FEEL THE LOVE COME ALIVE!

MAZE
FEATURING
FRANKIE BEVERLY

LIVE IN NEW ORLEANS

AN EXTRAORDINARY TWO-RECORD SET featuring "Feel That You're Feelin,'" "Southern Girl" and other Maze favorites.

Produced and Arranged by FRANKIE BEVERLY for Amazement Music

MARKETING MEMO: MULTIPLE POINT-OF-PURCHASE ITEMS • NATIONAL CONSUMER PRINT ADS (including Jet and Soul) • EXTENSIVE REGIONAL RADIO BUYS • WIDESPREAD VIDEO EXPOSURE. See your local Capitol representative.
EDITORIAL

The Time Is Now

When the boom in new video technologies began to take shape just a few years ago, it seemed that everyone would stand to benefit from the cornucopia of new products promised by the emerging industry. However, now, in 1981, the reality of several different and incompatible videodisc and VCR formats, along with varying cassette rental policies, has already brought the industry to a crossroads.

On one hand, if the present confusion continues, the realization of a mass market for home video could be seriously hampered. However, if dealers and manufacturers are able to meet in an open forum, cut away the hyperbole and realistically examine what is and isn't working, a common goal and direction might well be achieved — and that is the point of the inaugural National Assn. of Recording Merchandisers (NARM) video retailing convention.

From open afternoon conference sessions to panels and seminars addressing virtually every issue confronting the industry, the accent at the August gathering will be on exchange, discussion and sharing of information. It is the sincere hope of NARM and its board of directors that the convention will provide an atmosphere conducive to open dialogue — between dealers and manufacturers, as well as among their respective communities.

Cash Box applauds NARM in recognizing the pressing need to encourage such interaction within the home video industry, as well as allowing the united voice of the video retailing community to be heard. As the title of the convention so emphatically implies, "The Time Is Now."

NEWS HIGHLIGHTS

- Agenda set for first NARM video retail convention (page 5).
- Broadcasters, jukebox ops voice opposition to performance rights bill (page 5).
- Co-ops helping small independent black retailers compete (page 5).
- Bruce Lundvall moves to Elektra/Asylum (page 5).
- The Carpenters' "Touch Me When We're Dancing" and "Love Is Blind" by John O'Banion (new and developing artist) are the top Cash Box Singles Picks (page 11).
- John Denver's "Some Days Are Diamonds" and the self-titled debut by Ice House (new and developing artist) are the top Cash Box Album Picks (page 13).

SINGLES

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<thead>
<tr>
<th>TOP POP DEBUTS</th>
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<tr>
<td>76</td>
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ALBUMS

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POP SINGLE

| STARS ON 45 — MEDLEY | Stars On 45 | Radio/Atlantic |

B/C SINGLE

| GIVE IT TO ME BABY | Rick James | Gordy/Motown |

COUNTRY SINGLE

| WHAT ARE WE DOIN' IN LOVE | Dottie West | Liberty |

JAZZ

| WINelight | Grover Washington, Jr. | Elektra |

POP ALBUM

| HI INFIDELITY | REO Speedwagon | Epic |

B/C ALBUM

| STREET SONGS | Rick James | Gordy/Motown |

COUNTRY ALBUM

| FEELS SO RIGHT | Alabama | RCA |

GOSPEL

| THE HAWKINS FAMILY LIVE | Walter Hawkins | Light |

The International Music Record Weekly
### Chart Data

**Weeks On**

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Weeks On 6/13 Chart</th>
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<tr>
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<tr>
<td><strong>Bette Davis Blues</strong></td>
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<tr>
<td><strong>All Those Years Ago</strong></td>
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<td><strong>Tears</strong></td>
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<td><strong>Bye Bye Love</strong></td>
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<td><strong>That's When I Fall In Love</strong></td>
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<td><strong>Touch Me When I'm Dancing</strong></td>
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<td><strong>All That I've Dreamed</strong></td>
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<td><strong>It's In The Way I Hold You</strong></td>
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<td><strong>I'm The One That I Want</strong></td>
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<td><strong>In The Storm</strong></td>
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**ALPHABETIZED TOP 100 SINGLES**

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**Exceptionally heavy radio activity this week**

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**June 20, 1981**
Elektra/Asylum Hot Streak Continues As Lundvall Signs
by Michael Martinez

LOS ANGELES — What can a record company do to ensure an encore after coming off its best sales year ever?

In the case of Elektra/Asylum Records, which last year posted a record 78.5% sales increase compared to 1979, the strategy included signing a multi-million dollar manufacturing and distribution deal with one of the most successful regional record labels in the 80s and then attract a top ranking executive away from one of its chief competitors.

Lundvall, president of Elektra/Asylum Records and a division president Bruce Lundvall, one of the industry’s most capable and respected executives, would be a major coup under normal circumstances, but the defection is especially noteworthy coming in the wake of E/A’s recent worldwide pact with black music powerhouse Solar Records.

Thus, at the half-way mark of 1981, the Joe Smith-led company is poised to even more aggressively pursue a greater share of the prereduced music market. Along these lines, Lundvall said last week the E/A’s profile has strongly mirrored that of its West Coast-based rival.

In his new position, the 21-year music industry veteran, who will remain in New York, will be involved in all management decisions regarding the company’s direction and planning, while reporting directly to E/A chairman Joe Smith. Additionally he will be responsible for all artists assigned to the label’s East Coast roster.

Lundvall, who is generally acknowledged as having a strong rapport with artists, will be actively involved in acquisition of talent for the newly-created Elektra/Metropolitan label, which will feature a diverse artist roster in all areas of music. At the same time, the new E/A executive will vigorously pursue jazz specialty label featuring artists leaning toward the more traditional form. The label will also feature unreleased live recordings by jazz greats.

One great attraction of Elektra/Asylum, apart from being a financially sound company, is that the label is really involved successfully with all areas of music, which parallels my own involvement with music," Lundvall said.

Commenting on the appointment of Lundvall, Smith said, "We are most fortunate to attract an executive of Bruce Lundvall’s stature. His credits are impeccable and we feel that his very special organizational talents fill an important slot on the Elektra/Asylum team.

Lundvall comes to E/A from CBS Records where he began his career in 1960. He served in the positions of vice president of marketing and vice president and general manager at Columbia Records (continued on page 10)

RIAA/VIDEO To Accelerate Its Anti-Piracy Drive
by Michael Glyn

LOS ANGELES — As part of its ongoing efforts to combat piracy in the video software industry, the RIAA recorded a major victory in the investigation of suspected videocassette counterfeitors and bootleggers. RIAA/VIDEO recently began distributing anti-piracy report forms to its membership.

Patterson after the RIAA audio recordings anti piracy forms, the reports are intended to be used by RIAA/VIDEO companies to field personnel. In addition to video piracy, counterfeiting and bootlegging reports, the forms encompass such additional problems as sale or rental of rental-damaged product, re-worked used product, counterfeiting of distribution and unauthorized exhibition of video product.

According to RIAA special counsel Jules Yarnall, RIAA/VIDEO and the RIAA anti-piracy director (continued on page 16)

Strong Opposition To Performance Rights Bill Heard
by Earl B. Abrams

WASHINGTON — Broadcast and jukebox representatives voiced vigorous opposition last week to payment of any performance rights in a hearing before a House subcommittee on H R 1805. The bill, sponsored by Rep. George Danielson (D-Calif.) with 35 co-sponsors, would impose a statutory copyright fee for the benefit of performers on broadcasters and jukebox operators for the use of recorded music. Royalty payments already are made by these users to music composers.

Testimony favorable to the performance bill was given last month by representatives of the record industry and the American Federation of Musicians (AFL-CIO).

In objecting to the proposals, James J. Popham, deputy general counsel of the National Assn. of Broadcasters (NAB), declared that it would be "an inefficient and ineffective solution to a non-existent problem." Popham said that although NAB’s 4,772 member radio stations derive some benefit from the use of recorded music, record companies and performers (continued on page 15)

Co-ops Helping Small Independent Black Retailers Stay Competitive Against Chains
by Dave Schuips and Dan Nooger

NEW YORK — Black music retailers, mostly "mom and pop" type neighborhood stores, have traditionally been unable to obtain the volume discounts and promotional support in video that white counterparts enjoy. Co-op and co-op advertising dollars commanded by the large chain operations. Additionally, they have found it more difficult to obtain credit lines and were often not as well advised about what label support they could receive as their white counterparts.

Currently, however, black retailers have begun forming buying and advertising co-ops, working together and in tandem with local manufacturers to improve their situation in these areas.

The past two years have seen buying and/or advertising co-ops formed in at least nine different urban areas with large black populations, according to a Cash Box survey of co-op charters and one-stop operators throughout the country. Of those, only five co-ops, all consisting of black retailers, are currently operating.

A similar cooperative advertising venture, launched by a Chicago one-stop for its independent white retailer, was deemed a failure by its creator and disbanded a short time ago.

However, the situation of the black retailer, usually an inner city independent competing for customers with lowballing chain and department stores, has created a greater need for cooperative efforts. According to Ernie Leener of Reunited Dis-

b) said Hudson. "The deals go to those who can buy in volume. If forming co-ops means a way to survive that's what they've had to do.

Three approaches are being taken by black merchants to realize the increased sales that come from better prices and promotional support. Retailers are banding together on their own, as in the case of the Independent Retailers Protective Assn. (IRPA) in Philadelphia; one-stops are putting together a co-op buying and/or

POLYGRAM FLIES WITH HAWKINS — PolyGram Records has signed gospel artist Edwin Hawkins to an exclusive recording contract. The first album from Hawkins is scheduled for release this summer. Pictured at the signing ceremony (l-r): Bill Haywood, vice president, black music marketing, PolyGram; David A. Braun, president and chief executive officer, PolyGram; Hawkins; Dwight McKee, Hawkins’ manager; Bob Lundvall, general manager, PolyGram; and Eileen Garnish, vice president, legal and business affairs, PolyGram.
Bee Gees Lead Pack As BMI Fetes Most Performed Songs

NEW YORK — BMI has honored the 131 writers and 93 publishers of the 97 most performed songs in its repertoire for 1980 with Citations of Achievement. The Bee Gees were the top writer-awardees, winners, with Barry and Robin Gibb taking four citations each and Maurice Gibb winning two. Their publishing firm, Photoglo Music Inc., was among the top three publisher-awardees with five citations, a total matched by Screen Gems-EMI Music Inc. and the Unichappell Group.

Special engraved glass plaques were presented to Graham Russel, APRA, writer, and Destall Reynolds Music, Careers Music Inc. and Riva Music Ltd. (PRS), publishers, of "Lost in Love," the single most performed song of 1980.

The awards were presented June 9 at Los Angeles' Beverly Wilshire Hotel by BMI GAO Suggestion Would Make CRT Part-Time Body

WASHINGTON — A recommendation that the Copyright Royalty Tribunal (CRT) be reconstituted into a part-time body was one of the highlights of a report by the General Accounting Office (GAO) presented last week to a House committee.

The report is the result of a nine-week investigation of the CRT made at the request of Rep. Robert M. Kastenmeier (D-Wis.), chairman of the copyright subcommittee. It was presented in a hearing before that subcommittee by Wilbur D. Campbell, deputy director of the GAO's accounting and financial management division.

GAO found that the commissioners were underutilized since they spent only 75 days in hearings in 1980 and expect to spend 66 days in hearings in 1981. Moreover, they will spend only 12 days in hearings in the following two years. Thus, GAO concluded, the workload is not full-time.

Besides recommending the CRT be made into a part-time commission, subject to the call of the Register of Copyrights, GAO suggested as alternatives: 1) reduce the number of commissioners from the present five to three; 2) restructure the CRT with a single full-time chairman and general counsel and a panel of part-time commissioners; 3) transfer CRT to the Department of Commerce; and 4) eliminate the CRT entirely.

Other recommendations called on Congress to amend the Copyright Act of 1976 to

Retailers Back CBS 'Exposed' Sampler With Aggressive Merchandising Ploys

by Michael Martinez

LOS ANGELES — Without benefit of radio airplay, CBS Records' "Exposed" LP, a two-record sampler of 22 songs by the company's new rock artists, is racking up impressive sales for retailers across the country.

Retailers contacted by Cash Box said the double album set, featuring 11 artists from Columbia and Epic/Portrait/Associated labels, has been selling well at the full list price of $2.98 on the strength of in-store airplay and the aggressive merchandising of the product throughout the stores.

Billied as "A Cheap Peek at Today's Provocative New Rock," the compilation features songs from albums by Loverboy (Columbia), Judas Priest (Columbia), Ellen Foley (Epic), Adam and the Ants (Epic), Steve Forbert (Nemperor), Ian Gomm (Stiff/Epic), Rosanne Cash (Columbia), The Romantics (Nemperor), Garland Jeffreys (Epic), Sorneys (Pavilion) and The Boomb Rats (Columbia).

"The idea was to give the kids on the street a cheap peek at some of our new rock 'n' roll," explained Greg Hamilton, Columbia product manager. "Our intention was to catch the reluctant kids on the street cheaply to expose some of our developing artists."

Broadcast radio has been serviced with either tapes or copies of the sampler, in the words of one program director. CBS promotional people have not paid much attention for airplay. Instead, it has been used as a means for radio to become more familiar with the music. For the broadcast director, if he found something he liked, it would probably be played by the artists' LPs.

Other merchandising ploys for the LP, added that "Exposed" has sparked various promotional ideas.

According to Joe Maita, one-stop

Bufman, Bogart Pact To Produce Broadway Play

LOS ANGELES — Boardwalk Entertainment Co. president Neil Bogart and the Capitol Records/RKO Broadway musical production unit have parted to produce a series of top entertainment projects oriented to theatre, TV, film and recordings.

The new team's initial project will be The First, a new two million dollar Joel Siegel/Martin Chain/Bogart production, based on the early days of the legendary Brooklyn Dodger Jackie Robinson. The production is scheduled to open July 1982 at the Martin Beck Theatre in New York.

Commenting on the new venture, Bogart, said, "I have always been drawn to highly visual performing artists who were capable of fantastic live musical theatre. That kind of spontaneous entertainment is becoming, in this age of cable TV and videodiscs, more precious than ever. The resurgence of Broadway is a cause for great optimism, and I'm proud to be part of it."

Peaches Creditor Committee To Be Announced Soon

by Michael Martinez

LOS ANGELES — Notices of appointment have been sent to the seven volunteers for a creditors committee in the Chapter XI proceeding involving the Los Angeles-based Peaches Records and Tapes web, according to Dave Hagan, spokesman for the U.S. Bankruptcy Office.

Hagan said that each prospective member of the creditors committee has been mailed the notice of appointment, a general list of creditors is expected within three to four weeks.

Attorney Joseph Eisenberg filed petitions for Chapter XI of the federal bankruptcy laws here in U.S. District Court June 1. While Hagan would not say what companies would comprise the creditors

Twentieth Century-Fox recording artist Jim Photoglo is finally lighting up the charts with his third album, 'Flame In Love With You,' and the album's same name has come on to the Cash Box pop LP chart at #188.

Photoglo, however, is no novice in the chart game, as the "We Were Meant To Be Lovers" single from last year's debut LP also went Top 40.

The two successful singles are credited to the Southern California singer/songwriter, but Photoglo's music is very much a joint effort. Brian Francis Neary is Photoglo's composing partner and producer, and the two have been a team since meeting up with each other at a Manhattan Beach club called Orville & Wilbur's in 1974.

Neary has also helped Photoglo as far as musical direction, guiding him toward more of a pop rock sound on "In Love With You." The new album's title and concept were carefully conceived by Photoglo and Neary.

"In Love With You," explained Neary, "is an album about being fooled by love, being fooled for love and being fooled in love.

The romantic sentiment is part and parcel of the sound and lyrics of the Photoglo/Neary team. And while much of the music on the new LP has a pop rock flavor, Photoglo insists that both men are dedicated to writing the perfect love song.

We pride ourselves on writing about the most intense feelings a person can go through, and we all can identify with losing it or winning it," says Photoglo.

Photoglo has captured both the adult contemporary and pop audiences with his versatile musical range on the two albums, and his recent chart successes show that the world is ready for yet another "incorable romantic."
SONY DIGITAL.
The equipment
more and more
pros are using
to mine for gold
and platinum.

If you've heard digital audio and the experience left you less
than bowled over, but you haven't yet heard Sony digital,
observe what happened when other leading professionals did.
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leader in the industry.

That's why the only way to judge Sony is through a personal
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On the West Coast, (213) 415-4900 or
Bill Summers

For MCA recording artist Bill Summers, "music is to the black American what oil is to the Arabs," a vast resource upon which cultural, political and economic identity can be built and preserved.

From this vast reservoir of black music, Summers with his band, Summers' Heat, has come up with a music amalgam aptly titled "Call It What You Want," which is #18 on the Cash Box Black Contemporary (B/C) Albums chart, with the title track #21 on the Cash Box B/C Singles chart.

The music on that album represents Summers' experiences in music from groundbreaking sets with Herbie Hancock and the Headhunters to myth-shattering engagements with artists like Country Joe McDonald. Indeed, Summers' percussion stylings have graced the work of such diverse artists as Lamont Dozier, McCoy Tyner, the Pointer Sisters, Sonny Rollins, Con Funk Shun and Phyllis Hyman.

Former members of his own band, Summers Heat, including keyboardist Rodney Franklin, bassist Freddie Washington and vocalist Carla Vaughn, have moved on to recording projects with other name artists or as soloists.

So for Summers, the claim of being eclectic could hold up upon examination. And if his eclectic approach to music can be attributed to anything, it would be his sensitive understanding of multi-ethnics forms. "My background is varied," explains Summers, "I’ve been a classical pianist; I've played windwinds. Percussion just emerged as an avenue to notoriety."

The depth of his perception in the use of percussion, an ingredient, a pivotal factor in any aggregation, was developed through his studies at the University of Connecticut. Summers' education was designed to study ethnomusicology there while student teaching led to the university granting the establishment of such a major. Several African musicians (joined him there where he learned from some of the most masterful African drummers. His understanding of African music and his affiliation with Hancock on the Headhunter projects earned Summers another prestigious opportunity — the chance to be lead percussionist on Quincy Jones' soundtrack for Roots, which earned him an Emmy award.

A personal music identity, however, began to emerge after Summers signed with Prestige Records in 1976, where he later released four LPs, which failed to bring him commercial success, but established the foundation for his multi-ethnics music excursions. "I needed to reach people through my music," he said. "I needed to be commercial without sacrificing creativity, without sacrificing anything," he continued.

Though currently on tour to support "Call It What You Want," Summers has his eye on developing a multi-ethnic school of the arts, for which he has already purchased 60 acres of land in Louisiana, 50 miles outside New Orleans.

According to Summers, "People need to replenish artistic energies. Test new ideas and to have a place that encourages such growth."

A

And now, some new tracks... The soundtrack to the smash summer's hit: Clash of the Titans. Over the U.S., audiences are whispering the exploits of Perseus, Zeus, Pegasus and more. In the fantasy film of the decade, bringing the wonders of Greek mythology to life is the technical wizardry of animator Ray Harryhausen (17th Voyage of Sinbad), and the awe-inspiring score by Laurence Rosenthal conducting the London Symphony Orchestra.

The soundtrack to Clash of the Titans captures all the magic of the film and more. Close your eyes...and relive each magnificent scene. The capture of Pegasus, the winged horse. The titanic battle with Calipso, Lord of the Marsh. The wakening of the hideous Kraken, and the titanic elephant battle of the constellations, narrated by Laurence Olivier.

Music from Clash of the Titans. The only soundtrack that matters. On Columbia Records and Tapes.

Music from The Original Motion Picture Soundtrack

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Music From The Original Motion Picture Soundtrack/Music By Laurence Rosenthal Conducted by The London Symphony Orchestra. "Columbia" is a trademark of CBS Inc. © 1981 CBS Inc.
Major Cutbacks At 20th Fox Label

LOS ANGELES — Following the recent acquisition of 20th Century-Fox Film Corp. by Denver oil baron Marvin Davis, 20th Century Fox Records has made employee reductions and moved toward independent promotion for the remainder of the year.

According to a spokesman for the label, the company plans to slim down its payroll. The cuts have come in the form of layoffs and terminations. Those recently dismissed from the label include Bunny Sheats, who served as president of R&B promotion, Mort Weinert, vice president of sales, merchandising and international operations, David Parks, vice president of pop promotion, and Dee Tfarm, publisher and marketing assistant to Paula Jeffries, A&R manager. Eight staffers remain on the label's payroll.

Label president Neil Portnow will be more actively involved in A&R functions under the restructuring; while Donnie Brooks, who served as the label's director of R&B promotion, will now direct all promotion activity for 20th.

Additionally, Dave Parks has been appointed independent promotion consultant for the remainder of the year. Parks, while not an employee of 20th, will work closely with VP of R&B promotion John Betancourt.

The relationship between 20th and RCA Records remains complex, according to the label spokesman. He said that discussions about future relationships between the companies are currently in progress, but that a final disposition on the label's connection may not be reached for another six months.

GAO Recommends CRT Become Part-Time Body

(continued from page 6)

require the CRT to distribute all royalty payments to record companies within 45 days of each quarter. Failure to do so results in statutory license payments to record companies instead of direct payments, according to the GAO report.

The GAO said that if there were any such a compulsory license, the commissions should be familiar in some degree with the field.

Committee declined to offer an opinion on whether the copyright law should contain provisions for compulsory licenses (the basis for the need for CRT). That is up to Congress to decide, said the report during the questioning period. Kastenmeir observed that he assumed there would continue to be compulsory licenses of some sort. Thus, he said, the need for CRT would continue. Rep. M. Caldera Butler (R-Va.) expressed strong reservations about the idea of part-time commissioners. Too much money is at stake, he said.

Peaches Creditors

(committee until each member had signed off on the final document. The petition, filed in federal court did list Peaches' major creditors.

The top five creditors include CBS Records, Warner Bros. Records, RCA Records, Capitol Records and PolyGram Dist. Inc. Also listed as creditors are Creative Artists and Creative Artists Promotions, Inc. After the notices of appointment are signed and returned, the committee will recommend Peaches to become a bankruptcy trustee. According to Hagan, who said that the committee could hire counsel, accountants or experts to determine whether it is necessary in developing a solution to Peaches and Neheh Distributing, Inc.'s claim.

G.M. Music Adds Four Songwriters To Staff

NEW YORK — G.M. Music Inc. (ASCAP), the publishing division of American Worldwide Sounds & Music Inc., has signed George Flame, Bob Ferguson, Norbert Soley and Carlos Alomar as staff songwriters.

In addition to their writing, Flame is the head of the music division and Ferguson has been named as executive vice president. He has composed material for Gloria Gaynor.

Norbert Soley has written for such artists as Joe Jackson, The Isley Brothers, Ray Charles, Gloria Gaynor and George Clinton. Ferguson has written for such artists as Gloria Gaynor, Chic, The Isley Brothers, Leon Russell, Otis Redding and Marsha Warfield.

Erect Plans To Build New 24-Track Studio

LOS ANGELES — Erect Records in Merriville, Ind., will soon begin construction of a new 24-track studio.

The construction of the studio, named Sobel Mark for its founder by Studio Supply, which has offices in Miami, Nashville and Chicago. Providing acoustic consulting for the studio was Jimmy Carter, who has designed studios for such recording artists as Barbra Streisand, Leonard Cohen, Barbra Streisand and Barbra Streisand. The studio, $1 million in cost, is expected to be completed in 10 to 12 weeks.

EXECUTIVES ON THE MOVE

Pudlow To Erect — Erect Records has appointed Van Pudlow vice president of promotion for Erect. He will handle all promotional activities for albums and singles released on Erect Records.

Wilcox Appointed At CBS — Ronald C. Wilcox has been appointed an attorney in the Records section of the CBS Law Department. Prior to joining CBS, Wilcox was associated with the law firm of Parker & Marks. In his new post, he will be responsible for his previous duties as national sales advertising director, plus the day-to-day activities of all E.A product, in coordination with WE and E.A's field staff. He continues to be based at E.A's Los Angeles office. Cline joined E.A in February 1977 as senior publicist for the Los Angeles branch of the label. He was appointed vice president of national sales, and was subsequently named vice president of national sales and was promoted to senior vice president of national sales.

Vickers Hired At A&M — Records has announced the appointment of Tom Vickers as vice president of A&R. Prior to joining A&M, Vickers was director of information for George Clinton's production company, Thang, Inc.

Changes At WASEC — Larry Kaufman has been promoted from senior research analyst to manager of program research. He was appointed assistant for The Movie Channel. He continues to be based at E.A's Los Angeles office. Cline joined E.A in February 1977 as senior publicist for the Los Angeles branch of the label. He was appointed vice president of national sales, and was subsequently named vice president of national sales.

G.A.M. Elects Fuentelanla Pres.

NEW YORK — Victor M. Fuentenalde has been elected to a second term as president of the National Music Council. Fuentenalde is also international president of the American Federation of Musicians (AFM) of the United States and Canada.

In accepting the position, Fuentenalde pledged to "encourage the realization of the Council's potential in a changing environment for the arts, and to engage member organizations in new endeavors for the promotion, encouragement and understanding of music."

The council's membership is drawn from over 60 music organizations, including AFM, ASCAP and the RIAA.

W.E.A. Cleveland Moves

LOS ANGELES — The W.E.A. Cleveland regional branch has relocated its sales offices and warehouse to 4567 Willow Parkway, Cuyahoga Heights, Ohio 44125. The telephone number remains as 216-724-3681. The new facility is 70,000 square feet, compared with the previous 35,000 square feet.

Marucci Heads Marco

LOS ANGELES — Mat Marucci, drummer and composer, has assumed ownership and control of Marco Records, a Los Angeles-based jazz label. Marucci has had two previous albums on the Marco label, "Woo Do Voo Do" and "Leline," with a third scheduled for September release.
NEW AND DEVELOPING ARTISTS

JOHN O'BANION (Elektra E-47163)


With a Top 30 single already under his belt, O'Banion is looking to begin creating a strong album with this follow-up. When the Kerner, ind. native hits those high notes against the rippling rhythm, comparisons to other heartland rockers such as Kansas are inevitable. The swirling keyboards, crunchy riffs and meaty bass are the stuff AOR is made of.

YARBROUGH & PEOPLES (Mercury 76111)

Third Degree (3:59) (Total "X" Publishing Co. — ASCAP) (D. Ellis, J. Hendryx)

Peryk and uptempo, the latest from the duo that hit with the crossover sleeper “Don’t Stop The Music” is as delightfully buoyant a dance single as you’re likely to hear this year. Cavin and Alisa each take a solo turn at the mike and join on the jumpy chorus, while handclaps and keyboards move the groove.

THE GO-GO’S (I.R.S. IR 9901)

Our Lips Are Sealed (2:45) (Go Town Music/Plangent Visions Ltd. — Copyright controlled) (J. Weidlin, T. Hall) (Producer: R. Gottheiter)

On the strength of the alternative radio play given to its Stiff import single “We Got The Beat,” A.L.A.’s Go-Go’s has gained a reputation as the new girl group most likely to succeed. Now the first single from the forthcoming “Beauty And The Beat” LP fulfills the promise with a pop punch.

POINT BLANK (MCA MCA-51132)

Nicole (3:45) (Hamstein Music Co. — BMI) (B. Keith, M. Hamilton, B. Gruen, B. Randolph, R. Burns, K. Davis) (Producer: B. Ham)

The gritty fuzz guitar that runs throughout the second single from the “American Excess” LP has a ZZ Top feel that will surely please Point Blank’s hard-core Texas rock fans. However, new lead singer Bubba Keith’s vocals offer a sharp, pop counterpart that could bring Top 40 accep-
tance.

TUBES (Capitol 5007)

Don’t Want To Wait Anymore (3:50) (Pseudo Songs/Irv-ing Music Inc./ Foster Frees Music Inc./Boone’s Tunes — BMI) (Tubes, Foster) (Producer: D. Foster)

Although this spit-polished and ultra-produced ballad, courtesy of David Foster, may seem like a radical departure for the White Punks on Dope, the band, in fact, cut a similar track on the “Remote Control” LP called “I Don’t Understand.”

TANYA TUCKER (MCA MCA-51131)

Should I Do It (3:00) (Unichappell Music Inc./Walt Hill Music/Music Group — BMI) (L. Martine, Jr.) (Producer: G. Klein)

Take the girl group classic “Mr. Postman,” add a honky tonk piano and a brief pop-doo-wop bit and you’ve got the first single from Tucker’s upcoming July LP release.

MEL CARTER (Cream CRE 8143)


The sensuous sax of Michael Brecker provides the perfect intro to Carter’s jazzy MOR cover of a Kenny Loggins-Richard Page tune. Match this one with A/C/B/C stations.

DYNASTY (Solar S-47932)


The vibrant polyrhythms behind the Dynasty trio, combined with punchy horn blasts, make this a stellar dancer that could well top “Your Piece Of The Rock.” Expect heavy B/C activity.

EDDIE KENDRICKS (Atlantic 3796)

(Oh I) Need Your Lovin’ (4:06) (Stone Diamond Music and Imperial Platinum Music, Inc. — BMI) (B. Holland, B. Holland) (Producers: R. Richards, J. Sandlin)

Kendricks’ distinctive tenor, well-known from his days in The Temptos and ’70s solo works, bums like smoldering coals on this sultry R&B outing from the “Love Keys” LP.

HITS OUT OF THE BOX

RONNIE MILSAP (RCA PB-12564)

(There’s) No Gettin’ Over Me (3:15) (Rick Hall Music Inc. — ASCAP) (T. Brasfield, W. Aldridge) (Producers: R. Mil- sap, T. Collins)

If any country act has been destined for crossover success, it’s Milsap. With such mass appeal touches as a bright sax, polished production and arrangements, this could well be the ticket.

MATERIAL with NONA HENDRYX (Island/ZE US 49741)

Busting Out (3:40) (Ctri Cri Music, adm. in the U.S. and Canada by Island Music) (B. Lasswell, M. Beinhorn, F. Maher, N. Hendryx, R. Drayton) (Producers: Material)

Former Labelle member Hendryx joins the three-man N.Y. band for a dance-oriented exercise in Eurodisco cum rock. A sturdy beat backs the metal guitar workout and electronics on this cut from the compilation LP “Seize The Beat (Dance ZE Dance).”

JOHN BATORD (20th Century-Fox TC-2497)

Be My Baby (3:10) (Mother Bertha Music/Trio Music — BMI) (Spector, Greenwich, Barry) (Producers: M. Stewart, J. Batord)

After laboring for years in Batordon and Rodney, the former strikes out with an echo-laced cover of the well-worn Ronettes classic.

DURAN DURAN (Harvest 5017V)


Another English New Romantic import, Duran Duran’s former U.K. hit doesn’t sound an awful lot different than any of its Britz brethren. If you’ve heard Visage’s “Fade To Grey,” you get the picture. Synth rock, with a disco beat.

BUCKS FIZZ (RCA PB-12242)


1981 Eurovision Song Contest winners Bucks Fizz come on with all the part pop style of role models ABBA on this bright ‘50s-meet-’80s number.

REX SMITH/RACHEL SWEET (Columbia 18-22169)

Everlastin’ Love (3:29) (Rising Sons Music — BMI) (B. Cason, M. Gayden) (Producer: R. Cher-toff)

The voice and image of former teen idol Smith have matured since his stint with the Broadway cast of "The Pirates of Penzance and it shows on this duet with the plucky young Sweet. A cover of the Top 20 hit for Robert Knight, in 1967, and Carl Carlton in 1974, it’s faithful and upbeat.

SQUEEZE (A&M 2345)

Tempted (3:53) (Illegal Songs, Inc. — BMI) (G. Tibbrook, C. Difford) (Producers: R. Behrchan, E. Costello)

Master contempo pop craftsmen Glenn Tibbrook and Chris Difford add a blue-eyed soul twist to the latest offering from Squeeze, mixing an Al Kooper-period Blood, Sweat & Tears type sound with a decidedly R&B-tinged midtempo rhythm.

KLEER (Atlantic 3823)

Running Back To You (3:30) (Alex Music/Sourhus Music — ASCAP) (W. Cunningham) (Producers: D. King, Kleer)

This slab of sinyewy R&B is heavily percussive in nature, from the sparse keyboard stats to the polyrhythmic buildup at the close. Little wonder, though, considering Kleer drummer Woody Cunningham penned the tune. Percussionist Paul Crudupfield maintains a high profile on this jazzzy dancer for B/C.

HOLLY STANTON (War Bride WB45-1)

Just A Little (2:40) (Clears Music — BMI) (Eliot, Durand) (Producer: J. Rewind)

Had Chrissie Hynde, Rachel Sweet and Pat Benatar come out a little later, they might’ve been compared to San Francisco’s Stanton. Her sultry, aggressive and quite tuneful vocals on this Beau Brummels (another S.F. act) cover combine the best elements of all three of the aforementioned singers. And the backing here, particularly the layered guitars, are made to order for AOR.

COMMODORES (Motown M 1514F)

Lady (You Bring Me Up) (3:54) (Jobete Music Co., Inc./Commodores Entertainment Publishing Corp. — ASCAP) (W. King, H. Hudson, S. King) (Producers: J.A. Carmichael, Commodores)

CARPENTERS (A&M 2344)


JANIS IAN (Columbia 18-02176)


SPINNERS (Atlantic 3827)

Co-ops Help Indie Retailers
continued from page 1
ads, advertising group composed of retailers who regularly buy from them, as in the case of Stratford Distributors and its Black Ad
vertising Associated Dealers (BAAD) Records group of stores; or, in the case of Ted's One Stop, a subgroup is actually setting up dealers in business, who then participate in co-op buying and advertising.

Philadelphia's IRPA was started two years ago, accord. Co-founder Bruce R. (R.) b. December 18, 1967, comes from Philadelphia's IRPA, a group of stores that recently set up a co-op buying syndicate.

With 15 area retailers involved, IRPA began buying selected titles in quantity from an area one-stop about half a year ago, and by doing so, according to Web, IRPA was able to trim 69 cents to 79 cents off the price of each LP purchased, and receive some advertising support in store materials. Recently, he said, the co-op had begun dealing directly with Capitol Records. At the recent BMA Convention, IRPA approached other labels about direct buying, but it has not gotten response from any of them as yet, Webb said.

We feel that the inability of the small, independent retailer to compete in today's market makes cooperative ventures like this necessary, "if we are to survive," said a source.

New York's BAAD Records co-op was in- itiated not by a group of retailers but by a local one-stop, Stratford Distributors, whose owner, Allen Silverman, conceived the idea and presented it to a number of stores he felt would be helped by a co-op. Starting in October 1980 and now boasting a 15 store membership, the co-op has worked out extremely well for all concerned, according to Bernstein in, marketing and advertising coordinator for Stratford. And, according to Ray Espinosa, general manager of the company, there is currently a waiting list of stores trying to get into the BAAD group.

Manufacturers Respond
To get BAAD off the ground, Stratford first contacted major manufacturers with its proposal and indicated that by offering a bulk price and advertising support for BAAD, everybody's volume stood to in- crease. The manufacturers responded with increased advertising support that helped generate excitement about the co-op. By pooling together monthly advertising fees of about $25 from each store, BAAD members have been able to pay for cooperative ads bought with manufacturers on both local radio and print media.

According to Espinosa, the BAAD stores have thus far benefited from "better all around promotion support in the form of increased in-store materials, in-store contests run in association with the manufacturers, for which the manufacturers supply all materials, and the fact that they can now offer the same price as a big chain while still providing more personal service." Espinosa estimates the savings for the store at approximately $50 cents per LP.

As for Stratford, Bernstein says the one-stop acts as a link between the stores and the manufacturers and that its own business has increased as a result of the co-op. Stratford also offers the BAAD stores special services such as signs identifying the stores as members of the co-op, and a mention in at least one ad per week, either at the bottom of a print ad or on the radio.

A third type of "cooperative" is what Hud- son, owner of Ted's One-Stop in St. Louis, who developed the concept, calls "owner- operated" stores. Hudson, who had been involved in a retailer's co-op of 10 to 12

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EAST COASTINGS

THIS MUSIC OF BUSINESS — While any number of names have been tossed in the ring to succeed Burke Lundwall as CBS Records Division president, the most prevalent talk at Black Box has COCO Dick Asher imploving the postion and assuming greater control of the label's affairs. Another possibility is that the senior VP post, last held by Jack Craig, will be reactivated. ... A Daily News profile of PolyGram's CEO, Daniel Gutman, implies that if the Sony-PolyGram merge happens, Gutman will likely get to share the top position. ... Lon Braun said he would prioritize reorganizing a situation that sees "big name singers who write songs and get almost 50% of the wholesale price of an album..." ... Look for Morris Levy to come out of retirement; the legendary island record label head has launched QuickSilverRecords, an MOR-type mide to go through indies... CBS has signed a combination produc- tion-distribution deal with Mike Stewart... Look for the WEA International label to go through the Atlantic system... Atlantic will revive its commercial release of 12" singles... HERE NOW THE SHMOOZ — The influence of the Talking Heads funk experiment appears to have been far- reaching; there are strong possibilities that black musicians will accompany both Blondie and the Rolling Stones on projected upcoming tours. Word from the Blondie camp has a possible early fall tour, with the group accompanied by Deborah Harry's producers, Bernard Edwards and Nile Rodgers of Chic, while Mick Jagger has possibilities with the Heads' para- bassist Banta Jones. The Stones situation is still tenuous. ... The first single from the Paul Simon/Kenny G recording "St. Peter's Chili" will be out soon... THE REVOLVING DOOR — Dance music activity in this town continues its dizzying pace. The latest entry into the fray is Youthsanity, on 11th and 28th. Initial ads for the club are done up in kidchic style, and musical emphasis, so far, is on the progressively rhythmic street-level acts indigenous to the 99 Records roster. But, what really matters is not so much opening a club, but keeping it profitable in the face of "hit' n' heavy com- petition. So, such, "mobile," flexible policies seem to be the upshot. The Peppermint Lounge, for example, now opens its doors at the unusually early hours of 8:00 p.m. on Monday, Wednesday, Thursday and Sunday, and extends free admission until 11:00 p.m. on those days. The club is trying to get set aside the few Wednesdays as women's nights, and begins this week with Carol McDonald, formerly of the all-women group Isla... New York New York, a disco-disco, has instituted a four-part Latin in Manhattan series of club days. The next three shows (June 10, 17 and 24) will feature Machito, Eddie Palmieri, and the Salsa. This club has started experimenting with rock perhaps the two most striking contrasts in the new mobility are the production companies of Club 57 and Jim Fournett's 57's Kathy Gallagher and Chris Gramske have announced an "open- door" policy to outside promoters for their Irving Plaza venue on week day nights. Fournett, conversely, is subor- dinating his latest venue, the Under- ground, to a free-floating "Modern Classic" format — based significantly on the London Blitz Kids movement — that will allow him to take his show, if need be, to other venues. But unlike the fashion show atmosphere that the media has portrayed the London experience for Fourie, is keeping good living music central to the experience. We were knocked out by his presentation of the obscure rocker Kevin Coyne. As a British import, Coyne tried to open the rock club scene news sees the Leber-Krebs team landing on their soft cat's paws. A spokesperson says they may have a new venue ready "within a week" of the closing of Private's. Rumors has the duo looking at both the Anderson Theatre and CBGB this week. A local development has a new downtown club, The Before Club, going one better than the Peel. It'll open at 6:00 pm and in an ingratiating move that sacrifices chic for originality, it'll close at 11:00. THE LAST DANCE — Starting next week, we're pleased to announce that this column will be the focus of a dance music 12"" music chart. The chart will feature a top ten, a top breakthrough and will include nine additional breakthroughs. What we hope will validate our chart's preeminent credibility in the field will be its research based entirely on local sales.
HITS OUT OF THE BOX

REVIEW

SOME DAYS ARE DIAMONDS — John Denver — RCA AFL-4055 — Producer: Larry Butler — List: 8.98 — Bar Coded

His Rocky Mountain Highness is back and armed with one of his best albums in years. Produced by Larry Butler and recorded in Nashville, the album recalls the freshness and simplicity of "Country Road," while retaining the soft staccato Denver spirituality that has carried over the years. The album, with its country/pop flavor, is as appealing as Denver's boy-next-door good looks. Choice cuts include "Till You Opened My Eyes," "Easy On Your Street" and Michael Murphy's classic, "Boy From The Country. This is a strong return for Denver, and country, A/C and pop programmers shouldn't hesitate to go on it.

SEASON OF GLASS — Yoko Ono — Geffen GHS 2004 — Producers: Phil Spector and Yoko Ono — List: 8.98

In many ways, "Season Of Glass" is Yoko Ono's healing album. It's a simple, personal record that has the weight of John Lenon's expect a massive directional change after the "Close To You" days, through. Richard Carpenter's production is clean and modern, but the duo's strength remains its sparkling, floating harmonies and their ability to keep the listener's attention. Richard and Yoko's material here should fare well with adult contemporary and pop programmers considering the current American fervor for middle of the road acts.

RESTLESS EYES — Janis Ian — Columbia FC 37360 — Producer: Gary Klein — List: None — Bar Coded

Ian returns to the mellow, folk-oriented sound of her "At Seventeen" era with "Restless Eyes." She has penned most of the material to be performed on a lone acoustic piano or guitar, but a pastel of the finest studio men in pop enhance her ever so personal lyrics and whispering vocals. Ian has kept the musical framework on this album simple in order to weave her honest tone convincingly about love lost and gained. Top cuts on this return to form are "Under The Covers," "Restless Eyes" and "Bigger Than Real."

SAILS OF SILVER — Steelye Span — Takoma TAK 7097 — Producer: Gus Dodgeon — List: 8.98 — Bar Coded

You would think the English folk scene of yesteryear is still alive and well to hear this album. Yes, Steelye Span has reunited for this new LP, and its mixture of traditional English folk and rock is reminiscent of the "All Around My Hat" era. Maddy Prior's pretty-as-an-English-garden vocals and John Knight's violin are more spirited than ever on this album. The sextet has held onto the feel of years gone by, while updating its sound for the '80s, and the combination is irresistible.


Peters international has re-issued the much celebrated LP by Africa's queen of song because there has been a renewed interest in such Makeba classics as "The Click Song" and "Mmbue." The 14-song collection features the internationally known scatstress rendering the songs of the Xosa, Zulu and Swazi, and it's truly a package of the dark continent's most popular folk songs.


The Pointer's have garnered hits from several records recently, but this time around the classy trio should fare well with a new modern, adult contemporary sound. Richard Perry's glossy, full production style is perfectly suited to the threesome's soulful but well contained style. "Slow Hand," an acquired over- themed ballad is a nice follow-up last year's smash, "He's So Shy." The Pointers touch on '60s girl group, R&B, country, pop, and straight ahead pop but manage to render them in a style that should appeal to the upper demographics. Best cuts on this high polished, adult appeal record are "Take My Heart," "Sweet Lover Man" and "What A Surprise."

NEW AND DEVELOPING ARTISTS

ICE HOUSE — Chrysalis CHR 1350 — Producers: Cameron Allan and Iva Davies — List: 8.98 — Bar Coded

This Australian quartet is perhaps the first notable art-rock band to emerge from the land Down Under since Split Enz kicked off that country's pop renaissance. The "Slyer" change it's name from Flowers to Ice House and pump up the production (thanks to Ed E. Thacker) a little before it could have this LP released in the states. Fans of Ultravox, Pink Floyd, and Bowie should enjoy this unique synth/guitar rock band's hybrid sound.

ROUND TWO — Johnny Van Zant Band — Polydor PD-1-6322 — Producer: Kevin Elson — List: 8.98

If the music on this album has a little of the flavor of Ronnie Van Zant's Lyndy Skynrd or Donnie Van Zant's. '68 Special that's because it's the blood. Younger brother Johnny and his band step up to the plate with the album and its second offering "Round Two." The foursome can play rowdy southern rock but for the most part they marry clean Brit rock influences with good old Stateside mainstream and it comes off winningly.

SHADDUP YOU FACE — Joe Dolce — MCA MCA-5211 — Producers: Joe Dolce and Ian McKenzie — List: 8.98

This Italian by way of Australia came up with one of the novelty hits of the year with the riotous and offensive "Shaddup You Face." And while most of the material on the LP has a certain whimsical quality, songs like the reflective ballad "Return" and the anthem-like "Boat People" are serious songs and should catch a lot of people. Dolce proves that he is more than just a funnyman on his debut for MCA. Mirth seekers will also enjoy "Ain't No Woman Gonna Catch My Diesel."

HOLDING OUT MY LOVE TO YOU — Max Romeo — Shanachie 43002 — Producers: Keith Richards, Geoffrey Chung and Earl Chin — List: 7.98

Both reggae and rock fans should enjoy the latest offering from this tiny New Jersey-based label, as it features Jamaican Max Romeo and the usual Kingston superstars — Robbie, Sly, Earl "Chinna," etc. — and an extra added bonus: Rolling Stones Keith Richards cuts loose with guitar throughout the album and helps with production as well. Romeo has a pop reggae style with elements of R&B and rock blended into his Jamaican rhythms.

HERE COMES THE NIGHT — David Johansen — Blue Sky FZ 36598 — Producer: Barry Mann — List: None — Bar Coded

The pride of Staten Island returns with his third Epic LP and it's a honey. David Jo tried too many diverse styles last time out, and it simply spread his talent too thin. But now he's back and rocking with a vengeance. Much of the material harkens back to his gem of a debut album and even the wild and woolly New York Dolls days. The album begins with the first cut, "The Night," a coun- seling "She Loves Strangers" and the heart wrenching ballad "Heart Of Gold" should reaffirm Johansen's status as one of rock's top front men.

DANNY JOE BROWN AND THE DANNY JOE BROWN BAND — Epic ARE 37385 — Producer: Glyn Johns — List: None — Bar Coded

It sounds like a Molly Hatchet album that's because it's the product of ex-Hatchet lead singer Danny Joe Brown and his contingent. Those who like Southern rock 'n' roll deep fried, whiskey soaked and liberally spiced with hot slide and triple guitar boogie will revel in this collection of garnet stompers. Brown's guitar- wall has never been in finer form and the album as a whole embodies the loudest and proudest elements of Allman Brothers, Johnny Winter, Lynyrd Skynyr and the Outlaws.
David Sanborn: Session Ace Scores Pop Hit With ‘Voyeur’

(continued from page 8)

(1967), and through a mutual friend the sax man weighed in on the possibility of a date with Sanborn as brass was being introduced to The Butlerfield Blues Band’s sound. Four years of touring followed.

When the Butterfield days ended, Sanborn settled in Woodstock, N.Y. And after a short stint on welfare he began to acquire session dates through the help of Butterfield- manager Albert Grossman. Sanborn’s sensuous alto was recruited for studio dates with Stevie Wonder, Al Green, the late James Brown, Phoebe Snow and the Brecker Brothers.

Bowies Fame

But Sanborn didn’t achieve national acclaim until his hot and nasty sax lines—complete with Cooper time cube induced slap affect—were heard on David Bowie’s “Young Americans” and “Diamond Dogs” albums and subsequent tours.

This note could stand as the fusion craze hit pop music, and by 1975 Sanborn found himself with an album released on Warner Bros. and Taking Five. His R&B jazz inflected and emotional style were improved on two rhythm-follow-up releases, “Sanborn” and “Promise Me The Moon.”

The year 1978 yielded one of Sanborn’s finest releases, the stunningly romantic “Heart Alone.” The album showed his maturation as a player and allowed him to play with the top flight session men — Mike Mainieri, Tony Levin, Don Grondahl, Steve Gadd and David Spinolo — he’s always loved and respected.

Final Lineup Set

For 3rd Playboy Jazz Festival

LOS ANGELES — The final lineup for the third annual Playboy Jazz Festival here at the Hollywood Bowl June 20-21 has been set. The festival will be held at the bowl from 2:30-11 p.m. on each day.

On Saturday, June 20, the lineup will consist of the Cal State University of Long Beach Jazz Band; Maiden Voyage; Richie Cole with Alto Madness; a jam session with Terry Gazzo, Joe Bonamassa, Benny Golson, John LaTurquette, and Ross Tompkins; the Don Pullen/George Adams Quartet; Woody Herman’s big band; The Manhattan Jazz Band; Stan Getz Quartet; Herbie Hancock quartet; Count Basie and his Orchestra; Joe Williams accompanied by the Count Basie Orchestra; and special guests, The Crusaders.

The Mesa Community College Jazz Band, Ensemble I opens up the festivities during the Sunday, June 21 sessions. Rounding out the day’s lineup are Vi Red and Friends; Earl Hugh; Art Blakley and the Jazz Messengers; special guests Weather Report; the Playboy Jazz Festival All-Stars featuring Dizzy Gillespie, Willie Bobo, Ray Brown, James Moody, Bernard Purdie and LaShiri; the George Shearing Duo; Mel Torme, and a final performance by Count Basie and his Orchestra.

Comedian Flip Wilson will serve as master of ceremonies during each day of the event.

During the week preceding the two-day festival, a three-hour community of Los Angeles County will be held. A mini-festival will be held at Rancho Cienega Park, co-sponsored by Los Angeles City, and Senior Citizens Council Concert with the Peruvian and Colombo bands in a free program presented by Watts Labor Action Council. During the month preceding the festival, the Playboy Jazz Festival All-Stars conducted by Nelson Riddle, which resulted in the Cal State University Long Beach Jazz Band and the Mesa Community College Jazz Band, Ensemble I being added to the regular festival lineup.

WESTWORDS — Geffen Records has signed a 14-year-old R&B/reggae whiz kid from Jamaica called Junior Tucker. He’s recorded many tracks at Bob Marley’s famous Tuff Gong Studio, but Geffen will be flying him down to Los Angeles to work on a fresh LP with Ray Parker Jr. producing. We heard two of the album’s possible tracks and they were stunning, with Tucker sounding akin to a Caribbean Michael Jackson. He says Geffen only signed him because of the 1986 film Heavy Metal is shaping up as quite a double LP. Not only does the album contain fresh material from the world’s top hard rockers, but a reunion song by Grand Funk and Dead Kennedys is rumored to be included. Tucker is backed by Donald Fagen (“True Companion”) and Eagle Don Felder ("All Of You”) and “Taking A Ride (On Heavy Metal)” are other points of interest on this late summer release. The soundtrack features the Honolulu FOUR, Tinsley Ford and the Bells in the finishing phase. Beat poet/-AmLit Tom Waits has written eight new songs, plus incidental music for the film. And surprise of surprises, two of the songs, “Old Boyfriends” and “Junkyard Dogs” are duets with Crystal Gayle.

MISSING THE POINT

The 9th Annual New York Film Expo June 6 & 7 at Beverly Hills High School was, once again, a well-presented affair that allowed the amateur songwriter’s of Southern California to rub elbows with successful industry veterans as well as record contract commitments. Unfortunately, the student clientele was attendance down from last year, but the students seemed to be more concerned with getting right down to the mechanics of the hit than in 1980, and that’s why Jack Segal’s “The Song Form — The Whole And Its Parts” and “The Hit Lyricist Panel,” featuring Allee Willis, Dino Fekaris and Cynthia Wells were so apt and informative. But all was not well with this year’s two-day seminar. Some of the classes that we attended were well intentioned, but misguided. A lecture on the recording equipment off the ground because the instructor never got beyond talking about his background. An A&R panel that had the potential to me most enlightening, and failed to get to the heart of the matter by failing to address the non-pro artist. And while Geffen was promoting its latest Children’s Board and A&R vice president Gary La Mel did play musical samples of recorders, the fact that he was poorly chaired and ended up in a rambling shambles of an A&R discussion. As presented. So Continuous. So Evaluation By Publishers’ seminar feature was the hot ticket. Fledging songwriters were allowed to rummage through the rooms to have their songs critiqued and to find out what publishers were looking for. But at least one of the evaluators seemed to have a critical edge that didn’t seem to realize that he was discouraging people from the business with his crude and offensive manner. All in all, however, the weekend event was well-paced, informative and intelligently formatted. Congratulations are in order for Expo organizers John Braheny, Len Chandler and the staff of The Los Angeles Songwriters Showcase for presenting this much-needed service for the people of L.A.

GERMIDGE — Darby Crash, the late, great father of L.A.’s most publicized no wave scene, belonged to that group of “live fast, die young” hellions who has become more famous after his death than before. Darby (using yet another pseudonym) as Bobby Pin was the premier punk prince of L.A.’s slam dance/destruction crowd as leader of the Germs. And now he’s the subject of a legal hassle. Bomp Records has decided that it will distribute Mowhawk Records’ “Germicide” album, a live chronicling of the Germs’ very first performance at the Whisky in 1977. The album’s cover had to be a version for those who had helped assemble The Decline Of Western Civilization. Bomp’s announcement has caused quite a legal brouhaha with Slash Records, which was recording an album, featuring the final performance, was forced to terminate the year. Court battle or not, the first 3,000 pressings of “Germicide” will be numbered for collectors and sold in blank covers.

QUOTE OF THE WEEK — This week’s quote comes from Ian Copeland, president of booking agency F.B.I., who recently booked British acts XTC and Jools Holland into a two-night stand at venues in the unique location of Carracas, Venezuela. When asked why overighting crowds of 3,000 and 5,000 showed up to see such relatively new bands in such an isolated spot, Copeland replied, “The Venezuelans are hipper than you think. Two of their exports put them in touch with modern society... oil and drugs.”

FOR BEATLAMERICANS — We thoroughly enjoyed the multi-media experience that was Beatlemania when the troupe came to Los Angeles last month. And now we hope that the American Cinema film, due for nationwide release Aug. 7, can live up to its predecessor. The Landau/Leber-Krebs produced, Joseph Manduke directed movie attempts to integrate the most famous performers (performed live by four actor-musicians, with several thousand multi-visual images to form a multimedia collage of the 60’s. Historical footage, pop art, slides and other graphic images are used as a backdrop to the songs. Among the performers are Steve Ruben, John Castelli, David Leon and Tom Teeley. Principal photography for this stage property translated to film was accomplished in four days. The bulk of the work was relegated to post production and special effects. At least 100 multi-visual images together with concert footage. Synching the visuals to the Lennon/McCartney-written soundtrack helped to complicate the process even more because of the crucial importance of timing. But all in all, like the real thing, this creation will have its effect on person (teenage) and a decade overloaded with revolutionary political, social and cultural upheaval, it gives form and turns it into an everlasting evening.

THE MEETING — The Conference will hold its next meeting at The Sportsman’s Lodge in North Hollywood on June 23. The theme of the evening will be “The Producer’s View of Today’s Recording Industry.” A guest panel featuring Chris Bond, Michael Lloyd and Michael O’Malair will discuss this interesting outlook.

PETTY PANIC — When Tom Petty aggravated his tendinitis-riddled knee while frolicking on a trampoline a few weeks back, promoters around the country were worried that he’d simply be “spotted” as only one of the casual cases. The tour was postponed only two weeks, and he’ll be able to make up all the dates except three, Athens and Cincinnati, Ohio, and Rockford, Ill.
First Cotati Jazz Festival Slated For June 27-28

LOS ANGELES — The first ever Cotati Jazz Festival will be held June 27-28 in the Northern California city's various clubs and restaurants. Jointly sponsored by the City of Cotati and the Sonoma County Jazz Society, the festival will feature such top flight jazz talent as The Bobby Huttoners on Quartet, The Eddie Duran Sextet, The Larry Vuckovich Quintet, Quintessence and The Gary Digman Quartet.

Proceeds from the "chamber jazz" event will go to the construction of a wheel chair accessible to City Hall and other aid to the handicapped of Cotati.

"Small cities are in a financial bind these days," said festival coordinator and Cotati Mayor Tamara Davis. "Special concerts like this one we've planned can aid municipal treasuries."

The two-day fest's basic format is the placement of jazz talents — solo performers, quartets and quintets in Cotati downtown clubs such as Inn of the Beginning, Cotati Saloon and Sauce's of Cotati. For more information call (707) 795-5451.

WILLIE NELSON
GREEK THEATRE, L.A. — One of the most prominent performances of today's country/rock boom, Columbia recording artist Willie Nelson came through beautifully on his opening night show here at the Greek. One of L.A.'s most pleasant and hip scenes, the Greek Theatre on a Tuesday evening was the perfect place for Nelson to bring his Texas-sounding performances to the curious pubic, embraced Nelson from the first strains of the set, eager to catch every note by one of the hottest singers in the country today.

The entertaining set was powered along by a tasteful mixture of smooth ballads and rockin' country outbursts, highlighting the tightness and unity of the singer with his band. The two-hour set showcased Nelson and his band's ability to put on a good show in spite of the absence of two members.

A number of Nelson favorites — "Blue Eyes Crying in the Rain," "Angel Flying Too Close To The Ground," "Night Life," "Stardust" and "Whitey's Wedding" to name a few — at times made the set seem like a "greatest hits" compilation, but overall, the familiar tunes served to strengthen the overall image and spurn the show to greater heights.

The best-received tune of the evening was, of course, the festival favorite, "On the Road Again" — a song that, more than any other, has formed the basis of Nelson's pop identity.

By the time the final encore was finished, Nelson's popularity in Los Angeles was obvious. One of the top country stars today, Nelson surely lived up to his reputation with his opening show at the Greek.

Richard Imamura

THE RITZ, NYC — Edgar Winter is best remembered for his impact on the rock scene some years back with such hits as "Free Ride" and "Frankenstein," although he has continued to sporadically perform and record since then. Winter's recent Ritz appearance showed him leaning heavily on his older, more familiar material almost to the exclusion of songs from his most recent Blue Sky LP, "Standing On The Rock." Winter started his show with a solo piano and vocal rendition of one of his best known early numbers, "Dying To Live," before bringing on his band — Al Ferrante (guitar), Ron Lawson (keyboards), Scott Spray (bass) and Greg Carter (drums). While Winter's earlier groups, the big multi-horned White Trash band and the Edgar Winter Group, which included Dan Hartman and Ron Montrose, often showed the spotlight from the leader, the present line-up directed all the emphasis to Winter himself, as he sang and pranced across the stage, switching from his shoulder strapped synthesizer to saxophone. A couple of songs from the new album were sandwiched into the middle of the set, but the focus was on his tried and tested repertoire, "Frankenstein," "Free Ride," "On Your Lovelight" and a very long version of "Tobacco Road" loaded with Winter's patented vocalastics and extended soloing by the band.

Dan Nooger

Strong Opposition To Performance Rights Proposal Surfaces At Hearing

"benefit handsomely from the constant, continuous and extensive exposure of their recordings on radio," This, he observed, "creates a balance of benefits." Popham also took aim at the bill's provision that provides that performance royalty payments be divided half to record companies and half to performers. H.R. 1805, he said, would cost broadcasters $26.5 million yearly, with $13.25 million going to record companies and the other $13.25 million having to be divided among an estimated 44,000 musicians as of (1979), giving them only $300 to $500 dollars each.

Mutual Benefits

Robert A. Herbe, licensee of radio stations in New Haven, Conn., and Orlando, Fla., speaking for the National Radio Broadcasters Assn. (NRBA), also emphasized what he termed the mutuality of benefits between record companies and broadcasters. "Record companies live and die based upon the sale of their product," he said, "and those sales are directly proportional to the amount of air time accorded that product by local radio stations." And, he added, radio broadcasters do pay for the use of the records by providing

a time for which other advertisers pay time charges.

Wayne E. Hesch, representing the Amusement and Music Operators Assn. (AMOA), emphasized that jukebox operators purchase the records they use (an estimated three records each week), so they are paying a fair fee to record companies and performers. He also noted that the jukebox industry was in a distressed economic situation today, pointing to the sale of the RCA Victor Kids' club of 75,000 a few years ago to about 40,000 yearly at present. He also commented that previously jukeboxes used to be able to play 20 songs an hour, but now, because songs are longer, that figure is only 15; thus income is reduced.

At one point during the questioning of the broadcast witnesses, Danielson asked radio broadcasters don't charge record companies for playing records. Rep. Tom Railsback (R-III) noted that 62 other countries now have performance rights copyright protection.

The subcommittee expects to hear additional views on the subject later this month.

B.M.I. Honors 1980's Most Performed Songs, Publishers


Garland Jeffreys

The ROXY, L.A. — As a veteran rock artist who has received much critical praise but only a smattering of public attention throughout his career, Garland Jeffreys the performer is not about to let a good opportunity slip through his fingers at this point.

Knowing full well that the opening show of his two-night engagement here was going out live on the radio to more than 55 stations around the country, Jeffreys seized the moment with a bold display of sheer rock energy and drama. It didn't hurt that the dreadlock-tressed Jeffreys had one of the finest backing bands extant behind him, England's Rumble.

With Martin Belmont and Brinsley Schwarz cutting some fine leads, as well as choppy, reggae-inspired chords, Jeffreys opened with a torrid version of "Rough and Ready." One of many cuts showcased during the evening from his current "Escape Artist." LP, the tune, like many others from the same waxing, was injected with a spirit and life somewhat missing from the album version.

One cut, however, that was a standout on the record's four-song bonus EP, the reggae anthem "We The People," became even more poignant in concert, when Garland stretched his arms out to the audience during the chorus a song with a sincerity and conviction that couldn't help but be affecting. Jeffreys rolled out his share of rock anthems as well, with both a country-flavored "Wild In The Streets" and "R.O.C.K." that found Belmont and Schwarz putting their guitars into fifth gear and burning rubber.

Jeffreys' frequent leaps into the audience and an inspired sing-along finale, 'Dancing In The Street:" (as of 1979), emphasized that jukebox operators purchase the records they use (an estimated three records each week), so they are paying a fair fee to record companies and performers. He also noted that the jukebox industry was in a distressed economic situation today, pointing to the sale of the RCA Victor Kids' club of 75,000 a few years ago to about 40,000 yearly at present. He also commented that previously jukeboxes used to be able to play 20 songs an hour, but now, because songs are longer, that figure is only 15; thus income is reduced.

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REG REELS IN GOLD FOR HI INFIDELITY — Epic recording group REG Speedwagon received an Ampex Golden Reel award during the recent Audio Engineering Society (AES) convention in Los Angeles for its current album, "Infidelity." The presentation took place at Burbank's Kendour Recorders, the studio where the LP was recorded, mixed and mastered, with band members, sound technicians and studio personnel in attendance. Pictured at the presentation were Ampex recording engineers John Morris, David Hand, Steve Miller, Rick Kelly, REO equipment technician, Kevin Cronin, Gary Richrath and Neal Doughty of the group, Tom Cummings, engineer; Steve Beamish, and Elizabeth Frye, band assistant.

RIAA/VIDEO Anti-Piracy Drive

Apirity unit will continue to work in concert with the Motion Picture Assn. of America (MPAA) and its Film Security Office in fighting video piracy — a growing problem. The RIAA/VIDEO (RIAA and Video Business Council) anti-piracy efforts are designed to combat not only the illegal duplication of video cassettes and discs but also to aid in the ultimate fight against the growing problem of video piracy — a growing problem.

Yarnell added that formal investigations into video piracy by the RIAA and RIAA/VIDEO have been minimal up to this point because "we only got rolling with a full budget as of April 1." However, he did say that he expects "some interesting developments" to be announced on various nationwide investigations into video piracy-related matters shortly.

The RIAA Anti-Piracy Unit has been

RCA Sets Major Expansion Of Vid Disc Production

LOS ANGELES — RCA Corp. has undertaken a major expansion of its Capacitance Disc (CED) manufacturing capacity in Indianapolis, Ind., with a near-term goal of producing up to 10 million discs in 1982 and an eventual annual capacity of 3 million discs. RCA's move comes approximately 11 weeks after the introduction of its SelectaVision Videodisc system.

According to RCA Executive vice president Roy H. Pollack, initial expansion plans call for a new floor that will double pressing capabilities to achieve a three-million-disc output by the year's end. The construction of a separate, condemning facility adjacent to the present Rockville Road disc manufacturing plant in Indianapolis, and the building of a new press line for handling the energy requirements needed to operate 60 presses.

The success of RCA's CED system, added Pollack, has prompted the restructuring of the corporation's video operations into a separate division. "VideoDisc Operations will now come under its own corporate division, with Dr. Jay J. Brandinger serving as division vice-president, engaged in audio recording anti-piracy for five to six years, so with our combined knowledge, we're hopeful that we're as successful in the video field as we have been in audio," summarized Yarnell.

The MPAA's Groesler stressed that although the RIAA and the MPAA's Film Security Office would remain working in conjunction on video anti-piracy, the relationship is an informal one. "We've worked closely with RIAA for the past five or six years, but we're only interested in video piracy involving any motion picture or television program," said Groesler. "If we receive any complaints or allegations of piracy which would specifically affect television, we would handle them. That way, our individual efforts will be more concentrated and effective.

NARM Agenda Set

The main purpose of having the conference rooms. We want to be able to get an idea of what the direction of this industry is going to be and what are the goals of manufacturers. What do the manufacturers see in their future, in terms of videogiscs and VCR formats? These are the questions which will be raised.

"During the presidents' panel, we're going to get the top people in the industry to find out what the different restrictions are in terms of rental programs and the like. Our hope is that we'll be able to develop a list of the restrictions and their impact on the industry. As well as what course of action he might best follow to resolve them. But although we're not sure of the type of pace during the first four months of the year. Sales of color TV sets during the last month reached 747,609 units, as compared to the 538,969 units sold during the same period last year. A 38% increase in total color TV sales was up some 23.5% over the same period last year, reaching 1,403,964 units sold compared to 1,325,174 sets in 1981. Sales of monochrome (B&W) TV receivers in May were up 37.4% over the same period during 1980, to 33,000,000 sets. For the first 19 weeks of the year, B&W TV sales hit 2,290,000, compared with the 1,910,105 units sold over the same period in 1980, a 17.8% gain. But the real news is the enormous sales jumps VCRs continue to make. Unit sales increased a whopping 93.5% last month over the same period in 1980, reaching 4,138,018 units sold over the same period in 1980, hitting the 434,009 mark.

MALREY DOCUMENTARY ON TAP FOR ISLAND VISUAL — Expect Island Records to formally announce its new Visual Arts film label, "Prime Cuts," during his April speech. The next month's first release project for his new division will be a documentary on the late reggae superstar, Bob Marley, produced by Island chairman Chris Blackwell? With Chrysalis and Island both forming visual programming divisions, can other labels announce similar moves be far.

CABLE BABBLE — RCA Corp. has joined Rockefeller Center, Inc., in a joint venture for the development and operation of the RSTV pay television program service. Formed in December, Cable Rockefeller Entertainment Channel," featuring a broad range of popular entertainment, to cable systems operators beginning in 1982. The Entertainment Channel is also set to include programs from the British Broadcasting Corp. (BBC) via an exclusive cable agreement.

MCA Videocassette, MCA Videodisc and Universal Pay Television have signed an exclusive agreement with the Children's Television Centre Co. and School of Minnesota's production of The Marvelous Land of Oz ... Comedian and Liberty recording artist Gallagher will be taped live and in concert during his two-night Southern California stand at the Variety Arts Theatre June 26-27 for both a Showtime-pay TV special and Liberty album. Both the show and LP will be titled Gallagher: Mad As Hell ... Michael Nesmith in Elephant Parts, which will be released as the first Dolby stereo videocassette, has been approved to be a new-pay TV tier of Times Mirror Satellite Programming called Spotlight.

COLOR MAY "BLUE" FOR VIDEO SHACK — During the month of May, sales were in Video Shack, the Seattle firm that market leader in sales of home video, Inside Seka, led all titles in sales. Edging out the leading feature films, Cabaret (a new entry) and Airplane, Inside Seka also took the honors as top selling "blue" film, according to reports at the recent Video Retailers Trade Convention in Los Angeles, considering the majors predicted that porno video sales, which comprised the largest share of the home video market during its infancy, would continue to dwindle as the major-parent programs increased. The example of Inside Seka's success, however, points to the ongoing viability of "blue" video. And while the soft-porn staple Emmanuelle has been certified gold, don't expect to see sales of any, or La Dame de Sade or Devil in Miss Jones recognized by the RCA or the RIAA although we think that any titles, among others, which have succeeded the mark.

Speaking of Video Shack, president Art Morowitz air-pressed a couple of videocassettes to Prince Charles and bride-to-be, Lady Diana, as a gift for their July 29 wedding after reading that his Royal Highness' new wife was a fan. What were the titles? Well, you can be sure one of them wasn't Inside Seka. More appropriately, he sent along The Man Who Would Be King and The King and...
The article seems to be discussing various music-related topics and possibly events or announcements. It mentions musicians, labels, and events related to music, such as record releases, performances, and awards. The text includes references to studios, hospitals, and other music-related places and people. There are also mentions of record labels like MCA, Atlantic, and Motown, along with names of artists and albums. The text appears to be a mixture of news, announcements, and tributes to music artists.
1. THE REAL THING — THE BROTHERS JOHNSON — A&M
2. I'M IN LOVE — EVELYN KING — MCA
3. MORE DANCE TUNES TO MAJOR BOP — EDDIE WELDON — WENDY WENZ, WIA
4. MY LOVING WORLD — WENDY WENZ, WIA
5. ВОЛШЕВИК — ВОЛШЕБНИК
6. THE TRUE STORY — A NEW YORKER — TAMLAM/MOTOWN
7. WSDK WPAL. WKBW. WJMI, WATF. WUFO, WKDD, WJMW. WRGB, WJMD. WJLX, WFMK
8. WHAT DO YOU KNOW — TAMELA & MOTOWN
9. WSDK WPAL. WKBW. WJMI, WATF. WUFO, WKDD, WJMW. WRGB, WJMD. WJLX, WFMK
10.SEND FOR ME — ATLANTIC STAR — A&M
11. A SQUARE BIZ — TEENA MARIE — GORDY/MOTOWN
12. WSDK WPAL. WKBW. WJMI, WATF. WUFO, WKDD, WJMW. WRGB, WJMD. WJLX, WFMK
13. I'LL MAKE YOU A STAR — DEEP HOME — MCA
14. WPAI WVLH. WERP. WATU. KPRS. KATZ. WAMO. WNH
15. KINGS OF THE SOUND TABLE — CAMEO — CHOCOLATE
16. WAKO. WLMK. KDCO. WGBR. WGGV. WEDR. WEDR
17. ВОЛШЕВИК — ВОЛШЕБНИК
18. IT MUST BE MAGIC — GORDY/MOTOWN
19. WPAI WVLH. WERP. WATU. KPRS. KATZ. WAMO. WNH
20. THREE PIECE SUITE — RAMSEY LEWIS — COLUMBIA
21. WMLK WBGH. WOKX. WOBM. WOCH. Villa. Part. 3. 150. 109. 108. 107. KATZ
22. UP AND COMING
23. BLACK RADIO HIGHLIGHTS
24. BLACK CONTEMPORARY
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ORENETTE 'N OTHER WORLD TRAVELERS  — Nancy Weiss, director of the New York Shakespeare Festival, schedules "Jazz at the Public" series, running this spring, which recently awarded $36,200 to a New York performance group. Asked about the future, she said, "We’re planning a New York leg and we’ve got 60 shows booked for June. We’re doing a lot of research on the subject of New York’s music history, and we’re trying to bring some of the great artists of the past back to New York."

"Jazz at the Public" was started in 1980 by the New York Shakespeare Festival, which has produced a number of successful jazz shows, including "Jazz at the Public," which was held in 1981. The festival has been awarded $36,200 by New York City’s Cultural Affairs Department for its "Jazz at the Public." The festival is planning to produce a series of concerts in New York City this spring, featuring a variety of musical acts, including New York-based groups and national acts.
Vernon Brown takes stands — Politics has always been a part of a station's personality, but who knew it could have such a great effect on a station's programming. But that is exactly the case at WBCN, where general manager Bill Berardini and program director Ben Donnelly have decided to stop carrying “The King Biscuit Flower Hour,” a show produced by DIR Productions and distributed by ABC Radio, because the show is sponsored in part by the Nestle Corp., whose baby formula comes under fire at the recent World Health Organization conference in Geneva. In a statement, Berardini said, “It would be inconsistent, given WBCN’s editorial stance against the use of Nestle’s baby formula in underdeveloped countries, for us to continue to air a program sponsored by Nestle, despite the fact no way reflects the quality of the ‘King Biscuit Flower Hour’ produced by DIR, or their distributors, ABC.” Berardini’s decision was promoted by the U.S. “no” vote at the conference, where nations were trying to adopt an Infant Formula Code to protect the populations of Third World Countries. He also said that King Biscuit will be replaced by a variety of programs originated by WBCN.

Federal ramblings — The NAB filed comments with the FCC that, according to NAB radio engineering reports, the FCC understated conversion costs (from 9 kHz to 5.9 kHz) on reduced AM channel spacing by $18 million. . . . Senate Commerce Committee chairman Robert Packwood (R-Ore.), told a gathering of members at an Associated Press Broadcaster conferences last week that the FCC’s Radio Deregulation Act of 1981 would become law by the year end. Packwood said that all of the FCC policies contained in its deregulation act would be put into a legislative bill to help eliminate challenges to the FCC policy.

Vulcan delight — KFI/Los Angeles has offered a very tantalizing proposition to that little bit of program director that exists in everyone. Having an ear for music has been KFI’s theme of the past few months, complete with multi-media advertising featuring thousands of people sporting oversized ears talking about KFI’s “ear for picking the hits.” Now, KFI is kicking off an early summer promotion by giving listeners the opportunity to show they have ears for hit music as well as a chance to win money and other prizes by simply, well, picking the hits. Top 30 playlist is printed each week in the L.A. Sunday Calendar Supplement, and by using the contest, listeners are asked to fill in the accompanying coupon with what he or she feels are the top five songs, based on the top 30. Winners, the first of which will be announced at 9:20 a.m. June 19, will win the albums and the first 6,400 entries win their very own set of KFI plastic ears.

For your information — Cash Box extends warmest get well wishes to Doug Fiolin, promotion director at Draken-Chenault Enterprises, who recently underwent surgery for cancer of the lung. Fiolin’s favorite song on the radio is “My Way” and he hopes to have it played each time he enters a room.

New jobs — ABC Radio made some appointees this week, including Philip Giordano as vice president, finance and administration, ABC Radio; Tina Press, director of programming for the ABC Information Network; and Stuart Krane, director of the ABC Information Network. Congratulations to Don Benson, vice president of programming for Western Cities Broadcasting, who has become vice president of operations at KUS-FM/Los Angeles effective June 15. Prior to joining Western Cities in the Fall of 1979, Benson served as program director at WQLX/AM & FM/Atlanta.

John Kramer was named vice president of sales for NBC’s The Source. . . . Disc Jockey Patrick Torbet is the new music director at WBFB/Rochester. . . . Jack Petrey was named PD at WAKY/Louisville and Ed Williamson PD at WAKY’s sister station WVEZ— Pat Still is leaving WLUP/Chicago to become program director at WLVO/Columbus.

KRT/fn/Los Angeles’ heralded morning team of London & Englandman have quit the KRO powerhouse and will be joining KWST/Los Angeles in the vicinity of June 25 when the station drops its AOR format. The duo, which consisted of former PD at KCMP/Los Angeles, has been named GM at WVAF/Charlotte. . . . Jeff Roberts is the new PD at WHB/Kansas City. . . . Tom Roe was recently named general sales manager at WKTZ/Lebanon. . . . a major program director at WQW/Bradford, PA, has been named PD at Y103/Jacksonville. . . . KNAK/Long Beach air personality Jane Hamburger has left the station to pursue a career in music. . . . New additions to the air at XM 104/Nashville include a program director and one from WFBH/Bristol, who will be filling the recently vacated sales director slot. Former morning man Coyote McClyde has been shifted to afternoon drive and Al Carson will be handling the midday air duties. Carson comes to Nashville via Philadelphia and has been the PD for WFXC/San Francisco. . . . Scott Show has been named program director at WRUZ/Knoxville. . . . Dave Roberts was promoted to assistant PD at KBBS-FM/San Francisco. . . . Nancy Gettle has become assistant PD at WSHF/Ft. Lauderdale. . . . KOPA is looking for a midday program director. . . . Sensenig and resumes to Steve Rivers, Box 1827, Scottsdale, Ariz. 85251, EOFM. . . . Bill Evans has become MD at WNOX/Knoxville replacing Scott Majors who resigned to pursue an independent promotion career.

ABC Radio Develops Newswps To Fine Tune Youth, Adult Audiences

by Mark Albert

Los Angeles — ABC Radio will be introducing two full service networks on Jan. 1, 1982. One of the networks will be AOR/Top Tracks aimed at the 15-34 demographic, while the second is adult oriented offering programming to the 18-49 demographic with special emphasis on the 25-44 age group.

Robert Chambers, vice president and general manager of ABC Radio Networks, explained that the four existing ABC networks, news, sports and information will play a vital role with both new networks. With today’s economy and increased competition for advertising dollars, many radio stations simply cannot provide comprehensive coverage of major events due to a shortage of capital and manpower.

“There is a strong desire among some of the smaller stations to be affiliated with a powerful, worldwide news organization,” Chambers said. “The basic product for all the networks, Quello, Rivera Are Named To FCC

Los Angeles — Commissioner James Quello and Henry Rivera, an Albuquerque, N.M. lawyer, have been named to the Federal Communications Commission (FCC) by President Reagan. The two nominations, along with Lee’s Hard Promises, Mark Fowler and the recent Senate confirmation of Mimi Weyforth Dawson, bring the Commission to a full complement of seven.

Upon Senate confirmation, Rivera will become the first Hispanic FCC Commissioner and will complete the seven-year term ending June 30, 1987 — a term that, ironically, would have been Quello’s had he not been reappointed in 1980 when his term expired.

Quello will fill the remaining three years of former chairman Carlos Ferri’s term, who resigned from the Commission in April. Both Rivera and Quello are Democrats. Dawson, a top aid to Sen. Robert Packwood (R-Ore.), chairman of the Senate Commerce Committee, will take over Commissioner Robert E. Lee’s seat when he retires on June 30. Remaining FCC Commissioners include Ann Jones, Abbott Washburn and Joseph Fogarty.

RKO Radio Appoints New Vice Presidents

Los Angeles — Five network directors at RKO Radio have been named to newly created network vice president positions, effective immediately, according to Tom Burchill, president of the RKO Radio Networks.

The assignments include Jo Interrante, vice president and director of programming; Ken Harris, vice president and director of affiliate services; Dave Cooke, vice president and director of news; Kevin Lyons, vice president and director of sales; and Joe Maguire, vice president and director of engineering.

Truckload of hard promises — In a recent promotion staged for Tom Petty and the Heartbreakers, KISW/Seattle teamed up with MCA Records and local Music Market stores to stage a “truckload sale” of the album at a special price for listeners who came to any of the participating Music Market outlets. KISW promoted the sale on the air and had its Olympia Beer funny car at the locations. In addition, videos of some of the LP’s tunes were screened as well. Pictured above at one of the Music Market locations are (l-r): Dan Wedlock, MCA Distributing Corp. branch manager; Mike Miller, Olympia Beer representative; Scott Majors, MCA sales representative; Ted Williams, Music Market manager; and Fred Zaelzer, MCA regional promotion manager.
### #10 MOST ADDED

<table>
<thead>
<tr>
<th>Add:</th>
<th>Track:</th>
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<tr>
<td>WJCL</td>
<td>Dire Straits - &quot;Sultans of Swing&quot;</td>
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<tr>
<td>WJCL</td>
<td>Dire Straits - &quot;Raven&quot;</td>
</tr>
<tr>
<td>WJCL</td>
<td>Dire Straits - &quot;Be on Your Guard&quot;</td>
</tr>
<tr>
<td>WJCL</td>
<td>Dire Straits - &quot;Love over Gold&quot;</td>
</tr>
<tr>
<td>WJCL</td>
<td>Dire Straits - &quot;Brothers in Arms&quot;</td>
</tr>
</tbody>
</table>

### #1 MOST ADDED

**Danny Joe Brown**

Add: WLIR
Track: "I Feel Good"

**Marty Balin**

Add: WLSM
Track: "Hey Joe"

### #9 MOST ACTIVE

**George Harrison**

Add: WLSM
Track: "All Things Must Pass"

**Peter Frampton**

Add: WLSM
Track: "Showaddywaddy"

### #8 MOST ACTIVE

**Jefferson Starship**

Add: WLSM
Track: "White Rabbit"

**David Johansen**

Add: WWMM
Track: "Workers"
THE PLASMATICS • BEYOND THE VALLEY OF 1984 • STIFF AMERICA
ADDS: HOTS: KNAC, MEDIUMS: WCCC, WBAB, WBLM, WMMS, KZEL, WOUR, WBGN, WWWW, PREFERRED TRACKS: Open.
SALES: Moderate in East and West; fair in others.

PRETENDERS • EXTENDED PLAY • SIRE
SALES: Moderate in East and West; fair in others.

THE PSYCHEDELIC FURS • TALK TALK TALK • COLUMBIA
ADDS: KSJO, WENW, WBNC, WBB, HOTS: WHFS, KNAC, MEDIUMS: WBGN, PREFERRED TRACKS: Waiters, Trely.
SALES: Fair initial response in East.

PURE PRAIRIE LEAGUE • SOMETHING IN THE NIGHT • CASABLANCA/POLYGRAM
SALES: Moderate in Midwest; fair in others.

REO SPEEDWAGON • HI INFECTION • EPIC
ADDS: Home HOTS: KMGN, WYDD, WBGN, KONE, WMMS, WBB, WBLM, WWWW, WKDF, KRL, KOME, WNEW, MEDIUMS: KMML, WAAF, KEZY, WCOZ, PREFERRED TRACKS: Let Him Run, Rough.
SALES: Good in all regions.

RUSH • MOVING PICTURES • MERCURY/POLYGRAM
ADDS: None, Home HOTS: KNAC, MEDIUMS: WBLM, WMMS, WBGN, WWWW, WBLM, <KNM, WMM, WBB, WIBZ, WBB, WCOZ, WWWW, WQRD, KOME, KSJO, MEDIUMS: WLR, KQHE, KBPI, PREFERRED TRACKS: Tom Sawyer, Limelight, Signs.
SALES: Good to moderate in all regions.

SANTANA • ZEPHYR • COLUMBIA
ADDS: None, HOTS: WLVO, KSJO, KLOL, KOME, KBPI, WGRQ, WAA, WBB, WIBZ, KEZY, KZOK, WQUR, WQUR, KEZY, KMEL, WAAF, WYDD, WBB, KZAM, WBLM, KQNN, WLS, WSHE, KEZY, WOUR, MEDIUMS: WNEW, WWWW, WQRD, WQZL, WCOZ, PREFERRED TRACKS: Winning, Searchin'.
SALES: Good in all regions.

THE SECRET POLICEMAN'S BALL • THE MUSIC • VARIOUS ARTISTS • ISLAND
ADDS: None, HOTS: WSHE, WGRQ, WWWW, MEDIUMS: WCCC, ZAM, WBLM, KNAC, KZEL, WWKM, KOME, KLOL, KNQ, PREFERRED TRACKS: Won't Pinball Drowned.
SALES: Fair in East and West; weak in others.

SILVER CONDO • COLUMBIA
ADDS: WQRB, WBB, HOTS: WOUR, WWWW, KMGN, WHFS, MEDIUMS: WCCC, WMMS, KEZY, KZEL, KLOL, KQNN, PREFERRED TRACKS: Open.
SALES: Fair initial response in Midwest.

SPLIT ENZ • WAIATA • A&M
ADDS: None, HOTS: KNAC, WHFS, WLR, MEDIUMS: KMGN, WQCC, WBAB, WBLM, WMMS, WSHE, KZEL, KEZY, WBB, WBCN, WCOZ, KBPI, KOME, KNW, KSJO, PREFERRED TRACKS: One Step, History, Dance.
SALES: Moderate to fair in all regions; weakest in East.

RICK SPRINGFIELD • WORKING CLASS DOG • RCA
ADDS: WBAB, HOTS: WSHE, WOUR, KZEL, WWKM, WQRG, WQME, MEDIUMS: WBAB, KMEL, WAAF, WBB, WBLM, <KNM, WCOZ, KQNO, PREFERRED TRACKS: Jessie's, I've Done.
SALES: Fair in all regions.

SQUEEZE • EAST SIDE STORY • A&M
ADDS: WLVO, KMGN, KSJO, WLR, WWFM, WAFF, WBB, WBCN, WCOZ, WNEW, MEDIUMS: WQCC, WWWW, WSHE, KEZY, WBB, WBCN, PREFERRED TRACKS: Tempted.
SALES: Weak in South; fair in others.

BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None, HOTS: WLVO, KMGN, KSJO, KLOL, WWFM, WAFF, WBB, WBCN, WCOZ, WNEW, MEDIUMS: WQCC, WWWW, WSHE, KEZY, WBB, PREFERRED TRACKS: Stroke, Daze.
SALES: Good to moderate in all regions.

JIM STEINMAN • BAD FOR GOOD • CLEVELAND INT'L/CBS
ADDS: WQDD, WQCC, HOTS: KLOL, WWWW, WBB, WMMS, WWWW, MEDIUMS: WLVO, WQDD, KQEL, KNCL, WKS, WSHE, KEZY, WOUR, WBB, WQRG, KBPI, PREFERRED TRACKS: Dreams, Title, Life.
SALES: Moderate in all regions; strongest in Midwest.

STYX • PARADISE THEATER • A&M
ADDS: None, HOTS: WLR, WAAF, WYDD, WBB, WBLM, KMGN, WWWW, KMMS, WQB, WBS, KEZY, WCOZ, PREFERRED TRACKS: Time, Rockin', Snowblind.
SALES: Good to moderate in all regions.

BRAM TCHAISKOVSKY • FUNSTON • ARISTA
ADDS: None, HOTS: KNAC, MEDIUMS: WQCC, WWWW, WQZL, KSJO, KMGN, PREFERRED TRACKS: Shall We. Model Girl.
SALES: Weak in all regions.

SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
ADDS: None, HOTS: KNAC, WQUR, KSJO, WBB, KMMS, KSJO, WQUR, WBB, WBB, WQUR, WBB, WQUR, PREFERRED TRACKS: Hold On, First Time.
SALES: Moderate to fair in all regions.

THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL
ADDS: None, HOTS: KNAC, WHFS, KMGN, KSJO, WLR, WWWW, KSJO, WBB, WBB, WBB, WSHE, KEZY, WBB, WBB, WBB, WBB, WBB, WBB, MEDIUMS: WLVO, WQLO, KNCL, WQME, KQME, KSJO, WQBB, WBB, WSHE, KEZY, WBB, WBB, WBB, WBB, WBB, WBB, WBB, MEDIUMS: WQRR, WBB, WBB, WBB, WBB, WBB, PREFERRED TRACKS: Talk To You.
SALES: Good to moderate in all regions.

UNION • ON STRIKE • PORTRAIT/CBS
ADDS: WBAB, WQBB, KSJO, WQUR, MEDIUMS: WQRR, WBB, PREFERRED TRACKS: Open.
SALES: Just shipped.

JOHNNY VAN ZANT BAND • ROUND TWO • POLYDOR/POLYGRAM
ADDS: WQOZ, HOME HOTS: WBB, KMGN, MEDIUMS: WAAA, WSHE, KEZY, WQUR, WWWW, KOME, KLOL, KSJO, WLVO, PREFERRED TRACKS: Open.
SALES: Moderate in South and Midwest; fair in others.

JOE VITALE • PLANTATION HARBOR • ASYLUM
ADDS: WBB, MEDIUMS: None, PREFERRED TRACKS: KINK, WBB, WWWW, WWWW, WQOZ, WBB, WBB, KMGN, WBB, WBB, PREFERRED TRACKS: Open.
SALES: Fair initial response in Midwest.

JACK WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM
ADDS: None, HOTS: WLVO, KSJO, KLOL, WNEW, KOME, KBPI, WQGR, WAAL, WWWW, WQOZ, WBB, WBB, WBB, KMGN, WBB, WBB, PREFERRED TRACKS: Moderate; Talk; You Better, Coat. You. Tricky.
SALES: Good to moderate in all regions.

STEVE WINWOOD • ARC OF A DIVER • ISLAND
ADDS: None, HOTS: KINK, WBB, WMMS, WSHE, KEZY, KMGN, WWWW, WQGR, KMEL, WBB, WBB, WBB, WPDB, WBB, KMEL, WBB, WBB, WBB, WBB, WBB, MEDIUMS: WLVO, WQRG, WBB, WBB, WBB, WBB, WBB, WBB, PREFERRED TRACKS: Title, Chance, Trace.
SALES: Good to moderate in all regions.

MISHBONE ASH • NUMBER THE BRAVE • RCA
ADDS: WQAF, HOTS: KZEL, WQCC, PREFERRED TRACKS: Get Ready.
SALES: Fair response in Midwest; weak initial response in others.

GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.
SALES: Weak in Midwest; fair initial response in others.

FRANK ZAPPA • TINSEL TOWN REBELLION • BARKING PUMPKIN
ADDS: None, HOTS: WHFS, MEDIUMS: WLR, WBB, WBB, WBB, WWWW, PREFERRED TRACKS: Open.
SALES: Weak in South; moderate to fair in others.

LISTED ALPHABETICALLY BY ARTIST.
### Prime Mover

#### Last Week

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks On Chart</th>
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<tbody>
<tr>
<td><strong>Stars on 45</strong></td>
<td>Medley</td>
<td></td>
<td>11</td>
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<tr>
<td><strong>Bette Davis Eyes</strong></td>
<td>Kim Carnes</td>
<td></td>
<td>13</td>
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<tr>
<td><strong>All Those Years Ago</strong></td>
<td>George Harrison</td>
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<td>5</td>
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<tr>
<td><strong>1973</strong></td>
<td><strong>4</strong></td>
<td><strong>Sukiyaki</strong></td>
<td><strong>A Taste of Honey</strong></td>
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<tr>
<td><strong>Woman Needs Love (Just Like You Do)</strong></td>
<td>Ray Parker Jr., Raydio</td>
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<td>Smokey Robinson</td>
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<td><strong>The One That You Love</strong></td>
<td>Air Supply</td>
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<td>6</td>
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<tr>
<td><strong>This Little Girl</strong></td>
<td>Gary U.S. Bonds</td>
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<td><strong>I Love You</strong></td>
<td>Cliff Richard</td>
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<tr>
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<td>Neil Diamond</td>
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<td>Rick Springfield</td>
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<td><strong>Take It on the Run</strong></td>
<td>REO Speedwagon</td>
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<td><strong>Elvira</strong></td>
<td>The Oak Ridge Boys</td>
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<tr>
<td><strong>You Make My Dreams</strong></td>
<td>Daryl Hall &amp; John Oates</td>
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<tr>
<td><strong>What Are We Doin' in Love</strong></td>
<td>Dottie West</td>
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<tr>
<td><strong>The Waiting</strong></td>
<td>Tom Petty and the Heartbreakers</td>
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<tr>
<td><strong>Angel of the Morning</strong></td>
<td>Juice Newton</td>
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<tr>
<td><strong>Too Much Time on My Hands</strong></td>
<td>STYX</td>
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<td><strong>How 'Bout Us</strong></td>
<td>Champaign</td>
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<tr>
<td><strong>Winning</strong></td>
<td>Santana</td>
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<td><strong>Is It You</strong></td>
<td>Lee Ritenour</td>
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<td>10</td>
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<tr>
<td><strong>Living Inside Myself</strong></td>
<td>Gino Vannelli</td>
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<td>14</td>
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<tr>
<td><strong>Theme from 'The Greatest American Hero'</strong></td>
<td>Joey Scarbury</td>
<td></td>
<td>6</td>
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<tr>
<td><strong>I Don't Need You</strong></td>
<td>Kenny Rogers</td>
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<td>2</td>
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<tr>
<td><strong>Nobody Wins</strong></td>
<td>Elton John</td>
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<tr>
<td><strong>Hearts</strong></td>
<td>Marty Balin</td>
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<tr>
<td><strong>Fool in Love</strong></td>
<td>Jim Photoglo</td>
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<td>11</td>
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<tr>
<td><strong>Stills in My Heart</strong></td>
<td>Pure Prairie League</td>
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<tr>
<td><strong>Seven Year Ache</strong></td>
<td>Rosanne Cash</td>
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<tr>
<td><strong>Modern Girl</strong></td>
<td>Sheena Easton</td>
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<tr>
<td><strong>Boy from New York City</strong></td>
<td>Manhattan Transfer</td>
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<td>5</td>
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<tr>
<td><strong>Addicted</strong></td>
<td>W. K. &amp; W. B.</td>
<td></td>
<td>16</td>
</tr>
<tr>
<td><strong>1973</strong></td>
<td><strong>4</strong></td>
<td><strong>What Are We Doin' in Love</strong></td>
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<td><strong>Elvira</strong></td>
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### Hit Bound

#### Last Week

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### Cash Smash

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### Bring the Talents of Dick Clark to Your Station

- **Stars on 45**
- **Bette Davis Eyes**
- **All Those Years Ago**
- **Sukiyaki**
- **Woman Needs Love (Just Like You Do)**
- **Being With You**
- **The One That You Love**
- **This Little Girl**
- **I Love You**
- **America**
- **Jesse's Girl**
- **Take It on the Run**
- **Elvira**
- **You Make My Dreams**
- **What Are We Doin' in Love**
- **The Waiting**
- **Angel of the Morning**
- **Too Much Time on My Hands**
- **How 'Bout Us**
- **Winning**
- **Is It You**
- **Living Inside Myself**
- **Theme from 'The Greatest American Hero'**
- **I Don't Need You**
- **Nobody Wins**
- **Hearts**
- **Fool in Love**
- **Stills in My Heart**
- **Seven Year Ache**
- **Modern Girl**
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**TOP 100 SINGLES**
June 20, 1981

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**TOP 100 SINGLES**
June 20, 1981

**OVERALL SONGS**

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**LOOKING AHEAD**

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**SPECIAL ENTRIES**

- **Dick Clark National Music Survey**
  - By Mutual Broadcasting System and More Than 485 Top Radio Stations
  - Review of Top Hits Compiled by Cash Box

**CONTACT**
Mutual Station Relations for Clearance Information
Call 703-689-2050
Five-Country Artists Are Inducted Into Museum's Walkway of Stars

NASHVILLE — In the midst of Fan Fair week here, five country music artists were inducted into the Country Music Hall of Fame and Museum's Walkway of Stars. With a throng of fans on hand for the event, encomiums, Jones, director of operations and head of A&R for Warner Bros. Country division and president of the Country Music Foundation board of trustees, announced inductees Boxcar Willie, Moe Bandy, Louise Mandrell, the Stoneman Family and the Armadillos. "Because of prior commitments, Bandy and Mandrell were not able to attend the ceremony. Their younger sister Irene. Inductees present were given certificates signifying that a bronze star bearing the name of each artist has been placed in a terazzo block in the walkway located in the Country Music Hall of Fame and Museum lobby. Though he has been in the music business more than 40 years, Boxcar Willie is only recently beginning to realize a particularly strong following in the United States. A highly popular artist in Europe, his recent 31-day overseas tour was a sell-out. He has been voted Best American Artist in Scotland and his album, "Daddy Railroad Man," was a bronze star bearing the name of each artist has been placed in a terazzo block in the walkway located in the Country Music Hall of Fame and Museum lobby.

Talent Buyer's Seminar To Feature Feinberg

NASHVILLE — Mortimer R. Feinberg, Ph.D., chairman of the board and co-founder of BFS Psychological Assoc., Inc., will be the keynote speaker for the Country Music Assn. (CMA) 10th annual Talent Buyer's Seminar Oct. 9-11. Feinberg will be speaking on "Challenge of Change — Handling Yourself in a New Decade" to coincide with the 1981 seminar theme, "The Decade Ahead: Chapter II." He joins an elite group of distinguished public figures, such as Dwight D. Eisenhower, Thomas J. Watson, Herbert Hoover, and Eddie Rickenbacker, when he received the Applause Award from the Sales Executives Club of New York in recognition of his accomplishments. The organization honored Feinberg for his "outstanding contributions to marketing knowledge, especially for the new insights he has provided on the reasons why salesmen succeed or fail."

Boxcar Willie, more recently inducted into the Country Music Hall of Fame and Museum, was greeted backstage by several friends. Pictured are: (l-r) Don Blocker, Garrett Music, Snuff Garrett, who produces the duo; Frizzell, Bettie Midler, West and Jackson Bruney, the duo's manager.

Mandrell Sisters Take Top Honors During Music City News Awards

tom Roland

NASHVILLE — The Mandrell sisters -- Barbara, Louise, and Irene -- took top honors at the 15th annual Music City News CMA Awards, garnishing five Covers and a total of eight nominations in the ceremony, which was broadcast nationally live from the Grand Ole Opry June 8.

As a group, the trio was tabbed as Comedy Act of the Year and received the award for Best Country Music TV Program for their weekly NBC-TV variety show, Barbara Mandrell & The Mandrell Sisters. Barbara was chosen Musician of the Year and Female Artist of the Year, and Louise received similar honors as Most Promising Female Artist. Additionally, the threesome was nominated for Vocal Group of the Year, Barbara Mandrell & The Do-Rites were nominated for Band of the Year, and Louise and husband R.C. Bannon gained consideration for Duet of the Year in the balloting by Music City News subscribers.

George Jones and the Statler Brothers each took two awards. Jones covered the Male Artist category and Best Single Record with his Epic release "He Stopped Loving Her Today." The Statlers, who co-hosted the show along with Roy Clark and Tammy Wynette.

Haggard Pacts With Epic Records

NASHVILLE — Following a four-year, six album association with MCA Records, Merle Haggard has signed with Epic Records and will begin work on his first album for the label in mid-June in Austin, Texas. The album will be produced by Haggard and Chips Moman. According to a spokesperson for MCA, Haggard owes the label three more albums, which have been completed and are awaiting release. They include a gospel album, a live album and a studio album.

In announcing the signing, Rick Blackburn, vice-president and general manager of Epic Records, said, "Merle Haggard is probably the most sought after artist to have been signed out of Nashville in quite some time. We are extremely pleased that he is joining our roster of talent on Epic and look forward to a long and successful relationship between Merle and our CBS family."

In regard to the signing, Don Dempsey, senior vice-president and general manager of Epic Records, said, "Merle Haggard has been a major force in the surge of country music's popularity, and we are excited about our involvement with him. His presence as an artist on our label is viewed as a valuable asset and a welcome addition."

COUNTRY ALBUMS

Alabama Album Certified Gold

NASHVILLE — Alabama's current RCA album, "Feels So Right," has been certified gold by the Recording Industry Assn. of America (RIAA), signifying sales of 500,000 copies. The album, the group's second for RCA, is also above the Cash Box Country Chart, while both the single and album have cracked the Cash Box pop charts.

"The entire industry has become aware and taken note of Alabama's success and impact on the marketplace," commented Joe Gailante, division vice president of marketing, RCA Nashville.

New Colony Bows

NASHVILLE — New Colony Records here will release its first single, "Livin' in The Light Of Your Love," by singer-songwriter Joe Waters June 22. The recording is one of several planned by the label by Waters and other artists, according to Jim Conely, vice president and general manager.

Nationwide Sound Distributors will handle distribution for New Colony, with promotion and publicity by Gene Hughes and Sarah Stein respectively.

BROADCASTERS POP RIM SHOT — The Organization of Country Broadcasters gave the Recording Industry Management Program (RIM) at Middle Tennessee State University in Murfreesboro, Tenn. a shot in the arm when it donated $2,500 towards a new piano for the RIM Recording Studio. Pictured (l-r) are: Geoff Hull, RIM professor; Charlie Monk, a founder of the Organization of Country Broadcasters; Dennis Buss, RIM professor; and Boyd Evans, director of development at MTSU.
# COUNTRY

## TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FEELS SO RIGHT</td>
<td>ALABAMA</td>
<td>RCA AHL 1-3930</td>
<td>1 14</td>
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<tr>
<td>2</td>
<td>KENNY ROGERS GREATEST HITS</td>
<td>KENNY ROGERS (with LOU LOU, LOO LOO)</td>
<td>Columbia/CBS</td>
<td>3 35</td>
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<td>3</td>
<td>SEVEN YEAR ACE</td>
<td>ROSANNE CASH</td>
<td>Columbia</td>
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<tr>
<td>4</td>
<td>I LOVE 'EM ALL</td>
<td>T.G. HARRIS</td>
<td>Warner Bros/BSK 3578</td>
<td>5 9</td>
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<tr>
<td>5</td>
<td>9 TO 5 AND ODD JOBS</td>
<td>DOLLY PARTON</td>
<td>RCA AAL 1-3852</td>
<td>6 29</td>
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<tr>
<td>6</td>
<td>OUT WHERE THE BRIGHT LIGHTS ARE GLOWING</td>
<td>RONNIE WILSON</td>
<td>RCA AAL 1-3933</td>
<td>4 10</td>
</tr>
<tr>
<td>7</td>
<td>EVANGELINE</td>
<td>FAMILY</td>
<td>Elektra 5E-235</td>
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<td>8</td>
<td>ROWDY</td>
<td>HANK WILLIAMS, JR.</td>
<td>Columbia/CBS</td>
<td>8 20</td>
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<td>9</td>
<td>JUICE</td>
<td>JUICE NEWTON</td>
<td>Capitol ST 12136</td>
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<td>10</td>
<td>BLUFETER</td>
<td>EDDIE LEDYARD</td>
<td>RCA AAL 1-3986</td>
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<td>11</td>
<td>FANCY FREE</td>
<td>OAK RIDGE BOYS</td>
<td>RCA MCA-5209</td>
<td>24 3</td>
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<td>12</td>
<td>SOMEWHERE OVER THE RAINBOW</td>
<td>WILLENE WILLIAMS (Columbia FC 36883)</td>
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<td>13</td>
<td>WHERE DO YOU GO WHEN YOU DREAM</td>
<td>ANNE MURRAY</td>
<td>Capitol/SO 1-12014</td>
<td>14 8</td>
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<td>14</td>
<td>MAKIN' FRIENDS</td>
<td>RAZZ BALLEY &amp; BOBBY BARNES</td>
<td>RCA AAL 1-4026</td>
<td>21 6</td>
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<tr>
<td>15</td>
<td>SOMEBODY'S KNOCKIN'</td>
<td>WAYLON JENNINGS</td>
<td>RCA AAL 1-3713</td>
<td>15 20</td>
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<tr>
<td>16</td>
<td>I AM WHAT I AM</td>
<td>RECORDED IN JAPAN</td>
<td>RCA AAL 1-3592</td>
<td>17 34</td>
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<tr>
<td>17</td>
<td>WILD WEST</td>
<td>DOTTIE WEST (Liberty 1-1925)</td>
<td>13 16</td>
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<tr>
<td>18</td>
<td>SURROUND ME WITH LOVE</td>
<td>CHARLEY McNAUGHTON</td>
<td>RCA AAL 1-3718</td>
<td>20 8</td>
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<tr>
<td>19</td>
<td>LEATHER AND LACE</td>
<td>WAYLON JENNINGS &amp; JESSI JOHNSON</td>
<td>RCA AAL 1-3935</td>
<td>16 14</td>
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<tr>
<td>20</td>
<td>CARRYIN' ON THE FAMILY NAMES</td>
<td>DAVID FISHEL &amp; SHELLEY WEST</td>
<td>Warner Bros BSX 35555</td>
<td>28 5</td>
</tr>
<tr>
<td>21</td>
<td>GREATEST HITS</td>
<td>OAK RIDGE BOYS</td>
<td>RCA MCA-5150</td>
<td>22 33</td>
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<td>22</td>
<td>ROLL ON MISSISSIPPI</td>
<td>CHEAP TRICK &amp; RCA AAL 1-3730</td>
<td>15 10</td>
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<tr>
<td>23</td>
<td>I'M COUNTRYFIED</td>
<td>MEL MCDANIEL</td>
<td>Capitol ST 11-1141</td>
<td>25 16</td>
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<tr>
<td>24</td>
<td>LIVIN'</td>
<td>DUSTIN HAYTON</td>
<td>Sony BMG 60-8027</td>
<td>29 6</td>
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<tr>
<td>25</td>
<td>GREATEST HITS</td>
<td>RONNIE WILSON</td>
<td>RCA AAL 1-3722</td>
<td>23 34</td>
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<tr>
<td>26</td>
<td>GREATEST HITS</td>
<td>ANNE MURRAY</td>
<td>Capitol SO 1-12110</td>
<td>26 30</td>
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<tr>
<td>27</td>
<td>I BELIEVE IN YOU</td>
<td>DON WILLIAMS</td>
<td>MCA 3313</td>
<td>27 44</td>
</tr>
<tr>
<td>28</td>
<td>HEY JOE/HEY MOE</td>
<td>JOE BANDY &amp; JOE STAPLES</td>
<td>Columbia FC 37050</td>
<td>30 14</td>
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<tr>
<td>29</td>
<td>MY HOME IN ALABAMA</td>
<td>JOHN STAGGS</td>
<td>RCA AAL 1-3644</td>
<td>33 51</td>
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<tr>
<td>30</td>
<td>BLUESKY</td>
<td>CARL THOMAS CONLEY</td>
<td>Sunbird S 51905</td>
<td>37 13</td>
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<td>31</td>
<td>PLEASURE</td>
<td>DAVE ROWLAND &amp; SUGAR</td>
<td>Elektra 8 5208</td>
<td>51 2</td>
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<tr>
<td>32</td>
<td>GUITAR MAN</td>
<td>EDDIE LEON (RCA AAL 1-3931)</td>
<td>34 19</td>
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<tr>
<td>33</td>
<td>REST YOUR LOVE ON ME</td>
<td>JOHN MOORE &amp; JOHN MOORE (Warner Bros BSX 35747)</td>
<td>35 9</td>
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<tr>
<td>34</td>
<td>STARDUST</td>
<td>WILLIE NEILL (Columbia JC 35055)</td>
<td>31 164</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>GREATEST HITS</td>
<td>ROBERTS &amp; SHELTON CORINELLI</td>
<td>RCA AAL 1-3989</td>
<td>38 4</td>
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<tr>
<td>36</td>
<td>CONCRETE COWBOYS</td>
<td>CONCRETE COWBOYS</td>
<td>Excelsior XLP 8507</td>
<td>43 9</td>
</tr>
</tbody>
</table>

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**From the album HELP YOURSELF**

- **COLUMBIA RECORDS & TAPES.**
- Produced by **LARRY, STEVE & RUDY GATLIN.**

**Now, give your listeners the summer forecast.**

A breath of fresh air from **LARRY GATLIN & THE GATLIN BROTHERS BAND** that'll be on the charts all summer.

From the album **HELP YOURSELF**

**COLUMBIA RECORDS & TAPES.**

www.americanradiohistory.com
CBKY SPONSORS JAMBOREE FOR COUNTRY MUSIC WEEK — The Nepen Sportsplex in Ottawa, Ontario was the site of a recent jamboree of country music. May 17.

For the fifth consecutive year, the Ottawa Host Committee for the annual Country Music Week Ottawa and CBKY (Ottawa) co-sponsored the event in a fund-raising effort to sup-
port Country Music Week, Sept. 13-20. With a crowd of over 1,700 in attendance, the four-
hour performance garnered in excess of $10,000. Fans enthusiastically supported 26 local Ottawa artists, concert goers, and audience members who joined in a special appeal for support. Di-
rector, Brian Cochrane and Sweetclove, Marie Botrell and Cottonwood, Dallas Harms and Michael Dee Graham, and Southern Exposure. The overwhelming response shown in this year’s jamboree promises that the next year’s Country Music Week in Ottawa will be the biggest to date.

PERSONALITY PROFILE — After five years of teaching math and science in a New York City school, Brian Cochrane began a career as a country music radio personality. With a more than ample background in the advertising sphere, it was a natural progression to join the sales department with CBS-FM in 1970. For four and one-half years, Brian directed the retail operations with CBS until Storer Broadcasting purchased WHN/New York, where he grew at a position in the sales department on July 7, 1970. Brian became WHN’s director of retail sales, and, exactly two years later, was elevated to general sales manager. On July 7, 1980, Moors became station manager of WHN. His tenure with the New York country giant has not been without the obvious pitfalls and obstacles. Negotiations between Storer and Mutual Broadcasting Systems to purchase WHN lasted for more than a year. Even so, it was this critical period, however, when WHN was able to more than maintain its position in the competitive New York market. Moors cites the viability of WHN’s New York country format and knowledgeable personnel with great insight into the market as the stabilizing force behind the station’s success. Recognizing that the New York market differs from the Nashville or Dallas country realm appears to have been, and continues to be, an asset worth commendation. Moors’ plans for the future? To continue to develop and expand the growth of country music in the Northeast.

WWDQA, MCA, SILVER EAGLE AND OAKS BENEFIT TENNESSEE PERFORMING ARTS — More than $21,000 was donated to the Tennessee Performing Arts Foundation by Dan SRO Oak Ridge Boys performance June 2. The benefit was promoted by WKDA Nashville, MCA Records and the Oak Ridge Boys, and was taped for the Silver Eagle Cross-Country Music Show, presently scheduled to air over Silver Eagle affiliates Aug. 3.

THACKER JOINS DRAKE-CHEUNAULT’S HISTORY OF COUNTRY MUSIC — Drake-
Cheunault Enterprises’ Bill Drake has announced the appointment of Tom Thacker to the executive staff of the company’s new book, Country Music: A 26-year veteran of the entertainment industry, Thacker’s background includes play-by-play sportscaster, newscaster, music director, program director and general manager positions. Thacker’s addition is a major move in the development of Country Stars of the 1970s.

MALRITE UPS FOTI — WKY/Cleveland’s chief engineer, Frank Foti, has been promoted to the same position with Mantine Broadcasting’s KNEW/Oriole. Foti will move to the fourth

ranked in the market after serving nearly three years with WHK.

TO WHOM IT MAY CONCERN — Drake-Cheunault Enterprises promotion director Doug Fidrio is feeling relaxed at his Southern California residence after undergoing surgery at St. John’s Hospital, Santa Monica, Calif. Expecting to return to his duties July 1, Fidrio can presently be reached at 22244 Ervin Street, Woodland Hills, Calif. 91357.

NRB BOASTS NEW COUNTRY AFFILIATES — New Wall [N.J. station NJR]

is the latest of NBC Radio Network affiliates. The country-formatted stations include WSEK-FM/Somerset, Ky.; Nolan Kenner, president, general manager, and program director; WZKY/Cowans, Tenn.; Nell Bracken, president and Joe Brewer, program director and sales manager.

Rita Basinger WBEX/Denton You’re The Best — Kieran Kane — Elektra


Bradley McCoy WGQ/Tallahassee While The Feeling’s Good — Rex Allen, Jr. and Margo Smith — Warner Bros.

Tom Wayne KCX/Dallas Burning Bridges — Bill Nash — Liberty

County Joe Flint KSP/Salt Lake City Olders Women — Ronnie McDowell — Epic

Mark Tudor WTR/Winston-Salem Don’t Wait On Me — Statler Brothers — Mercury

Makin’ Friends with MIGHTY WWWW — In support of his current RCA album, “Makin’ Friends,” ‘Racy’ Bailey seized the opportunity while in Detroit to visit WWWW, a January 1981 addition to the family of country radio stations. Pictured in front of one of the station’s promotional banners are (l-r): Gene Hallam, PD, WWWW; Bailey, Phil Lanka, general manager, WWWW; and John McNamara, regional promotion, RCA Records.

THE COUNTRY MIKE

1. I DON’T NEED YOU — KENNY ROGERS — LIBERTY — 59 REPORTS
2. A TEXAS STATE OF MIND — DAVID FRIZZELL and SHELLY WEST — WARN-
ER BROS. — 38 REPORTS
3. YOU’RE THE BEST — KIERAN KANE — ELEKTRA — 34 REPORTS
4. I JUST NEED YOU FOR TONIGHT — BILLY "CRASH" CRADDOCK — CAPITOL — 33 REPORTS
5. MAYBE I SHOULD HAVE BEEN LISTENING — GENE WATSON — MCA — 29 REPORTS
6. DON’T WAIT ON ME — THE STATLER BROTHERS — MERCURY — 24 REPORTS
7. MY BABY’S COMING HOME AGAIN TODAY — BILLY LVERLY — RCA — 23 REPORTS
8. I’LL BE HIM — DEBBY BOONE — WARNER/CURB — 22 REPORTS
9. HONEY TONK HEARTS — DICKEY LEE — ELEKTRA — 18 REPORTS
10. DADDY — BILLY ED WHEELER — NSD — 18 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. FEELS SO RIGHT — ALABAMA — RCA — 82 REPORTS
2. PRISONER OF HOPE — JOHNNY ELEKTRA — 70 REPORTS
3. DIXIE ON MY MINH — HANK WILLIAMS, JR. — ELEKTRA/CURB — 69 REPORTS
4. UNWOUND — GEORGE STRAIT — MCA — 66 REPORTS
5. TOO MANY LOVERS — CRYSTAL GAYLE — COLUMBIA — 63 REPORTS
6. FOOL BY YOUR SIDE — DAVE ROWLAND and SUGAR — ELEKTRA — 63 REPORTS
7. I STILL BELIEVE IN WALTZES — CONWAY TWITTY and LORETTA LYNN — MCA — 82 REPORTS
8. THEY COULD PUT ME IN JAIL — BELLAMY BROTHERS — WARNER/CURB — 61 REPORTS
9. RAINBOW STEW — MERLE HAGGARD — MCA — 56 REPORTS
10. DON’T BOTHER TO KNOCK — JIM ED BROWN and HELEN CORNELIUS — RCA — 50 REPORTS

THE FUNDATION PRESS RELEASES JOURNAL

NASHVILLE — The Country Music Foundation has released Volume VIII, num-
ber three of its Diamond Award-winning Journal of Country Music. Published by the non-profit Country Music Foundation, the Journal includes an excerpt from Your Heart’s Belonging, Torelli’s book on Hank Williams, supplemented by the new release of his hit, Country Music. A 100-page book contains in-depth interviews with many of country music’s top artists and provides new insights into the genre of country music.

Published three times a year, subscriptions to JCM are available from the Country Music Foundation, 3 Music Square East, Nashville, Tenn. 37203, for $10 an-
nually, foreign subscriptions, $15 annually. Single issues are available for $4.99.

The next Journal will feature an interview with Jerry Lee Lewis, an excerpt from Living Proof by Hank Williams, Jr. and Michael Bane, a piece on Ernest Tubb’s recording career, as well as work by Charlie Poole and Gordon Jennings.

WJRB, RECORD BAR Host Artists Promo

NASHVILLE — WJRB, in conjunction with the Record Bar in Hickory Hollow Mall here, sponsored a series of autograph sessions and a special performance by Rounder Records artists Riders in the Sky at the Mall center court during Fan Fair week. Additionally, the record store offered its entire collection of country music albums at a special price during the week.

Artists participating in the autograph sessions June 10 included RCA artists Racy Bailey and Sylvia MCA artist Brenda Lee. On June 11, Riders in the Sky performed and participated in the autograph sessions along with Warner Bros. artists Con Hunley, David Frizzell, Shelly West, Gail Davies and Rex Allen, Jr.
Magic Man Takes Five — Executives from Cleveland-based Stark/Camelot Music recently visited A&M Records where they stopped to chat with vice chairman Herb Alpert (seated) who was in the studio working on his next album, "Magic Man." Pictured above with Alpert are (l-r): Jerry Gladieux, vice president of advertising, Stark/Camelot; Jim Bank, executive vice president, Stark/Camelot; Joe Bresni, vice president of purchasing, Stark/Camelot; and Larry Hayes, national sales director, A&M.

Retail Backs CBS' Exposed' Sampler With Aggressive Merchandising Ploys

(continued from page 6)

manager for Lieberman Enterprises, the sub-distribs is offering any record by an "Exposed" artist at one dollar off the regular price with purchase of the sampler package. "Based on initial retail reaction, it's a welcome relief to have a quality product to sell at 1970 prices," commented Maita. "The consumers obviously like it too because it's number three for us this week in sales.

Lou Fogelman, president of the 23-store Music Plus chain and City One Stop based in Los Angeles, said the web has enjoyed solid sales of the item at full list price. He added that the sampler LP has been placed in a variety of spots around the stores, including the singles bin, where Fogelman said singles buyers might be encouraged to purchase the album because of its low price.

In-store airplay has been the most effective tool employed to make consumers aware of the "Exposed" package. "We'd hoped to capitalize on in-store airplay," said Hamilton, who added that the merch campaign tied to the sampler consisted of cover blow-ups and flats. Hamilton also said that while the company was not trying to release "Exposed" as a normal market item, "we did hope that dealers would see the package as an opportunity to sell more of the product featured in the sampler."


First American Label To Release 16 Albums

LOS ANGELES — The First American Record Group plans release of 16 new albums.

The John Parker-arranged and -composed album, "Dallas," is set for release on the First American label, along with a 12" single by Massara, entitled "Margarita." Guitarist Curlie Coke and Northwest rocker Dave Raynor are also scheduled to release solo outings on the label.

From the Music Is Medicine label come jazz debuts by Tom Rainier, Tim Leese and street singer Jim Page.

The mid-priced Picadilly label plans release of albums by George Wright, Paul Anka, Woody Herman, Shocking Blue, American Patrol, The Hagers and Bobby Wayne.

Also planned for release is an interview album on the Great Northwest Music Co. label, featuring a talk with Buddy Holly and music by his band, the Crickets.

MCA, Magnet Report Pact For U.S., Canada

LOS ANGELES — MCA Records and London-based Magnet Records recently entered a distribution deal for the U.S. and Canada. Under terms of the agreement, albums by Bad Manners and Matchbook will be the first product released.

Top Selling Accessories

Allsop Cassette Head Cleaning Cassette 70300
BASF Cassette Head Cleaning Cassette
Bowers Anti-Static LP Inner Sleeves
Discwasher D-4 System

Discwasher D-4 Fluid Re-Fill 1/4 Oz.
Le-Bo Cassette Carrying Case TA-133
Marsand Cassette Carrying Case C-12
Maxell UDXXL II C-60
Maxell UDXXL I C-90
Memorex MRX2 C-90 Pack (Promo Item)
Rection Cassette Head Cleaning Cassette
Rection 45 inserts 10/Box 3210 RJ
Savory Cassette Carrying Case 23330
TDK SAX C-60
TDX AD C-90
TDX SA C-90
TDX DC-90 Z Pack
TDX Cassette Head Cleaning Cassette HC 01B
Watt's Dust Bug 00020

Single Breakout of the Week

GEMINI DREAM • MOODY BLUES • THRESHOLD/POLYGRAM TR601

Single Breakouts

I DONT NEED YOU • KENNY ROGERS • LIBERTY 1415

BOY FROM NEW YORK CITY • MANHATTAN TRANSFER • RCF/ATLANTIC 3816
Breaking out of: Waxie Maxie — Washington, Bee Gee — Albany, Turtles — Atlanta, Father's & Sun's — Indianapolis, Tower — San Diego, Sounds Untid — Chicago, Record Theatre — Cincinnati, Peaches — Columbus, National Record Mart — Pittsburgh

SLOWHAND • POINTER SISTERS • PLANET/ELEKTRA P-47929

HEARTS • MARTY BALIN • EMI-AMERICA 8084
Breaking out of: National Record Mart — Pittsburgh, Record Theatre — Cincinnati, Sounds Untid — Chicago, Charts — Phoenix, Camelot — National, Tower — San Diego, Hotline — Memphis

A LIFE OF ILLUSION • JOE WALSH • ASYLUM E-47144
Breaking out of: Bee Gee — Albany, Turtles — Atlanta, Great American Music — Minneapolis, Peaches — Kansas City, Camelot — National

Fastest Moving Midlines

AC/DC • Let There Be Rock • Atco SD 19132
Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033
Beatles • Rock 'N Roll Vol. 1 • Capitol SN/16020
Beatles • Rock 'N Roll Vol. II • Capitol SN/16021
Jeff Beck • Wired • Epic PE 33849
Devo • Live • Warner Bros. Mini 3548
Exposed • A Cheap Peek At Today's Provocative New Rock • Various Artists • CBS X2 37124
Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
Billy Joel • Piano Man • Columbia PC 32455
Lynyrd Skynyrd • Skynyrd's First And... Last • MCA 37071
Don McLean • American Pie • United Artists LN 10037
Tom Petty And The Heartbreakers • You're Gonna Get It • MCA DA 52029
Pretenders • Extended Play • Sire Mini 3563
Secret Policeman's Ball • The Music • Various Artists • Island IL 9630
Sex Pistols • Never Mind The Bollocks Here's The Sex Pistols • Warner Bros. BSK 3147
Who • Meaty, Beaty, Big & Bouncy • MCA 37001
Who • Who Are You • MCA 30850

Compilation From: Midwest Group • National • Ravenna • Buffalo • Peaches • Dallas • Record Theatre — Cincinnati • Disc Records • Texas • Charts • Phoenix • Lieberman • Portland • O.J.'s One Stop • Seattle • Father's & Sun's — Indianapolis • Peaches — Columbus
MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

MECCA FOR MODERN'S • MANHATTAN TRANSFER

ATLANTIC


MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats, Die Cut Streamers.

ALBUM BREAKOUTS

1 MUST BE MAGIC • TEENA MARIE • GORDY/ MOTOWN GQ-1024011


MERCHANDISING AIDS: Album Flats, 24x36 Poster.

EXPOSED/ A CHEAP PEEK AT TODAY'S PROVOCATIVE NEW ROCK • VARIOUS ARTISTS • CBS X3 37124


MERCHANDISING AIDS: 1x1 Flats, 3x3 Cover Blowup, Floor Bin And Counter Bin Header Cards.

TASTY JAM • FATBACK • SPRING/POLYGON SP-1-6731


MERCHANDISING AIDS: Trimm Fronts, 2x2 Cover Blowup.

AS FALLS WICHITA, SO FALLS WICHITA FALLS • PAT METHENY & LYLE MAYS • ECM-1.1190


MERCHANDISING AIDS: 1x1 Flats, Poster.

IRON MAIDEN


MERCHANDISING AIDS: 2x3 Mini Covers.

WHATS IN-STORE

SPECIALTY SPOTLIGHT — in an industry where “Top 40” charts frequently dictate what retailers put on their shelves, specializing in local music can be a unique way to attract customers. New Orleans’ Leisure Landing has built a nationwide reputation by stock- ing hard-to-find albums by local artists, a particularly difficult task in a city as musically rich as New Orleans. But despite any difficulties, Leisure Landing’s specialty approach is proving fruitful, as the chain prepares to open its third store and introduce a mail-order business.

Starting with their original outlet in Baton Rouge, Leisure Landing partners Patrick Berry, Donnie Cusmano and Joe Anne Feldhaus have been careful to sell a wide segment of their inventory for local music. Berry assesses the actual percentage of sales from the specialty racks at three to four percent of the store’s receipts, but credits Leisure Landing’s reputation with drawing an expanded clientele, especially during Mardi Gras and the annual Jazz and Heritage Festival. It’s this particular out-of-town consumer that Leisure Landing will be trying to keep in touch with when it bows its new mail-order business in the next few months. One of the key challenges for the mail-order business will be to find a product in quantity of out-of-print and import-only items, among the difficult items are Dr. John’s “Gumbo,” a homage to New Orleans’ rhythm and blues that is now available only in Japan. Another challenge facing Leisure Landing is to find new sources by perusal of perennial favorites like The Meiers or The Wild Magnolias. “With the mail order catalog, we’re going to have to constantly evaluate what we can really get,” said Berry. This is not the first time Leisure Landing has used the mail to boost business. Wavelength, a separate, monthly magazine that deals exclusively with New Orleans music has its beginnings as a monthly mailer the store used to attract customers. Although no longer affiliated with the store, the magazine is still published by Berry, with editorial duties handled by Connie Atkinson. Berry is also a partner in Oblique Records, a label that records local acts. As in the case with Wavelength, Oblique has no official ties with Leisure Landing, although Berry was quick to credit the reputation of the retail outlet with helping him launch the label. With so much of Leisure Landing’s reputation built on its catalog of rhythm and blues, jazz and ethnic music, it’s no surprise that the new outlet will also be a specialty store. What is surprising is that it will feature only classical recordings.

INFLATION TAKES A VACATION — That’s the theme in a WBA promotion being handled by Chicago’s Sound Unlimited One-Stop. Forty-four stores, including 11 Sound Warehouse and six Dog Ear chain outlets will benefit from a massive radio campaign that features 250 radio spots, rotating DJs. In-store aids including T-out posters, rotating dividers, posters and buttons, will leave no question as to which stores are participating in the promotion. The radio spots and print ads will also alert shoppers to give-aways and contest drawings tied to the promotion. Sound Unlimited’s Bob Kahn told us that while WEA is offering no price breaks, it is exceptional that the company should propose such a large promotion with a one-stop, and he is cooperating. “We’re pushing the stores to key the WEA mid-ines which were the focus of much of the promotion,” said Kahn, “and to put the big sale items up front.” Kahn also hopes that the advertising blitz introduces the store to a lot of new customers.

RADIO DOCTORS ADDS CLASSICAL/VIDEO — Milwaukee’s Radio Doctors Records has opened a classical/video store adjacent to its main store on West Wells St. The store, with over 2500 square feet, will carry over 10,000 records, and feature a reference library for customers. Steve Lutomski will be retail manager of the store as well as senior retail supervisor of the entire Radio Doctors retail operation.

STARK FACTS — The folks who handle Stark Records and Tapes, CMC Advertising, recently took two first place prizes at the “Mona Awards” sponsored by the Canton Adver- ting Club. The company was cited for a point-of-purchase display for Elvis Presley, and for a direct mail campaign it designed for the Stark/Cameolot classical club. Other Stark congrats go to Paul Burnett, recently promoted to director of media production and com- munication, and to Geoff Mayfield, who has just joined the outfit’s advertising department.

RECORD BAR NEWS — “Guess our ‘Newtons’ and win our ‘Juice’” is the title of the promotion at the Terre Haute, Ind. Record Bar in support of Juice Newton. Guessing the number of Newtons in a giant cookie jar will be rewarded with $30 worth of gasoline. “Grand Slam” by the Isley Brothers is the focus of a contest and promotion at the Portsmouth, Va. outlet. Baseballs have been placed throughout the store, and the customer correctly guessing the number wins season passes to see Triple-A club the Tidewater Tides and will receive the entire Isley Brothers catalog. The LP is also on sale. The customer who correctly guesses the number of 45s in a large fishbowl in the Stateville, N.C. store will win $50 worth of Record Bar gift certificates. Singles will be sold priced throughout the promotion.

Fred Goodman
Rita Marley To Perform Tribute To Husband At Caribbean Awards Fest

by Richard Imamura

LOS ANGELES — A guest appearance by Rita Marley, wife of the late reggae superstar Bob Marley, will highlight the second annual International Caribbean Music Awards, Sept. 26 in Miami. Sponsoring the event is the Caribbean Arts Society of America and produced by Insight Prod. and Management Inc., the awards program will be preceded by a weekend Caribbean Carnival, starting Sept. 26.

Sponsored by the Baltimore Sun, the awards program will also feature performances by such notables as Boney M., Toots & The Maytals, Kenny Nang, Papas, Michigan & Greenaway, Blue Boy, Marcia Griffiths, Peter Tosh, the Stilt Dancers of the Virgin Islands, Dennis Brown, Winston Irie and the Fabulous Merrymen, to name a few.

The countries represented by the acts include Jamaica, Guyana, Trinidad and Tobago, Barbados, Bahamas, Haiti, the U.K., Antigua, the Virgin Islands, Germany and the U.S.

Among the special guests expected to attend, but not necessarily perform, are Debby Harry of Blondie and Steve Wonder. Officially endorsed by the government of Jamaica, the awards program will be dedicated to the late Bob Marley, the reggae legend who died in 1981. Mr. Marley popularized the genre of music in areas outside of the Caribbean.

Among the special awards already announced are Most Outstanding Female Artist Promoting Caribbean Music Internationally (Blondie, featuring Debby Harry), Most Outstanding Male Artist Promoting Caribbean Music Internationally (Steve Wonder), Most Outstanding Male Group Promoting Caribbean Music Internationally (The Police), and Most Outstanding Female Group Promoting Caribbean Music Internationally (Boney M.).

In all, 28 awards will be given at the ceremony. Events preceding the awards ceremony will be the Caribbean Carnival, Sept. 21, and the inaugural Caribbean Music Conference on Sept. 21-23. The conference will feature lectures, workshops and seminars on the educational function in the music business for Caribbean artists and how they can exploit the international market.

“The Caribbean Music Awards was initiated in July 1980 as an annual event to foster the development and to strengthen the cultural ties between the people of America, the Caribbean, Europe, Africa, Japan and other countries,” said Chester McCullough, president of the organizing group. “This event is unique in its endeavor, based on its desire to honor Caribbean music culture and in general, and individuals and companies who have contributed to the industry over the years.

“Loveboy Tops May CRIA LP Certifications

TORONTO — The Loveboy self-titled debut topped the May certifications of the Canadian Recording Industry Ass’n, with a triple-platinum signifying 300,000 sales. Other certifications included a double platinum, seven gold albums, a platinum single and two golds.

Following the Loveboy LP, “Lost In Love” by Air Supply on PolyGram Canada was certified double platinum (200,000 sales), while “Moving Pictures” by Rush on Anthem and “Horizon” by Eddie Rabbit on EMI took platinum (100,000 sales).

Gold album certifications, signifying 75,000 sales, went to “Celebration” by Kool & The Gang, “Tie A Yellow Ribbon Round The Old Oak Tree” by Neil Diamond, “Girl From Ipanema” by Antonio Carlos Jobim, and “London Bridge Is Falling Down” by Frankie Valli.

(copyrighted page 30)
The City Rollers, who were massively successful here until their breakup in the late '70s, have reunited and signed a long-term worldwide deal with Epic. This time around, the group will be accompanied by a more serious, more advanced, more musical Rollers.

Following lengthy investigations, including a "What Goes On The Gift Of Music" campaign, the British Phonographic Industry (BPI) is looking to start a marketing campaign aimed at the general public, the non-music media and broadcasters with a view to the overall promotion of prerecorded music. The campaign is intended to educate the mass of people who feel underinformed about the music scene and those who feel daunted when confronted with too many choices.

The BPI PR committee, under the chairmanship of WEA MD Charles Lewison, intends to start by organizing a meeting of major retailers to enable them to meet one another, as well as with the BPI, Saatchi & Saatchi, the advertising agency, will survey the record market with an eye to discovering why they are stagnating. The BPI is assuming that among the survey's findings will be that potential customers lack information about what they can buy and how to buy it.

Following the trend of other manufacturers, Virgin is pushing its catalog product by launching a ticket-selling scheme. The list of titles and mounting a national advertising campaign to promote them. Seventeen titles will be reduced for two months from June 15. The dealer price of three pounds 20 pence ($6.17) drops to two pounds 43 pence ($4.68). Included are albums from the Sex Pistols, Public Image Limited, Devo, Mike Oldfield and the Human League.

As the industry attempts to work out some way of blocking parallel imports, the free market has meanwhile conspired to do so, certainly as far as imports from the U.S. are concerned. What will happen to international currency markets, the tiny profit margins of the importers have all but disappeared. Importers of some countries on the continent are not yet affected, but one importer complained of losses approaching $10,000 a day on its trade.

Tim Blackmore has taken Aidan Day's job as head of programming at Capital Radio. Day is forming a new division, Aidan Day admissions (A.D.A) in conjunction with Capitol. The first project will be to build a library of popular classics specially recorded for and available to independent local radio stations.

Having spent the last five years banding his almighty father, producer Joe Paster- nick in Los Angeles, popular BBC disc jockey Emperors Rosko is returning to Radio One for a series of Saturday shows throughout the summer.

Northeast Jazz Festival Set For July In Holland

The Hague — The sixth annual Netherlands Jazz Festival will be held here July 10-12 at the Congress Centre. Featuring live acts, a film festival, video shows and flea market with records, instruments and memorabilia, Northeast Festival offers expectant attendees a year to exceed last year's 25,000.

Over 100 different acts, featuring approximately 600 artists, will play during the three-day festival. Among the headliners are Oscar Peterson, Monty Alexander, Dorothy Donigan, Teddy Wilson, Larry Coryell, Lionel Hampton, Art Blakey, Kai Winding, the Dizzy Gillespie All Star Sextet, Rita Reys and the Pil Jacobs Trio, the Concord Super Band, Art Farmer/Lee Konitz, Buddy DeFranco/Terry Gibbs, Shelly Manne, Dexter Gordon, Rodney/Ira Sullivan, Richie Cole, the Basie Alumn Band and Chiico Freeman.

Vocalists to be featured during the festival include Rosalyn Cubby, Al Jarreau, Mel Torme, Sarah Vaughan, Ernestine Anderson and Shirley Horn.

Blues will also be highlighted during the festival, with Muddy Waters, Lightnin' Hopkins, Magic Slim, Albert Collins, Albert King, Bobby Blue Bland, Johnnie Taylor, Kool & the Gang, Jimmy Witherspoon and Taj Mahal scheduled to perform.

Dixieland jazz will also be a part of the festival, with the Dutch Swing College Band, Trunny Young, Bob Crosby and the Original Bob Cats, Claude Luter and Buddy Tate invited. In addition, rhythm and blues star James Brown and salsa great Ray Barretto and Mango Santamaria will perform.

INTERATIONAL BESTSELLERS

Japan

1. Ruby No Yubwara — Akira Terao — Toshiba/EMI
2. Nihon no Modo — CBS/SONY
3. Shadow City — Akira Terao — Toshiba/EMI
4. Z awareness — Koyuki — Toshiba/EMI
5. Rugi Wagi I Love You — Toshiko Tawara — CBS/SONY
6. Totsuzen no Hana — Tatsuro Yamashita — Toshiba/EMI
7. Sexy Music — Nolna — Epic/Sony
8. Machikado Twilight — Chienes — Epic/Sony
9. Yoshi — Kiyoshi Hase — RCA
10. Sunset Memory — Naomi Sugimura — Polydor

11. Akai Aku No Musume — Totsuzen no Hana — Toshiba/EMI
12. Heart & Soul — Tetsuya Horiuchi — CBS/SONY
13. Ringissu — Miyuki Nakajima — CBS/SONY
14. Long Vacation — Eiko Matsui — RCA
15. Modern Girl — Shuns Ke Enshino — Toshiba/EMI
16. Arashi No Uta — Itchika Hana — Victor
17. My Heart — Kosuke Minami — CBS/SONY
18. Pop - Rock No Arashi No Uta — Tetsuya Horiuchi — Toshiba/EMI
19. Warner/Pioneer — Cash Box of Japan

New Zealand

1. Counting The Beat — The Swingers — CBS
2. The Bridge — Dean Wareham — WEA
3. Big Thrill — Marlene — PolyGram
4. I Could Be So Good For You — Derryn Waterman — EMI
5. One Day — John Nathan — PolyGram
7. Feeling Wild — Dave Hobden — WEA
8. History Never Repeats — Split Enz — PolyGram
9. Art Masters — CBS
10. In The Air Tonight — Phil Collins — WEA

United Kingdom

1. Being With You — Smokey Robinson — Motown
2. Funeral Pyre — The Jam — PolyGram
3. I'm Not In Love — The Animals — CBS
4. How Bout Us — Champaign — CBS
5. You Drive Me Made — Average White Band — Epic
6. Will You — Hazel O'Connor — A&M
7. One Day In Your Life — Michael Jackson — Motown
8. I Want To Be Free — Toyah — Safari
9. More Than This — Roxy Music — PolyGram
10. Chequered Love — Kim Wilde — RAK

Canada

1. Stars On 45 — Star Sound — CBS
2. Anthem — Toyah — Safari
3. Want It All — The Police — Go-Go
4. Kings Of The Wild Frontier — Adam & The Ants — CBS
5. She's No Doubter — Shakin' Stevens — PolyGram
6. This Ole House — Shakin' Stevens — Epic
7. Long John Silver — Vangelis — PolyGram
8. Hi Infidelity — Red Speedwagon — Epic
9. Disco Niles, Disco Date — various artists — Ronco
10. Melody Maker

Cash Box June 20, 1981

www.americanradiohistory.com
Copyright Infringement Main Focus Of Japan Trade Group

TOKYO — Japan's leading manufacturers of coin-operated amusement machines, as well as amusement park equipment, and kid-die rides, numbering 91 companies, have banded together to form a new organization to protect the industry. The association, which was organized Jan. 1, 1981, is called Japan Amusement Machinery Manufacturers Association (JAMMA). Its parent organization, Japan Amusement Trade Assn. (JAA), had limited its membership to manufacturers, operators and distributors of amusement-park equipment only, and had been having difficulty in fulfilling its function. The organization was, therefore, divided into three independent associations, including JAMMA.

Among the officers of JAMMA are: Masaya Nakamura, Namco Ltd., president; Hayao Nakayama, Sega Enterprises Ltd., vice president, and Akio Nakanishi, Taito Corp., vice president. The directors are: Mineo Aoi, Kansai Seiki Seisakusho Ltd., Shigezaku Kato, Kato Amusement Industry, Mineo Aoi, Kansai Seiki Seisakusho Ltd., Shuntaro Kawakatsu, Kawakatsu Co. Ltd., Tetsuo Fukuda, Data East Corp.; Tokuzo Komai, Nintendo Co. Ltd.; Sadayoshi Ono, Hope Corp., Ltd., and Kazuo Okada, Universal Sales Co. Ltd. The executive committee includes inside auditors Koichi Endo, Nihon Gorakku Co., Ltd. and Masami Maeda, Sun Electronics Corp.

JAMMA president Nakamura, emphasizing the problem of copyrights, made the following statement concerning the course JAMMA is to take and the new organization must urgently take up: "In Japan, we have not yet reached the stage of defining whether copies should be covered by copyright law, or whether they fall under the category of rights relating to computer software, in the broad sense of the word, and this has been a frequent source of trouble."

Legislation Needed

"All game concepts, logos and characters are the previous fruits of brainstorming by talented individuals, the result of many efforts and a part of creative work. It is absolutely intolerable that this property of the manufacturer should be so easily plagiarized simply because of advances in decoding technology. These plagiarists are nothing like a high school boy picking up radio messages with a gadget he himself took great pains to assemble. Our anger is targeted against not the piracy and the market permitting it, but the man who can't see beyond his own noses in such a way."

"We strongly emphasize the copyright law. Our attitude is that if piracy is prohibited by law, it cannot happen."

Bally Appoints Britz To COO Post

CHICAGO — Robert E. Mullan, chairman of the board and president of Bally Manufacturing Corporation, announced that the board of directors has appointed John A. Britz chief operating officer of the company.

Britz, who has been executive vice president-technology at Bally since 1970 and a director since 1977, will continue to serve in both positions. His appointment as chief operating officer is effective immediately.

"Important Step"

"The election of John Britz as chief operating officer of Bally Manufacturing Corporation represents a very important step in the future development of the company," said Mullan. "His proven expertise in all facets of our manufacturing operations, and his unparalleled dedication has provided an immeasurable contribution to the success of Bally over the years. We are highly confident that John's newly expanded role at the company will serve to further cement Bally's record of growth."

Britz, 62, began his career with Lion Manufacturing Company, the predecessor company to Bally, in 1939 in the machine development and production. He became general manager of Bally in 1963, with responsibility for engineering and production. He was appointed vice president in 1966, and was subsequently elected executive vice president of Bally and a member of the board of directors.
In April, we outdid everybody else!

1st time ever in the industry:

Number 1 with 2!

UPRIGHT VIDEOS

#1 BLACK KNIGHT (Williams)

#1 DEFENDER (Williams)

Williams ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618
Copyright Infringement Main Focus Of Japan Trade Group

(continued from page 37)
directed toward those who dare to pretend to be our fellow businessmen, and who are trespassing on our territory with weapons they have actually stolen from us.

The most important thing to do, I would like to emphasize, is to ensure that measures are taken so that the efforts of manufacturers will be justly rewarded as well as to encourage advancements in technology such as would be naturally of use in the development of society.

From the standpoint of lawmaking, because such legislation, by its very nature, calls for perfectionism, it is likely to require considerable time to enact. There is enormous resistance to changes in the procedures and methods of formulating the definition of such copyrights. Nevertheless, we think the problem can be considerably remedied by taking such legislative measures as to enlarge the concept of copyright protection, or to extend the idea of the territory of competition. In any case, it is certain that the copyright problem will grow worse if nothing is done to stop this passive onslaught just because there is no applicable law at present.

In our opinion, all influential members of the industry and all interested persons should join together in exerting every necessary force to build an industry that can truly lead in sound judgement and high principles. We have very high hopes that the scope of influence and the regulating force the new association can have in the industry will be great.

"This is especially the case with video games, which depend entirely on their software for their commodity value. Software, developed by individuals, becomes a product manufactured by the manufacturers has been in great demand recently, especially in overseas markets, and, taking advantage of this, some unscrupulous manufacturers are distributing, in an unordered way, imitations in various overseas markets. Cases of infringement upon the interests of foreign manufacturers holding lawful licenses have become quite frequent.

Players Battle Space Monsters In Atari's New 'Centipede' Video Game

SUNNYVALE — A snaking centipede that winds through a treacherous mushroom field, a space spider, a flea and a poisonous scorpion are the deterrents for the first centipede game in Atari's newest video game, "Centipede."

Increasing challenge and mounting tension are highlights of the fast-paced play and Centipede offers a number of unique action features including an Atari Trak-Ball controlled shooting device, continuous firing capability and full color video graphics that change completely with each level of play.

The object of the game is to shoot and destroy the centipede and its carnivorous allies as they advance through a field of mushrooms, without being hit by the centipede or other monsters.

In announcing the new release, Frank Ballouz, vice president of marketing for Atari's Coin-op Division, said, "Like many of Atari's recent successes, 'Centipede' is easy to learn, but very hard to really master. It's an attention-getting new theme with game play that requires faster reflexes and provides increased challenge as the game progresses. Test results have shown a very high level of play and replay. Centipede now goes to eat up a lot of coins," he added.

The excitement begins as soon as the player's "game" is activated. The first centipede is a simple creature. On the next level, the centipede has added extras like "Stingers" that shoot fireballs, and a "Wasp" that orderly bites the heads off. On the final level, the screen is filled with a dozen "Centipedes." The player must shoot the 'Wasp' to make it stop, and all the "Centipedes" must be killed in a set time limit.

"Centipede" is the new addition to the "Atari's Mushrooms," the successful coin-op game, which has already been released.

Masaya Nakamura, "Namco Ltd., which is owned by myself, sponsored an emergency international conference in Japan on March 9, 1981 (Cash Box, April 18) which was attended by every one of the four Japanese manufacturers, and such overseas manufacturers as Joseph Robbins (president, Atari, Inc.), David Marofski (president, Midway); Stanley Jarocki (vice president, marketing, Midway); Lilla Zinter (director of marketing, Exidy); and Joaquin Franco (president, Interflap of Spain).

Convention Update

The theme and purpose of the 1981 JAA annual convention in October will be finalized at a later date. However, it has been decided that the show will be held and operated under the joint sponsorship of the three new associations, including JAMMA, Japan Amusement Park Equipment Assn. (JAPEA) and Nippon Amusement Operators Assn. (NAO) with due consideration given to relations which then existed between the former JAA and overseas manufacturers inquires about the convention may be directed to Japan Amusement Machinery Manufacturers' Assn., Room No. 704, Shiuwa Nagatacho, TBR Bldg., 2-12-2, Nagata-cho, Chiyoda-ku, Tokyo 100, Japan; Phone: 03-593-2563.

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7th Annual OMAA Convention Topples Previous Records

CHICAGO — The Ohio Music and Amusement Manufacturers Association (OMAA) has uncovered the formula for taking an outstanding trade show and making it even greater, as evidenced by the seventh annual exposition held May 8-9 in Columbus, Ohio, which broke all previous attendance records, establishing this Ohio event as one of the biggest and best in the U.S.

"It couldn't have been better," declared OMAA president James H. Hayes of Dayton, Ohio, adding, "Our biggest problem now is wondering what we can do for an encore in 1982. Our exhibit space is bulging at the seams and this year we even turned down some late filing exhibitors. It's a nice kind of problem," he added. "I know a lot of states that wish they had headaches like ours."

Tommy Thompson of Tora Music in Columbus presided over the Exposition once again this year. The exposition drew representatives from just about every "name" in the music and amusement industry. One exhibitor, displaying the latest electric guitars, commented that this show has booked him more orders for more than $100,000 in machines and received additional leads. "To boot, my salesmen were going for weeks," a jukebox firm reported sales of 50 units during the two days of the show.

Business And Pleasure

In a seven-year span, OMAA has emerged as a major state association and one of the most prominent, and successful, in the industry. Stressing education and networking, OMAA aids members on many different fronts. Executive vice president Paul Corey of Columbus blends good times — there are fewer parties in the industry today — with hard work, as underscored by this year's exposition formalities.

OMAA gave registrants everything from a golf outing (the Edward Shaffer Memorial Tourney) to legal clinics (presided over by Assistant U.S. Attorney General Marc E. Myers, OMAA legal counsel J. Richard Lumpke and John K. Everett) during the two-day convention. OMAA president Norman G. Nieman, former executive vice president Leo M. Droste addressed the Saturday luncheon and Ohio Supreme Court Chief Justice Fred J. Celebrezze, Jr. swore in the association's new slate of officers.

Entertainment and the Friday banquet was provided by the R.J. Reynolds Tobacco Company in the form of an outstanding 70's voice group, the Sweet Adelines, who proved to be exceptionally popular with their widely varying number of a cappella hits.

The exhibit hall was open a total of eight hours during the weekend, and included 59 booths, the limit that could be handled at the University Hilton Inn, which is where the convention was held. The booth total represented an increase of 16 from last year and there were 14 new exhibitors at the '81 expo, including many out of state businesses. Among the newcomers were the: The Valley Company, The Tobacco Industry, Pepsi-Cola, Motorola, Danny Vegh's, Brown & Williamson, P & G Records, Scan Coin, Philip Morris, Poland Manufacturing, Bumper Tube, Security Products, OBA, Inc. and D & R Industries.

The Tobacco Institute's participation was particularly interesting because, during the show, it was revealed that OMAA members own more than 65% of the 34,000 cigarette vending machines licensed in the Buckeye State. Recognizing this trend, R.J. Reynolds has been an exhibitor since OMAA's inception and this year was joined by Philip Morris and Brown & Williamson.

An added bonus of the exposition space, however, was devoted to electronic games and the splendid array on display this year depicted the futuristic aspects of the business.

Admission to the hall is limited to operators and their guests, allowing everyone the opportunity to play the "state of the art" units which are brought in especially for this occasion. OMAA Expo '81 received extensive mass media coverage and by the time the show closed on May 9, 424 people had registered, breaking the 1980 record by more than 100.

Future Look

The convention program provided clues as to possible future directions of the Ohio group, which is considered a pacemaker among state organizations. For example, the OMAA is approximately two years behind the national level in consideration of state license bills, with Ohio allowing for special excise taxes to promote the state industry.

Bally Pin Division Taps Reckas For Marketing Post

CHICAGO — Tom Nieman, vice president of Bally Manufacturing's Pinball Division, announced yesterday that Joe Reckas has been named to the position of manager of market research and development. Reckas' new duties will include a concentra-

tion effort to research and develop profiles on the amusement game marketplace.

Reckas has been with Bally for eight years, most recently serving as assistant sales manager of the Gaming Equipment Division.

In announcing the appointment, Nieman stated, "We've been looking for someone to help the Pinball Division bring the needs and wants of the marketplace more sharply into focus. With John's varied background, working in Bally's computer department, the traffic department and most recently the gaming division, he brings a new and valuable perspective to our marketing efforts."

Cash Box June 20, 1981

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In May, we outdid ourselves!

Number 1 with 2 -twice!

FLIPPERS
#1 BLACK KNIGHT (Williams)

FLIPPERS
#1 BLACK KNIGHT (Williams)

ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618

www.americanradiohistory.com
Southwest Vending Draws Large Crowd With Summer Game Show

CHICAGO — Southwest Vending Sales Company hosted a Spring Games Show in typical Texas style at the Dallas Market Hall, May 15-17, for coin-op game enthusiasts calling in from all parts of Texas and Oklahoma to see the latest equipment on display and meet with such coin-op hosts as Tom Chatten, general manager of the Dallas district and John Gaten, president of Southwest Sales. The event was truly a Games Extravaganza where a lot of new products were on display, service schools were held and hospitality and business growth were the theme.

A number of factory executives attended from across the country to join in the festivities.

Seventeen booths were set up for the major game manufacturers and the Western theme seemed to come through in the decorations, the barbecue lunch that was served and in the garb of the guests, in some cases. Marshall Caras, Gottlieb's vice president of marketing, arrived all decked out cowboy style complete with hat, boots and bolo tie.

Among factory representatives present were Marty Glazeman (Williams); Don Osborne, Tom Petit and Russ MacDonald (Gottlieb); Ivan Rothstein (Centuri); David Stroud, Mr. & Mrs. Tom Stroud, Sr. and Ron Cole (Cinematronics); Bob Harmon (Gremlin); Lou Rudolph (Sterll); Marshall Caras, Jim Phillips and Abi Carmen (Gottlieb); Bernie Powers (Bally) and Dick Koenig (Williams).

There were special seminars held on the financial aspects of the business, conducted by Charles Ross and Richard Priemeyer of Innovative Management Consultants. A talk on Game Operation in the Southwest was given by a staff member of Gottlieb.

There were also special events added to the overall success of the two-day show. As one long-time customer of Williams, Tom gated to the company's booth and gave evidence of the high regard in which Tom Chatten is held and his outstanding reputation.

"We were pleased with the response to the show," stated Southwest president Gaten. "It is evident that the Dallas office is doing exceptionally well for its first year due to the enthusiastic operators in the area together with Tommie (Chatten) and his superior staff." Southwest is already mapping out plans for a fall show to be held just after the October AMOA convention.

The serious nature of the problem, Midwest intends to seek criminal prosecutions against such companies in cases of willful infringement of its copyrights in "Galaxian," "Pac-Man," "Rally-X" and "Gort!" as well as in its newest game "Wizard Of Wor," and other video games when released. Midwest will also continue its activity to obtain enforcement of its copyright and the U.S. Customs Service and the International Trade Commission, and by civil actions against infringers for injunctive damages and profits.

Midwest is actively engaged in civil actions in the U.S. District Courts against 17 defendants, in Phoenix, Ariz.; Omaha, Neb.; Providence, R.I.; Chicago, Ill. and in Canada. In some of these actions the defendants' games and circuit boards have been seized by the U.S. Marshal pursuant to the impoundment provisions of the Customs Law.

Finally, Midwest is defending against every available legal action to protect its proprietary rights in its original and highly successful video games.

U.S. Customs Office Issues Orders Against Midway Counterfeits

(changed from page 36)

Section 506. Criminal Offenses

(a) Criminal Infringement. Any person who infringes a copyright willfully and for purposes of commercial advantage or private financial gain shall be fined not more than $10,000 or imprisoned for not more than one year, or both. Provided, however, that any person who infringes willfully and for purposes of commercial advantage or private financial gain the copyright in a motion picture shall be fined not more than $25,000 or imprisoned for not more than one year, or both, for the first such offense and shall be fined not more than $50,000 or imprisoned for not more than two years, or both, for any subsequent offense.

(b) Forfeiture And Destruction. When any person is convicted of any violation of this section, and judgment of conviction shall, in addition to the penalty therein prescribed, order the forfeiture and destruction of all disposition of all infringing copies or phonorecords and all implements, devices, or equipment used in the manufacture of such infringing copies or phonorecords.

Among them is the United States Customs Service has for some time enforced copyrights in original audiovisual works embodied in video games such as "Galaxian" and "Rally-X," and the Federal Courts have recognized the validity of such copyrights, there are some manufacturers, distributors and operators who continue to defy the law by dealing in infringing games. These companies undermine the creativity which is essential to the life of this industry, Midwest pointed out.

Due to the serious nature of the problem, Midwest intends to seek criminal prosecutions against such companies in cases of willful infringement of its copyrights in "Galaxian," "Pac-Man," "Rally-X" and "Gort!", as well as in its newest game "Wizard Of Wor," and other video games when released. Midwest will also continue its activity to obtain enforcement of its copyright and the U.S. Customs Service and the International Trade Commission, and by civil actions against infringers for injunctive damages and profits.

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Finally, Midwest is defending against every available legal action to protect its proprietary rights in its original and highly successful video games.

Atari Debuts New 'Centipede' Video

(changed from page 48)

progresses, heads will appear more frequently. When an entire centipede is destroyed the playfield changes color and a new centipede starts at the top. The centipede from then on will alternately move faster or slower.

For additional challenge, a spider moves across the playfield and can destroy the player as well as any mushrooms it passes over. A flea also hops across the screen bombing the player, leaving mushrooms in its wake; and then there's a deadly scorpion who poisons any mushrooms it touches. The centipede is also poisoned if it contacts a contaminated mushroom, causing it to head directly at the player.

The game really tests the player's reflexes and provides plenty of very exciting challenging play.

Operator options include 2, 3, 4 or 5 selectable game lives, 4 adjustable bonus "lives" score levels, 4 language and numerous coinage options for maximum location versatility.

The centipede is available in standard upright, space-saving mini Cabaret and new 19 inch cocktail cabinets, with a limited quantity of 13 inch models also available.

Gameplan Announces 'Tradewinds' Promo

(changed from page 36)
Defender reaches new heights!

Now in upright, cocktail table and cocktail table with base.

1 or 2 player upright:
Height: 70" Width: 26" Depth: 30"

1 or 2 player cocktail table:
Height: 28" Width: 30" Depth: 27"

1 or 2 player cocktail table with base:
Height: 37½" Width: 30" Depth: 27"

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www.americanradiohistory.com
Co-ops Helping Black Indie Retailers Stay Competitive

(continued from page 12)

stores from 1971 through 78, sought on the idea because he found that after awhile it produced a mythical independence on the part of some store owners who would try to go on their own and buy from other stores. That lack of loyalty hurt the whole co-op. In addition, Hudson cited a lack of centralized bookkeeping and cash flow problems as reasons for dissatisfaction with the original co-op.

Credit Problems

According to Hudson, black people traditionally have black eye because obtaining the credit lines, bonding and insurance needed to open a retail operation is very difficult. In addition, blacks who want to start a store rarely have the venture capital on hand to do so. Therefore, Hudson investigated and evaluated possible sources of credit. He also felt that the person is felt to be a good risk, or has collateral, Hudson will then look at the money to store. If the store owner is in a viable business, that is part of a chain, buying and advertising cooperatively. Hudson believes that this system eliminates the problems that have caused the failure of a number of co-ops across the country, as well as increasing the number of viable black retailers.

Hudson said he "wants to iron out the bugs in the owner-operator program before trying to spread it into different parts of the country." He noted that with both the new and used book and magazine programs and the co-op venture he has received excellent support from the black division of the major record labels, which have helped him with ad dollars, point-of-purchase merchandising aids and periodic merchandising materials.

"There are great advantages to co-ops if they work right," said Ed Gilreath, director, Sears, Roebuck and Co., "but some of them have had trouble maintaining continuity. Most small dealers like it because they can do their own buying. They just don't understand all the advantages of co-oping offers."

Often, Gilreath added, co-op members are unwilling to maintain a situation where they feel they're responsible for the members. In addition, he said, cash flow problems and a lack of trust and/or organization among members often beset the cooperative.

Nevertheless, Gilreath sees co-ops as a way of helping the small retailer to survive, that the recent Black Music Alliance convention, Gilreath addressed the issue of co-ops and as a result he plans to discuss co-ops with independent record store operators. Still, he said that right now, co-oping is not growing in the industry, but that new co-ops are growing in number rapidly.

Perhaps a more consistently viable co-op form is the type of advertising-only venture run by 140 Chicago retailers and eight one-stops by Metro Music, a marketing consultant firm. With the highest grossing black retail business, the Metro Music retail and one-stops in the country, Metro Music's Edward Carter said that the one-stops came to him with the "common problem of not being able to justify cooperative advertising to the labels that are paying for the cooperative's work. When I took over the store's individual volume was too small. Metro then went about banding together retailers for the project, using three criteria for membership: the store must be a black retailer, it must do business with one of the participating one-stops and it must go along with the special pricing set by the one-stops on advertised price.

The co-op costs the retailers nothing to join, money for the co-op advertising being supplied by the eight one-stops, and thus far, Carter said, it has worked well. A similar plan, on a far smaller level, has been instituted by Associated Distributors in Phoenix and six small, black retail accounts. The plan, undertaken in cooperation with Motown Records, has enabled the retailers to buy radio spots for the Smokey Robinson and Rick James LPs and Associated's sales manager. Guy Figueroa, says he hopes to be approaching other manufacturers with similar programs.

RCA Expands Its Videodisc Production

(continued from page 16)

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