EDITORIAL

A Joint Effort

In spite of a rocky start, in which the keynote speaker called on video retailers to form a trade association of their own, the inaugural National Assn. of Recording Merchandisers (NARM) Video Retailers Convention rebounded to provide a viable forum for the exchange of ideas. Both video and record dealers benefited from the frank discussions and observations on the best way to exploit the growing market.

Video retailers generally saw the record industry as one devoted to short term goals, unwilling or unable to implement long-range plans to achieve long term goals. One criticism heard was that “anything past 90 days is long in (the record) business.”

While such observations are certainly true to an extent in the record industry, dealers also have a wealth of knowledge in the field of actually bringing the product to the market on a large-scale level. While video top sellers are measured in tens of thousands, record dealers routinely move millions of pieces of product annually.

Both camps have something to offer the other. Video dealers bring a different approach to marketing and distribution; record dealers can provide the experience in mass marketing and an already established distribution/retail infrastructure. Both will benefit.

Cash Box commends NARM for taking the first step. The potential of an all-encompassing home entertainment should be all that is needed to realize the importance of smooth and trouble-free growth at this stage of the game.

NEWS HIGHLIGHTS

- Inaugural NARM Video Retailers Convention draws over 400 participants (page 5).
- Increased label participation expected at '81 NAB Radio Programming Conference (page 5).
- Dreamland Records sues RSO to terminate existing contracts (page 5).
- Hall & Oates’ “Private Eyes” and Theme From Hill Street Blues by Michael Post (new & developing artist) are the top Cash Box Single Picks (page 11).
- Bob Dylan’s “Shot Of Love” and the self-titled debut LP by Fair Warning (new & developing artist) are the top Cash Box Album Picks (page 13).

TOP POP DEBUTS

SINGLES

1. ARTHUR’S THEME (BEST THAT YOU CAN DO) — Christopher Cross — Warner Bros.

ALBUMS

1. TIME — ELO — Jet/CBS

NUMBER ONES

POP SINGLE

ENDLESS LOVE

Diana Ross and Lionel Richie

Motown

B/C SINGLE

ENDLESS LOVE

Diana Ross and Lionel Richie

Motown

COUNTRY SINGLE

(THERE’S) NO GETTIN’ OVER ME

Ronnie Milsap

RC

COUNTRY ALBUM

FEELS SO RIGHT

Alabama

JAZZ

THE MAN WITH THE HORN

Miles Davis

Columbia

GOSPEL

CLOUDBURST

Mighty Clouds Of Joy

Myrrh
Cash Box/August 22, 1981

WALK OF FAME — MCA recording artist Olivia Newton-John was joined by more than 3,000 fans in attendance for the unveiling of a star in her honor on the Hollywood Walk of Fame, right in front of Mann’s Chinese Theater. Los Angeles Mayor Tom Bradley also proclaimed Aug. 5, “Olivia-Newton John Day.” Picture with Newton-John (c) is Mayor Bradley (second left) and other Hollywood Chamber of Commerce dignitaries.

No Drop In Costs Of Returns Processing Seen By Retailers
by Michael Glyn

LOS ANGELES — Despite the fact that nearly every major branch and independently-distributed label, with the exception of MCA, has maintained returns ceilings ranging from 18-22% for at least eight months now, most retailers have yet to see a drop in the costs of processing returns.

A Cash Box survey of 15 key retail accounts revealed that while the actual amount of returns has dropped since the beginning of the year, processing costs, including shipping, warehousing and sales taxes, have all risen. The result, in some cases, is that inflation has eaten away any savings that the chains may have derived under the new returns ceilings.

As far as I’m concerned, there has been no difference,” said Bob Keller, warehouse manager for the 30-store Towers Record chain. “The costs of processing returns has always been a losing proposition, and it can realistically only get worse.”

Tony Valero, vice president of administration for Sacramento, Calif.-based Tower, added, “How can the costs of processing returns not go up when employees’ salaries have risen, rents have gone up and freight rates have increased? In the long run, it has only been frugal buying which has enabled us to live under the ceilings.”

The returns ceilings, in fact, have been directly responsible for altering buying patterns at a number of retail web. One retail executive, John Grandoni, vice president for the 20-store Cavages chain in Cheektowaga (Buffalo), N.Y., indicated that the ceilings have “changed our approach to buying” in general.

Smaller Buys

“We buy more often now and in smaller quantities,” said Cavages’ Grandoni. “We do our returns on a more regular basis now, as well. We’ve adjusted our ordering so we don’t get buried. If we get shipping errors now, we immediately get a copy of the invoice and get an R.A. (return authorization) on it and get it out immediately, whereas we might’ve sat on it before.”

Grandoni added that “a much keener eye is kept on inventory controls” as well, but he bemoaned the fact that “inconsistent” returns policies had made processing “hard and confusing.”

Ira Heilicher, president of the six-store Great American Music Co. in Minneapolis, also indicated that differing methods for handling returns have posed a number of problems for retailers.

“For anyone who wants to keep accurate records of the returns cycle of goods versus credits, you need a two volume set of rules,” stated Heilicher. “There are, literally, different strokes for different folks. (The labels) require us to be accurate as thorough on our remittances, but as far as returns go, they say, ‘take our word.’

Heilicher added that one positive outgrowth of the returns ceilings has been that retailers now receive credits “a lot faster than we used to,” due to the fact that each has to be better than having no voice or goals.”

Though Morowitz felt that NARM was not the ideal forum, the majority of retailers made vigorous use of the convention’s program. A retailer’s panel discussion on sales and rentals drew heated debate. Moderated by Video Trend editor Gene Silverman, the panel featured George Reisman, president, Video Station; Jack Freedman, president, Video To Go, Gene

Increased Label Participation For NAB Conference
by Mark Albert

CHICAGO — The inclusion of record company participation, the latest engineering and technological advances and a political atmosphere set by the presence of Federal Communications Commission (FCC) officials, as well as additional features including a Research Fair and an engineering day, promise to highlight the National Assn. of Broadcasters (NAB) Radio Programm- ing Conference (RPC) being held here at the Hyatt Regency Downtown Aug. 16-19.

Other highlights of the fourth RPC include a luncheon featuring veteran air personalities from across the country, a special address by new FCC chairman Mark Fowler, numerous workshops and forums devoted to programming, new technology and management and a dinner concert by Willie Nelson.

Despite the current air controller strike, the NAB is expecting record breaking attendance, with pre-registration of 1,273 already committed, compared with 1,121 at this time last year, according to Wayne Cornils, NAB radio vice president. On sight registration, Cornils anticipates 2,000 registrants, which would exceed last year’s total of more than 1,400. In addition, hospitality suites are already sold out, with more than 60 reserved, and 70,000 square feet of exhibit space has also been sold out.

The NAB had requested record company officials to refrain from total participation at last year’s RPC held in New Orleans (i.e. hospitality suites). However, due to pressure from broadcasters and press, the NAB has opened itself to include record company participation this year with a seminar entitled “A Model Ethical Relationship Between A Record Company...” (continued on page 15)

First NARM Video Convention Draws 400+ To New York
by Fred Goodman

NEW YORK — With home video merchandisers expressing confusion as to where the infant market is moving, over 400 retailers and manufacturers looked to the first NARM Video Retailers Convention as an initial step towards an industry-wide forum. Despite the unexpected message from keynote speaker Arthur Morowitz, president, Video Shack, and prerecorded video software dealers “need their own body” aside from NARM, the meet provided a valuable exchange of ideas between video record manufacturers.

Held Aug. 10-12 at the Grand Hyatt Hotel, the convention’s addresses, panels and presentations gave participants a chance to explore industry-wide issues as well as day-to-day retailing problems. While many video retailers have been successful, differing expectations and predictions on the future marketplace made it clear that no one really knows where the home video market is going. The issue foremost in the minds of participants, sales versus rentals, demonstrated that there is presently no “correct” formula for a retailer to follow. Yet the tone of the convention was one of optimism, as retailers repeatedly expressed excitement about their business.

‘Lack Of Enthusiasm’

That excitement was abundantly evident in NARM president John Marmaduke’s opening address. Marmaduke, who is president of Hastings Books/Records/Video, cited the record industry for its “lack of enthusiasm,” and celebrated the “fresh feeling” of the video business. “I’ve gotten bored with the audio industry,” said Marmaduke. He further expressed the belief that NARM could and should be the legitimate body for video software retailers, reminding that “NARM programs are already rolling.”

Despite NARM’s desire to embrace home video software dealers, keynote speaker Morowitz surprised conven-ioneers by using the forum to call for the formation of a separate video retailers organization. “This is a brand new industry,” said Morowitz. “If NARM wants to embrace the video software dealers, that’s fine, but we need our own body.”

While maintaining that there is no reason to doubt a boom in the home video market, Morowitz cited the industry’s predilection for short-term planning as a hindrance to growth and a reason for establishing a video organization. “Anything past 90 days is long range in this business,” he said. “We’re an industry, and we need a place for meaningful dialogue. A united and stronger industry will benefit everyone. It

FEELS LIKE A PARTY — CBS Associated Label Coast to Coast Records recently gave a party for recording artist Kelly Marie to celebrate her new album, “Feels Like I’m In Love.” Picture at the party are (l-r): Tony Martell, president and general manager, CBS Associated Labels; Don Dempsey, senior vice president and general manager, Epic/Port- rait/CBS Associated Labels; Marie; and Freddy Frank, president, Coast to Coast Records.

(continued on page 36)

Dreamland Sues RSO To Terminate Label Contracts
by Michael Martinez

LOS ANGELES — Dreamland Records principals Mike Chapman and Nicholas Chinn recently filed a $7.5 million breach of contract suit in Los Angeles Superior Court seeking to terminate a pact with RSO Records.

The label charges in the suit that RSO promised in a 1980 contract to use its own staff, independent promotion network and facilities to promote and market Dreamland product. But with RSO having substantially reduced its staff since March 1981, the suit said, the label no longer had the resources to meet such requirements in the contract, constituting a material breach.

The suit asks for $5 million in punitive damages and another $2.5 million in compensatory damages, which could very well be amended after final determination in court.

Attorneys for Dreamland, Engel & Engel in Beverly Hills, in a series of letters between their office and counsel for RSO, claimed the parent label maintained in its contract that “RSO had a staff of 65, at least 25 of whom have as their principal function the promotion of Dreamland Records.”

Last March, RSO terminated its field force, substantially reduced its national staff and regrouped under PolyGram Records, which assumed the task of promoting, selling and marketing RSO product as a custom label (Cash Box, April 11).

The Dreamland suit claims that attorneys for the label, which became a custom label acquired by RSO, had repeatedly asked salaries, have all risen. The result, in some cases, is that inflation has eaten away any savings that the chains may have derived under the new returns ceilings.

As far as I’m concerned, there has been no difference,” said Bob Keller, warehouse manager for the 30-store Towers Record chain. “The costs of processing returns has always been a losing proposition, and it can realistically only get worse.”

Tony Valero, vice president of administration for Sacramento, Calif.-based Tower, added, “How can the costs of processing returns not go up when employees’ salaries have risen, rents have gone up and freight rates have increased? In the long run, it has only been frugal buying which has enabled us to live under the ceilings.”

The returns ceilings, in fact, have been directly responsible for altering buying patterns at a number of retail web. One retail executive, John Grandoni, vice president for the 20-store Cavages chain in Cheektowaga (Buffalo), N.Y., indicated that the ceilings have “changed our approach to buying” in general.

Smaller Buys

“We buy more often now and in smaller quantities,” said Cavages’ Grandoni. “We do our returns on a more regular basis now, as well. We’ve adjusted our ordering so we don’t get buried. If we get shipping errors now, we immediately get a copy of the invoice and get an R.A. (return authorization) on it and get it out immediately, whereas we might’ve sat on it before.”

Grandoni added that “a much keener eye is kept on inventory controls” as well, but he bemoaned the fact that “inconsis-...
No Drop In Costs Of Returns Processing Seen By Retailers

(first page continues)

individual label now has less paperwork to go through. However, he noted that for Great American Music, upward of 80 man hours per week are still devoted to processing returns.

On the subject of central shipping and returns dropoffs, most retailers indicated that the national warehouses have also done little to reduce costs of shipping returns. In some cases, where retailers located in the western portion of the country have to ship returns back to midwest centers, such as RCA's Indianapolis warehouse, freight costs have even gone up.

"Central returns depots haven't actually cut down on the costs of handling," said Dick Hauser, supervisor of the returns department for the 165-store Camelot Music chain, including Grapevine stores. "In some cases, our freight costs have even increased. Singer sells right in the Harry Louis- tain product to one place and other product to another."

John Cohen, president of the 33-store Disc Records chain, added that central returns depots haven't actually "help (the labels), but they don't help us, really." Tower's Valerio added that although he can still ship CBS product to the company's Santa Maria, Calif., facilities, "RCA, MCA, PolyGram and WEA all go back east, which is another increase in costs for us.

Although the costs of processing returns have either remained stable or increased for most retailers, the actual processing system has stayed relatively the same. According to Camelot's Hauser, returns are separated from stock into four basic categories — defective, manufacturer deletions, in-warehouse deletions and inter- cep tions (overstock items intercepted by the returns department for shipment). After the separation of a product, a returns authorization (R.A.) is needed, along with the invoice for the original goods, to ship back to the distributor.

Hauser said that Camelot has four full-time employees in its returns department, a significant cost factor for the chain. Presently, Hauser noted that Camelot, like other retailers, is processing a large number of singles returns. For records through au-
tical defects are down from a year ago.

During the Second Quarter, First Half Of '81

MCA Records Group Profits Soar

LOS ANGELES — MCA Inc. posted record sales for the second quarter and first half ended June 30, as its records division showed a "substantial improvement in profitability" over the similar periods a year ago, according to company chairman Lew Wasserman.

Despite a slight decline in the record group's sales, MCA Inc. recorded the largest second quarter and first half sales in its history. Overall sales were $329.6 million for the quarter and $669.5 for the half. Record division sales dipped by 5% compared to a year ago, but were about flat at $81 million for the half.

Records and music publishing profits soared 58% and 35% to $4.3 million and $1.1 million for the second quarter and first half, respectively, contributing to overall net profits of $30.9 million, or $1.30 a share, for the quarter and $55.1 million, or $2.31 a share, for the half.

MCA Inc. net profits for the second quarter, were down 26% as compared to last year's $41.9 million, or $1.78 a share, which included $12.3 million, or 52 cents a share, in extraordinary income. For the first half, profits slipped 18% against 1980's $67.5 million, or $2.87 a share, including the same extraordinary gain as the second quarter.

Home Video Is Focus Of ITA Seminar

NEW YORK — The International Tape Assn. (ITA) will hold its annual seminar in home video programming Nov. 18-20 at the Essex House in New York. Charles Kuralt, the CBS newscaster, will deliver the keynote address. Over 25 speakers from inside the industry will speak on topics ranging from videodisc programming to world markets. The implications of home video rentals and sales, as well as home video tapes, will be discussed.

Registrations are now being accepted for this seminar and for the European home video seminar to be held Oct. 10-12 in Cannes, France. For more information, contact Karen Dove, ITA, 10 Columbus Cir cle, New York, N.Y. 10019. The telephone number is (212) 956-7110.

End
CONGRATULATIONS
TO
OUR
OWN
LIONEL RICHIE
SINGER SONGWRITER PRODUCER
FOR YOUR SUPER HIT
"ENDLESS LOVE"
FROM MOTOWN RECORDS
Golden Appointed As Vice President At Management III
LOS ANGELES — Jim Golden has been named vice-president of Management III’s management division. In his new post he will be working closely with division president Pat Wnalad and Management III’s offices here.

A veteran of the recording industry, Golden formed the RCA-distributed Wooden Nickel label with Jerry Weintraub and Bill Trail. Wooden Nickel’s artist roster included such acts as Stylz, Exile and Ted Neeley, among others. Golden later formed Homewood House Music with partners Peter Burke and Susan Pomerantz, which published the Johnny Mathis and Deniece Williams hit “Too Much, Too Little, Too Late.”

Most recently, Golden served as president of General Talent Agency with partner and vice president Bill Trail. The agency handled such recording acts as Ohio Players, Michael Johnson and Y&T (formerly Yesterday & Tomorrow).

Joe Gibbs Records Launches U.S. Arm
NEW YORK — Joe Gibbs Records, the Jamaicans-based reggae label, has established a U.S. organization in New York. Murray Ellis, aka Jah Fish, has been named vice president of the U.S. operations. Ellis previously worked with Mango Records, Record People and Record Haven in reggae sales and promotion, and hosted reggae radio programs on WHRW-FM, Binghamton, N.Y. and WNYU-FM, New York City.

Joe Gibbs Records will offer an extensive 12” single disc catalog, calling both wholesale and retail prices. The records will be pressed at the company’s own facilities in Opa-locka, Fla. The label’s album catalog will be distributed through Rounder Records in the northeast. The catalog of 12” disc records will be sold direct by Joe Gibbs Records.

Sales, promotion and publicity will be handled through the company’s Manhattan office, located at 611 Broadway, suite 415, New York, N.Y. 10012. The telephone number is (212) 674-4952.

Roberts Appointed Executive VP, GM Of Griffey Group
LOS ANGELES — Virgil Roberts has been named executive vice president and general manager of the Dick Griffey group of companies, including Solar Records, Spectrum VII (ASCAP) and Hip Trip (BMI) publishing companies, Griff-Co Management, Griff-Flies Films and Dick Griffey Productions.

In his new post, Roberts will coordinate and supervise the day to day operations of the Griffey complex except the marketing and promotion functions of the Solar label. He will also draw up contracts and budgets, coordinate all company legal services with outside counsel and explore investment and tax shelter opportunities for the Griffey group and Solar artists.

Roberts will be based at the group’s headquarters here and will report directly to Griffey.

PDQ Signs Agreement With German MBK Co.
NEW YORK — PDQ Directions, Inc. of Los Angeles and MBK Prods. of Frankfurt, Germany have signed a joint venture agreement for film, record and television production and talent management. The new arrangement initially includes co-management of several acts currently under the MBK banner, including composer/performer Horst Jankowski and comedian Dieter Hallervorden.

Edmonds Promoted — EMI America/Liberty Records has announced the promotion of Bill Edmonds to vice president A&R. He had served as A&R manager for EMI/Liberty for the past year. Prior to that he was senior A&R manager for EMI Records in London.

Chrysalis Appoints Newman — Chrysalis Records has announced the appointment of Louis Newman as field representative. Prior to Chrysalis, he worked for Capitol Records as head of west coast AOR and Janus Records where he served as national promotion director.

Artists Names Shelley — Arista Records has announced the promotion of Barbara Shelley to director, national publicity for the label. She joined Arista in 1978 as associate director, R&B and jazz publicity. Her most recent position at Arista was associate director, national publicity.

Sherman Named At CRI — Ira Sherman has been named director of product management for CBS Records International. He was appointed to CBS Records International in 1980 and will report directly to CBS Records International’s marketing and sales division.

Johnson Named For MCA — Brenda Johnson has been appointed as vice president of MCA’s west coast regional promotion manager of black product for MCA Records. Prior to joining MCA, she was with A&M Records for three and a half years. Her most recent position at A&M was also in the capacity of west coast regional promotion manager.

Cussen Named At CRI — CBS Records International has announced the appointment of Phil Cussen as director of corporate communications for Twentieth Century-Fox Film Corporation. He is director of corporate communications for Twentieth Century-Fox Film Corporation. He is currently director of corporate communications for Twentieth Century-Fox Film Corporation. He is currently director of corporate communications for Twentieth Century-Fox Film Corporation.

Myers Named At Magnetic Video — Phillip I. Myers has been named director of public relations for Magnetic Video Corporation. He formerly was director of corporate communications for the company.

Lippin Forms Ronnie Lippin Public Relations — Ronnie Lippin, formerly director of national publicity for RSO Records, has started Ronnie Lippin Public Relations. During her 15 year career in the entertainment business, she has handled film, personality, corporate and music public relations.

Levy Named — Integrity Entertainment Corp. has announced the appointment of Len Levy as vice president video marketing.

Two Named At Arista — Tom Sturges and Gary Mittman have been named as senior managers for Arista’s new video sales and promotions department. They were previously with Arista’s music division.

Everett Joins Compact Video — Benton Everett has joined Compact Video Systems manufacturing group as national sales manager. He moves to Compact Video from New York’s Sony Video Products Co. where he served as national representative for Sony in the broadcast division. Earlier, he was in sales with Spin Physics in Washington, D.C.

Baker Named At RCA — Jeff Baker has been appointed national accounts manager for RCA SelectVision VideoDiscs. Prior to this appointment, he was marketing services manager for RCA SelectVision VideoDiscs. He joined RCA in 1980 and was previously video product manager for Pickwick International.

Wells Appointed — Dave Weiss has been appointed director of marketing for Bread N’ Honey Records. He will be responsible for direct response advertising as well as bookstores and record promotion.

Lipman & Grant Bow
NEW YORK — Richard Lipman and Richard Grant have left Stone Assos., Inc., where they were founding principals, to form a new organization, Lipman & Grant, Inc. The newly formed company will be primarily engaged in public relations and marketing for major corporate and entertainment clients.

Headquartered in Los Angeles, the firm also has offices in New York City. The Los Angeles office is located at 1214 W. 3rd St., 90042. The telephone number is (213) 653-5910. The New York office is located at 46 E. 61 St., 10021. The telephone number is (212) 638-6140. The firm’s president is Ronne Goodman, Lipman & Grant’s chairman. The company is headed by Daniel S. Lipman, vice president, corporate affairs, and Evelyn Shriver, vice president, human resources. Both were formerly with Stone Assos.
Mike Post (Elektra E-47186)
The Theme From Hill Street Blues (3:05) (MGM Music — ASCAP) (M. Post, P. Post)
Guitar ace Larry Carlton is featured on this keyboard-laden instrumental theme from the critically acclaimed TV series. Post’s arrangement focuses on a tight, yet memorable piano melody, surrounded by soft synthesizer and woodblock percussion. Entering the pop singles chart at #80, this could be a sleeper for Rockford Files.

George Wallace (Portrait 24-02458)
Plenty of street imagery on this urban pop song from Philadelphia-bred Wallace, all wrapped into brooding synthesizers and stark, downbeat drumming. The themes are familiar, but the arrangements are unique enough to merit closer listening. Not for every pop list, but AOR might give this a shot.

Lonnie Jordan (Boardwalk NB7-11-120)
Keyboardist Lonnie Jordan, often described as the “lover in War” for his mellow influence on such tracks as “All Day Music” and “Summer,” lives up to the moniker on his first solo single for Boardwalk.

Tom Grant (WMOT WS8 02128)
Heaven Is Waiting (3:30) (Framingreg Music/Frontwheel Music/Weird Willie Music — BMI) (T. Grant, G. Tripp) (Producer: T. Grant)
Jazz-rooted keyboardist Grant displays a lyrical style on this crisp R&B-flavored single from the forthcoming album. The Oregon native gets some expert vocal assistance from a passionate Patrice Rushen on the duet.

Russ Mason (Semperor Z55 02447)
Preap Rap (3:42) (Eclectic Songs — BMI) (R. Mason) (Producers: D. MacDonald, D. Chesky)
A jam for the upper crust, this novelty record is a satire both of the rap genre and the snobby prep lifestyle. Along with the standard funk beat, there is a quasi-classical interlude, and Mason invokes every nuance of prep he can fit into less than four minutes.

Atlanta Rhythm Section (Columbia 18-02471)
Allen (3:30) (Low Sac Music — BMI) (B. Bue, S. McGlay, R. Lewis) (Producer: B. Bue)
ARS is back on the track, after a label move, and should easily parlay this thick slab of southern pop into a chart winner. Dean Daughtry’s rich, resounding keyboards and Ronnie Hammond’s blue-eyed soulful vocals are the key ingredients in this Steely Dan-styled number from the “Quinella” LP. A pop, A/C bet.

Little Feat (Warner Bros. WBS 49801)
Easy To Slip (3:19) (Naked Snake Music — ASCAP) (L. George) (Producer: T. Templeman)
Vintage Little Feat. From the “Feats Don’t Fail Me Now” period, this is a classic track and a perfect vehicle to introduce - into the sound of the fat, soulful Feat sound. Lowell George may be gone, but the music lives on.

One Way (MCA MCA-51165)
Pull Fancy Dancer/Pull Part 2 (3:07) (Duchess Music Corp.) (MCA/Park’s Music, Inc. — BMI) (M. Pont, P. Ponte, A. Perkins)
A slow, deliberate, and straight-ahead hard/danceable beat sets the groove of this rhythm march. The title says it all, and One Way fans the fires of funk for this B/C and club-oriented item.

Dennis Yost (Robex RBS 1802)
Lover In My Mind (2:48) (Hermitage Music — BMI) (B. South, R. Law) (Producers: S. Clark, B. Reneau)
Light, bluesy piano melody on Yost’s latest single from the “Going Through The Motions” LP is reminiscent of his prior work with the Classics IV. A/C should be particularly interested in this.

Jimmie Politiko (20th Century Fox TC-2498)
Adult pop and A/C programmers will surely welcome the second serving of simple, unpretentious mid-tempo pop from Photoglo’s “In Love With You” LP.

Taffy McElroy (MCA MCA-51160)
Then You Can Tell Me Goodbye (3:12) (Acuff-Rose Publications, Inc. — BMI) (J.D. Loudemilk)
(Producer: R. Garibaldi)
First recorded in 1962 by Don Cherry on the Verve label, this oft-covered chestnut, done by everyone from Solomon Burke to Glen Campbell, gets a velvety treatment from young McElroy. Soft string arrangements bring it into A/C territory, while the guitar is pure country.

Kurtis Blow (Motor Music 76116)
Rapmeister Blow comes with a jammin’ summer dance number from the “Deuce” LP that should heat up the clubs and put a fire under B/C programmers. Ringin’ rhythm guitar and bass set the groove while Blow exhorts the listener to make the most of the summer. The rap is straight forward, but timely.

Thrills (G&P GP 20007)
Not Gonna Run (3:00) (Beautiful Day Music/Great People Music — BMI) (Ingreno) (Producer: M. French)
Thrills exhibits a flair for stylish pop harmonies and tight electric guitar-keyboard interplay on this track from the “First Thrills” LP. The overall sound is infinitely in the Styx mode of midwestern pop/rock, with an emphasis on a bright group sound in the AOR groove.

Hall & Oates (RCA JC-12996)

Dan Fogelberg (Full Moon/Epic 14-2048)

Cheap Trick (music from the motion picture Heavy Metal) (Full Moon/Astroway E-47187)
Reach Out (3:35) (Adult Music — BMI) (R. James, P. Comita) (Producer: none listed)

The Four Tops (Cassablanc/PolyGram NB 2338)

Joe Walsh (Asylum E-47197)
Made Your Mind Up (3:50) (Wow & Flutter Publ. — ASCAP) (J. Walsh) (Producer: J. Walsh)

Cash Box/August 22, 1981

www.americanradiohistory.com
**WEATHER’S RIGHT AT MIRAGE** — Mirage Records recently signed film star Carl Weathers to a long-term, exclusive worldwide recording contract. Weathers, best known for his role in the film “Rocky,” has had his first film role in “You Ought To Be With Me,” released this week. Featured at the signing are (l.-r.) producer Hadley D. Murrell, HDM Records, Inc.; Weathers; and Bob Greenberg, executive vice president, Mirage.

Dreamland Sues RSO To End Contract

(RSO officials to explain how they intended to meet the terms of the contract given the cutback in staffing. The suit said that RSO answered such queries in an unprofessional manner. Dreamland’s willingness to meet the terms of the contract’s expiration clause and pay compensation to the label for any rights it no longer owns.)

**LISTENING TO GILLEY** — Epic Records recently held a listening party introducing Mickey Gilley’s new LP “You Don’t Know Me.” Featured are (l.-r.) Roy Wunsch, vice president, Epic publicity; CBS Records Nashville; Gilley, Don Dempsey, senior vice president and general manager, Epic/Portraits, and Gary Sanford, manager, Epic/Portraits. Gilley recently opened his first synthesizer production facility in Nairobi, Kenya.

**BUSINESS BITS** — Joan Jett’s manager/producer, Kenny Laguna, had to be taken to the hospital last weekend when he was hit in the eye by a flying champagne cork while visiting WNED-FM with Jett. As of midweek, Laguna was still hospitalized and without vision in one eye. He wished a speedy recovery.

**EAST COASTS**

Sunspash Film’s “Last Stop — Hollywood, Calif.; Jerry Barnes, United Artists, has seven new clients. Part of these will be held. Part One will feature the addition to SPARS (Producer’s Workshop, Nashville) of Ed Cobb, where technical requirements will be met. Part Two will focus on the technical and creative requirements of record, movie, and video businesses. Part Two will cover the various needs of artists.

Since its last meeting, SPARS has added seven new members. They are: Randy Holstein, Bullet Recording Studios, Nashville; Ed Cobb, Producer’s Workshop, Hollywood, Calif.; Jerry Barnes, United Western Studios, Hollywood, Calif.; W.K. Chambells, Video Tape Assoc., Hollywood, Fla.; Glenn Snoddy, Woodland Sound Studios, Nashville; Mike Otto, John B. Anderson Co., Stamford, Conn.; and Albert Grundy, Institute of Audio Research, New York.

Chryslis Offers Merch Aids For Harry Album

LOS ANGELES — In support of Debby Harry’s new solo LP, “KooKoo,” Chryslis has made available a number of in-store merchandising aids and will embark on a radio and TV advertising campaign. In addition to planned radio and TV buys through key markets, Chryslis has shipped a variety of flats, four-color posters, streamers, special lighted units and display boxes, all featuring the LP cover art.

A video for in-store use in selected markets will also be available “within a couple of weeks,” according to a Chryslis spokesman.

Harry’s LP, released last week, is the #3 Most Added on this week’s Cash Box Rock Album Radio Report, and the first single from the album, “Backtrack,” is currently #57 bullet on the Cash Box Top 100 Singles chart.

All merchandising materials are available at the local branch of the Chryslis distributor.

**DANCE DANCE DANCE** — Top selling dance music records compiled by sales reports of northeast area retailers specializing in 12” singles.

**Top Ten**

Gonna Get You Over — Frank Zappa & The Mothers of Invention
Gave It To Me Baby — Rick James & Gordy 35001
Rancho Rodeo — Bob Welch & The Kasabian
Feel Like Makin’ Love — Bloodstone, Atlantic 4631
Hot Potatoes — Donny Osmond, SP282
Get On Up Do It Again — Suzi Q — R/C Atlantic DM 4813
First True Love Affair — Jimmy Ross — R/C Quality QRF 002
Don’t Go Breaking My Heart — Elton John — A&M 3155
Dreams — The B-52’s — 20th Century Fox 129
A Little Bit of Jazz — Nick Straker Band — Prelude 812
I’ll Do Anything For You — Denney Morgan — Becker BKL 502
Zoo Jazz, B — Pavan — HZ2-02433

**Top Breakout**

Love Rhythm — Bobbetttes — Atlantic DM 4816
Breakouts
Cast My Faith To The Wind — Snaps Montego — Tim Wonder 002
Don’t Stop The Trade — Phyliss Nelson — U.S. Capitol
Let’s Dance — West Street Mob — Sugar Hill SHG 55599
Magic Number — Herbie Hancock — Columbia 02461
As Time Goes By — Funkspohon — Soul Jazz UK001 (import)

**General Hospital** — Afternoon Delights — MCA 13955
Why’d You Have To Be So Sexy — Ami Stewart — Handshake 02438
Don’t Do It — Queen — Polydor — Germany 019 (import)
Do It, Do It — Disco Four — Enjoy
Magalí — Masara — First American 1204
SHOT OF LOVE — Bob Dylan — Columbia TC 37496 — Producer: Bob Dylan and Chuck Plotkin — List: None — Bar Coded

Rebounding from his weak (somehow) foray into outright Christian proselytizing, Dylan comes on strong by going back to his previous style. While the Christian message isn't entirely gone, with the exception of “Property Of Jesus,” the message is more subtle, cloaked in Dylan's melodies and sometimes puzzling lyrics. Nevertheless, Dylan for the first time in a while and not-too-religious is back on such cuts as “Heart Of Mine” (featuring Ringo Starr, Ron Wood and Jim Keltner, among others), “Happy Bruce” and “Every Grain of Sand.” For all formats.

RONNIE MILSAP — There’s No Gettin’ Over Me — RCA AHL-1-4060 — Producers: Ronnie Milsap and Tom Collins — List: 8.96 — Bar Coded

Ronnie Milsap’s current single, “(There’s) No Gettin’ Over Me,” is a good indication of the direction his new album of the same name takes — a very pop, A/C feel that should broaden the initial crossover appeal begun with material like “I’ll Fight” and “Baby, Baby Don’t Waste My Time” are complemented by smooth ballads, dance numbers and a sparkling interpretation of “I Will Survive.”

FAIR WARNING — Sweet City/MCA MCA-5236 — Producers: Mark Avsec and Carl Maduri — List: 8.96

“Your Love’s In My Life” (featuring Spyro Gyra’s horn blasts) is a well-paced effort with material that will appeal to a variety of formats. Perky, upbeat numbers like “I Will Fight” and “Baby, Baby Don’t Waste My Time” are complemented by smooth ballads, dance numbers and a sparkling interpretation of “I Will Survive.”

JEALOUSY — The Dirt Band — Liberty LW-1106 — Producers: Jeff Hanna and Bob Edwards — List: 8.98

The Dirt Band, distanced from the Nitty Gritty Dirt Band of the early-60s, shows off its depth and style on this classy release. Ranging from pop to rock to the signature banjo, The Dirt Band covers a lot of bases here, with enough variety to appeal to a variety of formats. Melodic cuts like the Poco-ish “Circular Man” are complemented by rockers like “Too Close For Comfort” and “Fire In The Sky” and the banjo-backed “Easy Slow.”

SCISSORS CUT — Art Garfunkel — Columbia FC 37392 — Producers: Roy Halee and Art Garfunkel — List: None — Bar Coded

Art Garfunkel’s soft, liltig style is perfectly showcased here, bringing back memories of some of his early work with Paul Simon. Simon, in fact, joins his former partner on “In Cars,” a touching look into the past. For the balance of the LP, Garfunkel sticks primarily with the soft ballads best suited to his voice and style, and the result is a very pleasing package overall.

HAVE BAND, WILL TRAVEL — Grinder Switch — Robox RBX 8101 — Producers: Bud Renue, Dru Lombar and Stephen Miller — List: 7.98

In its first effort for Atlanta-based Robox Records, veteran Southern band Grinder Switch serves up a balanced mix of Southern rock, blues and country-tinged compositions. Comprised of Austin Pettit, Rick Burnett, Stevie Miller, Joe Dan Petty and Dru Lombar, Grinder Switch’s latest has something for pop, country and, believe it or not, AOR. Listen to “One Hour Into Sunday,” “Ashes And Stone” and “The Fever.”

FAIR WARNING — Sweet City/MCA MCA-5236 — Producers: Mark Avsec and Carl Maduri — List: 8.96

The debut effort from this Akron-based sextet wafts from the turntable like a Top 40 rock collage, alternately reminiscent of roots R&B/rock and the Brit and American pop rock that revolutionized ‘80s music. It all adds up to a neat, slickly produced package by Carl Maduri and Mark Avsec, who is responsible for much of the group’s material. This album can find its way to pop and A/C playlists.


Morris Day and Jamie Starr are back with “The Game’s Up.” Primarily featuring A&M’s own Grover Washington Jr., this album has a strong R&B flavor and is well-produced.


This Canadian-based success scored last year with its “Uncut” debut LP, has come back with a blend of honky-tonk, blue-eyed soul, with a dash of rockabilly for seasoning. Tight, synchronous horn blasts and mostly tight-sounding tracks do a good job of supporting the laid-back, sometimes-R&B-sometimes-rock guitar harken to the Northern California East Bay grease of Cold Blood. Jack Lavin’s well-paced vocals will not remind you of Lydia Pense, but the soul is in the music for AOR and Top 40.

LOVE ACTION — Sniff ‘N The Tears — MCA MCA-5242 — Producers: Mike Howlett — List: 8.98

On its first effort for MCA, Sniff ‘N The Tears follows up on the buzz created by last year’s “The Game’s Up.” Primarily featuring the refined sound that broke the band in Europe last year, Sniff ‘N The Tears also adds a bit of an edge to the music, resulting in more punch per song. Top cuts on this LP include “The Driving Beat,” “That Final Love” and the title cut, For pop and AOR.


This Canadian-based success scored last year with its “Uncut” debut LP, has come back with a blend of honky-tonk, blue-eyed soul, with a dash of rockabilly for seasoning. Tight, synchronous horn blasts and mostly tight-sounding tracks do a good job of supporting the laid-back, sometimes-R&B-sometimes-rock guitar harken to the Northern California East Bay grease of Cold Blood. Jack Lavin’s well-paced vocals will not remind you of Lydia Pense, but the soul is in the music for AOR and Top 40.

HEAD ON — Toronto — A&M SP-4872 — Producer: Terry Brown — List: 8.98 — Bar Coded

A quality group from Canada, Toronto follows up nicely on the buzz created by last year’s self-titled debut LP. Lead singer Holly Woods provides driving vocals a la Anne Wilson of Heart, and the band is tight in its rocking back-up. Woods has been touted as one of the best rock singers to come out of Canada in some time, and she does nothing to discourage that notion here. AOR programmers, take your pick.
only ASCAP since the 40s," he says. "I was always proud to be part of an organization that represented the Gershwin's, Rodgers and Hammerstein, Jerome Kern and so many other greats."

Although he "never wanted to be president of ASCAP," David's present role is a natural outgrowth of his long and active involvement with the Society. "At one point in my life, I was one of the dissenters within the organization," he recalls. "I was part of a group of pop writers who sought a reprieve from the procedures of the day." Many of the changes David sought have since become incorporated into ASCAP, and he later continued to give vent to his views as a member of the organization's board of directors beginning in 1974, and became ASCAP's vice president in 1979. His involvement at all levels of the Society has made him a sympathetic executive, and he goes to great lengths to stay intimately aware of all facets of the organization. "I'd like to think I'm an open person," he adds. "I've been told that this is a no-questions-ofice. Anybody can see me, and I make it a point to answer all my mail and phone calls. I try to be in contact with ASCAP pledged in the same way that I write a song: I try to break down complex things into simple, direct statements. I don't present things I don't believe in. Hopefully, people know that I mean what I say."

But David realizes that ASCAP doesn't operate as a one-man organization. "I didn't realize how complex ASCAP or any performance rights organization is until I became president. It takes so many parts to run it, and it's the people, and not the departments that achieve results. I'm fortunate to have a management team with exceptional people. We just have a great organization."

With that organization, David looks forward to continuing the ASCAP tradition. "Historically, we've been very reasonable in terms of giving users a chance to get gurned in their own field," he maintains. "When we've entered new areas, we've employed approaches that have worked with experimental lyrics so that we can learn what the proper procedures are. This won't change."

New president Richardson takes a new role more than 30 years of work in law enforcement, particularly in the area of anti-piracy. He currently heads the California State Police, the Alameda County Sheriff's Office, and the Richardson National Security Group.

Other officers elected during the meeting include president — Ron Sproehnie, vice president — James Richardson, vice president — Jose Garcia, president of Discos Latin International, secretary — Guillermo Sanfetico, president of Profusion International, Inc.; and treasurer — Valentin Velasco, west coast general manager of Musical Tapes, Inc.

Charter members of the association include Fama World Circles; Arica Records; Discos Cronos; Discos Latin International, Inc.; Mar International; Musical Tapes, Inc.; Orfeon Records, Inc.; Prfione International, Inc.; and Ramis Records, Inc. and Musica Latina, Inc.

Offices for ALARM are located at 2595 W. Pico Blvd., Los Angeles, Calif. 90006. The telephone number is (213) 368-1794.

Hal David: ASCAP's Chief Looks Towards The Future

As David: ASCAP's Chief Looks Towards The Future
SATellite DISHES

SATELLITE DISHES

the

cities, and

Chicago this

week is a

perfect opportunity to get first hand knowledge of all the new

satellite companies and networks with their key people on hand to answer any

and all questions. Add to that the dozens more syndicators with their new products and

services, and you have a fantastic opportunity to take a little time to view it all, to catch your breath and put the matter into perspective and gauge

what is best for your individual station's needs.

The New York local of the American Federation of Television and Radi

Astors (AFTRA) struck WFTM/New York on Aug. 1 over issues of pay parity, the use of

paid announcers, and apparent disregard for the terms of an agreement with AF-

TRA and management's unlimited exclusivity requirements. On Aug. 12, the board of

the New York local voted unanimously to mobilize a full-scale support of 12 announcers

who are represented by the recently changed local to strike against WFTM until Aug. 15

unions direct all announcers to withdraw their commercials at WFTM until the strike is settled and the announcers are back at work and on-the-air. Stay tuned.

SOMETHING NEW — Boardwalk

recording artist Roger Vouelouris has a new single out called "First Love." The

interesting aspect of this particular release is that it is on a special major label which has been made for pop radio play on one side, while a different mix was es-

pecially made for adult contemporary radio play on the other side. As Boardwalk's inclusion with the record, asks, "Listens to both sides and decide for yourself which best fits your format." Both sides run the same length, but there is a definite difference in the feel of the record. Perhaps Boardwalk has come up with an innovative way to meet radio's fragmentation and needs for all types of music.

STATION SALES — GCC Communica-

tions Inc. has sold two of its radio out-

lets, WEMP/Chicago and WPIL/Philadelphia. WEMP was sold to First Media Corp. for

$9.2 million and WPIL was sold to Broadcast Enterprises National Inc. for $6.8 million.

RECORDS FOR RADIO ONLY — This week, Epic Records is shipping a special ex-

tended 12-inch single of Meat Loaf's new single "I'm Going To Love Her For The Both Of Us," which is the first record culled from his forthcoming LP "Dead Ringer," due to be shipped on Aug. 24. The B-side to this special radio-only 12-inch will be "Peel Out." Combined together, this package will sell for $3.98 as a PE/PE bonus. "Kotlar Springsteen As

Revealed Around The World." The limited edition album will not be made available for

sale to the public but will instead be given to radio stations and to certain retail outlets for

give-away contests. Radio stations will undoubtedly be flooded with contest particip-

ants for this one.

TIME HAS COME TODAY — There's a small area in Minneapolis that has been giving the
country some great music lately. Who knew? First Prince, then Sue Ann, and now a new

group The Time, is making some noise. The group, who is scheduled to play this Saturday,

Aug. 19, at the Greek Theater, is becoming a popular name in the Twin Cities. The group

and the group is apparently breaking out of Detroit. While doing an interview at WGPZ/Detroit, a crowd began building outside the station to greet group members when they emerged from the station facilities. According to sources close to The Time, a large crowd remained outside the WGPZ building for over an hour unaware that the group had already gone back to their hotel room.

FOR YOUR INFORMATION — A new company designed to provide a range of services specializing in club and radio promotion, A&R development and consu-

s on special projects, has been formed by J.G. Knapp, former music director at

WXLO-FM/New York. WXLO's former music director, Ken Linn, has also joined the new company.

Mutual's radio promotion will consist of the distribution to and tracking of radio stations that are playing clients' product. Knapp says that special attention will be given to those stations that are essential in creating crossover marketing. One disc is located at 27 West

58th St., Suite 5E, New York, N.Y. 10019, and phone number is (212) 980-0097.

IMPROV RADIO — On Aug. 8, KLOS/Los Angeles debuted "Hollywood Nightshift," a one-hour improvisational comedy show starring KLOS morning personality Faizer

Sanchez, actor Michael Gwynne and Firelight's Mark Neer. Fired from KLOS/Richard Voudouris after trying to get his act started, Sanchez, under-

named "Al Ramirez, KLOS air personality and co-producer of the show, "It is totally unscrip-

ted and unrehearsed. No one knows what will happen from moment-to-moment."

News From June 1981 — Former station GM, Ron Scribner, an active supporter of research, director of research, have been promoted to vice presidents of the Mutual Broad-

casting System. Kleinan came to Mutual in January from Metropole Communications' WVKK/WPKX-FM/Alexandria, Va., where he served as director of operations.

development coordinator. Werth joined Mutual as director of research in February

1980. Jim Herron was named vice president of programming for Jeff Pollock Com-

munications Inc. in 1981. Marc Coppola, former WXLO-FM programmer, has become

a group sales executive for Sunbelt Broadcasting in Chicago. He replaces Elmo Ellis, who will continue to serve as a vice

president of Cox Broadcasting, which owns WSB-

AM/Atlanta. Previously, he served as senior account executive for Group 5 (now

Broadcasting) in Chicago. A recent graduate of NYU's "Radio Programming Program," he is a man of many talents.

and A Radio Station." The session, scheduled for Aug. 18, will feature Harold Choldis, senior vice president of sales and programming, A&M Records; Stan Monteiro, vice president, Columbia label promotion—Columbia SPS., and will be moderated by FCC attorney Jason Shafer.

The 75-minute session will focus on the working interrelationship between radio and records. The session will be "an empirical examination of a radio station's relationships and decisions which will be affecting the usage of the NAB, according to Cor-

nors.

While the convention officially begins on Aug. 17, with the opening general assembly and keynote address by Paul Harvey, the exhibit hall will open from noon till 5 p.m. Aug. 16. Early arrivals may also take advantage of the Research Fair to discuss ratings, research and related matters with industry experts.

There will be four concurrent workshops on the morning of Aug. 17. One, "The New

Wonderful World of 24-Hour Satellite Programming," will be of special interest to pro-

gramming directors for the new wave of clients' product. knapp has prepared "Making the

most of your LPs," a workshop entitled "Radio Deregulation for Broadcasters..." Discussing the matter from the broadcaster's mind, radio deregulation, will be the focus of the session. Gayle Neer, Richard Larkin, WNEW-FM and Barry Umansky, WNEW-FM, will moderate.

"Money With Your Mouth," will feature some of the best air personalities in the country and was one of the most popular RPC events last year. This year, Gayle Owens will be moderating a panel consisting of Larry Lujack, WLS/Chicago; Dean Henry, WLW/Dayton; and Dick Purman, CKLW/Detroit.

Other highlights include:

* The Best Radio Spots on Television seminar

* An Aug. 16 promotion and positioning forum with Jack Trout, Trout & Reis Adver-

ising, who coined the term "Radio Is Red Hot" theme.

* Several format room workshops

* Sessions on how to best utilize outside sources of programming

* Tuesday night's RPC dinner concert featuring Willie Nelson.

MUTUAL LABOR DAY — Mutual Broad-

casting has scheduled the "Dick Clark Pre-

sents Barry Manilow special for Labor Day. Sept. 7. Clark (r) joined Manilow dur-

ing the recording of his forthcoming album..." It will be Clark's third special for Mutual; the first two featured the Beach Boys on Memorial Day and Elton John on the Fourth of July.

Increased Label Participation Expected At NAB Conference

(continued from page 8)

Rainbow Day, XR-

Dale, and Dick Purman, CKLW/Detroit. Other highlights include:

* The Best Radio Spots on Television seminar

* An Aug. 16 promotion and positioning forum with Jack Trout, Trout & Reis Adver-

ising, who coined the term "Radio Is Red Hot" theme.

* Several format room workshops

* Sessions on how to best utilize outside sources of programming

* Tuesday night's RPC dinner concert featuring Willie Nelson.

MUTUAL LABOR DAY — Mutual Broad-

casting has scheduled the "Dick Clark Pre-

sents Barry Manilow special for Labor Day. Sept. 7. Clark (r) joined Manilow dur-

ing the recording of his forthcoming album..." It will be Clark's third special for Mutual; the first two featured the Beach Boys on Memorial Day and Elton John on the Fourth of July.

"Money With Your Mouth," will feature some of the best air personalities in the country and was one of the most popular RPC events last year. This year, Gayle Owens will be moderating a panel consisting of Larry Lujack, WLS/Chicago; Dean Henry, WLW/Dayton; and Dick Purman, CKLW/Detroit.

Other highlights include:

* The Best Radio Spots on Television seminar

* An Aug. 16 promotion and positioning forum with Jack Trout, Trout & Reis Adver-

ising, who coined the term "Radio Is Red Hot" theme.

* Several format room workshops

* Sessions on how to best utilize outside sources of programming

* Tuesday night's RPC dinner concert featuring Willie Nelson.

MUTUAL LABOR DAY — Mutual Broad-

casting has scheduled the "Dick Clark Pre-

sents Barry Manilow special for Labor Day. Sept. 7. Clark (r) joined Manilow dur-

ing the recording of his forthcoming album..." It will be Clark's third special for Mutual; the first two featured the Beach Boys on Memorial Day and Elton John on the Fourth of July.

- mark abert

Increased Label Participation Expected At NAB Conference

(continued from page 8)

Rainbow Day, XR-

Dale, and Dick Purman, CKLW/Detroit. Other highlights include:

* The Best Radio Spots on Television seminar

* An Aug. 16 promotion and positioning forum with Jack Trout, Trout & Reis Adver-

ising, who coined the term "Radio Is Red Hot" theme.

* Several format room workshops

* Sessions on how to best utilize outside sources of programming

* Tuesday night's RPC dinner concert featuring Willie Nelson.

MUTUAL LABOR DAY — Mutual Broad-

casting has scheduled the "Dick Clark Pre-

sents Barry Manilow special for Labor Day. Sept. 7. Clark (r) joined Manilow dur-

ing the recording of his forthcoming album..." It will be Clark's third special for Mutual; the first two featured the Beach Boys on Memorial Day and Elton John on the Fourth of July.

"Money With Your Mouth," will feature some of the best air personalities in the country and was one of the most popular RPC events last year. This year, Gayle Owens will be moderating a panel consisting of Larry Lujack, WLS/Chicago; Dean Henry, WLW/Dayton; and Dick Purman, CKLW/Detroit.

Other highlights include:

* The Best Radio Spots on Television seminar

* An Aug. 16 promotion and positioning forum with Jack Trout, Trout & Reis Adver-

ising, who coined the term "Radio Is Red Hot" theme.

* Several format room workshops

* Sessions on how to best utilize outside sources of programming

* Tuesday night's RPC dinner concert featuring Willie Nelson.
LISTED ALPHABETICALLY BY ARTIST
86 LITTLE FEAT • HOY-HOY • WARNER BROS.
ADDS: None. HOTS: KNK, WWWM, KMET, WAAAF, WNEW, WQRG, WBCN, KSHE, WABX, WLIR, WRNW, KZEL, KNKN, WMMMS, WWLLS, KSHHE, KBPI, WOUR, KEZY.
PREFERRED TRACKS: Open.
SALES: Major breakthroughs in all regions.

87 PRETENDERS • PRETENDERS II • SIRE
ADDS: KSHE, WABX, KOME, KZEL, KNKN, HOTS: WLR, WRRW, WHFS.
SALES: Medium breakthroughs in all regions.

91 THE PSYCHEDELIC FURS • TALK TALK • COLUMBIA
ADDS: KROQ, HOTS: WLR, WRRW, WHFS, KNKN.
SALES: Fair in East and West; weak in others.

92 RAMONES • PLEASANT DREAMS • SIRE
ADDS: None. HOTS: WRRW, KROQ, WHFS, KNKN.
SALES: Good to moderate in all regions.

93 RED SPEEDOWAGON • HI INFIDELITY • EPIC
ADDS: None. HOTS: KZEL, KROME, KMET.
SALES: Good to moderate in all regions.

94 RIVER RIDER • AS FAR AS I AM SURE • CAPITOL
ADDS: None. HOTS: KMGN, WMMS, WBBM, KZAM, KROME, WHFS.
SALES: Fair in Midwest and weak in all others.

95 RIOT • FIRE DOWN BELOW • ELEKTRA
ADDS: KNKN, WWWM, WMMMS, KNKN, WHRS, HOTS: None.
SALES: Just shipped.

96 THE ROCKETS • BACK TO THE FUTURE • ELEKTRA
ADDS: WABX, KROME, KBBPI, HOTS: WBBM, WWWM, KZEL, KMET.
SALES: Fair in Midwest; weak in others.

97 SANTANA • ZEBOP • COLUMBIA
ADDS: None. HOTS: WRRW, WWWM, KROME, MCKES, KNKN, KZAM, KSHE, WNEW.
SALES: Fair in Midwest; weak in others.

98 SHOOTING STAR • HANG ON FOR YOUR LIFE • VIRGIN/EPIC
ADDS: WBBM, WOUR, KROME, HOTS: WBBM, WWWM.
SALES: Moderate in West and Midwest; weak in all others.

99 SILVER CONDOR • COLUMBIA
ADDS: None. HOTS: WWWM, WWWM, KROME, KMKN.
SALES: Fair in Midwest; weak in others.

100 SQUEEZE • EAST SIDE STORY • A&M
ADDS: KZEL, HOTS: WRRW, WMMS, WWWM.
SALES: Fair in Midwest; weak in others.

#10 MOST ACTIVE
3 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None. HOTS: WWWM, WWWM, KMET, WAFQ, WBCN, WBBM, KBBPI, KROME, KBBPI, KROME.
SALES: Good in all regions.

79 THE MICHAEL STANLEY BAND • NORTH COAST • EMI/AMERICA
ADDS: WBBM, WBCN, WMMS, KBBII, WMKN, WMMMS, WWLS, WSHHE.
SALES: Good in Midwest; moderate in others.

119 THE PSYCHEDELIC FURS • TALK TALK • COLUMBIA
ADDS: KROQ, HOTS: WLR, WRRW, WHFS, KNKN.
SALES: Fair in East and West; weak in others.

5 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM
ADDS: None. HOTS: KNK, WWWM, KMET, WAAAF, WNEW, WQRG, WBCN, KSHE, WABX, WLIR, WRNW.
SALES: Good in all regions.

# 3 MOST ACTIVE
10 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC
ADDS: None. HOTS: KMGN, WNKN, KMET, WAAAF, WNEW, WQRG, WBCN.
SALES: Moderate in Midwest; fair in others.

32 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS
ADDS: None. HOTS: WRRW, KROME, KNKN, KSHE, KOME, WAAAF, KMET.
SALES: Moderate in Midwest; fair in others.

61 PABLO CRUISE • REFLECTOR • A&M
ADDS: None. HOTS: KBPI, KEZY, WAAAF, WMMS, WBBM.
SALES: Moderate in West and South; fair in others.

138 THE JOE FERRY PROJECT • I'VE GOT THE ROCK'N ROLLS AGAIN • COLUMBIA
ADDS: None. HOTS: WRRW, WCRW, WBCN, WAAAF.
SALES: Moderate in West and South; fair in others.

# 5 MOST ACTIVE
11 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA
ADDS: None. HOTS: KMGN, WWWM, KMET, WHFS, WRRW, WQRG, WABX, KROME.
SALES: Good to moderate in all regions.

25 ZZ TOP • EL LOCO • WARNER BROS.
ADDS: None. HOTS: WWWM, KMET, WAAAF, WGRQ, WQRG, WBBM, WABX, KROME, KBBII, KBBII.
SALES: Good to moderate in all regions; strongest in South.
New Country Acts Find More Chances Than Ever At Radio

(continued from page 20)

become a lot more sophisticated," he agreed. "I think the fans are a lot more sophisticated, and they know what they like. If a superstar has a record that a fan doesn't like, he won't go and buy it, and they're not going to talk about it. On the other hand, if a new artist comes along and that fan hears it on the radio, and he likes it, he'll go out and buy it. But they like a lot more now as opposed to just being a real loyal fan. I think they're a lot more discriminating in their buying now."

Ewell Russell, Elektra's general manager of the Nashville division, termed radio "the most important force to add a fledgling performer," but offered one record as an example of perhaps the most important radio station. "In the Kieran Kane record," said Russell, "we found a really good record. We felt that we had a record that was a very viable piece of product for radio, and did not most chances to win prizes, most listened to radio stations," Dobson stated. "KFH is the only full time, full power regional radio station in this area, and we will continue to offer listeners the best country music, the best chances to win prizes, and the opportunity to have fun with us on the radio.

Congratulations to Ray Potter, program director of KHVE/EI Paso, and his wife Laura, on the birth of 5 pound, 5 ounce Maria Marie, July 29.

PROGRAMS OF THE WEEK - All the news and highlights from the week's double A baseball game (farm league club of the Baltimore Orioles) WIST/Charlotte joined the family night crowd of over 3,000 at the old ball park to give away more than $5,000 in prizes, including an automobile, but the lucky fan who drove away in the WIST grand prize the night of Aug. 2 wasn't a baseball fan at all. In fact, he had never heard WIST radio. The winner had just arrived in Charlotte to visit relatives and was taking in the first baseball game of his life. He had just flown in from Norwich, England."

WHAT'S YOUR FAVORITE COUNTRY? - "Your Favorite Country" contest was held recently by air personalities at KNIX-AM & FM in the Phoenix metropolitan area. The campaign consisted of a multi-media advertising and promotional program designed to heighten awareness and a cash giveaway contest. In addition to outdoor billboards and print advertising, a call-out contest was implemented through which listeners could win $100,000 per call, if they answered the question correctly. The question? "What's your favorite country?" The answer: "KNIX-KNAX & FM remain the top two country radio stations in the Phoenix market."

KNOE CELEBRATES BIRTHDAY - On Aug. 8, KNOE/Monroe celebrated its 37th birthday with an afternoon extravaganza. More than 9,500 listeners joined the KNOE air personalities for a free concert in Chenault Park, featuring MCA recording artist John Wesley Ryles.

ROE RETURNS TO COUNTRY - Approximately a year-and-a-half ago the #1 country station in the Seattle market decided to change from its successful format and institute all-talk programming. But as of July 27, KAYO rejoined the Seattle country club. In fact, according to program/music director Chuck Urban, the station plans to institute the operations manager for the converted country station is Alex Seimers, formerly with KMPM/Seattle.

COUNTRY MIKE

MILLER TO HEAD WWVA ALL NIGHT SHOW - Operation manager of WWVA/Wheeling, W. Va., Tom Miller, has announced the appointment of Scott Miller to emcee the WWVA Radio All Night Show. Scott Miller, formerly midday air personality with the station since April, will continue to be personally involved in all aspects of his new assignments. Miller assumed his new responsibilities with immediate effect.

PERSONALITY PROFILE - Operators manager of KBFA-FM/Wichita, Jason Drake recently announced the appointment of Chuck "Sugar Bear" Robson as program director of the AM country giant. Robson assumed his new duties on Aug. 1, 1980, and had been with the station since 1976. Robson began his career in broadcasting while attending high school in Willow Springs, Mo., with blank formatted KUKU. Upon graduation in 1972, he traveled to Springfield, where he served as public service director and handled the middys for KWTO. After a year, however, Dobson moved to Kansas City, where he kept busy taking care of the production and promotions responsibilities, as well as the afternoon slot for KWH.
EXECS GATHER IN COLORADO — Approximately 125 gospel artists, radio personnel and record label reps gathered in Estes Park, Colo., for the ninth annual National Gospel Radio Seminar July 30-Aug. 2. One of the many topics during the convention concerned the gospel record industry and was titled “What’s The Latest? Record Promotions And What To Expect.” Featured panelists included (l-r): Dan Hickling, Word Records; Bill Herr, Searrow Records; Gary McCarlie, Light Records; and Bill Traylor, the Benson Co.

Christian Businessmen Purchase Marshall, Morgan, Scott Publishing

NASHVILLE — Marshall, Morgan and Scott, a Christian publishing company in London, England, has been purchased by a group of Christian businessmen led by William Fitch. Others involved include the Benson Co. of Nashville, David Payne and Graham Ferguson Lacey.

Benson board members Robert R. MacKenzie, Wayne Erickson and Peter Klapprodt join John Fitch, Payne and Lacey on the board of Marshall, Morgan and Scott, of which Fitch is the chairman.

As a Christian publishing company, many of the leading Christian authors from three centuries are published by the company, including D.L. Moody, C.H. Spurgeon, Campbell Morgan, F.B. Meyer, Matthew Henry and R.A. Torrey. Its various imprints (Samuel Bagster, Oliphant and Lakeland) can be traced back as far as 1794.

Hymn Book

In the music field, the company is publisher of the hymn book, Sankey’s Sacred Songs and Solos, and led Europe in the area of Christian recording with the establishment of the Pilgrim Records label.

David Payne joined Marshall, Morgan and Scott as chief executive of the record division in 1976. He was promoted to managing director in 1979 and will remain in that position for the new owners. The management team assisting him will include John Hunt, director of the book division.

Keagy, Honeytree Headline Autumn Fest

NASHVILLE — Phil Keagy and band and balladeer Nancy Honeytree will headline Autumn Fest ’81, a contemporary Christian music and teaching festival set for Sept. 18-19 at Foxfire Camping Resort in Milton, W.Va.

The instructional portion of the seminar will be based on the concept of unity of the body of Christ and will feature instructors Tom Hess, editor of the Lord Jesus Body News in Washington, D.C.; Margaret Tomczak of the Gathering of Believers in Silver Springs, Md.; William Harvey Jett, formerly of Black Oak Arkansas and Pastor John Murray of Living Sacrifice Band from Kearney, N.J.

Local musical arts and ministers, as well as additional nationally known acts, will round out the weekend’s events. A children’s ministry, which will feature Creative Puppets, Inc., from Nags Head, N.C. and an open air arts and crafts fair will also be included in the weekend’s activities.

Gospel Greats Program Aired By 40 Stations

NASHVILLE — Heil Enterprises now has 40 radio stations in 17 states featuring its weekly show, The Gospel Greats. The program, anchored by host Paul Heil, features interviews with gospel artists and a countdown of the month’s Top 20 songs. Gospel music industry news is also featured with reporter Jan Cain, who previously edited a nationally distributed gospel publication.

The show highlights new gospel releases and classics, as well as an occasional concert review. The program is distributed by the nationally syndicated gospel publication.

ALBUM REVIEWS

Profilic songwriter Donny Mcguire has approached performing with the same zeal on this, his first solo album. McGuire enhances his self-penned tunes with a rich tenor backed up by spouce Reba Rambo to produce a predominantly MOR sound. Best cuts include “We Are Persuaded” and the title track.

FOREVER — Tim Sheppard — GreenTree R-3572 — Producer: Phil Johnson — List: 7.98
Songwriter/artist Tim Sheppard blends his many talents on this album, which creates a strong pop appeal. Sheppard wrote all 10 tunes, covering the stylistic spectrum from mellow cuts like “Take The Music” to more upbeat cuts like “We’re Gonna See You.” “Forever” maintains Sheppard’s status as one of the preeminent contemporary Christian artists with strong crossover potential.

ROLLIN OVER THE DEVIL — Reggie Vinson — Reggies Records RR 1000 — Producers: Reggie Vinson and Don Johnson — List: 7.98
Newcomer Vinson preserves himself as a power to be reckoned with as both singer and writer. All songs were either written or co-written by Vinson, with a predominant country flavor. “No No No Don’t Give Up” and “Be A Doer Of The Word” are especially strong country tunes, an impression strengthened by the acoustic arrangements.

Cash Box/August 22, 1981
SUNSPHAL - The fourth annual International Reggae Sunsplash celebration held recently at Jamaica's Jarrett Park in Montego Bay will be the subject of a movie titled "Reggae Renaissance." The film is being produced by Michael Butts, president of Jamaica Prods., and will be distributed jointly with Robert Peitsch, president of Peitsch and Assoc. The Sunsplash concert, which ran from Aug. 4-8, was a tribute to the late Bob Marley, chief international proponent of reggae, and featured several international recording artists. Among them were Jimmy Cliff, Marley's Walkers and the I-Threes, Roots and the Maytals, Dennis Brown, Carlene Davis, Black Uhuru, Third World, Culture, Steel Pulse and Nadine Sutherland. A special treat for the Jamaican audience was the appearance of Stevie Wonder during Third World's set. Wonder, who was rumored to have cancelled his appearance at Sunsplash, joined Third World and Rita Marley, wife of the late artist, in a rendering of Marley's " Redemption Song," "Wonder's Master Blaster (Jam- ein)", and "Happy Birthday Song" and then Third World's classic "Now That We Found Love." Some of those in attendance said the highlight of the Sunsplash performances came from Steel Pulse. But Steel Pulse, Cliff and Wonder have not signed their release for the project. Proceeds from the concerts will be advanced to participating artists while the balance will go to the Jamaican government's Cultural Development Commission.

ALL THAT JAZZ - Officials organizing the 24th annual Monterey Jazz Festival recently announced that tickets for each performance during the festival are sold out. If you haven't gotten your tickets yet, you might have entered the Bay Area Lot's of Jazz's (B ALJ) Jazz Raffle, which will give away a grand prize of tickets to the winner of "High Five Jazz Fest." Other prizes in the raffle included tickets to the KJAZ San Francisco Jazz Festival, jazz photographs, record store certificates, club passes and other discounted goodies. Money raised from the raffle will go toward support of BALJ programs, ultimately toward establishment of BALJ's Jazz Performance Center. One of BALJ's ongoing programs is the Monday Night Jam Sessions. Already featured at the first of the Sessions, which have been relocated to the famed Keystone Korner, was Joe Bonner. Other artists appearing at the venue include the San Francisco Jazz Quartet, the all-women outfit Alive, E.W. Maitrnan, the African Roots of Jazz, the Cal Lewiston/Jim Graham Band and an eight-piece band featuring the late Carlos Santana. The program concludes its run on May 29 and 30 at the House of Blues. The festival is being presented by the San Francisco Press Club and will feature the likes of the Pointer Sisters, the Pointer Sisters' Planet/Elektra (Motown SD 16049) and the Pointer Sisters' Planet/Elektra BILLY OCEAN (Arista FW 12161) and the Pointer Sisters' Planet/Elektra (Motown MY-9551) and the Pointer Sisters' Planet/Elektra (Motown MY-9551) and the Pointer Sisters' Planet/Elektra (Motown MY-9551).
Atari Sues Boston Firm In Vid Game Infringement Suit

SUNNYVALE — Atari, Inc. announced that it is suing General Computer Corporation (Boston) and its principals for $5,000,000 each for alleged violation of Atari's copyrights and trademarks involving its corporate name, its logo type and its coin-operated video game, "Missile Command".

Atari charged that General computer's plug-in "enhancement" called "Super Missile Attack", infringes and dilutes Atari's copyrights and trademarks. In addition, Atari claims that General computer is engaging in unfair competition.

The suit, filed in United States District Court, District of Massachusetts, asks that the Boston firm and its principals, Kevin Curran and Douglas Macrae, be enjoined from manufacturing and selling the enhancement in the future. The suit also asks that all profits from the sale of the products be awarded to Atari, along with legal fees, court costs, and $5,000,000 each in exemplary damages from the Boston firm.

Infringement

Ron Polkow
URL Taps Polkow For Production Manager Position

CHICAGO — Ron Polkow has been appointed production manager for Universal Research Laboratories, Inc. of Elk Grove Village, a subsidiary of Chicago-based Stern Electronics, Inc.

In his new position, Polkow will supervise electronic parts production for Stern's coin-operated amusement machines and Seeburg phonograph divisions. He joined URL in 1970 and most recently served as production manager for the phonograph production division.

NAMA Directory Out

CHICAGO — More than 2,000 companies in the vending and foodservice management business are listed in the 1981 Directory of Members of the National Automatic Merchandising Assn. (NAMA), which has just been published.

Vending and foodservice management firms (operators) are listed by state and city and the listing includes the types of products they offer and whether they maintain their own food preparation facilities.

Also listed are NAMA members who manufacture vending machine parts, components or products used by operating companies, as well as machine and product distributors.

Free copies have been distributed to NAMA member firms and these firms may obtain additional copies at $3 each. The price to non-members of the association is $7.50 per copy. The Directory may be obtained from NAMA, 7 S. Dearborn St., Chicago, Ill. 60603.

Memorandum On A Plan For Reacting To Proposed Adverse Legislation

In light of recent developments in Chicago and the West Coast (see Box Aug. 1 and Aug. 8), where legislative restrictions were proposed that would adversely affect operators and the coin machine industry, the following statement was issued by Joe Robbins, president of the recently formed Amusement Device Manufacturers Association.

CHICAGO — A very recent situation that developed in Redondo Beach, Calif., points out the need for a clearly outlined plan of action to be followed in future cases.

Generally, legislative or regulatory problems will develop at a very low level. An ordinance, zoning change, or similar regulative device will be introduced in the village, town, township, county, or city, and usually by one or more councilmen, or by the community attorney.

In almost every case, but not in every one, one or more hearings are required before the vote can be taken. Some time after a good deal of advance notice is received but sometimes very little time, a few days, and, in some cases, warming up at a very low key.

Generally speaking, as the area of government rises, the notice is longer and more formal. It is especially true if bills are introduced in state legislatures. They generally are referred to a particular committee, and the committee will serve notice of hearings, etc. I think it best, at this time, to refrain from discussing the implications of federal legislation.

In the case of trouble at a local level, the presence of an operators association, either of the state or local variety, is of enormous help. This is especially true if they have counsel on retainer, or available with previous similar experience. Assuming this is present, the attorney and the association can assume control of all defensive strategies and action.

If there isn't any such force in place, the distributors and the operators in the area must form their own immediate control. An attorney must be engaged at once. He should, preferably, have knowledge and experience in dealing with community and local legislative matters.

Once this is done, the next step is to meet with the local authorities as early as possible, before any hearing. If possible, define the issues, and identify the parties initiating the proposed legislation. Short of immediately defeating any proposal, some delay, delay, delay, or other similar maneuver, is a primary objective. During these early stages, it is always preferable to keep the issue at a very low key, local operators, distributors, storekeepers, and attorneys only. No attorneys or representatives from local organizations, outside factories, etc.

In almost all cases, a very concerted, unified, and intelligent approach and defense by the local businessmen will suffice. Certainly, it is advisable that they confer with

The Juke Box Programmer

Top New Pop Singles

1. WHO'S CRYING NOW JOURNEY (CBS 6130)
2. STOP DRAGGING' MY HEART AROUND NICK & NICK (Columbia 3857)
3. FIRE AND ICE PAT BENATAR (Chrysalis 9207)
4. HOLD ON TIGHT ELO (Capitol/CBS 2526)
5. STEP BY STEP EDDIE RABBITT (Epic E-47176)
6. THE BEACH BOYS MEDLEY (Capitol/Polygram 5036)
7. FOR YOUR EYES ONLY SHEENA EASTON (Warner Bros. WBS 49786)
8. I COULD NEVER MISS YOU (MORE THAN I DO) LULU (Arista ALF-7060)
9. DRAW OF THE CARDS KIM CARNES (EMI America 6851)
10. SUPERFREAK (PART II) RICK JAMES (Gordy Motown 5 72014)

Top New Country Singles

1. STEP BY STEP EDDIE RABBITT (Epic E-47176)
2. I WANT TO KNOW YOUR EYES ONLY SHEENA EASTON (Warner Bros. WBS 49786)
3. I NEED SOMEBODY TO HOLD ME (WHEN I CRY) JACLYN FRICKE (Columbia 18-02179)
4. I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)
5. SOMETHING I CRY WHEN I'M ALONE SAMMI SMITH (Sony Speciality S-446)
6. WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Warner Brothers 76115)
7. TAKE ME AS I AM OR LET ME GO BOBBY BARE (Columbia 15-02141)
8. BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12271)
9. ENOUGH FOR YOU BRENDA LEE (MCA/S-5154)
10. YOU AND I FALLING IN LOVE WITH YOU WHIT WHITMAN (Epic/Cleveland 11-18062)

Top New A/C Singles

1. SUPERFREAK (PART 1) RICK JAMES (Soulwax DeQ 2205)
2. FREEWAY PEACHES & HERB (PolyGram/PolyGram 20278)
3. WHERE HAVE YOU GONE CHER (Island 2335)
4. A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Pre-Release 8034)
5. NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02407)
6. WRAP YOUR TROUBLE AROUND MY HEART WILSON PHILLIPS (Epic 14-02403)
7. DO YOU LOVE ME PATTI AUSTIN (Cass angels/Warner Bros. WBS 49254)
8. DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS Z52021)
9. SILLY SONG (PART III) DONNA SUMMER (Columbia 15-02191)
10. LET'S DANCE (MAKE YOUR BODY MOVE) WEST SIDE STORY (Sugar Hill SB 763)

Top New Dance Singles

1. ENDLESS LOVE DIANA ROSS AND LIONEL RICHIE (Motown M-15199)
2. YOU DON'T KNOW ME MICKEY GILLEY (Epic 12-01279)
3. I WANT YOU DIONNE WARWICK (Soulwax DeQ 2205)
4. A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02377)
5. REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)
Atari Video Tourney Off To A Fast Start

SUNNYVALE — The World Championships coin-operated video game tournament sponsored by Atari (Cash Box, June 27) has generated widespread enthusiasm among operators and players alike, according to Frank Balouz, vice-president of marketing for Atari’s Coin-Operated Video-Games Division. “We are pleased with the response,” he said. “Since the spectacular announcement of the tournament, close to 600 phone inquiries have been reported by the tournament office in Seattle, Washington. Some tournaments are already underway while others are soon to begin.”

The tournament is international in scope, with a combined total of $50,000 in cash and prizes to be awarded. Players will compete in six categories including Open Singles, Women’s Singles, Thursday Specialty, Friday Specialty, Open Singles Second Chance and Women’s Singles Second Chance. Qualifying contests will start at the local level in participating family game centers and street locations with local winners being invited to compete in the open finals in Chicago and given a free entry pass valued at $50.

Operators worldwide are encouraged to participate by ordering a tournament kit from an Atari distributor and staging a local contest. Each kit has the necessary information for an operator to hold a contest and includes an entry pass to the finals for the winner or winners.

The Atari World Championships are part of the Tournament Games Inc. spectacular $400,000 weekend that will feature Soccer, Mark Darts, Eight Ball and Hockey tournaments running simultaneously with the Atari competition. All of the tournaments are scheduled to be held in Chicago, to coincide with the AMOA convention which will take place at the Conrad Hilton Hotel, Oct. 29-31.

“The Atari tournament is the first of its kind, designed to promote competitive play and awareness of the company’s games,” noted Frank Balouz. “We expect it to be a blockbustor event for everyone. Therefore, we encourage our operators to take advantage of the program early to gain the maximum benefit.”

Infringement Suit (continued from page 30)

tronics and Computer Division operations, as well as our Coin-Operated Division,” he added. “We are taking a strong stand in every area, and will take every legal recourse available to protect our name and products from anyone who tries to usurp them.”

Midway Bows ‘Omega Race’ In 4 Models

OMEGA — “It’s another bright star in our galaxy of space games,” declared Stan Jarocki, vice president of marketing for Midway Mfg. Co., referring to the firm’s latest video game, ‘Omega Race,’ which is being released in four different configurations.

Omega Race is a fast-paced video game featuring starlike enemy units in an energy field. The Omega player pilot must maneuver his fighter ship to out-shoot and destroy the steadily attacking aliens and the deadly mines they drop in his path. An aggressive pilot will go after the alien droids hyper-accelerated attack is cured and accompanied by special sound effects. Its tactic is to bump or shoot to demolish the Omega fighter.

The Omega fighter is aimed and directed by a rotation control knob; and powered and propelled by a thrust button that can be handled for slow or fast speed throughout the energy field. The firing button, when activated, unleashes destructive missile blasts. Clearing the screen “hit-in-capule” play and a bonus Omega fighter is awarded at high score levels.

The new video game is available in four models: a one- or two-player standard upright, Midway’s space saving Mini-Myte, the cocktail table style with flip flop screen, plus the single player “hit-in-capule” model that is ideal for arcades and game rooms.

Memorandum For Reacting To Adverse Legislation (continued from page 30)

officials and attorneys of the Amusement Device Manufacturers Assn., the national distributors association (AVMDA) and the AMOA. Now, should it appear that the local effort needs supplementing, then it would be appropriate to arrange for a conference and involve personal representation by counsel and officials of the major organizations and factories.

Now, in the cases of state legislative matters, the approach is more complex. Here is the perfect example of where the state (and sometimes local) operators associations can play an essential and decisive role in combating the introduction of adverse legislation. In every case, the distributors and operators are required to create a groundswell of support from every possible source including businessmen in every phase of the industry and legislators in every part of the state. This is a prodigious job for the future distributors and operators and, of course, an “on-hand” association with ready counsel is a tremendous asset.

In state affairs, the question of when to use directly the help of the national organizations, factories, counsel, etc. is usually one of timing. From the onset, they should be involved if only from the periphery and in consultation.

I cannot emphasize too strongly how important the presence of a strong local operator association can be when trouble occurs. In the absence of any group, the distributors and principal operators must combine to take hold of the reins. In a local situation, the reaction must be led by local people, including counsel. In every case, at every level, there is required continual communication by and between the local elements involved and the ADMA, the distributors association and AMOA. For coordinating purposes, I am suggesting, at this time, that all communication and questions be channeled through ADMA by contacting Paul Huebsch, executive director of ADMA, at (312) 298-6333, or Mr. David Maher, chief counsel for ADMA, at (312) 558-5229.

(If in his statement, Robbins clearly expresses the need for immediate response on the part of operators and their representative local or state associations as a first step effort whenever any detrimental legislation is suggested or proposed; with the assurance that the services of the three major national associations — ADMA, AVMDA and AMOA — are available for consultation and supplemental support. He further recommends that an open line of steady communication should be maintained between the local and national groups.)

Cash Box contacted Leo Droste, executive vice president of AMOA, who noted
Gottlieb Announces New ‘Volcano’ Multi-Ball Pinball Machine

CHICAGO — D. Gottlieb & Co. recently announced the release of “Volcano,” a multiple ball pingame that takes players back in time to a pre-historic fantasy world, as depicted in the dramatic artwork and design.

From the beginning of each game, players are treated to a variety of new features on Volcano. A moving shooter guide lets each player take aim, freeze the shooter guide and try to knock a target at the top of the playfield. Hitting the lit target earns the player a Ball-Save on the left gutters.

As the game action continues, players must shoot for the new Crater Playfield in the game’s upper-right-hand corner. This bottom type playfield offers score holes to enter. Entering a lit crater captures the ball and advances the player towards multiple ball play, while entering an unlit crater activates the Volcano shaft and the player will find the ball shot back at the flipper and a Volcanic force from a subterranean shaft.

“Fast action, great new features and the versatile ‘switch’-type speech sound system and an erupting Volcano light show have all been blended and the result is a truly exceptional pingame,” commented Marshall Caras, Gottlieb vice-president of marketing.

“The results of our new test programs have exceeded our wildest expectations and we’ve found Volcano’s earnings are surpassing those of some of the best video games on the market. We have been pleasantly surprised by the use of some of the new ‘Volcano’ also had a good response from operators on the promotional aids included in each game,” he added.

Volcano is available through Gottlieb’s distributor network. Further information may be obtained by contacting D. Gottlieb & Co., 165 W. Lake St., Northlake, Ill. 60164.

Memorandum For A Plan For Reacting To Proposed Adverse Legislation

(continued from page 31)

that AMOA is currently expanding its avenue of services for state associations, the long-range plan being to further solidify its relationship with state groups and be in a better position to provide guidance and assistance in all areas of need. Also, AMOA is in the process of preparing a more comprehensive version of its 1979 survey for state organizations, which will contain full specifics and data on the various state associations, relative to organizational structure, budget, frequency of meetings and other pertinent information. The responses will be tabulated and issued as a special report for distribution during the annual state association conference which will be held Oct. 28 just prior to the opening of the 1981 AMOA convention.

As Droste pointed out, AMOA will serve as a clearing house of information in all areas of concern, including legislation. “We are asking all state associations to assist us by feeding us a variety of information,” Droste said.

For example, if a cigarette tax is being imposed, or restrictive legislation relative to coin-operated equipment is being proposed, AMOA would like to know about it. As a further measure of embellishing its services the association’s Chicago headquarters office is being computerized and the new process will apply to membership records, financial records, the annual convention and the subject files pertaining to state associations. With the new system AMOA will be able to store statistical and legislative information for future use so that state associations can contact AMOA regarding specific issues or legislation and apply the information they receive to their particular situation.

AVMDA Opens Chicago Office

CHICAGO — The Amusement and Vending Machine Distributors Assn. (AVMDA), the newly formed trade association comprised of distributors of coin-operated amusement games, video games and jukeboxes, as well as vending machine equipment, has established offices here.

The association’s Chicago headquarters, with Edward G. Doris as executive director, are located at the International Towers, 8550 West Bryn Mawr Avenue, Suite 303, Chicago 60631, which is in close proximity to O’Hare International Airport. AVMDA’s telephone number is (312) 693-3300.

The association will act as a liaison with distributor and operator groups, according to Doris.

The law firm of Chatz, Bereman, Maragos, Haber and Fagel of Chicago has been appointed in-house counsel, Allen J. Fagel, a partner in the firm, will be responsible for representation of AVMDA.

INDUSTRY CALENDAR

SCHOOL IN SESSION — World Wide Distributors’ Michigan branch office recently concluded its first basic electronics course. The eight-week course consisted of 2-hour sessions held each Wednesday night. The basic course was designed to provide operators with an understanding of frequently used electronic components, trouble shooting of solid state devices and the use of multi meters. The course was taught by World Wide’s Chief Technician Jerry Aiello, shown above.

CHICAGO CHATTER

Ed Doris, executive director of the newly organized Amusement and Vending Machine Distributors Assn. (AVMDA), has set up the association’s headquarters office here, in the International Tower, 8550 W. Bryn Mawr, which is a short distance G. Don O’Hare’s airport. Assisting Ed in his new post is his longtime secretary (of 20 years) Helen Burton, who is now a member of the AVMDA staff.

DATELINE FLORIDA, home of Centuri, Inc. where big doings are coming up this week when the company holds a special product presentation for factory distributors at The Sands Hotel in Atlantic City, N.J. Festivities will begin the evening of Aug. 18 with a cocktail party and showing of a new Centuri video game and music product, followed by a company progress and future plans, the next morning.

AMONG THE STARS of the recently held Wightman Cup Tennis Tournament in Chicago was 1982 “Pac-Man” video game, which was installed by Midway in the women’s locker room at the International Amphitheater where the tournament took place, July 17-19. The event featured female players from the professional circuit — and “Pac-Man” was a big hit with the players during the relaxation time between matches. Thom told Cash Box that operators are now rallying against it and enlisting the support of locations and other businesses (which house coin-op equipment) that would be affected by such a proposal. Everyone involved is being urged to contact their councilmen, aldermen, et al and garner enough opposition to defeat the restriction before it gains any more momentum.

HAPPY BIRTHDAY — Pinball pioneer Harry Williams celebrated his birthday earlier this summer while visiting the offices of Stern Electronics Inc. Williams pioneered the use of electricity in pinball games, serves as exclusive design consultant to Stern, Williams, and with Don O’Hare, the “master of pin geometry” divulged only that he’s still “in double figures.”
INTRODUCING

TAITO

Colony

with

"Extended Weaponry"!
"EXTENDED WEAPONRY" INCREASES SCORES ...AND PROFITS!

NEW! "Extended Weaponry"
For an additional coin, a player can increase his score by increasing his power of destruction! "Extended Weaponry" is a built-in incentive for the novice and pro alike that makes it easier to play the game by giving deadly explosions a larger radius of force. With "Extended Weaponry", bigger scores mean bigger profits!

The Mission
The mission of the player is to defend Colony 7 from the evil "Jarvians". The enemy's fighter ships make intelligent strafing runs over the Colony to penetrate the protective shields. The Colony's cannons send converging pulse rays to explode the enemy's fighters before either the cannons or the entire Colony is destroyed.

The Colony flashes a "Caution" on the screen to warn of impending danger when the enemy's "Advisor" or "Scout" appears. The player will earn a high point value if he destroys the "Advisor" and the less time the "Scout" has to fly, the fewer replacement fighter ships will be called up to attack the Colony.

If a player does not destroy the "Bomber" or its bombs, its sure-fire aim will wipe out his cannons.

At the end of the first squadron, the player receives points for each structure left standing on the Colony... points that increase in value at the end of the next squadron!

When the situation seems desperate, the player can hit his "Mega-Blaster" button which destroys everything in the range of its radiating explosion or can activate the "Eradicator" which wipes out everything on the entire screen. The "Mega-Blaster" is powered by the fuel cells on the Colony... 3 cells for 3 "Mega-Blaster" hits per Colony... while the "Eradicator" can be activated only once per Colony.

Play becomes progressively more challenging and difficult as the enemy becomes smarter and moves faster in this life and death battle of strategy and skill!

---

1 or 2 player Trimline™:
- Height: 136 cm (54"
- Width: 51 cm (20"
- Depth: 61 cm (24"
- Floor Space: 61 sq. m (3.3 sq. ft.)
- Weight: 81 kg (180 lbs.)

1 or 2 player upright:
- Height: 171 cm (68"
- Width: 61 cm (24"
- Depth: 87.5 cm (35"
- Weight: 136 kg (300 lbs.)

For technical service, call the hot line toll-free (except in Illinois): (800) 323-0666.

TAITO AMERICA CORPORATION • 1256 Estes Avenue • Elk Grove Village, IL 60007 • (312) 981-1000 • Telex 25-3290

www.americanradiohistory.com
Third Coast Bows National Promos

Third Coast Bows, a national promotional company focused on marketing and distributing phonograph records, was recently named by the label's managing partner, Frank Sealer. Plans were released announcing a new product, an LP titled "Empty Hand," by Chicago-based group Jet, in late July. The Chicago-based label further announced that Jet will work with the marketing department. Webb, who comes to Third Coast from Ovation Records, where he was marketing manager and PR director, will work with Dennis Price, the new company's national sales director and former national director of one-stop operations for Lieberman Enterprises.

Vice president of promotion for Third Coast, John S. "Ken" Kozak, who joins the company after 15 years as a radio manager and record promoter with RCA Records and with his independent firm based in Atlanta.

Joel Arnold on the promotion staff is Rich Piombino, former music and promotions director for WXRT-A and promotions director at WKTU/New York and W4/Detroit. New national Top 40 promotions director is Frank Beattie, Jr., who comes to Third Coast after a stint as national promotion director with Ovation Records and as a promotion staffer with CBS and Capricorn.
**TOP 40 ALBUMS**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album</th>
<th>Artist</th>
<th>Weeks in Top 40</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Man With The Horn</td>
<td>Miles Davis (Columbia)</td>
<td>15</td>
</tr>
<tr>
<td>2</td>
<td>The Claude/Duke Project</td>
<td>Stanley Clarke/George Duke (Epic)</td>
<td>17</td>
</tr>
<tr>
<td>3</td>
<td>As Falls Wichita, So Falls Wichita Falls</td>
<td>The Manhattan Transfer (A&amp;M)</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>4-11</td>
<td>LEE RITENOUR (Efixa)</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>VOYEUR</td>
<td>Wayne Shorter (Warner Bros.)</td>
<td>20</td>
</tr>
<tr>
<td>6</td>
<td>The Dude</td>
<td>Quincy Jones (A&amp;M)</td>
<td>20</td>
</tr>
<tr>
<td>7</td>
<td>Hush</td>
<td>John Coltrane (Warner Bros.)</td>
<td>20</td>
</tr>
<tr>
<td>8</td>
<td>Winelight</td>
<td>Tom Scott (Warner Bros.)</td>
<td>20</td>
</tr>
<tr>
<td>9</td>
<td>Friday Night in San Francisco</td>
<td>John McLaughlin</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>Live in Japan</td>
<td>Dave Brubeck</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>McEa For Moderns</td>
<td>Manhattan Transfer (Arista)</td>
<td>4</td>
</tr>
<tr>
<td>12</td>
<td>My Road Our Road</td>
<td>LEE OSAK (Elektra)</td>
<td>3</td>
</tr>
<tr>
<td>13</td>
<td>Piped</td>
<td>Wayne Brazil (GRP)</td>
<td>4</td>
</tr>
<tr>
<td>14</td>
<td>Three Piece Suite</td>
<td>Rahsaan Roland Kirk (Columbia)</td>
<td>12</td>
</tr>
<tr>
<td>15</td>
<td>Three Quarts</td>
<td>Joe Sample (Warner Bros.)</td>
<td>5</td>
</tr>
<tr>
<td>16</td>
<td>Secret Combination</td>
<td>Randy Crawford (Warner Bros.)</td>
<td>13</td>
</tr>
<tr>
<td>17</td>
<td>Word of Mouth</td>
<td>JACO PASTORIO (Warner Bros.)</td>
<td>6</td>
</tr>
<tr>
<td>18</td>
<td>Center of the World</td>
<td>Roy Ayers</td>
<td>3</td>
</tr>
</tbody>
</table>

**Jazz Album Picks**

- **BREAKIN' AWAY** — Al Jarreau — Warner Bros. BS 3576 — Producer: Jay Graydon — List: 8.98 — Bar Coded

Jazz's favorite young crooner places his inimitable stamp on a few tailor-made tunes, and the results are fresh, light and consistent. Helping Jarreau knit things together are drummer Steve Gadd, guitarist-producer Jay Graydon, saxophonist Tom Scott and keyboardist George Duke. The first single, "We're In This Love Together," is already charting, but equally strong are "Closer To Your Love" and "Our Love."

**W.S.O.** — The World Saxophone Quartet — Black Saint 0046 — Producer: Giovanni Bonandrini — List: 11.98

The maturation of a band. Saxophonists Hamiet Bluiett, Julius Hemphill, Oliver Lake and David Murray have always had a distinctive group sound, but the broad slapstick of the band's early collaboration has given way to a subtle but persuasive probing of saxophone voicings and a sensitive and relevant exploration of counterpoint. The World Saxophone Quartet is far from a household name, but every dedicated listener owes it to himself to check it out.


It's been far too long since we've heard anything from this great arranger. Listeners will be pleased to hear that Wilkins has a fine 13-piece unit out of Copenhagen featuring Danish locals and Americans expatriates Kenny Drew, Sahib Shihab and Ed Thigpen. Aside from four Wilkins originals, the LP features excellent reworks of Randy Weston's "Hi-Fly," and Stanley Turrentine's "Sugar." It's nice to have Wilkins back.

---

**JAZZ ON JAZZ**

- **Huddlin' With Max** — Is there a more accomplished musician than Max Roach? The great drummer has worked with everybody from Charlie Parker and Bud Powell to Benny Carter and Coleman Hawkins to Archie Shepp and Cecil Taylor. His own bands featured Clifford Brown, Sonny Stitt, Miles Davis, Abbey Lincoln, Eric Dolphy and Harold Land, as well as introducing the likes of Booker Little, George Coleman and Hassaan. Roach's recorded history is an uninterrupted string of gems with widely varied units. His present groups include his quartet, saxophonist Oden Pettifer, bassist Mel Davis, drummer vs. Cecil Bridgewater and bassist Calvin Hill, as well as the M'Boom percussion ensemble. But when we recently caught up with Roach, he told us about a few other pet projects he has in the works. "Along with another M'Boom album coming out doing about a solo drum album and one with a string quartet," Roach said. Other recordings in the can also feature the quartet with vocalist Malidita Jahn Street Brass and a bicentennial collaboration with pianist Cecil Taylor. As a soloist and bandleader, Roach clearly has no interest in sticking to the tried and true. His adventurous spirit has constantly kept him in search of talented young musicians. "I look for individualism," said Roach. "Aside from technical ability, the musician's own personality has to be there. I wouldn't want to sound verbatim like Clifford Brown, Charlie Parker or Sonny Rollins, but I do want that kind of insight and attitude." A professor of music at the University of Massachusetts, Roach allows that those young musicians are getting somewhat of a different education than he did, but the still sees the value in exposure to the public. "It's important for them to rub shoulders with other musicians and learn from them."

As a teacher, Roach stresses the importance of approaching the music historically. "Young drummers have to listen to as many great drummers — like Elvin Jones and Baby Dodds," he declared. But he added that he plays "a heavy accent on proficiency for all musicians," as well as stressing individuality. Aside from his roles as musician, leader and teacher, Roach also enjoys a reputation as one of the sharpest business minds in jazz. A tough negotiator who knows what he wants, Roach has recorded for major and independent record labels alike, and during the '50s, he and Charles Mingus had their own label, Debut Records. While happy with Columbia, Roach sees possibilities for himself and his projects with a variety of labels. "When you record for a small label like Hat Hut, Black Saint or Soul Note, you can do something that's more rewarding to the artist rather than what the palates of the public has been conditioned to accept," he said. "With a company like Columbia, you have to consider other factors like the way the company is going to market the record." The drummer also feels it's important for a musician to have a working knowledge of the record business. "It's important to familiarize yourself with some of the things that make this business run. For me, it's been a matter of understanding the marketing process. I rely a great deal on experts — lawyers, accountants and public relations people who guide me in my negotiations and tell me how I can better serve my own interests." But Roach makes it clear he has no intentions of piloting his own label again. "Dealing with the creative aspects of music takes 24 hours a day," he said. "And naming a record company also takes 24 hours, it's difficult to be successful at both."

Fred Goodman
End Of Postal, Air Controller Strikes
Perk Business In Canadian Industry

by Kirk LaPointe

ORONTO — Inside postal workers accep-
ting a 3% wage hike last week, includ-
ing a 42-day Canadian mail strike that
jerked the country's small businesses.

Federal government officials and
Canadian Union of Postal Workers, said
the agreement reached with the fed-
eral government was ratified by 83.1%
of the 73,000 union members.

The workers returned Aug. 11, and by
week's end, the country's domestic mail
service was up and running. A number of
week was not being accepted until

For the music business, the strike meant

WEA Int'l Enters
SE Asia Market

LOS ANGELES — WEA International has
entered the Chinese-speaking market in
Southeast Asia via a licensing pact with the
Chung Yi label of Taiwan. Under the terms
of the agreement, WEA will have the rights
to manufacture and distribute Chung Yi
product throughout Southeast Asia with the
exception of Taiwan.

Hallmarking the operation for WEA are
Johnny Sng, the new general manager, and
Michael Siew, the new marketing manager.
Both Sng and Siew held similar positions
with PolyGram Singapore's Chinese divi-
sion before joining WEA.

Chung Yi recordings in both Mandarin
(the dialect originating from the Peking
region and recognized as the national
language in the People's Republic) and
Cantonese (the dialect spoken in southern
China around Hong Kong) will be dis-
tributed by WEA. Chung Yi, owned and
headed by Robert Lu of Taiwan, has a num-
ber of the top Chinese-speaking acts on
that island under contract.

Barely six months old, Chung Yi has
three other divisions in addition to records
- TV and film production, artist manage-
ment and live shows.

England Leads Entries
In Castlbar Contest

NEW YORK — Twenty-seven entries from
eight countries have qualified for the 1981 Castlbar International Contest to be held in
Nottingham, England, Sept. 23-Oct. 3.

The winner will receive 5,000 pounds ($5-
700), the runner-up, 2,500 ($4,350), and 1,-
000 ($1,700) to go to the third place
contestant.

Leading the list of entrants is England
with 11 songs, followed by Ireland with
seven, two with Austria and two with Italy.
Belgium, East Germany, Israel, Spain and
West Germany with each one. The contest,
now in its 18th year, is organized by the
Castlbar Chamber of Commerce.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 41s
1. Tevez • Cambio Voloteo • Pimpinella • CBS
2. Toda Fuera Del Amor • Air Supply • Micronot
3. Mal Puedo Esperar • El Pato • Sello Victoria
4. Patricio Quintana • Supergroup • EMI
5. Hombre Del Destino • Sheila B. Devotion • Micronot
6. Chiquito • Roberto • CBS
7. Tu Voz • Polotico • RCA
8. Bebe • Horacio La Noche • People Village • RCA
9. Komodo • The Kornbacher • Alfa
10. Mucha • Kornbacher • RCA

TOP TEN LPs
1. Tango • Flaco Domingo • Polygram
2. Superficio • La Superficia • Interdisc/ATC
3. Esencia Romantica • M. S. Herrera y Los Panchos • CBS
4. Star Show Special • Various artists • Interdisc/ATC
5. El Tiempo Decidido • Leo De Silva • Alfa
6. Pesar En Nada • Leon Gieco • Music Hall
7. De Nena A Mujer • Julio Iglesias • CBS
8. El Esperpento • Manuel Galvan y Timon/ATC
9. 14 Grandes Exitos, Vol. 2 • Julio Sosa • Interdisc/ATC
10. El Temario • Cesar Tamayo	

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 41s
1. Stars On 42 • Mercury
2. Who Can Be Now? • Meet At Work • CBS
3. Betta Davis Eyes • Kim Carnes • EMI-America
4. Dream On • Boston • EMI-America
5. I'm Alive • Pat Benatar • EMI-America
6. If You Leave Me Can I Come Too? • Mental As Anything • CBS
7. Kids In America • Kim Wilde • EMI-America
8. Point Of No Return • Electric Light Orchestra • ATV
9. Slow Hand • Pointer Sisters • Planet
10. Rough Riders • Yes

TOP TEN LPs
1. Turn Me Loose • Loverboy • CBS
2. Dr. Feel Good • Johnny Winter • CBS
3. Killers • Can • CBS
4. Dr. Feel Good • Johnny Winter • CBS
5. Rough Riders • Yes • CBS

Japan

TOP TEN 41s
1. City Connection • Emanuel • Sound Music System
2. Shiroi Paraeru • Seiko Matsuda • CBS-Sony
3. Natsu Yo Eru • Chiharu Matsuyama • CBS-Sony
4. Memory Glass • Jun Hotw • CBS/Sony
5. Dream On • Boston • EMI-America
6. Sumiburi No Namiide • Hiroshi Iwata • Victor
7. Shiroi Paraeru • Seiko Matsuda • CBS-Sony
8. Kinniku Tetsujin • Toshiko Tawara • Toshiba
9. Kinniku Tetsujin • Toshiko Tawara • Toshiba
10. Kabobi Rock 'N' Roll • Yoshikico Gihane • King

TOP TEN LPs
1. Live At Whisky A Go Go • Chanei • Epic/Sony
2. Siempre Amo a Gabriela • Antena 7 • EMI-America
3. Stereo Talyozouk • Soukou All Stars • Victor
4. Mamas & Papas • Mamas & Papas • EMI-America
5. Bucchichi/T2 • Yoshikico Gihane • King
6. Kabobi Rock 'N' Roll • Yoshikico Gihane • King
7. Jidaiwo Koweter • Chiharu Matsuyama • News
8. Jidaiwo Koweter • Chiharu Matsuyama • News
9. Reflections • Akira Torado • Toshiba/EMI
10. Matorium • Alice X • PolyStar

Cash Box/August 22, 1981

www.americanradiohistory.com
MERCHANDISING

First NARM Video Convention Draws 400+ To New York

(continued from page 5)

Kahn, president, Columbia Video Systems; Bob Skidmore, president, Video Corner; and Paul Eselle, vice president, Fotomak.

Each panelist’s company pursues a different strategy, ranging from Video To Go, which has Jim Reynolds program director, all the way to Fotomak, which offers a national telephone reservation system with rental pickup at 4,200 stores nationwide. Those are just a few of the variety of exchange and club plans, each tailored to a particular market. But while plans may differ, most, if not all, are designed to allow for aggressive pursuit of the merits of his own system, they all agreed that retailers should be free to select the plan that best suits their market.

“Any ‘only plan’ is dangerous,” warned Aitkinson, expressing a sentiment with which his colleague agreed. “I think a studio-run, rental-only plan will be the death knell for independent distributors,” the Fotomak representative said. Criticism of Disney’s rental-only policy for select titles came from the floor during a question and answer session and drew applause from the majority of retailers. But during a subsequent presidents’ panel, company executives made it clear that they would like to work with, and not against, retailers.

“We provide maximum flexibility for retailers to cater to their customers,” said Mel Harris, president, Paramount Video.

Also participating in the president’s panel were Al Bergamo, MCA Distribution; Jim Jimison, Walt Disney Telecommunications; Cy Leslie, CBS Video Enterprises; and Mike Draklich, Nostalgia Merchant. The moderator was Richard Ekstrand, publisher, Video Review and Video Business. Aside from addressing retailers’ concerns on rentals and sales, the panel touched on cooperative advertising, standardized packaging, returns policies and piracy.

Piracy Problem

In response to questions on piracy, Bergamo characterized the situation as that of a “slow motion” lead up to the inevitable conviction of the pirate. “We’ve got to protect our product,” he said.

The recent raid by Los Angeles police on illegal duplication was also addressed in a presentation by James Bouras, vice president and deputy attorney general of the Motion Picture News America (MPA). A board of directors for 11 motion picture companies including Columbia, United Artists, Warner Bros., and Paramount, the MPA has obtained convictions in 171 antipiracy cases since 1975. Bouras’ presentation focused on the differences between the unauthorized use of audio and video products.

A final retailers rap panel addressed the problems of supply, operation and present and future markets. The panel was Bill Luellers, Uncle Toots; Frank Barnako, The Video Place; Jerry Frebowitz, Video Enterprises Unlimited; and Barry Glossy, Prime Video. Weson Nishimura of Video One Video was the moderator.

The panel’s close was a discussion of piracy, in depth discussion of some of the real nuts and bolts problems faced by retailers culled from themes covered in the James Bond thriller That You Ever See Only.

Video Awards

A special awards presentation honored products and programs in 10 categories. It was the first time that NARM has made any Video Awards, and convention chairman Noel Gimbel expressed the hope that future presentations would be expanded and more prestigious.


Big 3 Will Release Benatar, AC/DC Folio

NEW YORK — The Big 3 Music Corp., the print division of United Artists Music, is planning a rush-release of a new Pat Benatar music, featuring songs from her latest LP, “Precious Time.” Big 3 already has a double folio containing songs from Benatar’s previous albums, “Crimes of Passion” and “In the Heat of the Night.”

The recently revamped Big 3 print operation also plans a folio version of AC/DC’s forthcoming album this fall and, in conjunction with its release, will launch a special catalog drive featuring the previously- published C-90 tapes. “We’ve got a lot of sales potential in the Eagles ‘Deeds Done Dirt Cheap,'” “Back In Black” and “High Energy.”

Benatar’s personality books marketing threat will also include additional promotion of the recently released Judy Collins songs, “Say Goodbye to Love,” and “The Day,” and the fall distribution of band orchestras and marching band publications culled from themes featured in the James Bond thriller That You Ever See Only.

Koch Proclaims NARM Video Week

— New York — Mayor Koch recently declared the week of Aug. 15-19 NARM Video Retailers Convention Week for the city. Pictured with the proclamation are (l-r) Joe Cohen, executive vice president of NARM; Mayor Koch and Robert Gold, exec for the NARM Video Awards Luncheon.

Singles Breakout

Draw of the Cards — Kim Carnes / Emi America 8087


I Could Never Miss You (More Than I Do) — Lulu / Alf Alpha 7005

Breaking out of: Popular Tunes — Memphis, Cametol — National, Pickwick — Midwest, Charts — Phoenix, Pacifics — Columbus, Sam Goody — New York, Handelman — Atlanta

The Voice / The Moody Blues / Threshold/Polygram Tr 602


For Your Eyes Only / Sheena Easton / Liberty P 1418


That Old Song / Ray Parker, J.R. and Raydio / Arista ASO 016

Breaking out of: Peaches — Columbus, Record Theatre — Cleveland, Radio Doctors — Milwaukee, Turtles — Atlanta, Tower — W. Covina, Pickwick — Midwest

Hold on Tight / ELO / Jet / CBS ZS 02408

Breaking out of: Peaches — Columbus, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Oz — Atlanta, Port O’ Call — Nashville

Fastest Moving Midlines

AC/DC / Let There Be Rock / Atco SD 3615

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

Beatles / Rock ‘n Roll Vol. I / Capitol SN 16020

Beatles / Rock ‘n Roll Vol. II / Capitol SN 16021

B-52’s / Party Mix / Warner Bros. MINI 3596

Doors / The Doors / Warner Bros. MINI 3596

Exposed/A Cover Peek At Today’s Provocative New Rock / Various Artists / Columbia X2 37124

Dan Fogelberg / Souvenir / Full Moon/CBS PE 33137

Billy Joel / Piano Man / Columbia PC 32544

Carole King / Tapestry / Columbia PE 34946

Lene Lovich / New Toy / Stiff/Epic 5E37452

Don Mclean / American Pie / United Artists LN 10037

Ted Nugent / Ted Nugent / Epic PE 33692

Pretenders / Extended Play / Sire MINI 3563

Psychedelic Furs / Talk Talk Talk / Columbia NFC 37339

Secret Policeman’s Ball / The Music / Various Artists / Island 9630

Village / Vital Info / Polydor/Polycopm PX-1-501

Who / Who / Live At Leeds / MCA 3023

Singles Breakout

Draw of the Cards — Kim Carnes / Emi America 8087


I Could Never Miss You (More Than I Do) — Lulu / Alf Alpha 7005

Breaking out of: Popular Tunes — Memphis, Cametol — National, Pickwick — Midwest, Charts — Phoenix, Pacifics — Columbus, Sam Goody — New York, Handelman — Atlanta

The Voice / The Moody Blues / Threshold/Polygram Tr 602


For Your Eyes Only / Sheena Easton / Liberty P 1418


That Old Song / Ray Parker, J.R. and Raydio / Arista ASO 016

Breaking out of: Peaches — Columbus, Record Theatre — Cleveland, Radio Doctors — Milwaukee, Turtles — Atlanta, Tower — W. Covina, Pickwick — Midwest

Hold on Tight / ELO / Jet / CBS ZS 02408

Breaking out of: Peaches — Columbus, National Record Mart — Pittsburgh, Waxie Maxie — Washington, Oz — Atlanta, Port O’ Call — Nashville

Top Selling Accessories

Discwasher DW Record Care Kit

Discwasher D-4 Fluid Re-Fill 1 1/4 Oz

Discwasher VRP Anti-Static LP Inner Sleeve

Eveerade Alkaline D-Cell Battery 2/Card

Le-Bo Cassette Carrying Case TA 133

Le-Bo Outer LP Cover

Maxell UDXL 1-C 90

Maxell UDXL C-60

Maxell S-T Track 90

Memorex MXR I, C-90 3 Pack

Memorex Cassette Head Cleaner 0300

Pickwick Cassette Head Cleaner 211

Reciton Record Guard Anti-Static LP Inner Sleeve

Reciton Cassette Head Cleaner 71 TC

UDK SA 1000

TKD SA-C 20 Pack

TKD MA C-90

TKD AD C-90


Excludes T-Shirts & Promotional Items

www.americanradiohistory.com

Cash Box/August 22, 1981 36
ALBUM BREAKOUTS

STEP BY STEP • EDDIE RABBIT • ELEKTRA 5E-532

MERCHANDISING AIDS: 1 x 1 flats, 3 x 3 flats, die cut streamers, personality posters.

SQUEEZING STRAWBERRIES • A&M recording group Squeeze recently visited Strawberries record store on Boylston Street in Boston. Picture are (l-r): Michael Leon, vice president of east coast operations for A&M; Irv Brusso, northeast regional sales director for A&M; John Bentley, Gilson Lavis and Glennis Tilbrook of the group; Neal Levy, district manager of Strawberries. Dave Melin, college rep for A&M; Pamela Berton, FJJ booking agency; Peter Wasyng, A&M promotion; Paul Carrack; Nancy Flynn, A&M retail; and Barbara Cannon, RCA merchandiser. Picture seated is Chris Difford of the group.

MERCHANDISING AIDS: none available.

WHAT’S IN-STORE

WATCHIN’ THE TUBE • Everyone assumes that watching too much television is bad for your soul, but Record Bar’s Gene Kraudel says it’s good for your sales. The chain’s Greensboro, N.C. supervisor is a confirmed video addict and tells us he’s been seeing a direct correlation between the HBO Network’s film schedule and sales of soundtracks. Most notable were increased sales in already successful albums like Urban Cowboy, The Road, and A Little Movie. But Kraudel has also seen an impact on less popular titles as well and hopes to convince the labels of the medium’s potential for boosting soundtrack sales. “The companies don’t realize what an effect television can have on our sales,” he said. Kraudel also lamented the Warner Bros. cancellation of the soundtrack to Escalibur: “If that gets picked up by HBO, I think it’s the kind of thing we’ll get a lot of requests for.” While the supervisor has been making sure that soundtracks of currently televised films are prominently displayed, he would like to do more, including obtaining advance cable schedules to facilitate ordering of upcoming titles.

MISS PRIME TIME’S VIDEO SPECIAL • The Florida-based Video Corner chain and RCA have gotten together for a unique video-disc drive. Members of the chain’s “Prime Time” video cassette exchange club recently got a letter from “Miss Prime Time” inviting them down to any of the chain’s five locations to have a look at RCA’s new video-disc players. Any club member can take the machine and two discs home for three days without obligation. Video discs received $10 from RCA at retail time, and salesmen get $25 for each sale resulting from the trial offer. Customers buying the player also get two discs free from RCA. Video Corner president Bob Skidmore said it’s too soon to judge the results.

THE CAVAGE PATCH • Buffalo Enterprises, Inc., the parent company of the Cavages chain, has upped buyer John Grandolfo to vice president in charge of record and tape purchasing. Grandolfo will also be director of advertising for the chain’s 13 western New York stores, Alice’s One-Stop and all leased departments ... Cavages also recently co-sponsored an “Amazon Beach Party” with radio station WPHD. Uncle Sam’s nightclub in Buffalo, Elektra Records and Elektra recording group The Kings. As one might suspect, the group’s forthcoming album is titled “Amazon Beach.” WPHD listeners were invited to drop by Cavages for free tickets to what was billed as the world premiere of the album at Uncle Sam’s. Customers attending the party were instead treated to a live performance by the group. The tickets also featured coupons good for one dollar off the price of the “Amazon Beach” album or tape. The promotion drew over 1,200 people.

NEW RELEASE • Congratulations to Graham Edwards of RCA’s Atlanta branch. He and wife Karen became the proud parents of daughter Kirsten on Aug. 4. The champ weighed-in at 7 pounds, 6 ounces.

BROTHERS OF THE ROAD • THE ALLMAN BROTHERS BAND • ARISTA AL 9554

MERCHANDISING AIDS: 2 x 2 flats, 1 x 1 flats.

THE ROAD THE ALLMAN BROTHERS BAND WALKED • New Haven, Disc-O-Mat Allman Brothers Band in Hawaii • Vinyl Trends • Chicago.

REAP STARKERS • During its recent Silver Anniversary Convention, the Stark Records and Tapes chain presented 10 of its employees with Five Year Service Awards. The recipients were district supervisors Jim Hughes, Jack Miller and Lee Evans; Big Wheel Service representative John David; Grapevine manager Steve Endres; and Camelon managers Bob Caylor, Linda Wahl, Dennis Newland, Mike Mason and Tony Field. Grapevine managers Larry Unruh, Jim Gallagher and Endres also received special awards for high volume sales during 1980.

PROMOTING BEAUTIFUL PEOPLE • Gateway Records’ “Beautiful People” series, which includes “Aerobic Dancing” and “Roller Dancing for Fun and Fitness,” is being featured in a special display promotion by Pickwick and the Spec’s chain in Florida. Plans include ads in the Miami Herald and a month-long, in-store display contest to run in the night Spec’s outlets. Gemcom Inc. the label’s publicity firm, is offering the same promotion with cash prizes for any major retail account. The firm’s telephone number is (305) 581-9050. The Syracuse, N.Y. Shopping Town Mall will also be sponsoring a “Roller Dancing for Fun and Fitness” promotion on Aug. 26. Cassette players, Jardache jeans, and albums will be given away as prizes.

IKE GOES ON THE RACK • Look out Willie Nelson and Carol Hensel! Isaac Hayes will soon bow a line of Isaac Hayes clothes including jeans, shirts, blouses and accessories.

fred goodman
<table>
<thead>
<tr>
<th>Week On</th>
<th>Artist</th>
<th>Song</th>
<th>Label</th>
<th>Weeks On</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 Precious Time</td>
<td>Pat Benatar</td>
<td>Crichton CHR 1346</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>2 4</td>
<td>Foreigner</td>
<td>Atlantic SD 16999</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>3 Escape</td>
<td>Journey</td>
<td>Columbia TC 37408</td>
<td>9</td>
<td>7</td>
</tr>
<tr>
<td>4</td>
<td>4 HI Infidelity</td>
<td>Red Speedwagon</td>
<td>Epic FE 36844</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>5 Long Distance Voyager</td>
<td>The Moody Blues</td>
<td>(Threshold/PolyGram TRL-1-2901)</td>
<td>5</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>6 Share Your Love</td>
<td>Kenny Rodgers Liberty</td>
<td>LGD 1108</td>
<td>6</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>7 Street Songs</td>
<td>Rick James</td>
<td>Motown G4-1001M</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>8</td>
<td>8 Don't Say No</td>
<td>Billy Squier</td>
<td>Capitol ST 12146</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>9 Endless Love</td>
<td>Kenny Rogers</td>
<td>Liberty LQD 2535</td>
<td>6</td>
<td>5</td>
</tr>
<tr>
<td>10</td>
<td>10 Bella Donna</td>
<td>Stevie Nicks</td>
<td>Modern/Atlantic MR 38-139</td>
<td>25</td>
<td>2</td>
</tr>
<tr>
<td>11</td>
<td>11 Hard Promises</td>
<td>Tom Petty</td>
<td>Backstreet/MCA 65R-1965</td>
<td>8</td>
<td>14</td>
</tr>
<tr>
<td>12</td>
<td>12 Pirates</td>
<td>Richie Lee Jones</td>
<td>Warner Bros BSX 3432</td>
<td>15</td>
<td>3</td>
</tr>
<tr>
<td>13</td>
<td>13 In the Pocket</td>
<td>Rick Springfield</td>
<td>RCA 4-13461</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>14</td>
<td>14 Mistaken Identity</td>
<td>Air Supply</td>
<td>Arista 93569</td>
<td>7</td>
<td>17</td>
</tr>
<tr>
<td>15</td>
<td>15 Paradise Theater</td>
<td>Styx</td>
<td>Arista SP-3713</td>
<td>11</td>
<td>30</td>
</tr>
<tr>
<td>16</td>
<td>16 Black &amp; White</td>
<td>Pointer Sisters</td>
<td>Planet/Elektra P-18</td>
<td>19</td>
<td>8</td>
</tr>
<tr>
<td>17</td>
<td>17 Working Class Dog</td>
<td>Tom Petty</td>
<td>RCA 4-13862</td>
<td>18</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>18 The One That You Love</td>
<td>Air Supply</td>
<td>Arista 93569</td>
<td>12</td>
<td>11</td>
</tr>
<tr>
<td>19</td>
<td>19 Fancy Free</td>
<td>Oak Ridge Boys</td>
<td>MCA-2509</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>20</td>
<td>20 It Must Be Magic</td>
<td>Phil Collins</td>
<td>Atlantic SD 16239</td>
<td>22</td>
<td>19</td>
</tr>
<tr>
<td>21</td>
<td>21 Face Value</td>
<td>Phil Collins</td>
<td>Atlantic SD 16239</td>
<td>22</td>
<td>19</td>
</tr>
<tr>
<td>22</td>
<td>22 Moving Pictures</td>
<td>Robert Jemison Jr</td>
<td>Mercury/SRM-1-4121</td>
<td>16</td>
<td>26</td>
</tr>
<tr>
<td>23</td>
<td>23 Dirty Deeds Done Dirt</td>
<td>Cheap</td>
<td>AC/DC Atlantic SD 16033</td>
<td>21</td>
<td>19</td>
</tr>
<tr>
<td>24</td>
<td>24 Feels So Right</td>
<td>Alabama</td>
<td>RCA AHL-1-3530</td>
<td>28</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td>25 El Loco</td>
<td>ZZ Top</td>
<td>Warner Bros BSX 3593</td>
<td>32</td>
<td>3</td>
</tr>
<tr>
<td>26</td>
<td>26 Mecca For Moderns</td>
<td>The Manhattan Transfer</td>
<td>Atlantic SD 16306</td>
<td>27</td>
<td>11</td>
</tr>
<tr>
<td>27</td>
<td>27 Zebop!</td>
<td>Santana</td>
<td>Columbia 43718</td>
<td>24</td>
<td>19</td>
</tr>
<tr>
<td>28</td>
<td>28 Time</td>
<td>ELO</td>
<td>Warner Bros 25338</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>29</td>
<td>29 Live in New Orleans</td>
<td>Making Waves</td>
<td>Flyway/Motown SBK-12016</td>
<td>30</td>
<td>9</td>
</tr>
<tr>
<td>30</td>
<td>30 Fire of Unknown Origin</td>
<td>Blue Oyster Cult</td>
<td>Columbia 437369</td>
<td>31</td>
<td>7</td>
</tr>
<tr>
<td>31</td>
<td>31 Juice</td>
<td>Juice Newton</td>
<td>Capitol ST-12136</td>
<td>36</td>
<td>25</td>
</tr>
<tr>
<td>32</td>
<td>32 Blizzard of Ozz</td>
<td>Ozzy Osbourne</td>
<td>CBS/CBS JR-36812</td>
<td>29</td>
<td>19</td>
</tr>
<tr>
<td>33</td>
<td>33 Greatest Hits</td>
<td>Kenny Rogers Liberty</td>
<td>LGD 10172</td>
<td>26</td>
<td>45</td>
</tr>
</tbody>
</table>

**Cash Box Top 100 Albums August 22, 1981**

1. Dimples - Richard "Dimples" Redo (Robertwalk HB 33232)
2. I'm In Love - Telly Leung (RCA A&F 13683)
4. Rockinhall - Greg Kihn Band (Cherry/Elektra 1309)
5. Modern Times - Jefferson Starship (Epic/RCA 33-374)
6. Heavy Metal - Original Soundtrack (Warner/RCA 2546)
7. The Man With The Horn - MFSV-25760
8. Christopher Pross - Warner Bros BSX 3363
10. Ma rauder - Blackfoot A&F 31070
11. Crimes of Passion - Pat Benatar (Crichton CHR 12139)
12. With Your Love - The Alan Parsons Project 45 41
13. The Turn Of A Friendly Card - The Alan Parsons Project 45 41
14. Winners - The Jacksons (A&M 3-1346)
15. Back In Black - AC/DC Atlantic SD 16108
16. Fair Warning - Van Halen (Warner Bros HS 3540)
17. Just Be My Lady - Maurice White Bros BSX 9564
18. Wild-Eyed Southern Boys - 8 Special (A&M SP-4835)
19. Loverboy - (Columbia JC 36762)
20. 53 The Clarke/Duke Project - Stanley Clarke/George Duke (Epic FE 36198)
21. East Side Story - Squeeze (A&M SP-4854)
22. Jumpin' Jive - Josh Jackson (A&M SP-4871)
23. The Dude - Quincy Jones (A&M SP-3721)
24. Some Days Are Diamonds - John Denver (RCA A&F 4201)
25. My Melody - Denee Williams (ARC/Columbia ST 37508)
26. Breaking Away - Al Jardine (Warner Bros BSX 3576)
27. The Completion Backward Principle - Tubes (Epic/Sony 12151)
28. Reflecter - Pablo Cruise (A&M SP-3728)
29. Knights Of The Sound Table - The Chipmunks (Chico City/PolyGram CLP-1293)
30. Children Of Tomorrow - The Chipmunks (RCA A&F 14027)
31. Balin - Marty Balin (EMI America SDO-1704)
32. Urban Chipmunk - The Chipmunks (RCA A&F 3323)
33. Made In America - Marty Balin (A&M SP-3723)
34. Pretenders - Pretenders (Sire SRK 35727)
35. Party Mix - The B-52s (Warner Bros Min-13956)
36. Killers - Nod Maden (Harvest/Capitol ST 12141)
37. There Goes The Neighborhood - Joe Walsh (Asylum SE-523)
38. Can't We Fall In Love Again - Joe Walsh (Asylum SE-523)
39. Computer World - Kraftwerk (Warner Bros HS 3494)
40. The Great Muppet Caper - Original Soundtrack (Atlantic SD 16147)
41. Nightclubbing - Grace Jones (Island ILPS 9624)
42. Beauty And The Beat - The Go-Go's (RCA A&F 7021)
43. Step By Step - The Gas House Party (Elektra SE-329)
44. The Jazz Singer - Neil Diamond (Columbia SWX-12101)
45. The Visitor - Mick Fleetwood (RCA A&F 1-4860)
46. North Coast - (Pat Benatar) (Columbia SWX 1-4860)
47. Winelight - Gruver Washington Jr (Elektra 6E-355)
48. Blue And Gray - (Fleetwood Mac) (MCA-3527)
49. High 'n' Dry - (Mötley Crüe) (MCA-4021)
50. Pleasant Dreams - Pamones (Sire SRK 3571)
51. A River Of A Diver - Steve Winwood (Island ILPS 9576)
52. In The Night - (Carly Simon) (Columbia 37547)
53. Hoy-Hoy! - (Warner Bros. 25338)
54. Stephanie Mills - (20th Century-Fox/RCA T-700)
55. As Falls Wichita, So Falls Wichita Falls - (Warner Bros. 25338)
56. Very Special - (Debra Laws) (Elektra 6E-300)
57. Now Or Never - (John Schneider) (Bearsville CBS 37400)
58. Carl Carlton - (Bearsville CBS 37400)
59. Secret Combination - (Randy Crawford) (Warner Bros BSX 35342)
60. Dancersize - (Vintage/MVW 7751)
61. Cameron's In Love - (Michael Jackson) (Columbia JS-35373)
62. Riders Of The Lost Ark - (Ron Howard) (Columbia JS-35373)
63. Girls To Chat & Boys To Bounce - (Jefferson Airplane) (Sire SRK 35727)
64. The Fox - (Elton John) (Get On With It)
65. Radiant - (Atlantic Starr) (A&M SP-4831)
66. Icehouse - (Columbia CHR 1303)
67. Seven Year Ache - (Rosaline Cash) (Columbia JX 36963)