th>Week</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Peak Chart Positions</th>
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<tr>
<td>1</td>
<td>American Saga</td>
<td>John Denver</td>
<td>Warner Bros</td>
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<tr>
<td>2</td>
<td>Greatest Hits</td>
<td>Elton John</td>
<td>Virgin</td>
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<tr>
<td>3</td>
<td>Bridge Over Troubled Water</td>
<td>Simon &amp; Garfunkel</td>
<td>Capitol</td>
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<tr>
<td>4</td>
<td>Physical Graffiti</td>
<td>Led Zeppelin</td>
<td>Atlantic</td>
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<tr>
<td>5</td>
<td>The Dark Side Of The Moon</td>
<td>Pink Floyd</td>
<td>Harvest</td>
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<td>6</td>
<td>Electric Ladyland</td>
<td>Jimi Hendrix</td>
<td>Reprise</td>
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<td>7</td>
<td>At The Fillmore East</td>
<td>The Allman Brothers Band</td>
<td>Capitol</td>
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<td>8</td>
<td>Blonde On Blonde</td>
<td>Bob Dylan</td>
<td>Columbia</td>
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<td>9</td>
<td>Let It Bleed</td>
<td>The Rolling Stones</td>
<td>Decca</td>
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<tr>
<td>10</td>
<td>Mr. Smith Goes To Washington</td>
<td>Elmore James</td>
<td>Chess</td>
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<td>The承包商</td>
<td>The Smiths</td>
<td>Rough Trade</td>
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<td>Greatest Hits</td>
<td>Journey</td>
<td>Epic</td>
<td>20</td>
</tr>
</tbody>
</table>
spring passes
and one remembers one's innocence
summer passes
and one remembers one's exuberance
autumn passes
and one remembers one's reverence
winter passes
and one remembers one's perseverance
there is a season that never passes
and that is the season of glass
–Y.O. 81

Produced by Yoko Ono and Phil Spector
On Geffen Records & Tapes
Manufactured exclusively by Warner Bros. Records Inc.

Photography: Yoko Ono