LITTLE RIVER BAND
TIME EXPOSURE

Featuring The Single
"THE NIGHT OWLS"

(A-5033)
EDITORIAL

Just What The Doctor Ordered

The meeting of the newly re-formed National Assn. of Recording Merchandisers (NARM) Retailer Advisory Committee this week could turn out to be just what the doctor ordered. While the industry isn't in the depths of recession like it was a couple of years ago, it still isn't as prosperous as many would like to think, either.

There are still some serious problems. Superstar releases, more advertising, the ironing out of the returns policies and other developments haven't really turned the corner for the industry — the downward trend has been slowed, and in some cases even stopped, but the return to healthy profits hasn't really happened. The NARM meeting this week will give retailers, labels and distributors a chance to get together in a semi-informal setting to really iron out some positive policies. Right now, with the software market shifting from vinyl to tape, a generally uncooperative radio community and the onrushing development and growth of the home video sector, the music industry must soon face some hard decisions.

In a period of international economic stagnation, it is unrealistic for the music industry to ignore the "outside" world of finance and business. Steps must be taken to bring the industry through this economic crisis in the best possible condition. The NARM meeting this week should provide a starting point.

NEWS HIGHLIGHTS

- CBS Restructures Sales, Distribution Organization (page 5).
- Michael Roskind Bows M&M Records (page 5).
- Special Merchandising Supplement: Children's Records (opposite page 22).
- Bob Seger & The Silver Bullet Band's "Tryin' To Live My Life Without You" and "I've Got To Learn To Say No!" by Richard "Dimples" Fields (new and developing artist) are the top Cash Box Singles Picks (page 11).
- Dan Fogelberg's "The Innocent Age" and "Amazon Beach" by The Kings (new and developing artist) are the top Cash Box Album Picks (page 13).

TOP POP DEBUTS

SINGLES

1. SHARE YOUR LOVE WITH ME — Kenny Rogers — Liberty

ALBUMS

1. SHOT OF LOVE — Bob Dylan — Columbia

GOLDEN HITS

POP SINGLE

ENDLESS LOVE — Diana Ross and Lionel Richie — Motown

B/C SINGLE

SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) — Carl Carlton

COUNTRY SINGLE

(THERE'S) NO GETTIN' OVER ME — Ronnie Milsap

JAZZ

THE MAN WITH THE HORN — Miles Davis — Columbia

POP ALBUM

ESCAPE — Journey — Columbia

B/C ALBUM

STREET SONGS — Rick James — Gordy/Motown

COUNTRY ALBUM

FANCY FREE — Oak Ridge Boys — MCA

GOSPEL

THE LORD WILL MAKE A WAY — Al Green — Myrrh

THE INTERNATIONAL MUSIC RECORD WEEKLY

VOLUME XLIII — NUMBER 16 — September 5, 1981

CASH BOX

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<th>LABEL/RECORDING</th>
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### ALPHABETIZED TOP 100 SINGLES (INCLUDING PERFORMERS AND LICENSEES)

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<th>Artist</th>
<th>Chart Peak</th>
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<td>Slow Hand (Warner-Tamerlan/Five)</td>
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<tr>
<td>Queen of Hearts (Barry Gibb)</td>
<td>Philadelphia International</td>
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<td>Theme from the Greatest American Hero (Dio)</td>
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<tr>
<td>Jessie's Girl (Bonnie Tyler)</td>
<td>RCA (PB-12201)</td>
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<td>BMG/RCA 5032</td>
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<tr>
<td>Stand by Me (Ronnie Milsap)</td>
<td>Atlantic (3831)</td>
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<tr>
<td>Lady (You Bring Me Up) (The Pointer Sisters)</td>
<td>Polydor (18-02316)</td>
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<td>Good Lovin' (Elsie)</td>
<td>Atlantic (4032)</td>
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<td>Everybody loves a winner (BMG/RCA 5032)</td>
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<td>Backstreet Boys</td>
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<td>Backstreet Boys</td>
<td>This is it (BMG/RCA 5032)</td>
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<tr>
<td>Backstreet Boys</td>
<td>Back to you (BMG/RCA 5032)</td>
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<td>I want it all (BMG/RCA 5032)</td>
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### CASH BOX Top 100 Singles

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<td>Where the girls go (BMG/RCA 5032)</td>
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<td>BMG/RCA 5032</td>
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<tr>
<td>Strangers (Japan)</td>
<td>I’ll be loving you (BMG/RCA 5032)</td>
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<tr>
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<td>I’ll be missing you (BMG/RCA 5032)</td>
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<tr>
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### CASH BOX Top 500 Singles

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<td>BMG/RCA 5032</td>
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<td>I’ll be missing you (BMG/RCA 5032)</td>
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Roshkind Bows M&M Records, New Indie 'Boutique' Label

by Richard Imamura

LOS ANGELES — Michael Roshkind, vice chairman of Motown Industries until he retired last year, has re-entered the record industry with a new label, M&M Records. In addition, the veteran industry executive also formed two support companies: R&L Distribution and Roshkind Music Publishing.

M&M, whose new companies are wholly-owned subsidiaries of Century City, Calif.-based Roshkind Assoc., and under the newly announced organizational structure, M&M will now control the promotion, sales and marketing of M&M product, plus that of some independent labels and product that currently exist in various stages of commitment, and Roshkind Music will work with M&M to

Mike Lushka, former chief of marketing at Motown, has been named executive vice president of both M&M and R&L. Other staff appointments so far include Steve Jack, head of sales, and Pat Means, executive assistant for marketing.

The artist roster for M&M will be kept relatively small, in keeping with a "boutique" label approach. "We are not interested in a mass or massive approach," Roshkind explained. "We will be using it, but not too much. Our object is the Rolls Royce of marketees, the Tiffany hand-crafted operation that cannot possibly be approached by the major companies.

"The boutique aspect of our operation will be catering to the needs of the artists and the development of our artists includes a comprehensive package of publicity and public relations, concert tours and television appearances, national advertising tie-ins and merchandising, all on a scale of expertise we feel is unequalled in the industry," he explained.

While Roshkind wasn't prepared to reveal the names of acts currently in the process of negotiating with M&M/R&L, he did announce that he had a "multi-million dollar" deal.

"It's really hard for me to do this because I put my heart and soul into this company and the label," said Collins, who indicated that he would "follow the production route now."

"I'm going to continue with the label, and I'm going to continue with the company, but I'm going to be more focused on the label."

PI-GEOM

Welk Music in Tentative Accord To Acquire Pi-Gem

by Jennifer Bohler

NASHVILLE — The Welk Music Group has reached a tentative "multi-million dollar" agreement to acquire Pi-Gem/Chess Music, the second largest publishing house in Nashville. If all of the details of the agreement are worked out, Welk will absorb Pi-Gem/Chess with 30 days.

Pi-Gem/Chess, owned by producer Tom Collins and singer Charley Pride, has been recently sold by Collins to Welk. Although declining to be specific, Collins confirmed that it was a "multi-million dollar" deal. "I'm going to continue with the label, and I'm going to continue with the company, but I'm going to be more focused on the label."

COLOMBIA/BADLAND LOGO DEAL LAUNCHED — Columbia Records and Bruce Birt's Badland Records recently signed an agreement through which records by a variety of artists will appear worldwide under the Columbia/Badland logo. First release will be an LP by Los Angeles band Streetwalk. Priced seated at the signing is (l-r): Myron Roth, senior vice president and general manager, CBS; Dick Asher, deputy president and chief operating officer, CBS Records Group. Priced standing are (l-r): Al Teller, senior vice president and general manager, Columbia; Mickey Eicher, vice president, National A&R, Columbia; Marvin Cohn, senior vice president, business affairs, CBS.
Total Experience Sues PolyGram In $11 Million Contract Dispute

by Michael Martinez

LOS ANGELES — Total Experience Prods., Inc. recently filed two separate suits in Superior Court here against Phonogram, Inc. and parent company PolyGram, Inc. over contract disputes involving two of its acts. The suits collectively ask $11 million in exemplary and punitive damages.

One suit filed by the Hollywood-based production company, headed by Lonnie Simmons, charges that Phonogram/Mercury, which released an album in late 1980 featuring Yarbrough & Peoples, failed to execute its contract to release additional product in time on a one-year contract between Total Experience and the label.

Statements Contested

The suit further charges that by making public statements that the act was still under contract with Phonogram/Mercury, the label interfered with Total Experience attempts to shop new product by the duo with another major record company.

The other suit charges that Phonogram breached another contract with the company by failing to release an album derived from masters delivered to the company.

Japanese Retailers Reiterate Call For Ban On Rentals

by Kozo Otsuka

TOKYO — A special committee of the AARDJ, the association representing record retailers here, has called for a national meeting of manufacturers to confront the growing problem with record rental shops. The AARDJ committee recommended the meetings were made at its Aug. 11 meeting.

At the autumn meeting, the AARDJ hopes to convince the manufacturers to stop providing product to rental shops, which now number at least 400.

The AARDJ will also fully support the efforts of the Japan Phonograph Record Assn. (JPPA), the manufacturers’ trade association, in its efforts to get the government to ban the practice officially.

The JPPA is currently in court in this matter (Cash Box, April 11).

Finally, the AARDJ committee urged all of the association’s member companies to sponsor petition drives throughout the nation in support of the ban on record rental shops.

In a recent survey, the JPPA found that over 400 record rental shops are currently in operation in Japan. The Kyingu district topped the list with 78 known record rental shops, followed by Tokyo with 68 and the Kanai district with 61 (Cash Box, Aug. 1).

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MCA, Thorn-EMI Form Joint Video Production Firm

LOS ANGELES — A new joint venture between MCA and Thorn-EMI has been developed to produce and distribute programming for the home video market. Although the focus will be on the home video markets, a spokesman for the new concern, which is called MCA- Thorn EMI Programs International, said it will also develop material for commercial TV, theatrical and pay-TV film markets.

According to Jim Fiedler, MCA Discovision president, an independent management team is being developed to operate the company, which will draw resources from both parent companies, “including financial as well as artistic contributions.”

Programming according to Fiedler, will range from “how-to” shows aimed at cable TV to feature films for the international marketplace. He said that many projects would be developed for a variety of markets, with an emphasis on home video markets, VHS and LaserVision videodisc systems.

Fiedler said the company’s management will include a small staff of people to handle both artistic input from a vast network of independent production companies, which he hopes will allow for more flexibility and a wider variety of ideas.

MCA Videodisc will distribute MCA-Thorn EMI programming in the U.S. and Canada and will also work with sub-distributors in the rest of the world, except.

Scintillating punk funk raving of Motown recording artist Rick James has tempered into platinum plus performances and provided the foundation for a career in recording for years to come. The Buffalo, N.Y. native’s most recent LP, “Street Songs,” has already been certified platinum as it currently rests atop the Cash Box B/C Albums chart. The album’s quick rise to this summit was powered and is being sustained by the recent ascension of the single “Give It To Me Baby,” to the number one spot on the Cash Box B/C singles chart and the current top ten status of the album’s second single “Super Freak,” now bulwaring at #6 on the Cash Box B/C singles chart.

But James is no stranger to success. His Motown debut LP, “Come Get It,” has also reached the platinum plus mark, yielding top ten R&B hits like “Mary Jane” and “Dream Maker.” His platinum follow up, “Bustin’ Out Of L Seven,” offered a high-powered title track and hot dance floor numbers like “High On Your Love” and “Foot On The Streets.”

James’ latest album, “Give It Up” and then “Garden Of Love,” which illustrated that, although a punk funk up front, there was a sensitive, diversified talent underneath capable of rendering touching ballads. He further demonstrated his penchant for diversification by producing two albums for his backing players, the Stone City Band. He also nurtured the beginning of labelmate Teena Marie’s career with the album “Wild And Peaceful.”

The seeds for this success were cultivated after James left his Buffalo home, where he grew up on a diet of Della Reese, Billie Holiday, Dakota Staton, Bessie Smith, the Beatles and the Temptations. In Toronto he helped form a band called the Mayah Birds, a band which included future stars Pitney and Wolf and Buffalo Springfield. The band also included Neil Young, who went on to stardom as a solo artist.

After a stint with that outfit, James became a staff writer at Motown, writing for acts like the Spinners, the Marvelettes and Bobby Taylor.

But it was his own solo debut that launched his stardom, which is set against an endless horizon.

PRECIOUS PAT AT PIER 84 — Chrysalis recording artist Pat Benatar recently performed before the first several thousand fans as part of their four-city tour in support of her first number one album, “Precious Time.” Pictured are (l-r): Jeff Adrich, Chrysalis vice president of A&R and artist development; Neil Geraldo, Benatar’s guitarist; Benatar; and managers Richie Fields and Rick Newman.

Vince Faraci

Faraci Upped To Atlantic Sr. VP Nat’l Promotion

NEW YORK — Vince Faraci has been promoted to senior vice president, national promotion, Atlantic Records. He will report to Dave Glew, executive vice president, according to a new promotion.

With this promotion, Faraci will be responsible for all of Atlantic’s pop and AOR promotion activities and will work with the Cotillion Records R&B promotion staff.

In addition, Faraci will coordinate all Atlantic Records’ promotional efforts.

In announcing the promotion, Glew noted, “Since last year, Atlantic has been enjoying one of the hottest streaks in the company’s history. This promotion serves to recognize Vince’s close involvement in our successes, and we are confident that his dedication and professionalism have helped make Atlantic Records the power that it is in the industry today.”

Faraci has been with Atlantic 12 years. He started as Southwest regional promotion representative and in 1969 joined the national pop promotion staff. In 1974, he was named national pop promotion director and in 1979 was named vice president, promotion.

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www.americanradiohistory.com

Cash Box/September 5, 1991
"Urban Chipmunk" has gone GOLD, and that's just the beginning for these three loveable little guys.

Watch For The Massive Chipmunk TV Campaign, Commencing Mid-September!

Produced by Larry Butler, Janice Karman and Ross Bagdasarian

© 1981 Ross Bagdasarian BAGDASARIAN PRODUCTIONS
MANAGER'S PROFILE

**Roy Rifkind**

30 Years In The Business Pays Big Dividends

by Larry Rigsby

NEW YORK — As president of Guardian Prods., parent company of Spring/Posse Records, Roy Rifkind believes his experience managing black acts over the last 30 years has helped him make successful record business.

But in a recent interview with The Dark, Rifkind also admitted that some of the negative aspects of the business have been a problem.

"It's not just the music business, but the whole business of music," Rifkind said. "It's not just the music business, but the whole business of music."
THE TAPE PEOPLE BUY EVEN WHEN THEY DON'T HAVE ANY MONEY.

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

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

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

Keep your customers satisfied. Stock the tape they can't afford not to buy.
Kudella Promoted To Merchandising VP Post At CBS

NEW YORK — Rich Kudella has been appointed vice president, marketing, western region, CBS Records. He will report to Tom McGuire, senior vice president, CBS/3 network marketing and branch distribution, CBS Records.

Kudella will direct the marketing, sales and distribution activities of CBS/New York, Epic, Portrait, CBS Associated labels and CBS’ P&D labels throughout the Western region. He will oversee the branch managers, single record coordinators and regional coordinators in his region and work closely with regional promotion executives. He will be based in Los Angeles.

Since 1980 Kudella has been vice president, marketing, Mid-Central region, CBS. From 1975 to 1980 he was vice president, manager, Cleveland/Pittsburgh area. He joined CBS in 1975 as sales representative, Indianapolis. He moved to Los Angeles as field sales manager in 1976.

CBS Names Kipperman Head Of Youth Network

LOS ANGELES — Robert Kipperman has been named vice president and general manager of Radio/Video, the new young adult-oriented network that CBS Radio plans to launch in the Spring 1982. He is rejoining CBS Radio from CBS-TV, where he served as vice president, eastern sales, since November 1979.

In addition to Kipperman, other executives appointed to CBS Radio/Video are: David West, director of affiliate relations; Leslie Corn, director of programming; and Larry Cooper, news director.

Robert Horsking, president of CBS Radio, explained that Radio/Video was chosen as the name of the new network “because it best exemplifies the fast-paced lifestyle of today’s young adults and conveys the feeling of movement and excitement. Its programming will present to the youthful listener...

Three Upped At Warner

NEW YORK — Arnold Rosen, Sy Feldman and Nancy Glanzman were recently appointed to new positions at Warner Bros. Publications, Inc.

Jef Stead was appointed senior vice president. He will oversee all marketing functions and continue to pursue new acquisitions. He was formerly vice president, eastern sales.

Rosen was appointed vice president/general manager. He joined Warner Bros. in 1974 as head of the educational department of the print company.

Feldman, formerly production manager for the popular music division, was appointed director of publications and creative services. He will supervise all production activity.

QUEEN CITY RECORDS

1st Release

“A MILLION YEARS”

The Mercury Band

Queen City Records

C&J Distributors

Mr. Connie McGill

Sales: Strictly a Record Publisher

Acme

1200 Baitman Ford Rd. — Charlotte, N.C. 28210

Phone: (704) 333-0443 — Fax: (704) 333-0178

Roshkind Bows Music Companies

(continued from page 5)

flest.” He added, “Total career enhancement.

CBS was not enough to just make a hit record — we

must do it right or we don’t build people and careers.”

With M&M’s artist-oriented label, R&B Distribution will provide the business support. In addition to M&M’s products, R&B will also distribute independent labels and production companies.

“We have already created a network of the top independent distributors in the na-

tion, which will give the promotion of
companies that affiliate with us, as well as our artists and producers, the best possible exposure in the changing record in-
dustry,” Roshkind said.

The use of independent companies will also be a major element of M&M/R&B’s promotion efforts. At presstime, Roshkind indicated that at least seven prominent inde-

pendent promoters across the country have been retained by M&M/R&B.

In addition, Roshkind indicated that video will play an important role in the promotion of the new products. M&M/R&B acts “Every recording session or concert we do will be video-taped,” he said. “Every piece of artwork in front of a mike is a mo-
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Dropping his dreamy ballad vocal style for a more uptempo excursion, "Dimples" comes back here with an inspired kick to follow his rendition of "Earth Angel" and "She's Got Papers On Me."

CHARLIE DORE (Chrysalis CHS 2536) Listen (3:32) (Acetic Music — ASCAP) (C. Dore) (Producer: S. Levine)

Equipped with the folkly feel of Joni Mitchell and fellow Brit Jodie Tzuke, this lady sets her music to a multi-layered pop tapetry on the title cut from her just released LP. The sound is highlighted by Ian Underwood's synthesizer textures and the occasional guitar solo flurry of dream session guitarist Steve Lukather.

STEVE WOODS (Cotillion 46016) Steel The Night (Sunrise Publishing - BMI) (B. Bowser, T. Veitch, M. Vernon) (Producer: Jack White)

A rich, sincere voice is the immediate draw on this mid-tempo love funkener with newcomer Steve Woods, whose rhythm guitar work here also excels. A wistful mouth organ line weaving throughout the song harrows to the early Stevie Wonder ballad sound, but it is Woods' distinct vocal stylings that stand out on this cut.


Tom Scott is one of the most prolific reed sessionists coming from a R&B/jazz base. On this tune, complete with vocal cocompiler from saxophonist Dr. John, Scott examines the fair-haired, but often gritty side of blue-eyed funk. For pop.

DEVO (Full Moon/Asylum E-47204-A) Whipping Girl (Cotillion 2.473) (Mars Music - BMI, c/o Warner-Tamerlane Publishing) (A. Toussaint) (Producers: Devo)

From the soundtrack to the film Heavy Metal, the Spudsmean come up with sparse version of this classic workingman's rave-up.


Gene Chandler has progressed with the times as well as any veteran of the early R&B heyday. Here he offers a slick B/C package, complete with tight staccato horn lines, slicing synthesizer work, dreamy keyboards and his ever dreamy vocalists. For B/C programmers.


The mild rhythmic groove here is reminiscent in texture of the stylings of Steely Dan as Bain walks through the song about his lady's love.

ZZ TOP (Warner Bros. W23 47982) Lella (3:13) (Hamstein Music — BMI) (Gibbons, Hill, Beard) (Producer: B. Ham)

The Top's home-on-the-range twang takes on a more melodic metamorphism on this tune about a woman leaving the love nest. The vocal harmonies swoon on this number as slide steel guitar provides the instrumental fills.


Billy and Syreeta regroup here for a funk rave-up laced with their lovely vocals atop. This as good as any dance record out.

BILLY SQUIER (Capitol A-5040) In The Dark (3:40) (Songs Of The Night — BMI) (B. Squier) (Producers: Mack, B. Squier)

With his current LP, "Don't Say No," enjoying Top 10 chart rudos, sparks get to flyin' in a high-tech flurry of heavy metal guitar and swelling synth lines, to provide the backdrop for Squier's vocal lament about loneliness.

CHUCK JACKSON (Sugar Hill SH-764) Sometimes When We Touch (4:15) (Welbeck Music, ATV Music — ASCAP) (D. Hill, B. Mann) (Producer: J. Robinson, Jr.)

A slow, percolating ballad, riding aboard acoustic piano and swooning strings, transformed into a liltting reggae-tinged love noir, has Jackson's rich tenor as a common texture.

THELMA HOUSTON (RCA JH-12285) 96 Tears (3:27) (Abcisco Music — BMI) (R. Martinez) (Producer: G. Tobin)

Aboard the vocal chords of Ms. Houston and under the guiding hand of veteran producer George Tobin, this much covered song has a unique feel, using strong guitar and drum stylings to retain some of its rock feel.


Can you imagine Rimsky-Korsakov's "Flight Of The Bumblebee," Tchaikovsky's "Romero and Juliet" and Handel's "Hallelujah!" chorus set to disco kick drum? You don't have to imagine, because the Royal Philharmonic has put it together a la "Stars On 45's" for pop programmers.

BOB SEGER & THE SILVER BULLET BAND (Capitol A-5042) Tryin' To Live My Life Without You (3:46) (Happy Hooker Music — BMI) (E. Williams) (Producers: B. Seger, Punch)

MEAT LOAF (Epic 14-02490) I'm Gonna Love Her For The Both Of Us (4:29) (E.B. Marks Music Corp./Nevertland Music Publishing Co./Peg Music — BMI) (J. Steinman) (Producers: Meat Loaf, S. Galsas)


POCO (MCA MCA-51172) Widowmaker (3:36) (Piroooting Music — ASCAP) (R. Young) (Producer: M. Flicker)

CRUSADERS, with guest artist JOE COCKER (MCA MCA-51177) I'm So Glad I'm Standing Here Today (5:02) (Four Knights Music Co./Irving Music, Inc./Blue Sky Rider Songs — BMI) (J. Sample, W. Jennings) (Producers: W. Felder, S. Hooper, J. Sample)
TDK Threatens Lawsuits Over Counterfeit Tapes

LOS ANGELES — The TDK Electronics Corp. of Garden City, N.Y., has brought suit against Fastway Music, Inc., of Miami for allegedly selling counterfeit tapes. Attorneys for TDK, a Japan-based electronics manufacturer, have already taken the first steps towards legal actions against several dealers suspected to be involved in the tape trade. TDK will probably pursue each and every location that sells counterfeit TDK tapes through a U.S. Customs Office to be notified of seized tapes and the location that sells counterfeit TDK tapes.

Ken Kohda, TDK vice president and general counsel, has engaged an independent security service to shop all stores where we have reason to believe counterfeit tapes are being sold.

Kohda added that evidence collected by the TDK service will be used as evidence in future litigation against the dealers of counterfeit tapes. He said that the company was committed to tracing the sources of counterfeiters on through the distributors, importers and manufacturers.

“The at same time,” Kohda added, “we know our legitimate dealers and distributors and we’ve let them know about the price counterfeit TDK cassettes without carefully checking their source of supply. We are taking action will be taken against all parties involved in the scheme. Letters are being sent demanding that legitimate dealers avoid counterfeit tapes and demanding that the source of the tapes be revealed,” Kohda said, “Legal action will be prepared if necessary to obtain injunctions, product seizures and monetary damages.

TDK is cooperating fully with the U.S. Customs Office to arrange for the seizure of the counterfeit tapes before they are imported into the U.S. According to TDK, special orders are shipped only to locations that have been made, with more in the future a ‘strong’ likelihood.

CBS, Federal In Court Over License Dispute

NEW YORK — CBS, Inc. has filed suit against Federal Records, its former distributor in Jamaica, claiming that Federal owes large sums of royalty money and charges. CBS, Federal, in turn, filed a countersuit, claiming that CBS assisted its other distributors in the Caribbean.

At the same time, if Federal was Federal’s exclusive territory and asking in excess of $5 million in damages.

Lawsuits have been filed against CBS, Inc. and CBS Records Holland with deferring Federal in the press and asked for up to $15 million in general, special and punitive damages.

In its countersuit, Federal, whose license deal with CBS terminated six months ago, alleged that CBS violated the Sherman Antitrust Act in conspiring with its other licensees and distributors to sell records in Federal’s territory.

Frank Weiser, vice president of business development for CBS, commented, “For us to go on with business, the prolonged conspiracy makes no sense at all. We are aware that exporters from Miami were making direct contact with Federal and that CBS was something we tried to discourage but it is a difficult thing to police. However, there’s no question that the tapes are coming from the sources suspected of being tapes pressed in Jamaica ended up in the States.”

The question of Jamaican pressings in Europe led directly to the separate suit filed by Federal against CBS. In it, Federal charged CBS, Inc., with having engaged Federal’s business reputation and said in order to “achieve an unfair commercial and trade advantage.

Triumph Album Object Of Retail Campaign

NEW YORK — RCA Records has launched a major marketing campaign to support the release of "Allied Forces," the forthcoming album from Canadian recording group Triumph. The group’s hit single "Swiftwater," released July 5, was taken against a group of retail contractors. The staff will be informed to track the group's 52-date tour of the U.S.

And in the album’s release this week, RCA plans a heavy campaign at the retail level. "Using the impressive-looking design on the album cover, we have prepared a plan that will enable us to make a major super-selling act on records as well as in concert," said Don Wardell, manager, product management, RCA Records.

Sales aids for the campaign include 1,000 dump bins with 7-5 record capacity with header cards and a cassette display depicting all four Triumph albums. RCA has also printed 20,000 four-color posters of "Allied Forces," as well as catalog albums in addition. RCA has catalogued this album. RCA has also re-released 1,000 enamel pins of the flying guitar on the "Allied Forces" album cover, which interest group members Rick Emmett will be first prize in a contest sponsored by RCA, fire distributors. RCA will also make an RCA manufacturer. Videotapes of these cuts off the album "Say Goodbye," "Magic Power," "Allied Forces," will be distributed to clubs and television music shows.

Knapp Forms Musico For Club Promotion

NEW YORK — J.G. Knapp, former WXLO music director, has formed Musico, Inc., a company specializing in club promotions, A&R development and consultations on special projects. Club promotions will focus on distributing and tracking product to key discs and rock clubs. Radio promotions will consist of distributing product to tracking stations, especially those that specialize in rock. In addition, A&R department will handle record placement, studio mixing, single and mainstream market promotion. Special project teams are also available.

At WXLO, Knapp coordinated research on an in-house and retailer's trade and company relations, in addition to selecting the music. Previously, Knapp was the creative director of Disc & DJ magazine and associate editor of the National Music Report. Musico's accounts will be handled by in-house and independent contractors. The staff will be announced shortly. Musico is located at 21 West 58th Street, New York, 10019. The telephone number is (212) 960-1009.

MUSEXPO To Provide Low European Airfares

NEW YORK — International Music Industries, Ltd, is sponsoring special low airfares from Europe for this year's MUSEXPO conference, set for Nov 1-5 in Fort Lauderdale, Fla.

Registrants from England can purchase round-trip airfares from London to Miami for $545. Continental convention-goers can fly from Frankfurt, West Germany to Miami for $605. Those going to Europe for regularly scheduled Pan Am flights.

Travel arrangements can be made through Lite Place Travel, Mallards, Laetam Stains, Middlesex TW 182 FB, England. Frankfurt flights are handled through B.O.D. Music Europe, E. Gross, Explanstrasse 55, D-8000 Munich 70, West Germany. For further information, contact MUSEXPO headquarters at (212) 489-9240.

THE DAY IN THE COUNTRY THAT WASTN'T — It was billed as "A Day in the Country," but the all-day festival that would’ve brought such name country acts as The Oak Ridge Boys, Tammy Wynette, Tanya Tucker, Charlie Rich et al. to Shea Stadium on Aug. 22 never did happen. The show was cancelled by the city (which owns Shea) amid much media hubbub on Aug. 20. The city claimed the promoters, Genesco, were unable to come up with the $100,000-set deposit by the agreed deadline. Genesco, in turn, claimed the city had backed down on an agreement to waive the deposit. Instead, Genesco alleged, the city had tried to up the stadium rental fee after the baseball strike ended and had gotten cold feet about going ahead with the advance sales, something the promoters feel is not uncommon in outdoor festivals, where most tickets are usually sold on the day of the show.

Lawyers for the show’s backers are currently assessing the viability of a law suit. The city feels there is no case against it.

SOQUIER’S CHRISTMAS CHOIR — It was Christmas in August at the Power Station last week as rapper and Skeeter Squier celebrated his first gold album, "Don’t Say No," by inviting industry friends to participate in a special Christmas celebration with him and his band. The gathered multitude, which included Robert Fripp, Defunkt, The Elektrics, Eevo Moon, Karl DeVito, Ellie Greenich, Steve’s Sweet Priest and The Knock’s Doug Felger with his Sharoner, were led a Christmas song by Skeeter Squier and (and in an attempt to create the appropriate atmosphere of good cheer. Then everyone was given lyrics to the chorus of Squier’s hit, "Christmas Is the Time to Say I Love You," and everyone got into the coaching the track was taped. Following that, Squier was presented with his gold disc by Mitch Schoenbaum, Capitol’s director of east coast talent acquisition, who said Billy to the label. The event was closed with a special gift to Skeeter Squier by his label. The record label will be sure to have more than its share of Christmas, which should make a hot b-side to "Christmas..." Squier and band will join the Foreigner tour in mid-September.

FROM THE NEWS DESK — Marshall Crenshaw is reportedly about to sign a deal with Warner Bros. The New York based bandleader/songwriter who penned three tracks on Robert Gordon’s most recent LP has a Super 12" 45 currently out on Shake Records... Guests at the party for Kim Carnes after her recent Savoy dates included Andy Warhol, Peter Wolf, Melba Moore, Lionel Richie, Our Daughter’s Wedding, and John Hall and Bob Leinbach from Hall’s band Saxophonist Bobby Keys (Stones, Joe Cocker) will be recording a solo album at Dynamic Recordings in Kingston, Jamaica. It’ll be a reggae/rock roll fusion attempt.

Leo Sayer has reunited with old collaborator David Courtney and is currently recording an LP with Arif Mar- dimin producing in New York and L.A.

Joe Boyd is producing a new 12" for Defunkt, the Vanguard, Nick Straker Band... his own Hannibal label.... Long-time local rockers the Rouxers have signed to Belknap for management and have a single, produced by Wayne Kramer, due on Jim- lodo Records... Manhattan Transfer off in for two nights at Radio City Sept. 19 and 20... Still America touring Any Trouble and John Otway & Wild Willy Barrett in September... CD tracks on "Cranes..."

Richie Cannons’ group of ex-NY Yankees lead and is Jon Tiley has joined Jim Carroll’s band on guitar and keyboards... Dan Castagna is no longer at Epic Records. He can be reached at (213) 777-0957.

CREATIVE EXPANSION — Through its new association with Robert John Jones (R), The Creative Music Group (CMG) has expanded its publishing operation to the New York community. Jones will initially be handling the company’s repertoire (reorganized by CMG) which Jan Weirtherly’s songs pictured. Jones is signed by Ted Gallo, a recent promotion (requited by CMG) and Deirdre who’s name over the past year has been Jon Tiley’s name in the music business. CMG has been acquired by R.J. Jones and Deirdre Weirtherly. Jones was with Deirdre who’s name over the past year has been Jon Tiley’s name in the music business. CMG has been acquired by R.J. Jones and Deirdre Weirtherly. Jones was with
HITS OUT OF THE BOX

THE INNOCENT AGE — Dan Fogelberg — Full Moon/Epic KE2 37933 — Producers: Dan Fogelberg and Marty Lewis — List: None — Bar Coded

The classic mellow rock singer/songwriter from the mountains of Colorado shows off his bid for superstardom with this ambitious two-record set, and he should have no trouble reaching his goal. And while the music may sound dated to some, Fogelberg’s a master of the Southwest folk genre in the same manner as the Eagles, and this high, nasal Byrds-like, dramatic lyrics and semi-classical song arrangements are in peak form on “The Innocent Age.” He should have no trouble hitting the target demo of 18-34 year-old females with this romance-oriented acoustic rock tour de force.

AMAZON BEACH — The Kings — Elektra SE.543 — Producer: Bob Ezrin — List: 8.98

This Toronto-based foursome scored well on its first out with an FM rock favorite and a Top 40 hit. “I Came Here” is an Ezrin-produced “Are You Gonna Be My Baby?” and the Bob Ezrin-produced “Are Here” album last year. On “Amazon Beach,” the state of the art straight ahead rock band is going for broke, and AOR programmers should tap it up. Pink Floyd producer Ezrin pulls out his studio bag of tricks for the Canadia quartet, pumping up drums, using special effects and expertly recording street noises. Creative mainstream rock finally gets the proper production on this AOR killer.


Peaches & Herb and producer Freddie Perren come back blazing after the disappointing sales of last year’s sophomore effort. Songs like “Freeway,” the LP’s first single, and “Dream Come True” are bouncing dance tunes, filled with mountains of percussion, strong rhythms, great hooks and unique special effects. Equipped with a more contemporary and sophisticated sound than the “Shake Your Groove Thing” days, the soulful couple should be back on top with “Sayin’ Something”! Top tracks include “Star Skip Pin,” “I Wish I Could Be A Kid Again” and “Go With The Flow.” Thumbs up for B/C and pop.


Town and Country is certainly an appropriate name for Price’s latest album, a release that easily flows from mellow A/C fare to honey-toned outlaws. Price is a man who has always been comfortable in both places and always will. Best cuts include “Circle Driveway,” “When You Gave Your Love To Me,” “Diamonds In The Stars” and “Forty And Fadin’.”

LETTIN’ YOU IN ON A FEELIN’ — The Kendall — Mercury SRM-1.6005 — Producers: Jerry Gilleispie and the Kendall — List: 8.98

Father/daughter duo Royce and Jeannelle Kendall sound as fresh and vital on this album release as they did on the chart-topper “Heaven’s Just A Sin Away.” Recording in Muscle Shoals must have helped them recapture the feel that first imbued interest in the group. An overall upbeat album, the best cuts include “Summer Melodies,” “Blue All Over You” and the title track.

PARTY — Iggy Pop — Arista AL 9572 — Producers: Tommy Boyce and Thom Panunio — List: 8.98 — Bar Coded

The original enfants terribles of American rock is still as wild and uncontrollable as the days of The Stooges and “Funhouse.” The music is a little more controlled than those proto punk days, but he’s still scary. “Party” fans of 1979’s “New Values” will really enjoy songs like “Houston Is Hot Tonight” and “Pumpin’ For Jill.” More outrageous and adventuresome than just about anything the new wave has to offer.

AMAZON BEACH — The Kings — Elektra SE.543 — Producer: Bob Ezrin — List: 8.98

This Toronto-based foursome scored well on its first out with an FM rock favorite and a Top 40 hit. “I Came Here” is an Ezrin-produced “Are You Gonna Be My Baby?” and the Bob Ezrin-produced “Are Here” album last year. On “Amazon Beach,” the state of the art straight ahead rock band is going for broke, and AOR programmers should tap it up. Pink Floyd producer Ezrin pulls out his studio bag of tricks for the Canadia quartet, pumping up drums, using special effects and expertly recording street noises. Creative mainstream rock finally gets the proper production on this AOR killer.

HOLLYWOOD, TENNESSEE — Crystal Gayle — Columbia FC 37438 — Producer: Allen Reynolds — List: None — Bar Coded

Gayle’s trademark smooth as fine wine vocals flow nice and evenly through this multi-textured album. As usual, Gayle and producer Allen Reynolds have created for an endearing mixture of top-notch songs, from the Bill Withers classics “Lean On Me” and “ Ain’t No Sunshine to the Carole King/Howard Greenfield loss “Wishing In The Rain” (Tammy Wynette’s current single), which makes for an interesting, not to mention diversified, package. Gayle and Allen are a treasured duet, and Gayle’s voice has never been sweeter than it is here. But when Gayle puts on her “Hollywood” and “Tennessee” are also top cuts.

LETTIN’ YOU IN ON A FEELIN’ — The Kendall — Mercury SRM-1.6005 — Producers: Jerry Gilleispie and the Kendall — List: 8.98

Father/daughter duo Royce and Jeannelle Kendall sound as fresh and vital on this album release as they did on the chart-topper “Heaven’s Just A Sin Away.” Recording in Muscle Shoals must have helped them recapture the feel that first imbued interest in the group. An overall upbeat album, the best cuts include “Summer Melodies,” “Blue All Over You” and the title track.

NEW DEVELOPING ARTISTS

ALLIED FORCES — Triumph — RCA AFL1-3902 — Producers: Triumph — List: 8.98

Next to Rush, Triumph is Canada’s most successful smoke bomb and playing the band’s most achieved gold status with last year’s “Progressions Of Power.” Judging from the power and the glory on this heavy metal effort, the trio from Toronto should finally hit the 500,000 unit sales mark. There’s a little more acoustic guitar, synthesizer and in ventive arrangement on “Allied Forces” than the band’s first three power chord tests, and it should win a whole new slew of hardcore metalers.

QUINELLA — Atlanta Rhythm Section — Columbia FC 37550 — Producer: Buddy Bule — List: None — Bar Coded

The boys from Atlanta continue the “Champagne Jam” on a new label (Columbia) with “Quinella,” and they’ve never sounded more slick and commercial. The sextet owes a lot to bands like Lynyrd Skynyrd and Little Feat for its rockin’ style, but when it comes to Top 40 sounds, the ARS is the Southern rock king. The band rocks a little harder than usual on “Quinella,” but songs like “You’re So Strong” and “Pretty Girl” on side two are light in the pocket for pop lists.


Town and Country is certainly an appropriate name for Price’s latest album, a release that easily flows from mellow A/C fare to honey-toned outlaws. Price is a man who has always been comfortable in both places and always will. Best cuts include “Circle Driveway,” “When You Gave Your Love To Me,” “Diamonds In The Stars” and “Forty And Fadin’.”


The Friends of 1975’s “Funhouse.” This rock/soul/soul group is in response to the critical success of the LP. From the working-class “Biggest Mistake” to the state of the art single, “You’re Gonna Have A Beautiful Morning” this LP is a must-hold for A/C.

CHINA GIRL — Van Stephenson — Handshake FW 37420 — Producers: Bob Montgomery and Jeff Silbar — List: 8.98

The new Handshake label has a fine artist in the Southern California folk-rock vein in Van Stephenson, and fans of the Eagles and Randy Meisner should love this debut LP. Stephenson has a high raspy voice in the Don Henley vein, and his compositions are ripe with interesting, dramatic hooks. A/C and pop stations should both give this talented mellow rocker a shot on his first time out. Best cuts are the following title track and “You’ve Got A Good Love Coming.”

LISTEN! — Charlie Dore — Chrysalis CHR 1325 — Producer: Stewart Levine — List: 8.98 — Bar Coded

The pretty English lass who tared well with a countrified single on Island called “Pilot Of The Airwaves,” returns with a paissde of adult pop songs on her debut for Chrysalis. The album’s opener, “Listen!” is tailor-made for A/C, and the rest of the album is equally listenable. Stewart Livine’s glossy production suits the keybord-synth heavy arrangements and Dore’s lovely soprano as well.

LULU — Aitie AAB-11106 — Producer: Mark London — List: 8.98 — Bar Coded

Lulu’s debut album is a brand new direction for the artist. She’s joined forces with the Alpha Group to create a new sound for this lovely Irish singer. The album gets better with each cut, and is one of the best albums of the year. Best cuts include “My Sweetest Love” and “Love’s Too Soon.”

ALIVE ALONE — Mickey Thomas — Elektra SE-530 — Producer: Bill Zymczyk — List: 8.98

The Jefferson Starship lead singer steps out on his own on “ Alive Alone” and proves, once and for all, that he is one of modern rock’s greatest shiners. And he’s recruited folks like Eagle Don Felder, Starship axeman Craig Chaquico and percussionist Joe Vitale to complement his high, soaring rantings. He’s also gathered some choice material by Jules Shear, the Eagles and Cream for the affair, and the result is one fine mainstream rock outing.

LITTLE RIVER — Little River Band — EMI/Capitol ST-12153 — Producer: George Martin — List: 8.98 — Bar Coded

This pop/rock sextet practically owns Australia, and it doesn’t do too badly on the airwaves elsewhere in the world. This time, the inventive Aussies have recruited Beatles studio wizard George Martin as producer, and the musical marriage is one of the prettiest. The first three songs on “Time Exposure’s” first side, “The Night Owls,” “Man On Your Mind” and “Take It Easy On Me,” are all potential Top 40 hits. Lead singer Glenn Shorrock is in fine voice throughout the proceedings, and Beeb Birties’ two vocal contributions are also noteworthy.

REVIEW

TIME EXPOSURE — Little River Band — EMI/Capitol ST-12153 — Producer: George Martin — List: 8.98 — Bar Coded

The Scottish group/actress who created an uproar in the 60’s with a song and a film entitled To Sir With Love has returned to a singing career after a long stint on British televe. Her strong pop voice has lost none of its strength after the long hiatus, and she fares nicely on this album contemporary A/C-oriented effort. Producer Mark London, who has worked with Frisbee guitarists like Maggie Bell and Stone the Crows in the past, gives Lulu a heartier sound than most string-fitted A/C-oriented outings.

A NEW WAVE
Rick James

LONG BEACH ARENA — So, Rick James has finally reached that cherished summit of the grity, volatile funk heap, being crowned by fans and many detractors alike, the Grand Master of Funk. Yes, James has at last mastered the arch rival: Lord George Clinton in presenting rich, fully textured funk music, but he does it with a masterful mix of the music and a more sophisticated lyrical approach.

That is one apt conclusion to be drawn from James’ recent concert here with his Solidarity Band and labelmate Teena Marie. But if the music from James’ near double platinum Gordy/Motown LP, “Street Songs,” was enough to send the screaming capacity crowd into ecstasy, then his visual show could provoke the other extreme.

Or thus it seemed during the two-hour set in which James employed explosions, fire breathing devices and almost petulant sexual actions. Despite the distractions, James’ music came to the fore.

The place first got jumpin’ during the artist’s rendering of his current single, “Super Freak,” which prompted members of the audience to rush the stage. It wasn’t long before the vamp was set and James got through tunes from his current LP, such as “Ghetto Life,” and songs from other LP’s like “Big Time.”

James broke into “Fire and Desire,” a lilting love song, which he used to introduce Teena Marie. But the song often digressed into trite R&Bisms lacking the lustre that James so effectively infuses into his music.

Marie’s set was received well, but oddly paced, and it was clear throughout that she did not enjoy the same attention the audience gave to James. The Stone City Band, though, kept the chops tight during her rendition of “Vou Vu,” and her current hit, “Square Biz,” which turned out to be her finale.

James returned to finish the evening’s repertoire on a decidedly upbeat note, demonstrating that his command of the music is complete. While James is hanging more credence to funk music, where he goes from that point will be important.

Opening the evening for James was Frankie “Double Dutch Bus” Smith and Atlanta/RFC’s Change. Smith’s set was largely predictable, but kinda fun. The Change show was lusty, and songs like the hit “Paradise” and “Hold Tight” made the groups’ performance riveting.

The group’s trio of female vocalists were enchanting both in presence and in performance. But it was the slick, judicious rhythm section that brought the best out in everyone, including the audience. While not ready to headline venues like the Long Beach Arena here on the west coast, this band is certain to hit that mark on its next album tour. Crackerjack offerings from a classy act.

dave schulps

POINTS WEST

START MICK UP — With his usual flair for the dramatic, rock ‘n roll’s satanic majesty, Mick Jagger announced plans for the Rolling Stones’ Summer Tour of America at a press conference in Philadelphia Aug. 26. The press meeting was postponed twice and relocated once, but at 2:30 p.m. last Wednesday, Mick arrived with a polished itinerary and proceeded pacefully through his prepared remarks.

When asked by one reporter to comment on the band’s reputation as rock ‘n roll bad boys, Jagger replied, “The older we get, the godder we get,” in his best English. Another press participant inquired about the Stones long time relationship with Philadelphia’s Spectrum Stadium, which now has a line-up that consists of Robert Fripp, guitarist and sometime Talking Head Adrian Belew, Tony Levin and Bill Burford. The album is due in late September and, yes, kids will be kids.

A new LP from Mr. Green World (Eno) will follow, and Roxy should see a new LP in the spring. The Warner/E.G. deal will be handled act by act like the previous RCA/LA records deal. Current commercial acts (Roxy, King Crimson) going to Warners/E.G. and groups like the Loggins & Munsil Act and Van Halen will go with the Jem-distributed Editions E.G. label.

PROVIN’ IT ALL WEEK — As we went to press, Bruce Springfield was waiting for Mayor Tom Bradley to clean out his desk and ready to take his rightful place as “Boss” of L.A. Okay, we’re kidding. But we’re dead serious that his week-long stint at the Los Angeles Sports Arena was proof positive that he’s America’s premier rocker. Each show of the six-day stand was different in nature and pacing and altogether more exciting and cohesive than his four-hour marathon concerts of nine months ago. Opening night was a benefit for the Vietnam Veterans of America Foundation, and it was easily the most touching of the shows. Manager: J. David Pressman.

All the usual Springsteen-style areas put in so the vamps (many in wheelchairs) could have a clear view of the whisper dervish from New Jersey. And as he opened the two-hour set, he dedicated the poignant “John C. Fogerly” ballad, “Who’s the Boss?” to the Pope, a man who has fought against that ill-fated Asian war. Even more impressive than the raucoeous show that proved that Springsteen alone had more sweat than the entire front line of the Los Angeles Rams, was The Boss’ behavior backstage after the show. Even as the pop’s most down-to-earth performer, he visited with each and every vet who had stayed hoping just to get a glimpse of the dimitive rocker from Asbury Park. No primadonna superstar, this man. There’s no point in going out about each show’s highlight, such as his brilliant cover version of Jimmy Cliff’s “Trapped” or his emotional tribute to Elvis Presley in “Bye Bye Johnny,” the L.A. critics decried him and the powerful E Street Band this trip. All we can say is that his Aug. 26 performance made it his tenth gig in L.A. in 1981 — and next year, we hope he moves into the Sports Arena for the same.

KEEP ON CHOOGLIN’ — As a partial tip of the hat to one of his rock heroes, Bruce Springsteen is performing John Fogerty’s “Who’ll Stop The Rain” at his recent concerts, and Fantasy Records is also turning 1971’s “Celebration” LP into a revival release for one of America’s seminal late ‘60s rock bands. The Berkeley-based label has already capitalized on the madley craze by releasing a seven song segue mix of Creedence Clearwater Revival’s “Green River” as a single, and now has announced that the band will be more. We’re speaking of “Creedence Country,” a compilation LP featuring the band’s more country flavored songs. The tunestack will feature his like “Lookin’ Out My Back Door” and “Keep On Chrome” and will feature covers of Rick Nelson’s “Heiio Mary Lou” and Hudie Ledbetter’s “Midnight Special.”

WESTWORDS — Nice to see The Irvine Meadows get off to such a smooth christening Aug. 21 with Charlie Daniels Band and David Lindley & E.R. Ray X playing to a full house of 10,000 folks. The official opening isn’t over, folks, as the Rolling Stones will return to the Orange County venue with Graham mylin Christopher Cross’ appearance Sept. 20. In other venues the press were invited to witness Lingerie, one of L.A.’s most aesthetically pleasing clubs, is starting to come into its own once again.

The club hosted Wall of Voodoo’s last local appearance before embarking on a national tour (in support of its new “Dark Continent” LP). And it will also be the site of the legendary P. M. Magazine’s Wild Kingdom Sept. 5. Another L.A. favorite, Lizard’s will also be on the bill.... Melissa Manchester has just about resolved her legal wrangle with Clive Davis, and her next LP will be out on Arista, Arif Mardin will produce marc cetera

Wishbone Ash

RITEZ, New York — MCA recording group Wishbone Ash is a British rock band that has sold sondered through 10 years, a dozen albums and three recording label agreements without ever attaining major stardom. Yet the fact is that the band is performing and recording through an era when “artist development” seems to have become a minor industry, and bands either break big or fold is a tribute to its cult following.

The band’s music this evening was mostly original tunes put together from stock rock riffs, but enlivened by the twin guitar work of Laurie Plowright and Steve Upton and anchored by the rhythm section of Andy Powell (drums) and Trevor Bolder (bass), who was bassist with David Bowie’s Thin Lizzy and has since moved up to “Fire and Desire.”

Wishbone put on a professional show, primarily featuring material from its new LP, “Number The Brave.” One of the best numbers was a version of the Temptations’ classic, “Get Ready.” Long, well-executed guitar solos were featured in nearly every song, and the overall impression was one of classic radio rock that just never gained acceptance on the radio.

Wishbone Ash

TAKING A BREAK — The L.A. business of making records has never been more exciting in its history, with the release of the latest from Rick James, friends have a chance to see a real star. But it’s also a time to take a look at the artists who are on the cutting edge, and to see what’s coming up. Rick is a great example of what can be done in the music business, and his next LP, “Number The Brave,” is a great example of what can be done in the music business.

Savoy, New York — The premiere date on the Solomon Burke/Douglas Covay/Ben E. King/Wilson Pickett/Joe Tex Soul Clan’s national tour was one of the most anticipated New York concerts in recent memory. Expectations, fueled by a press conference that promised to “put soul music back on the map,” ran high, but the show itself was dragged down by a conspicuous lack of preparation and rehearsal.

The show started nearly an hour later than the announced time of 9 p.m., but as Joe Tex took the stage, the usual decorous Savoy audience was standing in every available space just like a downtown rock show crowd. Tex was in good voice, and the audience was with him throughout his dancing Bumpettes and not even time singing, he did turn in good performances on “Hold What You’ve Got” and “I Gotta Man.”

Wilson Pickett’s band, providing the core of the musical back-up, clearly did not know Solomon Burke’s material. But King Solomon’s commanding voice and stage presence almost carried off his treatments of “Everybody Needs Somebody To Love” and a medley including “Get That Girl Out of My Mind,” “He’ll Have To Go” and “Any Last Minute” with a well-rehearsed band behind him. Burke could have stolen the show.

Douglas Covay’s performance was a shamble that inspired the audience to loud booing.

AUGUST 31, 1981

Michael Martinez

Dan Nooger
MUSEXPO '81

7th Annual
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<tr>
<th>Position</th>
<th>Artist</th>
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<th>Market Coverage</th>
<th>Notes</th>
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<tbody>
<tr>
<td>71</td>
<td>The Allman Brothers Band + Brothers of the Road + Arista</td>
<td>108</td>
<td>COLUMBIA</td>
<td>None</td>
<td>HOTS: WLCW, KKNX, WSHC, WBCN, KZEL, WCCC, KWAM, KZAM, KEZI, WSHC, WKLS, WOUR, WWMS, WROQ, KBBP, WWWM, WAAF, KOME, WKF</td>
<td>Moderate to fair in all regions; strongest in South West</td>
</tr>
<tr>
<td>121</td>
<td>Tim Curry + Simplicity + A&amp;M</td>
<td>121</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WLCR, WSHE, WBOC, KZAM, KEZI, WWFL, KLSC, WLVQ, KMET, KMK, WPC, WZW, WWMS</td>
<td>Fair in Midwest and West; weak in others</td>
</tr>
<tr>
<td>8 MOST ADDED</td>
<td></td>
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<tr>
<td>120</td>
<td>The Dirt Band + Jealousy + Liberty</td>
<td>120</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WMMS, WACF, WKKM, KZEL, WKM, WKW</td>
<td>PREFERRED TRACKS: Floodwood, Light; Elite, The</td>
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<tr>
<td>59</td>
<td>Bob Dylan + Shot of Love</td>
<td>59</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WLCR, KKNX, WMMS, WCHS, WWMS, WROQ, KBBP, KME, WWAM, WAAF, KZAM, WWMS</td>
<td>PREFERRED TRACKS: NYC, Detroit; Elite, The</td>
</tr>
<tr>
<td>131</td>
<td>Mick Fleetwood + The Visitor</td>
<td>131</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WLCR, WMMS, WCHS, WWMS, WROQ, KBBP, KME, WWAM, WAAF, KZAM, WWMS</td>
<td>PREFERRED TRACKS: Floodwood, Light; Elite, The</td>
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<tr>
<td>94</td>
<td>Flogg + Girls to Chat + Boys to Bounce</td>
<td>94</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WLCR, WMMS, WCHS, WWMS, WROQ, KBBP, KME, WWAM, KZAM, WMMS</td>
<td>PREFERRED TRACKS: Floodwood, Light; Elite, The</td>
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<td>51</td>
<td>The Greg Kihn Band + Rockin' Roll</td>
<td>51</td>
<td>Columbia</td>
<td>None</td>
<td>HOTS: WSHE, KZAM, WMMS, WROQ, KBPI, KME, WMMS, WAAF</td>
<td>PREFERRED TRACKS: Floodwood, Light; Elite, The</td>
</tr>
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</table>

**# 6 MOST ADDED**

- Atlanta Rhythm Section + Quinella + Columbia
- Adds: KZAM, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Smooth, Tight
  - Sales: Fair in South; weak in others

**# 2 MOST ACTIVE**

- Pat Benatar + Precious Time + Chrysalis
- Adds: None; HOTS: WLCR, WSHC, WBCN, KZAM, WMMS, KZEL, KKK, WSHE, WTTT, KBPI, WWMS, WAAF, WWAM, KZAM, WMMS, WROQ, KBBP, KME, WWAM, WAAF, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Future, Fly
  - Sales: Fair to moderate in all regions

**# 7 MOST ACTIVE**

- Blue Oyster Cult + Fire of Unknown Origin + Columbia
- Adds: KZAM, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Contest, Time
  - Sales: Fair in all regions; strongest in West

**# 10 MOST ADDED**

- Chilliwack + Wanna Be a Star + Millennium/RCA
- Adds: WLCR, KOME, WMMS, WROQ, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Open
  - Sales: Fair initial response in West and Midwest; weak in others

**# 4 MOST ADDED**

- Foreigner + Atlantic
- Adds: None; HOTS: WWWM, WAFM, WMMS, WROQ, WMMS, WAAF, WWAM, WAAB, WWAM, KZAM, KKK, KMNR, WWAM, WAAF, KZAM, WMMS, KMNR, WWAM, WAAF, WKLW
  - Preferred Tracks: Summer, Tan
  - Sales: Fair in East and West; weak in others

**# 8 MOST ADDED**

- Elco + Time + Jet/CBS
- Adds: None; HOTS: KZAM, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Hold On
  - Sales: Fair in all regions

**# 9 MOST ADDED**

- Ian Hunter + Short Back N' Sides + Chrysalis
- Adds: KZAM, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Open
  - Sales: Fair to moderate in all regions; strongest in West

**# 5 MOST ACTIVE**

- Jefferey Starship + Modern Times + Grunt/RCA
- Adds: None; HOTS: WLCR, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: Stronger, Way Back
  - Sales: Moderate in West; fair to weak in others

**# 4 MOST ACTIVE**

- Journey + Escape + Columbia
- Adds: None; HOTS: WLCR, WMMS, WROQ, KBPI, WWAM, WAAF, WKLW
  - Preferred Tracks: Crying, Scream, Stone, Title
  - Sales: Good in all regions

**# 3 MOST ACTIVE**

- Icehouse + Chrysalis
- Adds: None; HOTS: WLCR, WMMS, WROQ, KBPI, WWAM, KZAM, WMMS, WAAF, WKLW
  - Preferred Tracks: We Can
  - Sales: Weak in East; fair in others

**# 2 MOST ACTIVE**

- Foreigner + Atlantic
- Adds: None; HOTS: WLCR, WMMS, WROQ, KBPI, WWAM, WAAF, WKLW
  - Preferred Tracks: Summer, Tan
  - Sales: Fair in East and West; weak in others

**# 1 MOST ACTIVE**

- Foreigner + Atlantic
- Adds: None; HOTS: WLCR, WMMS, WROQ, KBPI, WWAM, WAAF, WKLW
  - Preferred Tracks: Summer, Tan
  - Sales: Good in all regions
# 2 MOST ADDED
- **THE KINKS** • **GIVE THE PEOPLE WHAT THEY WANT** • A&M
  ADDS: KMET, WHFS, WCOZ, KNX, KNK, WKL5, WSHE, WCCC, WBCN, KZEL, WRNW, WOUR, WMMS, WROQ, WWWM, WAFF, KOME, KROQ, KEZY, KNAC, HOTS: WBCN, WRNW, WAAF, MEDIUMS: KOME, KEZY, KNAC, PREFERRED TRACKS: Open
  **SALES:** Moderate in West and South; fair in others.

- **THE JOE PERRY PROJECT** • **I'VE GOT THE ROCK N ROLLS AGAIN** • COLUMBIA
  ADDS: None. HOTS: WCOZ, WBN, KAME, MEDIUMS: WMM5, KOME, KMET, WBLM. PREFERRED TRACKS: Officers: East Coast
  **SALES:** Weak in all regions.

# 5 MOST ADDED
- **LITTLE FEET** • **HOY! HOY!** • WARNER BROS.
  ADDS: KOME, KSHE, HOTS: WWWM, WHFS, KMET, KNX MEDIUMS: WSHC, WBCN, KZEL, KEMG, KNAC
  **SALES:** Good to moderate in all regions.

# 10 MOST ACTIVE
7 **THE MOODY BLUES** • **LONG DISTANCE VOYAGER** • THRESHOLD/POLYG, MEDIUMS: WMMS, WMWW, KEZY, KZEL, WWWM, KMET, WBLM, WLS5, WSHE, WBCN, WRNW, WOUR, WMMS, WROQ, KBPI, WBLM. MEDIUMS: WMMS, WLS5, WSHE, WBCN, KZEL, KZAM, WMMS, WROQ, KBPI, KMET, KZEL, KMEL, PREFERRED TRACKS: Voice: 22,000.

**SALES:** Good to moderate in all regions.

# 3 MOST ADDED
3 **STEVE NICKS** • **BELLA DONNA** • MODERN/ATLANTIC
  ADDS: None. HOTS: KNX, KEMG, KEZY, KROME, KNKC, WKL5, WSHE, WBCN, WRNW, WOUR, WMMS, WROQ, KBPI, WBLM. MEDIUMS: WMMS, WLS5, WSHE, WBCN, KZEL, KZAM, WMMS, WROQ, KBPI, KMET, WBLM. PREFERRED TRACKS: None. HOTS: WBCN, KZEL, KZAM, WWWM. PREFERRED TRACKS: None.

**SALES:** Moderate to fair in all regions; weakest in East.

# 7 MOST ADDED
- **NOVO COMBO** • **POLYDOR/POLYG, MEDIUMS:** WHFS, WROQ, KZEL, WBCN, WCC, HOTS: None. MEDIUMS: None. PREFERRED TRACKS: None.
  **SALES:** Slight initial response in West; weak in others.

**LISTED ALPHABETICALLY BY ARTIST**
## Radio Chart

**September 5, 1981**

### Top 100 Singles

<table>
<thead>
<tr>
<th>#</th>
<th>Artist</th>
<th>Title</th>
<th>Week</th>
<th>Chart Position</th>
</tr>
</thead>
</table>
| 46 | Jim Steinman | Rock and Roll Dreams | 15
| 78 | Bernadette Peters | Dedicated to the One I Love | 5
| 62 | Stars on 45 Medley | Stars on 45 | 22
| 89 | Go Go's | Our Lips are Sealed | 2
| 75 | Icehouse | We Can Get Together | 5
| 86 | The Moody Blues | Gemini Dream | 14
| 83 | Stanley Clarke | Sweet Baby | 19
| 84 | Tom Petty and the Heartbreakers | Working in the Coal Mine | 7
| 68 | Daryn Hall and John Oates | A Woman in Love | 9
| 87 | Eric Hine | Easy to Love Again | 2
| 58 | Ronnie Laws | Stay Away | 17
| 62 | ERIC | Not Fade Away | 9
| 90 | Carrie Hall and the Beaters | All in the Same Boat | 7
| 68 | Carole Bayer Sager | Easy to Love Again | 2
| 90 | Louis Armstrong | Everything I Do | 6
| 95 | George Duke | Nothing Ever Goes As Planned | 9
| 90 | Tony Joe White | Hold on | 17
| 59 | Jefferson Starship | Lookin' for a Good Time | 7
| 90 | Moreno | Nothing Ever Goes As Planned | 9

### Hit Bound

<table>
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<th>#</th>
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<th>Title</th>
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| 49 | Dan Fogelberg | Hard to Say | 2
| 50 | Jo Ann | One on One | 5
| 51 | Don Felder | Takin' a Ride | 7
| 52 | Van Morrison | Brown Eyed Girl | 1
| 53 | Phil Collins | In the Air Tonight | 15
| 54 | Bruce Springsteen | Badlands | 25
| 55 | Peter Frampton | Do You Feel Like We Do | 5
| 56 | Bruce Springsteen | Badlands | 15
| 57 | Bruce Springsteen | Badlands | 15
| 58 | Bruce Springsteen | Badlands | 15

### Three on Top

<table>
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</table>
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| 50 | Jo Ann | One on One | 5
| 51 | Don Felder | Takin' a Ride | 7

### Almost in Top 10

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<th>Artist</th>
<th>Title</th>
<th>Weeks On Chart</th>
</tr>
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</table>
| 52 | Van Morrison | Brown Eyed Girl | 1
| 53 | Phil Collins | In the Air Tonight | 15
| 54 | Bruce Springsteen | Badlands | 25
| 55 | Peter Frampton | Do You Feel Like We Do | 5
| 56 | Bruce Springsteen | Badlands | 15
| 57 | Bruce Springsteen | Badlands | 15
| 58 | Bruce Springsteen | Badlands | 15

### Almost in Top 20

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<th>Artist</th>
<th>Title</th>
<th>Weeks On Chart</th>
</tr>
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</table>
| 49 | Dan Fogelberg | Hard to Say | 2
| 50 | Jo Ann | One on One | 5
| 51 | Don Felder | Takin' a Ride | 7
| 52 | Van Morrison | Brown Eyed Girl | 1
| 53 | Phil Collins | In the Air Tonight | 15
| 54 | Bruce Springsteen | Badlands | 25
| 55 | Peter Frampton | Do You Feel Like We Do | 5
| 56 | Bruce Springsteen | Badlands | 15
| 57 | Bruce Springsteen | Badlands | 15
| 58 | Bruce Springsteen | Badlands | 15

### Notable Sales

- **Breakouts in the Midwest and South:**
  - **MUTUAL**
    - KEEL, KJRB, WWXZ
  - **WAYS**
    - KEYN, WAYS, WBN-AM, 1500, WJW, WJCH, WBYT, WTRY, WAXY, WDRQ
  - **THE ONE**
    - WAXY, WDRQ, WSEZ

- **SALES:**
  - Breakouts in the Midwest and South.
for weekly entertainment-oriented papers like The Reader and The L.A. Weekly. "The Times can get awfully crowded," insisted Cohen. "We're going with the alternatives a lot and we're about to start advertising in several area magazines as well.

Diane Weidling, advertising director for Hasting Books and Records in Amanilo, Tex, and John Grandoni, vice president of Buffalo Enterprises/Cavages in Buffalo, N.Y., also extolled the virtues of alternatives to the major newspapers.

'We're advertising more and more in college newspapers and publications like Buddy Magazine in Dallas because print advertising (rates) in the major newspapers are 20 times higher than they should be," said Weidling.

Grandoni's reasoning for avoiding traditional Sunday newspaper ads and advertising in the entertainment section tabloid (The Gusto) in the Friday edition of the Buffalo Evening News and university publications is "consistency."

"You can get lost in a big newspaper," said Grandoni. "If you are in the same place in the same section every week people will become conscious of the ad. The Gusto section hangs around the house all weekend. And a larger demographic than we could get on fragmented radio is aware of that ad."

However, Grandoni did add that print wasn't the total answer to his advertising problems. "It's important to have a good media mix," he explained. "Radio is still the dominant factor and TV can't be overlooked. But these three forms of advertising are important."

While several of the retailers said that print advertising was up 10-20% over last year and that it has boosted sales significantly in such areas as classical, audiophile, midline, video cassette and country product, ads in consumer publications are still not as prevalent as they were two years ago.

Record labels are still committed heavily Atlantic To Take Over Regency's Distribution

NEW YORK — Atlantic Records has assumed the distribution of Regency Records, previously distributed by MCA Records. Under the new agreement, Atlantic will be rush re-releasing "Watts in a Tank" by Diesel. The album has been available for a month through MCA to radio with their ad dollars, and TV is also coming into its own as an advertising medium."

"Our ad ratio right now is 60% (radio), 30% (TV), 10% (print) and we're about to embark on a major TV campaign," said Marcie Pennel, director of advertising for the Waxie Maxie chain in Washington, D.C.

"We've had a good reaction to TV and print is just too expensive right now."

According to Alan Schwartz, advertising director for the Music Plus chain in Los Angeles, record labels just aren't printing oriented right now. "It's hard to get print dollars for anything other than special projects," said Schwartz. "The companies are more geared to radio and TV."

He went on to say that a wide range of vendors have a variety of stations to choose from when advertising on the radio, and that it ultimately had a better affect for the dollar than print, because it reached so many people at once.

"Print appeals to the older demographics in our market," said Kenn Wolfe, advertising manager for Great American Music in Minneapolis. "Buy for the most part, the response to our TV ads has been far greater than print."

Wolfe continued that the Minneapolis-St. Paul market was unusual because print isn't that important. The 20-34 age group gets its news from the half hour capitalize on one of our four TV channels rather than reading the newspaper," he said. "TV is the future of advertising in this market."

But even though radio maintains its stronghold on the labels advertising dollars and television continues to grow as a sales medium, retailers are, for the most part, still making a commitment to print advertising.

Tom Beaver, director of advertising for Everybody's Records in Portland, Ore. was quick to describe the shortfalls of print advertising.

"The co-op print ad is more open ended than that of radio because it doesn't have to adhere to a format or a certain amount of time," he said. "And as far as new artists are concerned on radio, if it's no airplay it's no ad money."

In sum, Beaver maintained that print advertising in an alternative publication is the best way to go in generating interest in an artist that radio isn't accepting. "The label reps are starting to back me up in that belief," he added.

STREETWIDE DOCTOR — Streetwide recording group Arry to literally took the music to the streets during a visit to Milwaukee's Radio Doctors to promote release of it's self-titled debut album. The promotion was held in conjunction with the store's Summerfest Super Sale.

Co-Op Print Ads Rebounding (continued from page 5)

MERCHANDISING

SINGLES BREAKOUTS

HARD TO SAY • DANNY FOGELBERG • FULL MOON/EPIC 14-02466 Breaking out of Radio Doctors — Milwaukee, Peaches — Columbia, Record Theatre — Cincinnati, Musicland— Memphj; — Memphis

ARTHUR'S THEME (BEST THAT YOU CAN DO) • CHRISTOPHER CROSS • WARNER BROS. WBS 49757 Breaking out of Radio doctors — Altanta, Richmdans Brothers — Philadelphia, Everybody's — Portland, Radio Doctors — Milwaukee, Tower — W. Covina, Tower — Sacramento

START ME UP • ROLLING STONES • ROLLING STONES/ATLANTIC RS21003 Breaking out of Radio Doctors — Milwaukee, Peaches — Columbia, Record Theatre — Cincinnati, Musicland — Memphj; — Memphis

I'VE DONE EVERYTHING FOR YOU • RICK SPRINGFIELD • RCA PB-12156 Breaking out of — Altanta, Richmdans Brothers — Philadelphia, Everybody's — Portland, Radio Doctors — Milwaukee, Tower — W. Covina, Tower — Sacramento

FASTEST MOVING MIDLINES

AC/DC • Let There Be Rock • Atco SD 56151

Beatles • Rock 'N' Roll Vol. I • Capitol ST 76020

Beatles • Rock 'N' Roll Vol. II • Capitol STN 16021

B-52's • Party Mix • Warner Bros. MINI 3598

Tommy Bolin • Teaser • Nemperor/CBS 37124

DOORS • The Doors • Elektra EKS 74007

Exposed/A Cheap Peek At Today's Proactive New Rock • Various Artists • Columbia X 37124

Billy Joel • Piano Man • Columbia PC 32544

Carole King • Tapestry • Columbia PE 34946

Joe Lennan • Mind Gardens • Capitol STN 16086

Lene Lovich • New Toy • Stiff/EPIC 5E 37542

Tom Petty And The Heartbreakers • You're Gonna Get It • MCA DA 52029

Pretenders • Extended Play • Sire MINI 3563

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

Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407

Visage • Polydor/PolyGram • PX-1-501

Brad Whitford/Derek St. John • Rhino • Columbia NFC 37365

Who • Live At Leeds • MCA 3023

TOP SELLING ACCESSORIES

Aliso 3 Cassette Head Cleaner 70300

DISCOWASH DW Record Care Kit

Dissolver D-4 Fluid Re-Fill 1/4 oz.

Dissolver VRP Anti Static LP Inner Sleeve

Eversday Alkaline D-Cell Battery 2/5 Card

Le-Bo Outer LP Protective Sleeve

Le-Bo Cassette Carrying Case TA 133

Maxell UDXXI II C-90

Maxell UDXXII C-60

Maxell UDXXLI C-60

Maxell UD C-90 3 Pack

Maxell LN-60

Memory MXR2 C-90 2 Pack

Savoy Cassette Carrying Case 2130

Scotch Video Cassette VHS T-120

TOK SA C-90

TOK DC-90 2 Pack

Watt's Parasat Disc Preener 96200010

COMPiled FROM: Musicland Group — Nation, Cutler's — New Haven, Peaches — Oklahoma City, Sound Warehouse — San Antonio, Lafayette, — Portland, Tower — San Diego, Record Theatre — Cincinnati, Sounds Unlimited — Chicago, Charts — Phoenix Musicland — St. Louis

www.americanradiohistory.com
Children's Records: Stepped-Up Marketing = Explosive Growth

by Fred Goodman

"While the record industry has been in the dumps, our business has been experiencing a fantastic growth," says Gary Kisel, vice president and general manager, music division, Walt Disney Productions. With an increase in sales of over 60% for the last fiscal year, Disney's dramatic growth is typical of the results children's record companies are getting through imaginative and stepped-up marketing.

Historically perceived by record retailers to be a seasonal business, children's records have usually been banished to the darkest corner of the record store, where they languish until it's time to dust them off for Christmas or Easter. But through their use of computer ordering systems, expanded cross-merchandising, expansion into foreign language productions and increased number of licensing agreements, kiddie labels are making it obvious to record stores what rack jobbers, discount department stores and toy merchants have known all along: children's records are a varied, inexpensive, quick turnover, high profit item that can build store traffic.

"Toy store operators have substantially expanded their business by stressing children's records," says Al Berger, vice president, sales and marketing, A.A. Wonderland Records Inc. "I can't blame record stores for going with hat product, but if they stepped and gave attention to children's records, they'd see that the profit picture for children's records is substantially greater per piece."

With over 1,000 titles in a wide assortment of configurations, children's records remain a prime impulse item with a ceiling list price of $5.98 for picture discs. "The majors fell on their faces with picture discs," says Sheldon Tirk, president, national sales, Kid Stuff Records. "But we've been able to keep it attractive by coming in with new product at $5.98." Most singles list at 99 cents, and 7" book and record packages are available for $1.79. LPs are still an attractive item priced between $2.98 and $4.98, and cassette versions of many titles are also available at the same price, with or without books.

"We're seeing a tremendous growth in cassettes," says Wonderland's Berger. "Most parents don't want their young children using their expensive stereo equipment, and the availability of inexpensive cassette players makes tapes a very attractive alternative." Jim Monehan, director of sales for Peter Pan Records agrees with Berger. "Our entire line is duplicating on cassette," he reports.

Although impulse buying is the name of the game, children's records manufacturers realize that quality is an important ingredient in attracting repeat buyers. "I believe that kids make parents buy the records," says Art Denish of Sesame Street Records. "But we try to make everything as good as we can artistically. We get the best musicians we can."

"The only way you get a repeat customer is by giving him a good quality product," says Wonderland's Berger. "If you put out bad records, then certainly you won't get a repeat business. But if they've been satisfied, they come back."

"If parents buy their children terrible records, the kids get bored very quickly," says Disney's Kisel. "Record stores have traditionally looked at children's records as budget product and bought any garbage as long as it was three cents cheaper. But you can increase your volume in children's records ten-fold by carrying the proper product.

Established manufacturers like Disney are starting to realize a new payoff from their longstanding commitment to quality product — second generation customers. "We've been manufacturing records for 26 years," says Kisel. "'Bambi' was a high emotional experience in the childhood of most of today's young parents. They remember it and they buy the product for their own children."

Kid Stuff Records, which features a Raggedy Ann and Andy series, also understands the importance of parental recognition in determining sales. "All moms and dads know Raggedy Ann stories," says Tirk. The company has also licensed rights to produce albums based on the Barbie Doll, a product that has been available in toy stores for over 25 years. "If you separated sales figures on Barbie Dolls from Mattel's other products, the Barbie Doll would be the fourth largest toy business in America," adds Tirk. "I constantly meet women in the industry who confess that they still own their Barbie Dolls."

Licensing is also playing a larger role in currently popular products and personalities. A Disney Lucasfilm series features record and tape packages as well as 24-page "Storyteller" books geared to children between the ages of 3 and 9. A 7" "Little LP" and "Read-Along Book," and similar cassette configuration for Lucasfilm's The Lost Ark have recently been released by the company. Previously released Star Wars and The Empire Strikes Back packages have sold exceptionally well, with the combined sales on Star Wars records and tapes approaching the one million mark. In addition to the Lucasfilm product, Disney also produces Charles Schulz Peanuts records.

"We'd like to represent hi-quality product in the children's record field," says Kisel. "Of course, it also has to be commercially attractive." He added that although Disney has a wealth of its own characters to draw on, the company entered the licensing area because "we're very proud of our sales and production capabilities. We saw a lot of good product that we felt wasn't being handled properly," according to Kisel. However, Kisel adds that the company is very selective. "For every product that we do decide to license, we have to turn down many, many more."

Peter Pan Records has also built a large part of its catalog around licensed, exclusive properties. Aside from its own in-house creations of Irwin the Dynamic Duck and Barney the Book Bear, the company produces recordings featuring Bugs Bunny, Popeye, Batman, Superman, the Hulk, Woody Woodpecker and others.

While the established visibility of these characters gives the companies an advantage, licensees are still ha...
A Retailer Talks About Children’s Records

"We are quite happy to say that we carry children’s records and that they are very profitable for us," says Terry Cooper, vice president of Modern Record Service/Recordland retail stores, a 35-store chain of 2,000 square foot outlets located in malls in six states, with the biggest concentration on Ohio and Michigan.

As a full-line retailer from its inception, the Recordland chain has always carried children’s product. However, Cooper points to the start of TV advertising tie-ins for children’s records a few years back as providing the stimulus for a tremendous growth in kids’ record sales.

"For years," Cooper states, "kids’ records had to sell in the stores because no one played them (on the radio). They had to relate to a storybook. If a kid had ‘The Three Little Pigs’ or ‘Jack and the Beanstalk’ the parent might check to see if there was an album available, or if they saw a Disney movie they might check to see if there was a record. It was a very small, quiet market.

"Then along came ‘Sesame Street Disco’ and ‘Chimpunk Funk,’ albums that received tremendous TV exposure, and it really has made a big difference in volume and turnover sales in children’s records. By creating an awareness that there were children’s records available of those things, most of the public who were not even aware that they existed now wanted to buy them."

Even with greater public awareness of their availability, Cooper says that children’s records remain very much a point of purchase sale. He likens the situation to a candy store, where a child sees the product and decides that he or she must have it. "If the kid sees it," Cooper says, "he’s going to drag the parent over to it and say ‘I want that.’" For that reason, according to Cooper, it is important to make the children’s section visible within the store, either through graphics that appeal to children or via merchandising aids such as dumps and waterfall racks.

At Recordland, Cooper says, the older stores, designed before the children’s record boom merely have children’s sections “identified by a header card and possibly some display material.” However, in the chain’s newer outlets a corner of the store is set aside as a children’s area, with wall graphics and racks designed to appeal to kids by presenting easily recognizable characters from television.

As a large chain, Recordland qualifies for rack nder prices from most manufacturers due to the volume it turns over. However, Cooper states, because of that favorable pricing and "comfortable profit margin," the chain is expected to create its own displays and receives "very little help from the manufacturers" in terms of advertising dollars and display items such as mobiles and posters. "Occasionally they’ll sell us a dump, but mostly we have to do it on our own," he says.

Recordland currently carries four lines of children’s product, which account for from 2% to 5% of total inventory. Of those four lines, three are purchased direct from the manufacturer. The fourth, Cooper maintains, is such a strong seller that Recordland is willing to take a smaller profit margin in order to carry the line. He says that each of the Recordland stores carries approximately the same size inventory of children’s product, which he figures at 150 to 200 titles on LP and cassette.

These are mostly carried on a single piece per title basis and are "continuously replaced by computer when a piece is sold." That way, Cooper claims, "the piece count is kept way down, while the selection spread is great." This factor makes children’s records especially attractive to the retailer, since it means very little money is tied up in unsold inventory.

Another attractive element of children’s records, Cooper says, is the price. Most kid’s product, he states, lists at $3.98 and is sold by Recordland stores for $3.69. "Compared to the cost of toys these days," Cooper offers, "records are a terrific buy for kids. With electronic games at $25 and dolls selling for $15 or so, a parent has to feel that if they can get about a half hour of instruction, stories or music to occupy their child’s time it’s worth the money. We’ve found that for records anything under $5 is acceptable to the buyer, and that we can make a good profit at that price as well."

—Dave Schupps

New from A.A./Wonderland & Merry
A Member of The Bestway Group
Children’s Records & Tapes

Complete Long-Playing Tape Cassettes

WLP-337 Double Dutch Bus
WLP-332 Strawberry Shortcake Theme
WLP-335 Songs/Stories - Old Testament
WLP-273 101 Golden Nursery Songs

WTC-149 Puff The Magic Dragon and Others
WTC-194 Kindergarten Paytime Songs
WTC-197 Songs That Tickle Your Fanny Bone
WTC-256 Songs From Sesame Street
WTC-273 101 Golden Nursery Songs
WTC-332 Strawberry Shortcake Theme Song, and other Strawberry Treats
WTC-3083 The Lone Ranger
WTC-3084 Superman
WTC-3085 Buck Rogers

Spanish Book & Record Sets
SP-277 Hansel y Grettel
SP-279 La Cenicienta
SP-318 La Caponota Roja
SP-311 Los Tres Osos
SP-344 Alicia en el País de las Maravillas
SP-340 El Pequeño de Belén

A.A./Wonderland Records, Inc.
A Member of the Bestway Group
1105 Globe Avenue
Mountainside, New Jersey 07092 • (201) 233-9435

C-2 Cash Box/September 5, 1981

www.americanradiohistory.com
Disney's 1981 Christmas motion picture release.

MARY POPPINS coming in November.

The perfect gifts for this fall!
OVER 500,000 copies sold this summer

Order your Disney Picture Discs now! Call your Disneyland Records distributor.
For further information contact: Disneyland Records, 350 S Buena Vista St., Burbank, CA 91521 (213) 840-1665.
SPECIAL GUESTS:

Glen Campbell
Crystal Gayle
Loretta Lynn
Tanya Tucker

Stepped-Up Marketing Increases Sales Of Children's Records

Instant recognition with the consumer, other product, which started as exclusively album characters, have since branched out to include television as a means of building a profile. Kid Stuff's Strawberry Shortcake character has already been the subject to two television specials, with a third to air within the year. Additionally, the character has been chosen as the symbol for this year's Easter Seals campaign, and has been licensed for use in books, games and toys.

The wide variety of associated lines has led to the creation of Strawberry Shortcake "islands" in discount and department stores, where everything from pillowcases to records are displayed.

The wide popularity of Sesame Street led to the formation of that record venture, and the records receive a shot in the arm every time the show is seen or the Muppet characters enter into a new production like the recent Great Muppet Caper. "We have unbelievable exposure," says Sesame Street’s Dennish. "The show is on three times a day in New York, and of course, that's what sells our records"

But aside from relying on established characters and their ties to cross-merchandised product, children’s labels carefully watch for general trends in the record business. The success of Disney’s “Mickey Mouse Disco” album came as no surprise to the manufacturers, all of whom try to market with an ear to the present. Aside from the Disney record, other trend-oriented big sellers have included “Sesame Street Fever” and Kid Stuff’s “A Child's First Disco Album.”

“At Kid Stuff, we see six strong selling points for children's records,” said Tirk. “They require little space, have a high turn-over, a very good profit margin, few returns, do not depend on radio for exposure and are one of the few things you can buy for a child for less than $2.”

“According to the recent NARM survey, carry these lines and you'll find success. They're the most popular of all!”

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NEuest Hit Albums

IRWIN & PEPPINO THE CHIPMUNK

FUN SONGS FOR KIDS!
SHADDUP YOU FACE * PEPPINO, THE ITALIAN MOUSE * VOLUME * YES, WE HAVE NO BANANAS * THAT'S ANOULL * OH! MA MA * PLUS MORE!

IRWIN SINGS
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FROM

THE LEADING CHILDREN'S RECORD COMPANY

145 Komorn St. • Newark, N.J. 07105
Kid Stuff is HOT STUFF

A SURE #1 BEST SELLER
THE ONE & ONLY BARBIE NOW ON RECORD
A ONE OF A KIND EXCERCISE ALBUM FOR CHILDREN
THE INTERNATIONALLY FAMOUS PINK PANTHER

AND DON'T FORGET OUR FOUR NEW PICTURE DISCS

Raggedy Ann

Strawberry Shortcake

Barbie

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(305) 966-8520
IRV SCHWARTZ

I.J.E.
6860 CANBY AVE.
RESEDA, CALIFORNIA 91335
(213) 705-7778
JERRY WEINER

I.J.E.
15100 DETROIT AVE.
LAKEWOOD, OHIO 44107
(216) 221-5348
SHELDON TURK
Looking to the future, the labels are also seeking to expand in another way. "We're making a very conscious effort to expand our age group," says Schwartz. "We've product hung onto fairy tales. Now they want to be with it. This is the area we want to fill."

"We found that the 'Mickey Mouse Disco' had a very broad appeal," says Krisel. "The 'Raiders of the Lost Ark' records have also expanded our age group, and we're going to continue to do projects like that. Our business has expanded so rapidly in the last four years that we're constantly wondering where we can do next."

"If there's a trend, we're there," said Kid Stuff's Tirk. "How many Mother Goose Rhymes can you do? Anything we bring out is tied with current trends. We are working with the background that the sales and the inventory turnover, and that's the way we go. We're doing a lot of things in the business for kids and it's working."

The misconception manufacturers would most like to dispel is that children's music is a seasonal business. Although many still prepare a large percent of their product with the holiday season in mind, it is a de-emphasized facet of the business. "Ten years ago, you lived or died with Christmas," says Disney's Krisel. "But Christmas has become less important because we've staggered our releases. We've been having a tremendous summer, and I feel that the seasonality of the business is affected more by availability of stock than by the consumer."

Tirk agrees. "The business has traditionally been seasonal for record retailers because they move the product to the back of the store when the holidays are over," he says. "The retail end has been the weakest part of the business."

Aside from good product, Krisel credits the computer with drawing attention to the potential sales of children's records. "It's really been a big breakthrough," he reflects. "The volume that's being done is finally being noticed."

"Yet the sales have never reached the volumes that have been noticed," adds Kid Stuff's Schwartz. "I like to think that Kid Stuff's main contribution has been an updated, progressive approach to children's records. We feel this has generated a lot of excitement."

A new market, foreign language recordings, is also being entered vigorously by children's labels. With an already established Spanish film market, Disney has bowed such albums as "Blanca Nieves" (Snow White), "La Cenicienta" (Cinderella) and "Que Pequeno Es Mi Mundo" ('It's A Small World). Each label presently has Spanish recordings available or in the works, and each views the market as potentially huge and untapped.

With such a diversity of products, it's not surprising that each label has a somewhat different personality and approach to marketing and sales. Most rely heavily on point of purchase displays, although some gear to children while others are aimed at the parents. "We try to keep things close to the ground," said Sesame Street's Dennish, who added that the company employs an array of Big Bird stand-ups and display bins to draw attention to its product.

Whether directed at the parent or the child, all manufacturers employ in-store aids. In addition, each relies to varying degrees on complementary advertising such as in-store appearances. A particularly unique approach has been Disney's use of direct television sales and extensive direct mailing. "Aside from our one-shot TV offers, we send direct-mailings four or five times a year to 22 million homes," said Disney's Krisel. "Our experience has been that we only get between one and five orders for every 1,000 mailings, but we feel it has a very big spillover effect in terms of record store sales."

Full-line record stores are where the manufacturers are now looking to increase their volume. Traditionally doing business with rack jobbers and toy stores, the companies are seeking to make record retailers more aware of the potential for year-round sales of children's records.

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Racks Bullish On Children's Records

For rack jobbers, children's records represent a "stable, high profit business, with the additional advantage of higher inventory turnover than regular records and tapes," according to David Hutkins, manager of Pickwick International. Hutkins' concise description goes a long way toward explaining why rack jobbers have been increasing their involvement in children's music of late.

"From a corporate standpoint, we looked at the profits you can make as a record merchandiser and found out we'd go out of business if we sold only hit record product. If you carry children's product, accessories and other items that offer you a high margin you can probably stay in business for a while," Hutkins offers as the reason for Pickwick's increased activity in the children's field.

Tom Schlesinger, buyer for the Handelman Co., which is currently "intensifying our efforts in the children's field," adds that "the product fits in with our customer profile, that is, we sell to family-oriented outlets." In addition, he says, "Children's product has improved, the packaging is far better and it is getting more TV exposure than ever before."

"The fact that children's records are a stable item, in the sense that they are not affected by radio airplay or other unstable factors, makes it easier to plant your inventory," says Pickwick's Hutkins. "It enables you to be a sharper merchant and to increase your inventory turnover, and in these days of 20% and 21% interest, inventory turnover is a very key factor. As far as we're concerned, children's records are a great item not just for the rack jobber but for the rack jobber account."

Hutkins says that children's records now occupy from four to 11 feet of fixture space at every account serviced by Pickwick. The rack carries five major children's lines — Sesame Street, Disney, Peter Pan, Kid Stuff and A.A. Wonderland — which are displayed in the stores in "special fixtures designed for kids."

Last week, Pickwick initiated its first major children's record campaign, "Music: A Class Act," which will run through Sept. 25 and tie in with the back-to-school season. "This is the first year we've gotten as aggressive as we are on children's merchandising," claims Hutkins. "We've spent a great deal of money on merchandising materials. We'll be giving out free coloring books at points of purchase featuring the better known children's characters from TV and on the back is a full-color page of album artwork. In addition, there will be full-color bag stuffers, posters, calendars, divider strips and category signs advertising the promotion."

Pickwick is now promoting children's records "as aggressively as regular product" from an advertising, promotion and merchandising standpoint, according to Hutkins. For Pickwick, this includes advertising time buys on TV and in print. — Hutkins says children's advertising doesn't come off very well on radio. Although Handelman's Schlesinger says his company does not feel the need for totally children's oriented advertising buys, he says "we try to incorporate kid's product into our regular ads whenever feasible." According to Schlesinger, the company "treats children's records like it was regular product in terms of merchandising, tracking sales the way we would with any record." However, he mentions that "display material is not nearly as meaningful with children's records because the covers of the records themselves are so good."

Both Pickwick and Handelman are now seeing more children's records than ever before occupying places on their best sellers charts. "A remarkable percentage of our top 500 are children's records," says Handelman's Schlesinger, while Pickwick's Hutkins points to the longevity of "Mickey Mouse Disco" as an indication of how this market is expanding. "It was the biggest selling children's record ever," he states, "and after all this time it's still a top 40 seller for us."

"Children's records were an untapped resource that we just discovered," concluded Pickwick's Hutkins. "We were dumb before and now we're getting smart."

"Our general feeling towards children's records is very positive," says Handelman's Schlesinger. "We see it as an area of expansion and growth all the way down the line."

— dave schulps
**MERCHANDISING**

**ALBUM BREAKOUT OF THE WEEK**

**SHOT OF LOVE • BOB DYLAN • COLUMBIA TC 37496**


**MERCHANDISING AIDS:** Album Flats, Oversize Artist Poster.

---

**ALBUM BREAKOUTS**

**FREETIME • SPRYO GYRA • MCA 5238**


**MERCHANDISING AIDS:** 1x1 Album Front Boards, 2x2 Album Announcement Poster, Multi Use Counter Header, Wall Display Piece and Mobile.

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**SUMMER HEAT • BRICK • BANG/CBS FZ 37471**


**MERCHANDISING AIDS:** Album Flats, 2x2 Cover Blowup, Logo.

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**THERE’S NO GETTIN’ OVER ME • RONNIE MILSAP • RCA AHL 1-4065**


**MERCHANDISING AIDS:** 2x2 Flats, Poster, Standup Displays.

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**TOUCH • GLADYS KNIGHT & THE PIPS • COLUMBIA FC 37086**


**MERCHANDISING AIDS:** Album Flats, Oversize Artist Poster, Logo.

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**THE TIME • WARNER BROS. BSK 3598**


**MERCHANDISING AIDS:** 1x1 Flats, Poster.

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**JEALOUSY • THE DIRT BAND • LIBERTY LW 1106**


**MERCHANDISING AIDS:** 1x1 Flats, 24x36 Poster.

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**ARTHUR-THE ALBUM • ORIGINAL SOUNDTRACK • WARNER BROS. BSK 3598**


**MERCHANDISING AIDS:** 1x1 Flats, Streamer, Movie One Sheets.

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**STARS IN CLEVELAND**

A&M recording group Atlantic Starr recently dropped by Lakeside & Associates to execute a sell-in campaign across the country. All promotion is available from the front row are (l-r): Porter Carroll of the group, Evan Vanguard, co-owner of Lakeside, and Sharon Bryant of the group. Pictured in the middle row are (l-r): Wayne Lewis of the group, Mel Griffith of Lakeside, director of promotions, and Chuck Gullo, A&M promotion rep. Pictured in the back row are (l-r): Bill Suddereth of the group, Andre Morgan, A&M promotion rep, and Clifford Archer of the group.

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**WHAT’S IN-STORE**

**PICKWICK NAMES NEW ACCOUNTS**

The Pickwick Rack Services division has announced the addition of 20 Gaylors and Two S.E. Nichols outlets in the Southeastern states during August. In addition, the rack giant will also add six KMart locations in October. The new KMart locations will be located in Wyoming, New Jersey, Oklahoma, Kentuck, North Carolina and Utah.

**SOPHISTICATED PROMOTION**

To help sell the soundtrack to Sophisticated Ladies, the Broadway rerelease of Duke Ellington’s music, RCA Red Seal is making a variety of point-of-purchase materials available. The in-store aids include a 27” x 22” color poster, flies, empties and flyers. There is also a very limited number of in-store samplers available. If you’re quick, they can be obtained by writing to Peter Elliott, RCA Records, 10th Floor, 1133 Avenue of the Americas, New York, N.Y. 10036. Incidentally, RCA tells us that fashion designers and cosmetic firms are presently working on Sophisticated Ladies lines for the fall. Should be good for a few cross-merchandising tie-ins.

**RIAA GUIDE SUPPLEMENT**

The Recording Industry Assn. of America (RIAA) has issued the second supplement to its Freight Transportation Shipping Guide. The new supplement provides information on Air Freight Shipping, and includes basic information needed to shop for air services with an overview of the type of services available and a relative idea of their cost relationship. Also included is information on types of carriers, types of services available with a relative cost ranking, rates and their application, cargo valuation, carrier liability, claims and insurance. A glossary of common air freight shipping terms is provided, plus appendices on executing the air waybill, small package services and containerization. Since the Guide may be helpful to customers who use air to return or exchanges to the manufacturers, the Supplement is being made available to NARM members, information on the Air Freight Shipping Supplement, as well as the first supplement, the UPS Weight Break Shipping Guide, and the original Freight Transportation Guide is available from the RIAA, 888 Seventh Ave., New York, N.Y. 10106.

**RECORD BAR NEWS**

To promote the Mel Brooks’ film, History of the World, Part 1 at a local theater, the Iowa City, Iowa, outlet marked one dollar off the soundtrack. In addition, anyone purchasing the album received a free numbered movie poster of History. If their poster had one of Record Bar’s lucky numbers, the customer received a free movie pass. In another movie/soundtrack promotion, the store decorated its front display window with Kermit and Miss Piggy in support of The Great Muppet Caper. Customers purchasing the soundtrack received free passes to the film. In Cedar Rapids, Iowa, over 1,000 people registered to win the 101-second Hawk record run, co-sponsored by the store and radio station K-101. Columbia recording group members Hawk lent their bodies as well as their names: making an in-store appearance during the run. L.P. Debut recording group Price Street also did an in-store for the chain, greeting customers at the Wilmington, N.C., outlet.

...In between putting up and taking down exotic display windows, the Norfolks, Va. Tracks store sponsored a Contest Children’s Children under 13 who submit drawings of Alvie, with the best five receiving a Chipmunk poster and a cowboy play set. The Norfolk outlets also sponsored a “Be A Long Distance Voyager” contest in cooperation with Polydor Records. The grand prize was a round trip to New York’s Madison Square Garden to see the Moody Blues in concert.

**FOR QUICK COVERAGE**

Send items, photos and any other information to What’s In Store, Cash Box, 1775 Broadway, New York, N.Y. 10010.

Tedd Goodman
NASHVILLE — The recently released National Association of Recording Merchandisers (NARM) survey (Cash Box, Aug 29) indicated a decline in the total sales of pre-recorded 8-track tapes, a configuration that has become a top seller in the country music market, while cassettes enjoyed a fairly healthy upward move. Despite this decline, the tape market still accounts for 85% of industry total sales, with cassettes responsible for more than 60% of tape sales in 1980. In 1978, 8-track were at 65% of total sales. These figures are based on total industry sales. A further breakdown of the figures for the different types of music was not available.

While labels acknowledge a growth in the cassette market, all agree it has in no way detracted from the 8-track market. Chic Doherty, president of sales and marketing for MCA's Nashville division, noted a "steady" 8-track market, pointing out that MCA's 8-track sales for this year is relatively equal to that of 1979.

**Steady Market**

Likewise, Ewell Roussell, general manager of Elektra/A&M's Nashville division, noted that 50% of the company's pre-recorded tape sales in the country division come from attributed to 8-track. At one time, he said, the label had toyed with the idea of deleting 8-track from the country market, but immediately dropped the idea when the company's branch managers determined that idea unsuitable. Roussell concluded that the configuration is still a very "powerful item for us."

Roy Wunsch, vice president of marketing, CBS Nashville, agreed that the 8-track market has diminished somewhat since 1979. "But the 8-track market is not showing a definite "overreaction" at the account level and how they are viewing the "supposed demise of 8-tracks, which is appearing in support," Wunsch said. "Sizing up a prosperous market, Wunsch explained that a large percentage of overall sales for some of the country's more traditional artists are through 8-track, adding that in some specific areas, such as Dallas or Houston, 8-track sales may even surpass album sales. Detailing it further, he said that as the artist's image becomes more contemporary, cassette sales will increase, with 8-track's declining.

Speaking in terms of the 8-track consumer, all label representatives touched on a rather nebulous, yet potent market — the truck driver, who has proven to be a mainstay for 8-track product since the majority of the big rigs are equipped with 8-track players. Likewise, many automobiles are equipped with 8-tracks rather than cassettes, which provides yet another outlet for the product.

"Car sales are down — people are holding onto their automobiles, which may have been equipped with 8-track," said Joe Galante, division vice president of marketing with RCA's Nashville division. "In terms of the pick up in sales of cassettes, I feel that's due in large part — more people are buying cassette tape players for their homes." Galante also noted that RCA's country division is now running about even in terms of sales between 8-track and cassette product.

**Truckers Use 8-tracks**

Dan Roberts, unit manager for Truck Stretch, a firm that supplies the largest truck stops in the country, supported the label's belief that truckers comprise a large share of the 8-track buyer. 

"If the store of sales to truckers is still 8-tracks. But, he noted, trend may be changing somewhat with more of his customers having cassette players installed in their trucks.

**DO THESE KISSERS LOOK LIKE "OLDER WOMEN"?** — Epic recording artist Ronnie McDowell was recently involved in a "lip sync" engagement in San Antonio when he participated in the KINK Kissing Contest sponsored by KINK at the San Antonio Rose. Participants received free t-shirts and copies of McDowell's latest album, "Good Time Lovin' Man." 

Additionally, $100 worth of western clothing was given away by Stetsons, goodie bag sponsored by his current single, "Older Woman," is shown above with four "not-so-old-looking" females.
COUNTRY TOP 75 ALBUMS

8/29 Weeks On
1 FANCY FREE 2 14
OAK RIDGE BOYS (MCA-5209) 1 13
2 PEELIN' BACK MY SHOES ALABAMA (RCA ARL. 1-3930) 1 18
3 SHARE YOUR LOVE KENNY ROGERS (Liberty 105-1108) 1 19
4 JUICE JOCEY NEWTON (Capitol 5-7160) 2 26
5 YEARS AGO STALLER BROTHERS (Liberty 5-8000) 1 9
6 SEVEN YEAR ACE ROBERT W. LEE (Columbia JC-39855) 6 25
7 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5215) 7 8
8 ROWDY HANK WILLIAMS, JR. (Elektra SE-532) 8 31
9 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA ARL. 1-4055) 9 6
10 I AM WHAT I AM GEORGE JONES (ELEKTRA FE 36369) 10 50

11 STEP BY STEP LORRAINE LEWIS (Elektra SE-592) 17 3
12 LEATHER AND LACE WAYLON AND JESSE ROLAND (RCA ARL. 1-8373) 13 27
13 RAINBOW STEW/LIVE AT ANCHEIM STADIUM REEL, R. (MCA-5216) 20 8
14 SUGAR CHANDELLE (AMELIA FE-37168) 18 17
15 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty 00-1070) 15 46
16 CARR'IN ON THE FAMILY NAMES DAVID FRIZZELL & SHELLY WEST (RSK-35555) 16 16
17 NOW OR NEVER JOHN DENVER (Scott Bros. ARS 37940) 11 10
18 THERE S NO GETTIN' OVER ME RONNIE MILSAP (RCA ARL.1-4060) 11 2
19 WILD WEST NOT JUST A LITTLE (KENTON LT.1062) 19 27
20 MRT. CONWAY (RHINO MC-A024) 12 10
21 URBAN CHAMPSHUNK THE CHAMPSHUNKS (RCA ARL.1-8071) 36 13
22 MY HOME S IN ALABAMA ALABAMA (RCA ARL.1-8344) 30 62
23 THE URBAN HILLS OAK RIDGE BOYS (RCA-5150) 32 44
24 MAKIN' FRIENDS RONNIE MILSAP (RCA ARL.1-4028) 14 17
25 I'M COUNTRYFIED TONY JOHNSON (Capitol ST-12116) 21 27
26 DARLIN' TONI JONES (Capitol RSK-1-8010) 26 12
27 LOOKIN' FOR LOVE JOHNNY LEE (Asylum 8-309) 27 44
28 HORIZON EDDIE RABBIT (ELEKTRA FE-276) 26 60
29 GREATEST HITS RONNIE MILSAP (RCA ARL.1-3722) 35 45
30 TAKIN' IT EASY D.J. DALTON (PASSEY 115-280) 31 6
31 I LOVE 'EM ALL G. SHEPARD (Warner Bros. RSK-3528) 22 20
32 THE PRESSURE IS ON KENNY WILLIAMS JR. (ELEKTRA SE-5330) - 1
33 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144) 1 19
34 WITH LOVE DON WILLIAMS (MCA-5213) 34 7
35 LIVE BARBRA MANDRELL (MCA-5202) 61 2
36 WAITIN' FOR THE SUN TO SHINE LARRY GATLIN & THE GATLIN BROTHERS (Capitol JC-39854) 64 2
37 LIVE HUEY LEWIS & THE NEWS (Capitol FE-37193) 57 15
38 WAITIN' FOR THE SUN TO SHINE LARRY GATLIN & THE GATLIN BROTHERS (Capitol JC-39854) 64 2
39 LIVE HUEY LEWIS & THE NEWS (Capitol FE-37193) 57 15
39 YOU DON'T KNOW ME MICKY GILLEY (Epic FE-37146) 39 3
40 ONE TO ONE LORENzo BRUCE (MCA-5188) 40 19
41 DRIFTER SYLVIA (RCA ARL.1-39868) 23 20
42 GOOD TIME LOVIN' MAN RONNIE MILSAP (Epic FE-37399) 45 4
43 PLEASE RONNIE MILSAP & SUGAR (Elektra SE-525) 41 13
43 GREATEST HITS WAYLON JENNINGS (RCA ARL.1-3378) 42 12
44 OUT WHERE THE LIGHTS ARE GLOWING RONNIE MILSAP (RCA ARL.1-3932) 25 21
45 THE MINNETRE MILLIE NELSON (RCA ARL.1-4040) 49 7
46 THE BARRON JOHNNY BARRON (Capitol JC-37179) 43 11
47 SOMEWHERE OVER THE RAINBOW MILLIE NELSON (Columbia FC-36853) 47 28
48 SHOULD I DO IT TAYLOR JUDD (MCA-5228) 48 9
49 I BELIEVE IN YOU DON WILLIAMS (MCA-5133) 50 55
50 MORE GOOD UN'S JERRY CLAYTON (MCA-5215) 54 3
51 BLUE PEARL EARL THOMAS CONLEY (Capitol ST-50109) 33 24
52 HONEYSUCKLE ROSE SUNSHINE STREET (Capitol ST-37652) 55 53
53 AS IT GOES ROBBY BARE (Columbia FC-37157) 53 12
54 ENCORE MICKY GILLEY (Epic FE-36851) 51 43
55 GREATEST HITS ANNE MURRAY (Capitol SO-12111) 44 49
56 9 TO 5 AND ODD JOBS DOLLY PARTON (RCA ARL.1-3852) 56 40
57 I HAVE A DREAM CRISPE LANE (Liberty LT-1083) 48 24
58 THESE DAYS CARY GILLEY (Columbia JC-35305) 59 2
59 HAVE THIS JOB AND SHOVE IT ORIGINAL SOUNDTRACK (Epic SE-37117) 52 12
60 THE BEST KNOCKIN' BAND (MCA-5172) 57 31
60 SOMEBODY'S KNOCKIN' TOUCH TUNES (MCA-5172) 57 31
60 ENCORE CHARLEY MCNAIR (Epic FE-37347) 38 5
60 MR. SONGMAN SLIM WHITMAN (Columbia FE-37347) 64 2
60 WASN'T THAT A PARTY THE ROVERS (Epic/Cleveland Int'l: JE-37107) 69 21
60 STARDUST WILLIE NELSON (Columbia JC-35320) 70 175
60 URBAN COUNTRY ORIGINAL SOUNDTRACK (Full Moon/Accord DP-3002) 71 68
60 EVANJELE EMILIOU HUDI (Warner Bros. RSK-3528) 67 30
60 JUST LIKE ME TERRY GREGORY (M-Pawpak: 371131) 68 4
60 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-1-3942) 72 113
60 ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA ARL. 1-3904) 58 21
60 ENCORE ROBBY BARE (Columbia FC-37157) 62 4
60 COULD I BE FAIR BARBARA MANDRELL (MCA-5138) 63 50
60 HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Capitol JC-39854) 73 9
60 ENCORE GEORGE JONES (Epic FE-37346) 66 6
60 BACK TO THE BARRONGS MIKE & MIKES (MCA-5139) 75 44

Country Radio

The Only Trade
A Full Page
Every Week
To
Country Radio!
CASHBOX TOP 100 COUNTRY SINGLES

September 5, 1981

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

1. (THERE'S) NO GETTIN' OVER ME (BMI) - Chet Atkins (BMI) - 3
2. MIRACLES (ASCAP) - (BMI) - 1
3. DON'T WANT TO MEET MY MOTHER BROTHERS (BMI) - 11
4. RIGHT FITTING FEAT. JUEAH (GADOW TWITTY) (BMI) - 7
5. TIGHTER CLIMATE (BMI) - 3
6. OLDER (BMI) - 2
7. YOU DON'T KNOW ME (BMI) - 12
8. PARTY TIME (BMI) - 10
9. SOME DAYS ARE DIAMONDS SOME DAYS ARE STONES (BMI) - 4
10. I'M LOOKIN' FOR YOU (BMI) - 12

11. JOHN DENVER (BMI) - 11
12. DON'T STOP BELIEVING (BMI) - 10
13. DOUGLAS DAVIES (BMI) - 7
14. SHE'S THE FIRE (BMI) - 3
15. GRANDMA'S SONG (BMI) - 1

16. BEHIND THE TIMES (BMI) - 4
17. CAT'S IN THE CRIB (BMI) - 1
18. I'LL DRINK TO THAT (BMI) - 1
19. DON'T KNOW YOU (BMI) - 1
20. HELLO WOMAN (BMI) - 1

21. TOO MANY LOVERS (BMI) - 1
22. SHE'S GON' HOME ALONE (BMI) - 1
23. CATHY'S CLOWN (BMI) - 1
24. SLOW MAN (BMI) - 7
25. LOVE IS A KNOCK ON THE DOOR (BMI) - 2

26. LORETTA LYNN (BMI) - 1
27. I'M INTO LOVE YOU (BMI) - 1
28. DON'T BROTHER ME (BMI) - 1
29. WHAT THE WIND'S TIME OVER YOU (BMI) - 1
30. LOVE AIN'T NEVER HURT NOBODY (BMI) - 1

31. I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER (BMI) - 3
32. SLEEPIN' WITH THE RADIO ON (BMI) - 1
33. I'LL HEAR ABOUT YOU (BMI) - 1
34. TAKE ME AS I AM (BMI) - 1
35. FEEDIN' THE FIRE (BMI) - 1
36. I'LL STILL BELIEVE IN WALTZES (BMI) - 1
37. BIG AS A RIVER (BMI) - 1
38. WOMEN (BMI) - 1
39. CAN'T HELP FALLING IN LOVE (BMI) - 1
40. LET'S HAVE A HOLIDAY (BMI) - 1
41. MEMPHIS (BMI) - 1
42. JUST ENOUGH LOVE (BMI) - 1
43. MISS EMILY'S PICTURE (BMI) - 1
44. MARRIED WOMEN (BMI) - 1
45. SAD TIME OF THE NIGHT (BMI) - 1
46. ANTILOCHE CHURCH HOUSE CHOIR (BMI) - 1
47. EVENING SONGS (BMI) - 1
48. ONE-NIGHT FEVER (BMI) - 1
49. MY BEGINNING WAS YOU (BMI) - 1
50. SNEAKIN' AROUND (BMI) - 1

51. I'LL TELL YOU (BMI) - 1
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68. ONE-NIGHT FEVER (BMI) - 1
69. MY BEGINNING WAS YOU (BMI) - 1
70. SNEAKIN' AROUND (BMI) - 1

A Pretty Diamond Ring (BMI) - 90
A Texas State Of Mind (BMI) - 71
All My Rowdy Friends (BMI) - 72
Anchise Church (BMI) - 73
Another Man (BMI) - 74
As Bad (BMI) - 75
B Big Like A River (BMI) - 76
C Crying In The Rain (BMI) - 77
D Don't Walk On Me (BMI) - 78
Dreams Can Come In Handfuls (BMI) - 79
Enough For You (BMI) - 80
F Fancy Free (BMI) - 81
Falling For You (BMI) - 82
F I'm Tangled Up In You (BMI) - 83
G Goin' To Pieces (BMI) - 84
H Hauler (BMI) - 85
In Heavens (BMI) - 86
J I'm Gonna Line Up And Meet My Boss (BMI) - 87
K Killin' The Blues (BMI) - 88
L Lookout (BMI) - 89
M Mamma Said (BMI) - 90
N Midnight In The South (BMI) - 91
O One Man Woman (BMI) - 92
P Panama City (BMI) - 93
R Redneck Woman (BMI) - 94
S Smokey Mountain (BMI) - 95
T Takin' The Back Door (BMI) - 96
U Unwind (BMI) - 97
V I'm Just A Country Boy (BMI) - 98
W What Is He Thinking (BMI) - 99
X Xmas Time (BMI) - 100
Y You're Only In My Dreams (BMI) - 101
Z Zanadu (BMI) - 102
FOR THE FALL SELLING SEASON

RED SEAL MEANS BUSINESS

FOR THE FALL SELLING SEASON

RED SEAL MEANS BUSINESS

Cavalli: Ercole Amante STU-71328
Faure: Penelope STU-71386
Multi-Format Radio Commercial Designed By Media Marketing

(it continues from page 17)

turntable fades into a concentric circle of dominos, shaped like the record on the turntable and moving at the same speed. The domino pattern moves out of that shot into a detailed radio tower about 15 feet high. At the top of the tower is a red light, which lights up, issuing radio signals, of course made of falling dominos. As the dominos fall in this scene, they will flip album covers, which will coincide with the format of the station using the commercial. For example, a country-tailored commercial will feature mainstream country artists, while AOR designed commercials will feature classic rock artists, such as The Rolling Stones' "Sticky Fingers." After the album jackets are flipped, the dominoes fall into the radio station's call letters. The signal continues into a domino house and traces a line to a table, where a portable radio sits. The last domino falls to the switch on the radio and turns it on, at which point the commercial goes into an air check of the station, incorporating the slogan, "knocking you over," to be tied with the falling domino theme. The final scene, which is of the dominos falling into the shape of the station's call letters, reinforces the station's identity. The commercial will also feature tailored theme music, once again depending upon the format of the station.

The commercial, which will be available in 60-, 30- and 10-second configurations, has already been sold to pilot stations KOX 104/Nashville; WDFM/Fourth Bend, Ind.; KHEF-FM/Ely, Tex.; KALL/Salt Lake City; and KNMX/Phoenix. Shot in 35mm, the commercial took two days to film and required 10,000 multi-colored wooden dominos, components of the Milton Bradley Co. Simpson added that he has also made a special demo reel of the commercial to send to radio stations for their approval.

THE COUNTRY MIKE

TM BOW'S "COUNTRY TOUR U.S.A." — TM Broadcasting Special Projects vice president and general manager Neil Sargent has announced the initiation and availability of its newest country project, Country Tour U.S.A. The 26-hour radio program, available in late September via the Dallas-based TM Special Projects, is produced by Popular Media Products of Los Angeles and co-hosted by Warner Bros. recording artists Gary Davis and T.G. Sheppard. According to Sargent, Country Tour U.S.A. "will be a tour de force of country music on a nationwide basis. We have taken the element of touring a vehicle to travel to every state in the U.S. musically. We will be surveying the country through music and related events in each state." Each hourly, self-contained segment will feature interviews with artists talking about their life on the road. Artists to be viewed include Anne Murray, Kenny Rogers, Conway Twitty, Loretta Lynn, Emmylou Harris, Barbara Mandrell, Dottie West, Eddy Arnold, Alabama and John Conlee. TM Special Projects, which has recently enjoyed successes with country-oriented specials Country Love, Clear Creek and The Kenny Rogers Radio Special, for further information, contact TM Special Projects at (214) 634-1511.

ATTENTION XCs — If you are, or know someone who is an XJ, or ex-country radio disc jockey, an archival record is presently being compiled to serve as a permanent document on the people who have gone down in the annals of country radio history, and your input is needed. No matter what business you might be in now, no matter how long it's been since you've been on the air, please send the following information to Biff Cottol. P.O. Box 213, Brentwood, Tenn., 37207: Your name, present address, former stations, cities and air times, the years served at each station and your present phone number. Your help is needed to ensure the success of this project, and the accuracy of a documented country radio history.

Congratulations to Lee Phillips and his wife Kathy on the birth of their 7 pound, 10 ounce Joshua, Aug. 17. Lee is the music director at WKFR/Flint, Mich., and ALL-NIGHTERS GET TOGETHER — Doc Lemos, host of WKH/Cleveland's all-night show, took time out from his well-deserved vacation to celebrate his birthday with Scott Miller on his All-Night Truckin' Show, Aug. 10, on WYWA/Wheeling, W.Va. The familiar midnight-to-6 a.m. shift was spent conversing about a variety of country bits, as well as fielding calls from listeners across the Eastern seaboard and other parts of the nation. And who was the first caller? None other than Charlie Douglas, host of the all-night truckin' show from 5:00 a.m. to 8:00 a.m. on WWL/New Orleans.

KVOO HOSTS "BIG COUNTRY PICNIC" — An estimated 35,000 country music fans packed Expo Square in Tulsa, Sunday, Aug. 16, for the KVOO's 10th annual "Big Country Picnic." As the thousands munched from stuffed picnic baskets, Wayne Kemp, Carl Blevin, Merle Travis and a variety of local country artists provided the afternoon's entertainment.

FOUR BROADCASTERS FORM UNITED STATES — Cash Box has learned that four influential broadcasters have broken away from the nation's premier broadcast company, United Stations, to form a new country music network. Among those starting their own operation, the company they named Country Radio. The new firm will distribute a format of top-40 country music.

PERSONALITY PROFILE — After graduating from Brown Institute in Minneapolis with a degree in communications, Denny Long began his broadcasting career in 1954 with WJFL/Webster City, Iowa. Long handled a split shift and became sports director for the multi-formatted station for approximately one year before moving back to his home state, Minnesota, where he was hired as a split shift air personality with full service station, KRFK/Owatonna. In 1966, Long joined the National Guard, moved back home to Minnesota to work over the day and evening shifts, and married. Six months later, he moved 'cross town to the first Minneapolis simulcast station, KRSI-KAM-FM, where he filled the all night slot for a year-and-a-half, when he was named music director. The next move was to shift to the noon slot. From there, he moved to WCCO/Minneapolis, responsible for a 7:10 a.m. daily magazine program, as well as commercial announcements and daily news reports.

COUNTRY MIKE

Multi-Format Radio Commercial Designed By Media Marketing

(it continues from page 17)

turntable fades into a concentric circle of dominos, shaped like the record on the turntable and moving at the same speed. The domino pattern moves out of that shot into a detailed radio tower about 15 feet high. At the top of the tower is a red light, which lights up, issuing radio signals, of course made of falling dominos. As the dominos fall in this scene, they will flip album covers, which will coincide with the format of the station using the commercial. For example, a country-tailored commercial will feature mainstream country artists, while AOR designed commercials will feature classic rock artists, such as The Rolling Stones' "Sticky Fingers." After the album jackets are flipped, the dominoes fall into the radio station's call letters. The signal continues into a domino house and traces a line to a table, where a portable radio sits. The last domino falls to the switch on the radio and turns it on, at which point the commercial goes into an air check of the station, incorporating the slogan, "knocking you over," to be tied with the falling domino theme. The final scene, which is of the dominos falling into the shape of the station's call letters, reinforces the station's identity. The commercial will also feature tailored theme music, once again depending upon the format of the station.

The commercial, which will be available in 60-, 30- and 10-second configurations, has already been sold to pilot stations KOX 104/Nashville; WDFM/Fourth Bend, Ind.; KHEF-FM/Ely, Tex.; KALL/Salt Lake City; and KNMX/Phoenix. Shot in 35mm, the commercial took two days to film and required 10,000 multi-colored wooden dominos, components of the Milton Bradley Co. Simpson added that he has also made a special demo reel of the commercial to send to radio stations for their approval.

IT WAS A VERY GOOD BOOK — The staff at WWVL/Detroit held a big celebration after the station became the 1st country outlet in the market. After abandoning an AOR format in January, the station, behind the efforts of program director Dale Hallam, debuted the country format with a 4.4 share of the Detroit area (12+) — a full share ahead of the nearest country station. The station also placed second in the city overall in the 25-54 demographic. Picture is the staff with a few well-wishers.
KIPPI BRANNON (MCA 51166) Slowly (3:03) (Cedarwood Pub., Co., Inc. - BMI) (T. Hall, W. Pierce) (Producer: C. Howard, Jr.)

She's only 15 years old, but Kippi Brannon possesses the charm and talent of a much older, more seasoned performer. She and producer Chuck Howard, Jr. have done an impressive job on this tender Tommy Hill-Webb Pierce classic. A top choice for radio and jukebox operators.

RICKY SKAGGS (Epic 14-02499)

A touch of bluegrass, a splash of rock and a touch of country combine to make Skaggs' upbeat release an instant add at radio for sure. Skaggs effectively melds his traditionalist's common sense with today's commercial savvy, and the result is a sound that is fresh, alive and totally Skaggs.

HITS OUT OF THE BOX

KENNY ROGERS (Liberty P-1430) Share Your Love (MIDEM International (Duchess Music Corp.) (MCA - BMI) (A. Braggas, M. Malone) (Producer: L. B. Richie, Jr.)

GEORGE STRAIT (MCA-51170)

The producer, Blake Mevls, was brought in by Atlantic to produce the album. The record is a perfect blend of rock and country, with Strait's trademark phrasing and phrasing.

DICKIE LEE (Mercury 57056) I Wonder if I Care As Much (2:45) (Acuff-Rose Pub., Inc. - BMI) (D. Everly) (Producer: B. Carson)

ROY CLARK (Songbird MCA-51167) The Last Word In Jesus Is Us (3:00) (Combine Music Corp./Music City Music. Inc. - BMI/ASCAP) (R. Barf, J. Barf, W. Morrison) (Producer: L. Butler)


ART ESSERY (NSD-103) Down in the Boondocks (Lowery Music Co., Inc. - BMI) (J. South) (Producer: R. J. Jones)

LYNDA K. LANCE (Sunbird SB17567) All Really Need Is You (Eve Music - BMI) (S. Silverstein) (Producer: N. Larkin)

DARLENE AUSTIN (FSL 513A) Let's Get Married Again (3:06) (Chappel Music - ASCAP/Trichappel Music) - SESAC (C. Black, R. Burke, J. Gillespie) (Producer: B. Haynes)

LINCOLN COUNTY (Sounkeaves NSD/SW-644) Worst End Of The Deal (3:13) (Phono Music - SESAC) (V. Wilson, C. Blackburn) (Producers: Lincoln County Prods.)

FEATURE PICKS

LIMPIC To Produce For Bee Gee Label

NASHVILLE — Myrth Limpic has been named as album producer for Dr. Byron Spears' Bee Gee label. Limpic will produce and handle arrangements for a series of Bee Gee products, beginning with Oida Sain's contemporary pop/latin album, "Comin' Through.

Limpic has produced hundreds of custom albums as well as film scores, commercials for radio and television and albums for major gospel labels like Light, Maranatha! and Myrth. Limpic has also developed his own custom album production service in which he will offer his services as a producer, composer and arranger to prospective music groups who desire to record their own album.

Georgia Music Fest Set For Sept. 19-27

ATLANTA — The fourth annual Georgia Music Festival, previously known as Georgia Music Week, has been scheduled for Sept. 19-27. Themed "Something For Everyone," the Festival will feature a more diverse assortment of music events and activities than it has in years to allow for greater statewide participation.

Among the major events of the festival will be the 1981 Georgia Music Show, Sept. 19, produced by James Bullard, and the Atlanta Songwriters Assn. Showcase on Sept. 24. In addition, the Atlanta Pops Orchestra is scheduled to perform a Stone Mountain Concert on the closing day of the show, Sept. 27, and there will be a number of free concerts held throughout the state.

THE THE COLLECTION

THEY WANT CRYSTAL GAYLE EYES — Kim Carnes may have had a monster hit with "Bette Davis Eyes," but according to the American Nasal and Facial Surgery Institute, Crystal Gayle's eyes are tops. Female patients request eyes like Gayle's over any other celebrity. Dolly Parton also made the most wanted list. People like her rose.

HAPPY ANNIVERSARY — MCA in Nashville hosted a surprise anniversary party for Chic Doherty, who last week celebrated 35 years with the company. Held at the Spence Manor, Doherty was caught completely off guard when upwards of 200 people converged on the hotel suite to celebrate with the man. MCA played it very cool, too, so the surprise was a total one when Doherty knocked on the door of the suite, thinking he was about to have a business meeting with Loretta Lynn. Lynn was there right all, along with a hundred or so other people, including members of the Oak Ridge Boys, Conway Twitty, and lots of other well wishers.

PROPHET TO PERFORM NATIONAL ANTHEM — Ronnie Prophet is set to perform the National Anthem Sept. 1 at the Tennessee National Walking Horse Celebration in Shelbyville, Tenn. Prophet will sing on Aug. 27, the 11th night of the event. Additional performers set for the celebration include Chet Atkins, Larry Gatlin, Sylvia, Jake Hess, Mel Tillis and Melodie Vacation.

ROLLING FOR THE CAUSE — The Music City Rollers, which includes a number of music business people, will put on an exhibition at both the Charlotte Skater Center and Music City Skate Center Sept. 2 to raise money for the Nashville Symphony.

HERE AND THERE — Songwriter Bob Morrison can be seen performing a medley of some of his biggest compositions as a new tune that hasn't yet been recorded on the "Mer's Griff" show, which is set to air in most major markets Sept. 4. Morrison, you may recall, has composed such songs as "Looking For Love," "I Still Believe In Wishes" and countless others. ... With the release of his new album, Morrison will go on three major tours throughout America and will begin in Springfield via Nashville-based TM Special Projects. Each tour will feature interviews with some of country's top names. Meanwhile, Morrison has been in Los Angeles working on his third Warner Bros. album; "Nightstreet" has signed with Buddy Lee Attractions; ... "Leather And Lace," a composition for Stevie Nicks' solo album, "Bella Donna," was written for Waylon Jennings and Jess Colter. ... The Emotions' new Sound Factory has recorded a country version of Al Jareau's current single, "We're In This Love Together." The tune was penned by Nashville-based songwriters Roger Murrah and Keith Stegall. The single is scheduled to ship this week on the Sound Factory label; ... Little Giant artist Jerri Kelly is scheduled to appear with Bocar Willie and Bobby Bare on the Freddie Quinn Show, which will be televised in Berlin Sept. 8. Kelly has already released a single album in Germany on the Interlabel label; NEJA BENEFIT — The Burrito Brothers and Calamity Jane will be the featured performers in a benefit Sept. 15 at The Cannery in Nashville. All proceeds from the five dollar ticket concert will go to the National Entertainment Journalists' Assn. (NEJA), a non-profit professional organization headquartered in Nashville. The show starts at 9:00 p.m.

ONE OF THE BEST — Ernest Tubb's famous record store in Nashville has been dubbed "the list of America's Top 20 record shops by Our magazine; CONGRATULATIONS — To former Cash Box staff member Denis Image on the birth of her eight pound, nine ounce son, born Aug. 24 at Baptist Hospital in Nashville. ... DICKIE McDANIEL AT LYN-LOU — Mel McDaniell is in the studio again, working on a follow-up album to his highly successful "I'm CountryFied" Capitol release. McDaniell, with producer Larry Rogers, is using Lyn-Lou Studio in Memphis. ... KNOOLL HOSTS COTTON RECORDS — Newly created, New York-based Knoll Records hosted a reception for rock/pop artist Gene Cotton last week to introduce local members of the press to the excellent singer/songwriter and his upcoming album release, "Eclipse Of The Blue Moon." Cotton has enjoyed a number of successful singles, including "Don't You Let Me Know That You're Leaving" and his recent duet with Kim Carnes, "You're A Part Of Me." We're glad to hear that Cotton has new product coming out. He's been a personal favorite for years.

In The Charts Again...

"IRENE" (OB-127)
Cash Box By O'BRIEN BULLET
Ernie Ashworth

And Coming Soon!
An Instrumental Version of "Fraulein"
By Little Roy Wiggins

O'BRIEN RECORDS

COUNTRY
STAR UNVEILED — In honor of his many contributions to the music industry and his impact on gospel music in particular, Rev. James Cleveland recently had a star placed on the Hollywood Walk of Fame. The ceremonies came amid the 14th annual convention of the Gospel Music Workshop, Inc., which Cleveland founded. The week-long convention, held at the Los Angeles Hilton Hotel, the Shrine Civic Auditorium and the First United Methodist Church, attracted record attendance from around the country, representing every facet of the gospel music industry. During the star unveiling a substantial bloc of the community, the recording industry, civic leaders, family and friends came out for the ceremonies. The presentation was a major event covered by nearly all local media. A reception in honor of the event followed the presentation. Pictured with Cleveland (near right), Los Angeles Councilman Dave Cunningham (near left) and a host of family, friends and members of the Hollywood Chamber of Commerce.

First Artist Management Enterprises Bows Gospel Arm

NASHVILLE — First Artist Management Enterprises Inc. (FAME), a full-service booking and personal management agency has opened a new division to serve contemporary Christian and gospel music artists with initial representation of Joe English, Stephanie Boosanda, Followers of Christ and Moose Smith.

The Tulsa-based firm is staffed by Carl Lund, the former director of marketing for the Jim Halsey Company; Diana Pugh, former executive vice president of the Halsey agency; and Joe Welling, president of Welling, Minton and Vanderslice Inc., an international market research firm. Singer-songwriter David Gates, founder and leader of the pop group Bread, will be working with FAME’s artists in career management and record production.

The new gospel division will be headed by Haran Hunter, Mike Vacala and Wayne Boosanda. Before joining FAME, Hunter was formerly associated with the artist development and promotion department at RCA Records, Nashville and with the William Morris Agency, Nashville. Hunter has also been involved in developing and building gospel representation for Joe English and Bonnie Bramlett.

Cavalla is the former president of Ministry Administrators Inc., a booking/promotion/personal management firm. Boosanda will become an exclusive consultant in personal management, artist development and record production for the new division of FAME. FAME is located at 7030 South Yaele Ave., Suite 602, Tulsa, Okla. 74117. The telephone number is (918) 492-2482. The Nashville office is located at P.O. Box 121414, 2500 Hillsboro Road, Sweetbrier Building, Suite 7B, Nashville, Tenn. 37212. The telephone number is (615) 298-4457.

Supreme Angels Pact With Black Label Records

NASHVILLE — Larry Blackwell, president of Black Label Records, a division of H.S.E. of America Inc., has announced the signing of an exclusive recording agreement with Howard Hunt and The Supreme Angels.

Shannon Williams, gospel director of Black Label, also announced that he had reached an agreement with Fred Maten, president of Savoy Records, whereby Black Label will issue an album by Savoy artist Rev. Isaac Douglas and the St. Jude Deliverance Choir of Indianapolis, Ind. Williams has produced both The Supreme Angels and Rev. Douglas during his tenure at Nashboro Records.

ALBUM REVIEWS

I'M JUST AN OLD CHUNK OF COAL — The Lewis Family — Caanar CAS 9874 — Producer: Herman Harper — List: 7.98

Despite the timeliness of the title cut, this album is purely a traditionalist's treat. The Lewis Family gives Billy Joe Shaver's recent hit a bluegrass treatment, complete with burning banjo licks. This album projects an image of old-time gospel singing with traditional tunes like "Down By The Riverside." The able musicianship of the Lewis boys is enhanced by the likes of Buddy Speicher, Harrius "Pig" Robbins and John Graves.


"Thought I spend my mortal lifetime in this chair, I refuse to waste it in despair." So goes "Joni's Wait," an autobiographical tune indicative of Joni Earckson's ideology. Dedicated to helping the handicapped, Earckson formed Joni and Friends, a music ministry devoted to that cause. Earckson chose to spread the word through music, and her underlying message is never diminished, only strengthened by her sincere delivery. "Joni's Song" has a strong pop appeal, a feeling exemplified by smooth vocals.


This album represents the first release for the newly formed Home Sweet Home Label, but Heard is no newcomer to the Christian music scene. He has been traveling throughout the world. Heard is a jack-of-all-trades, writing, performing and producing "Stop the Dominies," as well as designing the album cover. His message comes through most clearly on driving rockish cuts like "I'm In Chains."
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**ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHER AND LICENSEE)**
WAOK — ATLANTA — CARL CONNOR, PD

WBAI — NEW YORK — STEVE DIAMOND, PD

WBBM — CHICAGO — REDDIE RAVELLO, PD

WBCN — BOSTON — BOBBY SOMMERS, PD

WBCR — ROCHESTER — BOBBY SOMMERS, PD

WBGU — MEDINA — BOBBY SOMMERS, PD
INTERNATIONAL PROFILE

Gilbert O’ Sullivan: Coming On After Five Years Away From The Studio

by Christopher Pickard

RIO DE JANEIRO — A recent surprise visitor to Brazil was the British pop singer/songwriter artist Gilbert O’Sullivan. For those who have short memories. O’Sullivan, from the U.K., was responsible for some of the biggest pop singles in the early-70s, among them “C’mon,” “Alone Again (Naturally),” “Get Down” and “Setting Rhymes.” So where has O’Sullivan been for the last five years? Has he been having a long holiday?

“I wish I had,” he says. “In fact, my disappearance from the music scene was due to a management and record company feud that I found myself involved in, and this stopped me recording for over three years. Being a songwriter and performer, I could at least write songs, even though I wasn’t recording, but with all the problems going on, it was difficult to keep one’s mind unclouded.”

O’Sullivan is also very much a working songwriter, who likes to try and write every day. “It’s a very business-like fashion,” he says. “One’s mental wealth grows, I find it very easy to get lazy and put off writing songs. He says he used to work on his songs in a room in London, lock himself away and work nine to five. Perhaps at the end of that time, I will have nothing, or perhaps a couple of songs I can never fall, but that’s the way I work best.”

WEA Ups Nobs To European Artist Relations Position

NEW YORK — Claude Nobs, who founded the Montreux Jazz Festival 15 years ago, has been promoted to managing director, European artist relations, WEA International, in addition to his position in Montreux, Switzerland, will continue to supervise WEA’s international audio video/production division’s work on various artists.

Nobs, who also serves as European consultant for Warner Communications, Inc. (WCI), has been WEA International’s director of European artist relations since 1972. Since that time, he has developed and implemented a WEA artist relations strategy, following his activities in Montreux, from the coordination of European concerts and/or promotional tours for artists on WEA labels, to the making and distribution of videos on various artists.

In another move, Jacqueline Ledent-Vilan was promoted to director, tour coordinator for WEA artists in Montreux. Ledent-Vilan will travel with and coordinate itineraries for WEA artists working in Europe. She will also handle some arrangements for tours outside Europe.

INTERNATIONAL BESTSELLERS

Argentina

Buenos Aires - At a press conference held at the Arts and the execs of the record division of CBS/Sony Columbia Productions unveiled the details of the second International record Fair, to be held the Sept. 4-21 in Buenos Aires. All the local record companies will be present at the event, and a dance and skating rink, plus four stages (of them devoted solely to dance) will be available.

The first fair, held last April, attracted more than 100,000 people paying visitors, and it is expected the second fair will surpass these figures.

Diego Verardo, commercial director of CBS, reported that the company expects a good year end season, in spite of the gloomy state of the market at this time.

He American trip has recently collapsed into albums by María Serena Serra, local artist known in Spanish and in the Latin American countries.

Of importance, however, have not been very much, with the exception of the successful single, ‘Off Centre,’ album recorded by Ruben Rada and the Disceota de Los Parchos, with some of their recordings and tracks by other Argentinian and kiddie groups.

Sicamericana has signed Chilean group Los Jalsas to a recording contract through its Spanish label, Columbia. The new artist has been working in France for several years and recently came to Buenos Aires as part of a South American trip. The company has recently contracted also Urbachuan percussionist Ruben Rada and the Fattosuro Brothers, who have been living in Spain, and will record with Alito Moreira for some time.

Interdisc is releasing an album with one of the greatest hits by Italian chanter Eikichi Yazawa, previously recorded for Capitol, with a promising new disc on Channel 11. There will be also a new album by Eddy Grant, who will be one of the highlights of the Record Club.

Camilo Sesto

Toronto — Statistics Canada figures reveal first-half sales increases in both cassette and disc configurations for the first half of 1981. Sales of discs are pegged at about $97 million (an increase of about $22 million over 1980), while cassette sales totalled about $26 million (just less than $7 million more than last year). "Turn Your Radar On" will be the next disc from Prism, the group’s first with singer Henry Small at the front. "The Police Picnic," featuring 10 bands and 50 patrons at an old barn field west of Toronto, may very well have earned a profit for its four investors (among them singer Randy Corman, to whom The Police remained loyal for early support by turning down a more lucrative offer from a rival promoter). Especially well-received were Killing Joke, The Go-Go’s and The Specials. Some technical stuff has been recorded in the studio.

The Slash seemed particularly upset when the plug was pulled on him less than 40 minutes through his work. The second albums from Bryan Adams and Payola$ are both chalking up impressive adds on FM radio, but cross over into AM has been tardy. Adams is readying a band to tour by mid- to late-September plans for a Lila Dal Bello tour have been scotched. While the Toronto songstress has an exceedingly good concert voice, she hasn’t scored the gains she might have. Eikichi Yazawa has also channeled in and radio to facilitate a tour. She’ll go to work on a follow-up disc for Captiol. The latest news down under is the fact Kid Creole and the Coconuts quality as Canadian content, something their former record label here failed to point out. The release of the disc for EMI, whose sweetened R&B album produced by Ray Shaw (Ashford and Simpson) can’t be added on programmers’ lists in his own country. Too black, cry the programmers. How much further can they be left to drift?

Attic is garnering favorable response to the Wildroot Orchestra, a recent signing out of Vancouver... RCA will launch a consideratable marketing campaign for its videoclip units beginning Oct. 5 in Canada. There has been so-so attendance at initial concerts at the Canadian National Exhibition grandstand venue. Nana Moukabou, who turned away crowds at his seven-date series of shows at Massey Hall last year, drew just 8,000 (albeit announced late). Paul Anka and Anne Murray (again on short notice) had, at press time, sold fewer tickets than expected, which CPI, booked the 25,000-seat outdoor facility, had not yet been approved for use. As an example, earlier pledges from Genies, Rod Stewart and AC/DC fell through. A last-ditch effort through radio was not enough to keep it from an unlikely double bill. Given the groups’ striking differences, the early September date should have been better attended by two different audiences (almost two different audiences in one)

Mail has finally returned to normal, which means it only takes three days to get a letter across town. You know the mail strike was long when you get publicity sticks of groups that are no longer on the label. We won’t say who...
THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. HOLD ON TIGHT ELO (Cap/CBS 2355408)
2. STEP BY STEP EDDIE RABBITT (Elektra/E-47174)
3. THE BEACH BOYS MEDLEY (Cap/CBS 50320)
4. FOR YOUR EYES ONLY SHEENA EASTON (Poly/Pol 14-1277)
5. I COULDN'T NEVER MISS YOU (MORE THAN I DO) LULLU (Atlantic/7026)
6. DRAW OF THE CARDS KIM CARNES (Cap/CBS 46807)
7. SUPER FREAK (PART I) RICK JAMES (Motown 7205)
8. ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)
9. THE NIGHT OWLS LITTLE RIVER BAND (Cap/CBS 6033)
10. I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)

TOP NEW COUNTRY SINGLES

1. I LOVE YOU A THOUSAND TIMES JOHN ANDERSON (Warner Bros. WBS 49772)
2. SOMETIMES I CRY WHEN I AM LOONY SAMMIE SMITH (Sundown/RF 440)
3. WHAT IN THE WORLD'S COMING OVER ME (Warner Bros. WBS 49787)
4. TAKE ME AS I AM OR LET ME GO BOBBY BARE (Cap/CBS 18-03414)
5. BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277)
6. ENOUGH FOR YOUR BRENDA LEE (Cap/CBS 1114)
7. CAN'T HELP FALLING IN LOVE WITH YOU SLIM WHITMAN (Epic/Cleopatra Int. 14-2010)
8. NEVER BEEN SO LOVED (IN ALL MY LIFE) CHARLEY PRIDE (RCA PB-12924)
9. SLEEPIN' WITH THE RADIO ON CHARLY McCLAIN (Epic 14-02421)
10. GRANDMA'S SONG GAIL DAVIES (Warner Bros. WBS 49787)

AMOJ Convention Held In Nashville

CHICAGO — The Amusement Music Operators of Tennessee (AMOT) held its second annual meeting at the Hyatt Regency in Nashville, July 24-25, with Milton Hobbs, who heads up the North Carolina state organization, serving as convention coordinator. Hobbs reported that attendance at the banquet this year was 56% higher than at the 1980 convention.

The weekend event began with a golf tournament at Shelby Park, which saw John Estridge, Jr. of Southern Games, Inc., win first place with a net score of 73. Runner-up was Bob Nims, immediate past president of AMOT, and Larry Andrews of Southern Games, Inc. took third place. A video and pool tournament highlighted the evening's activities. Jack Samantha of San Francisco Entertainment was first place in the video tournament and Jack Hite of Jack's Amusement was the big winner in the pool tournament.

Guest speakers during the business session included James R. Reynolds, President of Rock-Ola; Vincent Storino, member of the NAMA Board of Directors and the SEMA Committee, as host. This portion of the seminar will be held on Saturday morning, Sept. 11, from 8:30 a.m. until 10:00 a.m. In the Willford Room of the Conrad Hilton Hotel.

At the second annual meeting of the National Amusement Music Association (NAMA), reports were submitted by 48 music manufacturers. The value of 1980 shipments totaled $37,688,000, compared with $35,915,000 in 1979. James reported. Shipments were down to 36,675 units from 38,712 in 1979, with dollar value at $44,563,000 in 1980, down from $46,010,000.

The study further revealed that the beverage vending segment dropped to 19,000,000 from the 22,373,000 caused by an across-the-board decrease in all three types of cold beverage vendors. The major exception occurred in the "All Other" segment.
To help advertise the membership cards in a game center, Business Builders is also offering posters, banners, buttons and pins. "The membership program can be expanded easily into a larger promotion," noted Kantor. "A membership mailing can be used to promote special events or offer other special deals, like '4 free plays if you get a friend to join,' to help build the club and member participation at the game center.

The cards are one of many new game center promotion products being introduced by Business Builders. High Score Award T-shirts, frisbees and even mugs, have been used for various promotions of game centers, according to Kantor.

**Exidy Sells Its Data Systems Division**

**SUNNYVALE** — Exidy, Inc. has sold its Data Systems Division to Biotech Capital Corp., New York-based venture capital group. The Systems Division, established in 1978, successfully marketed the Sorcerer microcomputer product line throughout the world.

By selling the computer division, we are emphasizing our commitment to the gaming business," explained Pete Kaufman, Exidy chairman. "Exidy will be number one and all of our efforts are directed toward that goal."

Exidy’s newest video game, “Venture,” is proving to be a big winner in both earnings and reliability, as pointed out by Lila Zinter, director of marketing. "Venture is only the first example of Exidy’s new winners and full commitment to this industry," she said. "We’ve got lots more coming."

**Universal Ships ‘Cosmic Avenger’**

SANTA CLARA — Universal U.S.A. has released its latest video game, a fast-paced, highly challenging machine called “Cosmic Avenger.” The new game is designed to "tax the expertise of even the most skilful of players," according to company president Paul Jacob. It features a new 8-directional joystick, colorful graphics to attract attention on location and exciting sound effects to further induce player interest.

Ten different targets are featured and these include the highly elusive flashing “X” stations, which when destroyed allow the player to guide his spaceship through miles of safe passage. The accumulation of miles traveled is recorded on the bottom of the game as an additional player evaluation besides the conventional ranking based upon points scored.

“Cosmic Avenger” also features an all-new hardware system that contains “slip switch” flexibility, allowing the operator to not only adjust the number of ships per game and the point level needed to win the bonus ships, but more importantly, to adjust the actual level of difficulty of the game itself. This means that the player can adjust the difficulty of the game once the players begin to master the game. There are four levels of difficulty to choose from. The new model is available through Universal distributors. Further information may be obtained by contacting Universal U.S.A., Inc., 3250 Victor St., Santa Clara, Calif. 95050.

**Exidy Adds Service School In Montreal**

SUNNYVALE — In spite of the air traffic controllers strike, Exidy, Inc. scheduled a field service school at Lanel Automatic in Montreal, Canada on Aug. 26, marking the factory’s first such effort at Lanel. An estimated 50 to 75 operators from around Canada were expected to attend the sessions.

**Williams Expands Sales Department**

CHICAGO — In the past few months the sales department staff at Williams Electronics, Inc. has expanded to handle the increased business generated by the company’s entry into the video market with its highly successful debut game, “Defender.”

Joseph Dillon, who joined Williams in November 1980 as director of sales, announced the appointment of Marty Glazman as sales manager earlier this year. Glazman’s main responsibility is to act as a liaison between the various departments of Williams and its customers, creating a constant give-and-take line of communication between Williams and the field. In addition, he is currently updating and streamlining Williams order-taking process. As Dillon commented, “Marty is well qualified for this position, having been involved in the amusement game industry for many years with considerable past experience in both the operation and distribution segments of the business.”

Glazman lives with his wife, Holly, and daughter, Beth, in Buffalo Grove, Ill.

The person recently appointed to the sales staff is Lewis Wilson, who joined Williams in July of this year as marketing manager. In this newly created position, he will be responsible for initiating new game testing programs, researching associated markets and creating video tape presentations among other projects. In his professional background Wilson has been heavily involved in sales and marketing, having worked with Maret Vend, Inc. as sales manager and manager of Audio-Visual Services, and GAF Corporation, Inc. as district sales manager. Previously, he spent 18 years in the television production field with various broadcast stations throughout the country.

Wilson recently moved to Deerfield, Ill., where he resides with his wife, Charlotte, and sons Brad and Sam.

In addition to the above appointments, Lesley Ross, who has been a member of Williams export department for the past two years has been promoted within the Williams sales department to the position of traffic manager. Her new duties put her in charge of the domestic and foreign shipping of all products to final destination, including all foreign documentation. Ross came to Williams in July 1979 from IC Industries where she gained experience working for five years in its international finance department.

Commenting on the appointments, Dillon stated, “With these additions to, and promotions within Williams sales team, we now have a well rounded staff of competent knowledgeable professionals to service the increased needs of our customers.”
CHICAGO CHATTER

AS WE GO TO PRESS the Amusement Device Manufacturers Assn. is holding a very important board of directors meeting at the Chicago Marriott O'Hare, which will be followed by a full membership meeting, presented over by association president Joe Robbins. At this point we don't have any further details but executive director Paul Huesch indicated that many pertinent issues were on the agenda.

WORTH A MENTION is a scheduled pin is one fabulous piece — which is reportedly outearning video games across the country. Watch for it.

STERN'S MARKETING DIRECTOR Tom Campbell reports that "business is great" and to the firm's new "Super Cobra" video game has been "terrific." The game's a big earner, as Tom pointed out, and the "buy-in" feature, which means the player can add another coin and continue the score where he left off, has proved to be a big plus, even surpassing expectations. This feature has enhanced the game's earning power, Tom said, and while it's generating increased collections it's also allowing the player to experience all the levels of play, which is proving to be quite an inducement.

SOMETHING NEW is a coin-operated piano, where you can hear some of the most prestigious virtuosos such as Roger Williams, George Shearing, even Gershwin, and enjoy just as if you were in a concert hall. This unique product is called the "Marranzo Piano Cor- dier" and the firm's Earl Matzkich indicated that it is being tested with very encouraging results.

He plans to show it at the trade at AMOA.

THE CURRENT "Volcano" pin from Gottlieb is doing just beautifully, as we learned from marketing vice president Marshall Caras. It has already made a tremendous impact in Germany, France and other European markets, and is now in domestic shipment.

HANK HEISER, who heads up the Empire Dist. branch in Livonia, Mich., hosted a gala dinner party at the Metro Airport Hilton in Detroit as part of his now famous "Follies '81" extravaganza. This year's presentation paid special tribute to the manufacturers represented by the distrib who annually turn out in full force for the big event.

EASTERN FLASHES

Rowe International, Inc. has slated its 1981 annual distributors meeting for Sept. 24-25 at the Peachtree Plaza Hotel in Atlanta, Ga.

OUR BEST WISHES to Al Kress, president of Coin Machine Distributors, Inc. (Peekskill) on his recent wedding. Kress and his bride were among the guests at the Rome organization's fall open house.

WALTER KOCH, formerly director of communications at Rowe Intl., recently departed his post after 25 years with the Rome organization. He is now concentrating on freelancing in the areas of design, consulting, e.t.c., relative to the music, vending and games field. We wish him well in his new endeavor. Walter may be reached at (212) 228-2163 and will also be maintaining an office in Port Orange, Fla.

HEARD FROM Rich Botts of Juicebox Collector in Des Moines, Iowa that Lancaster-Miller has just released a magnificent color pictorial guide to collectable juiceboxes. The book should be readily available by now but if you can't find it locally, give Rich a call at (315) 265-1052.

WESTCHESTER OPERATORS GUILD secretary Seymour Pollak is celebrating 52 years in coinop. He became an operator in 1929 and still has the original purchase conditional contract made in 1929. His current locations, Seymour — and here's to the next 52.

Other recently elected officers of the Guild are Jack Hearn, president; Frank DeMuro, vice president and Louis Tartaglia, treasurer. Directors are: Edward A. Amato, William Feller, Alexander K. Fress and Arthur Miller.

Two New Arcade Schools Open

CHICAGO — Randy Fromm's Arcade Schools recently announced the opening of two new schools, the Dallas Arcade School located in Dallas, Tex., and the Atlantic Arcade School in Philadelphia. Both offer the same comprehensive six-day course that is presented at the original San Diego Arcade School.

Randy, who was raised in the coin-op industry, started the business in 1975. The course, entitled "Practical Solid State Amusement Repair," stresses the easiest methods for repairing electronic games without having to buy expensive test equipment, according to Fromm.

Dallas School

Nathan Bush, a service technician from the Dallas area, is the instructor at the Dallas school. Jim Calore is in charge at the Atlantic Arcade School. Calore is well known in the coin machine industry as publisher of Star Tech Journal.

AMOT Holds 2nd Annual Convention At Nashville Hyatt

(continued from page 41)

meetings on Saturday included Dr. Charles Ross whose talk focused on increasing profits by using an on investment and location cost analyst. Bob Nims discussed equipment buying and emphasized the importance of operators remaining loyal to their local distributors and working closely with them. Joe Major, attorney and AMOT lobbyist, reviewed the status of pending rate legislation and advised AMOT members to "get to know their state representatives and senators.

Following is the slate of newly elected AMOT officers: Bill Stone (Stone Amusement), president; Paul Morrison (Coin Machine Dist.), vice president; Charles Stutz (Coin Machine Service Co.), treasurer; and Gary Clark (A & C Amusement), secretary. Directors elected were: Billy Spencer (Spencer Amusement), Ray Osbey (Hilltop Amusement), J. D. Hatmaker (Atari-Amusement), Bill Christian (Reibel Amuse.), Billy Truitt (Shearer Amusement); Garnet Mansfield (APCO Amusement); and Ken Elame (Funland).

Banquet Highlights

The convention was climaxd on Saturday evening with a banquet and a drawing for a 1981 Cadillac Eldorado. Jim Haynes of Haynes Amusement won the car and among other prizes drawn were Atari home computers, tool boxes, cue balls, one hundred dollar gift certificates, cue sticks, a Tournament Soccer Football table and a Bally Flash Gordon pinball machine. The Saturday cocktail party was hosted by Bell & Howell, Inc. of Chicago; Illinois; Sanders Distributing and Sammons-Pennington. Wilson Brady of Rowe-Nashville was honored by the association for selling the most new AMOT members this year.

In addition to a big membership turnout, a number of out of state guests attended the convention, including Bob and Jerry Nims of New Orleans; J.B. Reeves of Willkow, N.C.; Bernie Nashville & Bally, Tom Campbell and Ron Monzo of Stern Electronics; Dvon Griffin and Jimmy Gapps of Peach State; Garnet Mansfield of American Vending Supply; and Bill Hauser of Eastern Distributing.

Atari Game Club Now Accepting Coin-Op Players

SUNNYVALE — The Atari Game Club, founded in October 1980 to keep Atari home video game players informed about the company's game activities, has opened to players of coin-operated video games throughout the world. Announced Frank B. Fallica, vice president of marketing of the company's Coin-operated Games Division.

Players will be able to obtain membership applications through participating family fun centers and other locations carrying Atari video games.

"Player response to the club was so enthusiastic that we've decided to open the membership to coin-operated video game players, as well," commented Fallica. "This event represents an excellent opportunity for operators to promote the use of Atari video games by encouraging membership in the club."

Operators are encouraged to offer their patrons a chance to join the Atari Game Club by ordering a free game club materials kit, which includes an easel display complete with membership application cards. The easel cards can be easily displayed with a minimum space requirement. Interested players can tear off an application coupon and mail it with a dollar to the club address. In return, they will be sent a membership certificate suitable for framing, and an expanded eight-page quarterly newsletter called Atari Age.

Atari Age highlights the fun and excitement of both coin-operated and home video games. Ongoing newsletter features will include a Hall of Fame for high scorers in both coin-op and home video games, a review of all new Atari game introductions and a special section requesting players to write in and send a photograph of their favorite game center.

Vending Machine Shipments Decrease (continued from page 41)

other vending machine" category where the value of 1980 shipments increased to $25,921,000 from $20,549,000 in 1979. This segment includes such diverse vendors as postage stamp, aspirin, cigar, cosmetics, pencil and paper and newspaper machines.
Closer Words, Words, Promotions, Marketing, Promotion...—continued from page 10

Clayord, a Row promotion and Management Consultants.
Closer, who has served in a promotion and Marketing position since January 1979, has established an office in Waco, Tex., and will work with several major artists. He hopes to press and public relations chores for Texas Safari, a newly opened exotic animal drive-through park in central Texas.

Besides management and promotion, Ducks in a Row will attempt to gain national television and press exposure for their clients in secular markets. Closer has experience in this area through his association with the late Ken Green, David Meece, Dixon, and others.

Ducks in a Row can be contacted at P.O. Box 5503, Waco, Tex. 76707. Phone is (254) 772-6759.

Claro Exits Words, Forming Promotions, Marketing Firm

NASHVILLE — Mike Cloer, national director-Seger LPDue Spt. 8

LOS ANGELES — "Nine Tonight," a new live double album by platinum selling artist Bob Seger and his Silver Bullet Band, highlights the Capitol release schedule for early September. The LP, which features 11 in-concert performances, was recorded last year at Cobo Hall in Detroit and the Boston Garden. Also due from Capitol on Sept. 8 are Nelson/Pearson's "Deuce" album and Charles Vass's second effort, "Believe It!"

At a press conference held recently to discuss the company's new promotion and Management Consultants.

Closer, who has served in a promotion and Marketing position since January 1979, has established an office in Waco, Tex., and will work with several major artists. He hopes to press and public relations chores for Texas Safari, a newly opened exotic animal drive-through park in central Texas.

Besides management and promotion, Ducks in a Row will attempt to gain national television and press exposure for their clients in secular markets. Closer has experience in this area through his association with the late Ken Green, David Meece, Dixon, and others.

Ducks in a Row can be contacted at P.O. Box 5503, Waco, Tex. 76707. Phone is (214) 772-6759.

For The Record

In a recent story on Billy Thorpe and Pasha Records (Cash Box, Aug. 29), Ray Anderson, vice president and general manager of the Pasha label, was mistakenly referred to as Ray Stevens. Cash Box regrets any inconvenience caused by this mistake.

ROXY TOSH — EMI America/Rolling Stones artist Peter Tosh recently played six sold-out dance shows at the Roxy in Los Angeles. Following one of the shows, Tosh chatted with label executives. Pictured are (l-r): Don Griston, vice president of A&R at EMI America, Perrie Miller, Tosh's manager; Bob Cutler, director of talent acquisition, east coast, EMI/Libery, Tosh, Art Collins, Rolling Stones Records, and Clay Baxter, director of artist development, EMI/Libery.


INCOME TAX SPECIALIST to musicians—Paul Miller, 26 Dune St., Briarcliff, N.Y. 11294. By mail or appoint ment. Tel (203) 357-0448.

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**Cash Box**

**U.K. Country Music Fest Is Cancelled**

NASHVILLE — Citing "the economic situation, in the United Kingdom at the moment," Country Music Festivals Ltd. of Scotland has cancelled the Second International Festival of Country Music scheduled for Aug. 29-Sept. 1.

The organization, a subsidiary of Drew Taylor Holdings Ltd., held the initial festival in Inglisston last year and this year planned to hold the event in four different cities on separate dates, offering a package that included 10 international country acts, plus a West End play, Hank Williams: The Show He Never Gave.

Said Trudy MacKenzie, a representative of Country Music Festivals, "It now appears that the U.K. does not wish to meet us half way and support our very ambitious venture. In fact, the box offices have caused us great disappointment and disillusionment. The economic climate which is affecting us and our fans has forced us to abandon these plans for the festival/series.

The cancellation of the event has also been attributed to pending strikes by air traffic controllers and British rail workers, which would severely limit transportation by both artists and concert-goers.

**Philippe Records Bows**

LOS ANGELES — Philippe Records, a new black contemporary-oriented label, has been formed by Robert Wardrick & Co. The company's initial releases include singles by B.B. & Unlimited entitled "I'll Be With You" and Mon- 

Brother and the Move entitled "I'm Coming Back To You." The mailing address for Philippe Records and its affiliated publishing company, One Language Music, is P.O. Box 4705, Atlanta, Ga. 30324. The telephone number is (703) 522-5278.

**MUSEXPO To Host Legal Affairs Seminar**

NEW YORK — A legal and business affairs seminar will be among the highlights at this year's MUSEXPO at the Marriott Hotel in Fort Lauderdale, Fla., Nov. 1-5. The seminar will take place Nov. 1st at 3 p.m.

The topics include legal, licensing, and business aspects of the record, music, and video industries.

Los Angeles attorneys John Frank- 

enheimer and Barry Menes will chair the panel, which includes Bernard Solomon, president of ATV music publishing of Canada; Ekk Schnabel, RCA Records vice president of business affairs, and attorneys Brian Rohan, Robert Katz, and Julie Wal- 

In the seminar is open to MUSEXPO and VIDEOPRO participants. For more information, call MUSEXPO at (212) 489-9245.

**ON JAZZ**

(continued from page 16)

successful." The difference between the staging of Sophisticated Ladies and the puerile Ellington production, has much to do with the role of the production's collaborators. "It's always a question of the preference of the purist versus the protocol of the Broadway theater," reflected Mercer. "We had two directors, and basically they were choreographers who had their own concepts that we had to work in line with. I liked working with Alvin Alley for every dot, a dash. He found a step to go with everything and did not change the music one iota. But of course, it's very difficult to question success. "Certainly, that same thought applies to the Ellington sound itself, and isten's expect present performers to duplicate his band's signature sound. "We need musicians not to emulate," said mercer, "but schooled in the soloists, able to give it the flavor. You've got to have someone who plays clarinet like the guys out of Memphis or New Orleans, and you've got to have a blower man who can grow on both trumpet and trombone. Then there's that delayed feeling the band had — the drummer almost has to be dead to what's going on around him, otherwise the band will pull him back and forth. Those are just some of the devices that gave the Ellington Orchestra its identification. With the elevated profile the show has given the band, Mercer looks forward to pushing ahead with several other projects. "Had he continued to write tunes like 'Do Nothing Till You Hear From Me,' he would've been far richer. But he didn't want to be a song mechanic, so he went on to do other things like 'The Per- fume Suite.' Now, with the show, all things are possible. There's so much of pop's stuff that people don't know. Take 'The Liberian Suite.' Forty years ago he wrote it, performed it and recorded it, and I might say, badly. That was the title to the project. There are things like that. We have music he wrote in the last six months of his life, and there's evidence in it of where the man was going. I hadn't had a chance to study it, but I know he was already doing things with atonal and not repeating a note until the other 11 were used. I have four spiral notebooks filled with these late sketches. There's also my own writing. I know the devices and I'm writing a song called 'Music Is My Mistress.' As much as he used the expression, he never did himself." Along with the future plans, there is plenty in the present that's giving Mercer Ellington satisfaction. "After all the things my father ever gave me, this play is the thing I've been able to give back. Success on Broadway always eluded him."

**RCA Earn And Learn Winners Chosen**

The 2nd annual "Lucky Teen Earn and Learn" contest, sponsored by RCA Records' west coast sales office and John's Music, has produced three winners via a random drawing. Each winner will receive a cash prize of $300 for a week period during which he will be working with an RCA employee at either West Coast Stores or the "Bill Williams" contest winner's stock. "My father's name was placed in Los Angeles area record stores. Pictured are (l-r): Emil Carl Norssl, contest winner; Joe Dell Coy, black music field merchant; RCA Records, with whom the trio will work; Darrell Fuery, contest winner; Robert Wilson, contest winner; and Bill Graham, director, commercial sales, Western region, RCA.
### Cash Box Top 100 Albums - September 5, 1981

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