PRIVATE EYES

THE NEW ALBUM
DARYL HALL AND JOHN OATES

PRODUCED BY: DARYL HALL AND JOHN OATES CO-PRODUCER: NEIL KERNON
MANAGEMENT AND DIRECTION: TOMMY MOTTOLA/CHAMPION ENTERTAINMENT

"PRIVATE EYES" AVAILABLE ON RCA Records and Tapes
EDITORIAL In The Pocket

The proposal advanced at last week’s NARM Retailers Advisory Committee meeting that the industry embark on a nationwide institutional advertising campaign funded by record and tape sales has merit. In this time of retribution in the industry, such an aggressive marketing proposal deserves a close look.

While the NARM proposal will place an initial burden on the record labels, with its voluntary ½ cent per album or tape unit sold assessment to fund the campaign, the potential returns could well be far greater than the investment. As an expansion of the already successful “Gift of Music” campaign, NARM’s new proposal is a bold step forward that could reach and expand a relatively untapped market, in addition to creating a greater level of awareness for our industry’s product than ever before.

Just as similar campaigns have expanded the markets for dairy and Florida citrus products — creating an adult market for milk and a non-breakfast market for orange juice — NARM’s plan could firmly establish records and tapes as year-round gift items suitable for all ages and all occasions.

With current research studies showing records and tapes garnering an ever-increasing share of the gift market, the potential of this campaign is obvious. While alternate funding mechanisms may become necessary if the initial burden on the labels proves unfeasible, Cash Box nevertheless feels this proposal shouldn’t be overlooked.

NEWS HIGHLIGHTS

- NARM’s Joe Cohen proposes label-funded “Gift Of Music” ad campaign (page 7).
- Hearing date set for appeal on Goody verdict (page 7).
- Full schedule of workshops slated for NRAV convention (page 7).
- “He’s A Liar” by The Bee Gees and the Pretenders, “Louie Louie” (new and developing artist) are the top Cash Box Singles Picks (page 17).
- “It’s Time For Love” by Teddy Pendergrass and Novo Combo’s self-titled LP (new and developing artist) are the top Cash Box Album Picks (page 18).

TOP POP DEBUTS

SINGLES

<table>
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ALBUMS

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POP SINGLE

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B/C SINGLE

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JAZZ

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B/BALBUM

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STREET SONGS

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COUNTRY ALBUM

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CASH BOX NEWS

Cohen Urges Label-Funded ‘Gift Of Music’ Ad Campaign

by Richard Imamura

CARLSBAD, Cali. — Joe Cohen, executive vice president of the National Assn. of Recording Merchandisers (NARM), last week proposed a multi-million dollar, label-funded institutional advertising campaign for the music industry. Keyed to NARM’s ongoing “Gift Of Music” campaign, Cohen’s proposal called for a voluntary 4% per album or tape unit quarterly contribution by the labels to fund the effort.

Speaking at the National Assn. of Recording Industry representatives gathered at the LaCosta Hotel here Sept. 10 for a meeting of the NARM Retailers Advisory Committee, Cohen proposed that the contributions formula go into effect Jan. 1, 1982, with initial promotion push set for Mother’s Day, Father’s Day and school graduations.

The fund and campaign would be administered and supervised by a “Gift of Music” Advisory Committee consisting of representatives from all segments of the industry.

Campaign Cost

For 1982, the cost for the ad campaign would total “approximately” $2 million,” said Cohen. The campaign, aimed primarily at the 18-34 age group, consists of approximately two-thirds of the expenditure allotted for network television and lesser shares for network radio and national consumer print advertising.

“NARM’s plan for the ‘Gift of Music’ expansion is designed to increase awareness of our logo and slogan, reaching the consumer with a clear cut ‘Give The Gift of Music’ message; increase sales and incremental sales by taking advantage of non-Christmas times of the year; and redefine records and re-recorded tapes as thoughtful, personal and inexpensive,” Cohen said.

Label representatives — both majors and independents — were enthusiastic but non-committal on the proposal. Many requested more details from Cohen and all welcomed his announcement that the same proposal was scheduled to be considered at the upcoming executive board meetings of the Recording Industry Assn. of America (RIAA), the Country Music Assn. (CMA) and the Black Music Assn. (BMA).

Predictably, retail representatives were enthusiastic about the proposal, with one even suggesting that they also contribute 4% of their profit per unit to the fund. The retailer dropped his proposal following advice from the NARM counsel suggesting that discussion of pricing was inappropriate for the meeting.

The retailers’ enthusiasm, however, was doused by Cohen, who said, “As you might expect, 50% of all December sales are gifts. That’s great, but this also suggests that if we mobilize our merchandising muscle around such special occasions as Mother’s Day, we’ll see a marked increase in sales.”

Platt Asks That His Court Hear Reassignment Plea

by Dave Schults

NEW YORK — At a status call on the Sam Goody case last week, Federal District Court Judge Thomas C. Platt asked that any action taken by the government on its request that a new judge be assigned to the case be presented in his court.

Platt said on Sept. 11 that a hearing in his court would “give all parties the opportunity to be heard.”

On July 30, a letter of intention to request reassignment of the case to another judge was submitted to Platt by Thomas P. Pucio, attorney-in-charge of the Department of Justice’s Organized Crime Strike Force (Cash Box, Aug. 8). However, Pucio has not yet filed the formal motion necessary to begin action on Platt’s removal.

The status call came during a week in which an article in the New York Post had charged Judge Platt with sabotaging the prosecution’s efforts in the case. In the piece, entitled “Sabotage on the Bench,” reporter Jerry Capacci accused Judge Platt of having “hampered the Justice Department team of prosecutors” from the start of the case. Capacci also alleged that Platt had made “wild, unsubstantiated charges” in overturning the jury’s guilty verdict and ordering a retrial on the grounds that FBI agent Richard Ferris’s recanting of earlier testimony might have had a prejudicial effect on the jurors. Platt had used the phrases “false testimony” and “an attempt to cover up false statements” in presenting his reasons for overturning the verdicts, according to the Post article.

A hearing on the Justice Department’s appeal against Judge Platt’s dismissal of the guilty verdicts against the Goody.

RCA HONORS JOHN DENVER — RCA Records recently presented John Denver with the company’s first RCA Records Premier Artist Award. The award was given in recognition of worldwide sales of 10,000,000 copies of the album, “John Denver’s Greatest Hits.” Denver (l), pictured accepting the award, a crystal telefiedra designed by Stauzen Glass by the Thornhill R. Brashaw, chairman of the RCA Carson, since 1910 is the first time in the 80-year history of RCA Records that an artist has sold 10,000,000 copies of a single album.

Labor Day Sales Up; Dealers Cite Demand For 2-LP Sets

by Michael Glynn

LOS ANGELES — Inclement weather throughout much of the U.S. and a strong series of new releases, led by double album sets from superstars Bob Seger and Dan Fogelberg, accounted for surprisingly healthy Labor Day Weekend sales at most record retail outlets. A Cash Box survey of 15 major chains across the country revealed that sales for the five-day period, Sept. 3-7, were up an average of 15-20% over the same time last year, with the benefit of little or no major advertising and few promotions.

“It was an excellent weekend for us,” said Ed Berson, buyer for the 120-store Record Bar chain based in Durham, N.C. “Our figures show that business was up about 15-20% over last year and still going strong through Tuesday. It didn’t hurt having rain throughout most of our regions, particularly on the southeast coast. But business has been so soft lately that any increase like this looks great.”

Cable And Sales Issues Highlight NBA Convention

by Larry Riggs

NEW YORK — The benefits and potential danger cable-TV poses to radio, emerging use of satellite technology, workshops and legal issues, highlighted the National Radio Broadcasters Assn. (NRA convention, to be held Sept. 13-16 at Miami’s Fontainebleau Hotel.

Despite the on-going air traffic controllers strike, attendance is expected to equal last year’s total of 4,500, according to Jim Kaplan, NRA president. The convention schedule will consist mostly of workshops on sales, promotion, finance, programming, management and engineering.

The keynote address Monday morning will be delivered by Rep. Cecil Heftei of Hawaii, a former radio broadcaster.

This year’s convention, however, lacks large scale record company participation, in contrast to last year’s convention and the National Assn. of Broadcasters (NAB) con

Juicy Gold — Capitol recording artist Juice Newton recently received an Australian gold record for her single “Angel Of The Morning” during a presentation at Capitol’s Hollywood headquarters. Pictured are (l-r) Otha Young, Newton’s partner (also recipient of gold record) and manager (and recipient of gold award); Newt- ion; Peter Jamieson, managing director EMI Records Australia; Bhaskar Menon, chief executive officer of EMI Music; and Don Zimmermann, president of the Capitol Records Group.

(continued on page 16)

Cash Box/September 19, 1981

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Retailers Step-Up Use Of Computers Despite Lack Of Bar-Coding Standard

by Fred Goodman

NEW YORK — Despite the lack of an industry-wide bar-coding system, the use of computers for a myriad of functions continues to grow, with several larger record chains on the verge of installing point-of-purchase terminals in their outlets. Most executives surveyed by Cash Box agreed that the in-store terminals are the next logical step for companies that have made full-scale commitments to the use of computers.

Citing such advantages as quick feedback, operation cost reductions and unification of store, central merchandising will be looking to extend these benefits when they install the terminals.

Island Charges WEAI Int'l Album Exploits Marley

by Larry Riggs

NEW YORK — In the wake of WEAI International’s release of “Chances Are,” an album of the late Bob Marley’s working between 1968 and 1972, Island Records has issued a statement saying it “depletes” WEAI International’s decision to put the LP out. Marley recorded on Island from 1972 until his death May 11.

In addition, Island charges that WEAI International:
• Released tracks of “Chances Are” using musicians other than the Wailers, Marley’s band.
• Referred “Chances Are” against the wishes of Marley’s family.
• Presented “Chances Are” as a “new” Marley album.
• Misrepresented Marley on the album sleeve by showing a photograph of Marley in his later years.
• Engaged in “cynical exploitation” of Marley’s name and reputation.

According to Fred Haayan, senior vice president of WEAI International, the company bought the masters of “Chances Are” from Danny Sims, Marley’s former manager, “about seven weeks ago.” He said he “is not aware of any overburying” on the album.

Regarding the charge he released “Chances Are” against the wishes of Marley’s family, Haayan responded, “It’s not true. I spoke to everybody involved in Jamaica.” He said Marley had agreed to make a deal with Rita Marley, Bob’s widow, to release some unrecorded Marley material, but “the deal fell through.”

Haayan emphasized that the cover art of “Chances Are” makes it clear that the album contains only songs Marley recorded between 1968 and 1972. “It’s printed on the sleeve in bigger letters than the names of the producers,” he said.

HENSOLD’S GOLD EXERCISE — Mirus Music, Inc., exec Ron Schaefer (I) and Ron Hensold (r) presented CARNES’ gold record recently in recognition of the LP “Carol Hensold’s Exercise & Dance Programs.” Hensold has achieved sales of more than 500,000 units. The album, originally titled “Dancecarrier,” is presently being re-packed and re-released under the new title.

NARM Rack Jobber Conference Is Set For Scottsdale, Az.

LOS ANGELES — Bringing into clearer focus the relationship between record and tape manufacturers, rack jobbers and mass merchandisers is the goal of the Second Annual National Assn. of Recording Merchandisers (NARM) Rack Jobber Conference.

To be held Oct. 21-23 at the Registry in Scottsdale, Ariz., the conference is scheduled to conduct several one-on-one manufacturer/merchandiser meetings to open up lines of more specific communications.

The 1981 Rack Jobbers conference is being sponsored by NARM’s Rack Jobbers Advisory Committee, chaired by Harold Oknow, president of the Rack Jobbers Assn., a major national rack conference chairman for the meeting is Eric Paulson, senior vice president of Pickwick International’s rack services division.

Opening the initial business session is Norman Matthews, president of the 35-store Gold Circle web, who will spotlight the role of the mass merchandiser in the three-way relationship. Following Matthews are two presentations aimed at helping the rack jobbers potential in 80s, which will be advanced under the conference’s theme “Our Future Growth Through Together.”

Demographic expert Leo Shapiro will aim his comments at how shitting demographics have fuelled retail growth; expansion, thus creating greater opportunity for rack jobbers, in a discussion titled “The Shape Of Things To Come In the Consumer Market.”

In another presentation, Mickey Kapp, president of Warner (Communications) special products, and Dr. Martin Fishbein, professor of psychology at the University of California, will present “prize.

CARNES AT THE VARIETY — BMI America recording artist Kim Carnes recently played a homecoming date at Los Angeles’ Variety Arts Theatre, a show which was followed by a party in the artist’s behalf. Picture during the celebration are (-): Joe Petrone, vice president of marketing, EMI/Liberty, CARNES, Nick Albarano, vice president of Cash Box; and Mrs. Albarano.

Carnes' latest album, "Dancecarrier," has achieved sales of more than 500,000 units.

Index

Album Reviews 15
Black Contemporary 31
Classical 27
Country 34
Coin Machine 24
Country Album Chart 25
Country Radio 24
Country Singles Chart 26
East Coasts 14
Gospel 29
Hymnal 45
Jazz 16
Motel Lodging 20
Points West 16
Pop Album Chart 46
Pop Country 20
Pop Radio 23
Radio 15
Rock Rock Album Report 28
Singles Reviews 17

Cash Box/September 19, 1981
You're on "Solid Ground"

The new album from Ronnie Laws features the single: "Stay Awake" produced by Ronnie Laws.
Luther Vandross

Having established a reputation as a background singer and vocal arranger for a number of rock, pop and black contemporary artists, Luther Vandross is now trying to make it on his own. So far, he has made a fairly respectable showing. The title cut from his recently released Epic album, "Too Much," is currently riding high at #19 in Billboard's Cash Box Top 100 Black Contemporary chart.

Previously, Vandross worked with such artists as David Bowie, Todd Rundgren, Bette Midler, Roberta Flack, Quincy Jones, Carly Simon and Chaka Khan, doing background singing and vocal arrangements both in the studio and on the road. Despite having cut his own album, Vandross feels he's "out of the background singing. I'll never give up doing background singing because background is a specific art in itself. It's not something less than lead vocals, and there are some lead vocalists who can't do background vocals.”

Vandross was attracted to the music business at an early age. "I always knew I had talent, but the deciding factor was when we were going to Brookfield Fox Theater," Vandross recalled. "I remember Diene-Warwick walking out on the stage in a red dress singing 'Anyone Who Has A Heart,' he said. "She got across to me in a way that really made me decide I wanted to make music my life's purpose.'"

Vandross' first break came in 1974 when he did background vocals on David Bowie's "Young Americans" album. "I went to school with his guitar player, Carlos Alomar, and his wife and I had gone to Philadelphia where they were recording the album to visit Carlos," he said. "I was sitting in the studio doing arrangements for 'Young Americans' when Bowie walked by. He liked what he heard so he let me do arrangements for the whole album and he took me on tour and that was the beginning." Vandross even wrote the song 'Fascination' for the album. "It was originally called 'Funny Music,'" he said.

Vandross' next job was on Todd Rundgren's 1975 European tour, after which he did background singing for Cat Stevens and on Bette Midler's "Songs For The New Depression."

After that, Vandross made his first attempt at going it alone when he formed his group, Luther, which cut two albums on Cotillion. "I got this deal through Bowie and Paul Mudd who were at Atlantic and Arif Mardin," he said. "We had one record that charted at #82 on the R&B chart called, 'It's Good to Be Alive.'"

After Luther broke up in 1977, Vandross continued to do backup singing and appeared on Quincy Jones albums "Quiet" and "Stuff Like That." In 1978 he began singing jingles on commercials for Pepsi, the U.S. Army and Mello Yello. Vandross has wanted a solo career. "After singing with all these groups like Chic and Todd Rundgren and traveling a lot, it was easy to see that I was out of the band. I wanted to keep me forever," he explained.

"Background singing was like paying dues in a band," he adds. "I was going to have to get a chance while on the road with Peabo Bryson and Roberta Flack last year. He met David Franklin who helped him get a deal with Epic."

The secret of the Four Tops' much heralded lead singer. "We're good friends, first of all," says Stubbs over the phone from the Silver Bird Hotel in Las Vegas, where the group — Stubbs, Lawrence Payton, Ronald "Obie" Benson, and Abdul "Duke" Fakir — are staying for a three-week residency. "And when we first got together, we did it with the knowledge that we wanted to make a career of it together."

"We've stuck to that idea," he says. "It wasn't a case of getting some hit singles and then each individual branching out on his own. We developed a unique sound together, and we realized that as long as we stuck together we could all make a good living from it."

"We don't want it all," he confesses. "We just want it regular."

According to Stubbs, the group — whose new LP, "Tonight," its first for Casablanca, is on par with the Cash Box Box Top Albums chart this week — has managed to work steady and avoided long periods just about from the time it was first signed by a record company. "We've kept up with the singles charts 40 times and netted seven million-sellers. "Those records were of such magnitude," he says, "that even when we didn't have hits, people still wanted to hear them."

Nevertheless, Stubbs is quick to point out that the group has made it to some "oldies but goodies" shows and tours, because "you can get lost in that oldies syndrome." So while the Tops continue to do their old material in concert, there is an equal mix of new material and standards that allows the group the freedom to do an evolving, up-to-date image. Besides, he says, "Most of the Motown stuff was far ahead of its time. It's still very relevant now."

"Profound Period"

"We were very fortunate to come along in that era, which was a very profound one for black music," Stubbs offers. "Nine percent of the groups that were doing anything then are still active today." Amazingly, the Four Tops have been self-managed for almost their entire career, although they currently do have a manager, Ron Strassner. "When we were with Motown, they made most of our business decisions for us," Stubbs recalls. "But we never really had a management contract with them except for a couple of years. Outside of that time, we'd always done everything ourselves. A year-and-a-half ago, we decided to bring someone else in to handle the business side because it just got to be too much. It had to be a certain type of person for us, because we'd all had experience in management and knew the score."

According to Stubbs, the group, which will forever be associated with the "Motown Sound" of the mid-'60s, chose to leave that label in 1972, because "when you have a company the size of Motown, you can have 10 or 15 top notch recording artists and service them all effectively over a long period of time. There came a time at Motown when each person had to wait for someone else to be serviced before them. We just felt it was time to move on, with all the best respects to the company. The people there are still friends of ours."

After leaving Motown, the Tops joined the roster of ABC/Dunhill. Their first single for the label, " Ain't No Woman Like The One I Got!" was a huge hit for the group, but ABC was never able to build on that success. Stubbs feels that ABC wasn't really ready to deal with the group at that time. "Their never took the time or effort for us," he contends. "They wanted something for nothing, but even a group as successful as we were has to be continually marketed. We lost a lot of records like that at ABC. We also felt that maybe the company was more geared to breaking white acts like Steely Dan at that time."

New Label

The group's current deal with Casablanca was negotiated by Strassner, who says Stubbs. "We were offered good deals by a number of labels, but we were particularly interested in getting guarantees that we would receive a real promotion and marketing effort. That was just as important to us as the money part. Even with those assurances, Stubbs sees a special obstacle that the Tops will increasingly have to deal "
ROCK 'N' ROLL OF THE FITTEST.

FROM OUT OF THE BACK STREETS OF CHICAGO, A BAND THAT PLAYS AS HARD AS THEY LIVE.

SURVIVOR. 'PREMONITION'
ON SCOTTI BROTHERS RECORDS AND TAPES.
Montano Named Marketing Director, EMI Latin America

LOS ANGELES — Raoul Montano has been named director of marketing for EMI Music in Latin America by Ken Diefendorf, president and chief operating officer. In his new position, Montano will co-ordinate the activities of the EMI Latin America companies in the exploitation of product, maintaining close relationships with the marketing personnel of all EMI Music Latin America companies in Europe and Latin America as well as with the international division of EMI and Capitol Records.

Montano will also be joining the Latin Repertoire Committee of EMI Music to facilitate a coordinated effort between the various Latin companies and their marketing programs.

The new position is an international one, and Montano will be based at the Capitol Tower here.

Guitararchitect Records

NEW YORK — Guitararchitect Enterprises, Inc. has formed Guitararchitect Records. Its first signing is Chris Biegel, formerly of Richard Chocolate, and the forthcoming album, “Guitararchitect,” will be distributed by Jem Records.

During the last two years, Hammer has played guitar for the Lou Reed Band. He also worked on David Bowie’s “Scary Monsters,” Garland Jeffreys’ “East Artist” and Reed’s “Growing Up In Public” LPs.

Guitararchitect’s address is 1742 Second Avenue, New York, N.Y. 10028. The telephone number is (212) 966-6630.

ABKCO Posts Loss

NEW YORK — ABKCO Industries, Inc. has posted a loss of $1,210,771 or $1.05 a share, for the nine months ended June 30. The company’s total revenues were $5,499,992. Revenues for the corresponding period in 1979 totaled $7,261,412, with a profit of $605,950, or 5 cents a share.

The loss in revenues was attributed to the failure of the company’s theatrical production, “Get Me, You,” which closed on Broadway after a run of slightly more than a month. The company also singled out the loss of wholesale revenue that resulted from the company’s decision to close its wholesale distribution division, Chips.

MUSEXPO Announces Seminar For ’81 Confab

LOS ANGELES — An international artist development seminar has been added to this year’s MUSEXPO annual international record/video and music industry market. The seminar will take place at the Marriott Hotel and Marina in Fort Lauderdale, Fla. 

Panelists scheduled for the seminar include: Lou Cook, president, international, MCA; Bob Oeges, managing director, Deca West Africa; Bunny Freidus, vice president, creative services, Brian Ross International (CRI); Buddy McClusky, director of marketing, RCA Argentina; Art Lindfors, vice president of international development, CBS; and Bob Merlis, director of publicity, Warner Bros.

Rising Star Relocates

NEW YORK — Rising Star Enterprises has moved its offices to 531 8th Ave., New York. The new telephone number is (212) 977-5160.

The company manages Pat Benatar and George Sanders, and owns and operates the club Catch A Rising Star.

Ruben Rodriguez

Rodriguez Upped To VP, R&B Promo

At The Boardwalk

LOS ANGELES — In his first act as Boardwalk Entertainment’s president, Irvin Biegel recently announced the promotion of Ruben Rodriguez to the post of vice president of national R&B promotion and marketing.

His increased responsibilities include direction of budgeting for all R&B promotions as well as marketing campaigns, trade and radio advertisement. Rodriguez joined Boardwalk as vice president of east coast promotion.

Commenting on the appointment, Biegel said, “The move to a national vice presidency is a natural extension of Ruben’s work for Boardwalk. Having worked with him at Casablanca as well, I know he’s one of the most talented young executives I’ve met,” he added.

Noting his work in building a R&B base at Boardwalk, Scott Kranzberg, senior vice president, further added, “Ruben has been directly responsible for developing the careers of Tierra, Richard D’Impies Fields and The Ohio Players. Ruben is both imaginative and conscientious.”

Digital Recording Names LaPine

President, CEO

LOS ANGELES — Anthony N. LaPine recently assumed the post of president and chief executive officer of Digital Recording Corp., which has corporate headquarters in Willton, Conn. and facilities in Los Angeles, Salt Lake City, Nashville, London and Cincinnati.

LaPine comes to the firm from International Memories Inc., where he was chief operating officer. Prior to that position, he spent 11 years at the Memorex Corp where he was vice president and general manager. His career began in 1964 when he was a staff engineer with the IBM Corp.

O’Connor Wins Dance Music Firm

NEW YORK — O’Donn O’Connor has restructured and renamed his dance music production company. The firm’s new name is Go Dance Productions. Its first clients include Vanguard Records, Fusion Records, Tropicque records, Precision Records and Coast to Coast Productions.

Go Dance’s staff includes Gene McCann, radio promotion coordinator, Jay Chiedo, administrative assistant, and Bobby Gutti-ardo, director of special projects. Go Dance’s in-house production company, Tara Productions, will solicit material for release. Go Dance is located at 203 West 87th Street, New York, N.Y. 10024.

Telephone (212) 724-2080.

EXECUTIVES ON THE MOVE
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.
Labor Day Sales Up: Dealers Cite Demand For 2-LP Sets

“Any type of sale this time of year can do nothing but help," said Martin. "When people are out buying clothes to go back to school, they might decide to buy a record, too, if it’s on sale.”

Only one retailer reported an actual drop off in sales over the Labor Day Weekend. Elliott Sutton, manager of New York City’s Jimmy’s, said that traffic for the chain’s Manhattan store was detoured due to the Labor Day holiday.

"From 10 o’clock in the morning to 4 o’clock in the afternoon on Labor Day, business was shut off completely," said Sutton. "It was a real kick in the butt for us. People might have come to us because they were looking for a fair Saturday, but Sunday it started to slide downhill and Monday it was gone. We didn’t fun any advertising and I suppose that may have had some effect.

Business for the 70-store National Mart Record chain was “good,” according to vice president of merchandising George Balicki and vice president of systems and budget Jim Grimes. Grimes said that sales were “up probably 10-15,” a figure which included a number of newly-opened outlets. The chain ran advertising on selected product, indicated Balicki, including LPs by groups like The Who, Triumph and Meat Loaf.

The Northwest showed a slightly lighter increase, according to DJ’s Sound City president Don Jenne, who stated that sales for the 25-store chain were up around 10% without the benefit of any special advertising.

However, Jenne did note that the web would be running a 12th Anniversary Sale from mid-October to mid-November with lowered prices on new releases and reissues of many older albums.

Platt, asks to hear reassignment plea

and its vice president, Sam Stolon, has been scheduled for sometime during the week of Nov. 23 in the Apell Court for the Second District. The complaint is based on the government’s brief on the appeal, currently being prepared by U.S. Attorney Edward R. Kopeloff of the Southern District of New York.

A spokesman for the RIAA, which has worked closely with the prosecution on the case, said it was inappropriate to comment on the piece at this time.

The next status call on the case has been set for Dec. 4 by Judge Platt.

Here comes Johansen — Blue Sky recording artist David Johansen recently performed at the Ritz in New York in support of his third Blue Sky album, “Hero Comes the Night.”

Johansen, Bill Freستon, vice president, merchandising, E.P.A. and David Hartman, Blue Sky recording artist.

East Coastings

Early Marley Material surfacing here — With interest in Bob Marley at a peak since his death, people have started to go back into the vaults in search of old and unreleased Marley and Wailers tracks. The first pre-Island Marley material began to surface with the recent release of "Reggae On Broadway." The single off an LP called “Chances Are,” due later this month on Compass Point, is a medley of three songs taken from the primitive tapes cut by Marley with the Wailers between 1966 and 1972. The tapes are owned by Danny Sims, who managed the Wailers during the period the recordings were made. We understand the medley was cut under the tush of his death. The Wailers recorded for Sims’ Jama Records prior to signing with Island, and Sims reportedly has a lot more Marley material in his possession in addition to what is included on “Chances Are.”

The "Reggae on Broadway" single is expected to be very interesting. Because it shows the Wailers in a vein that is closer in feel to heavy metal than roots reggae. The other material on "Chances Are" reportedly veers away from the political and religious messages that characterized much of Marley’s output and consists mostly of up tempo love songs.

Another Marley record, this containing "some of his oldest material," is due in early October through a distribution arrangement between the Multidisc label and the City Soundings distribution arm of Inner City Records, which is embarking on a stepped up reggae program this month. No further information on the Marley/Multidisc project was available at press time, however, Islands Records, which has all the Marley material recorded after 1972, says it has no plans at the moment for releasing any new Marley material. The album is culled from previously unissued any "Greatest Hits" type packages of Marley’s material — probably in accordance with Marley’s wishes. Island president Chris Blackwell, however, is currently producing a new documentary film of Marley’s life, but no timetable has yet been set for the film’s release.

Short Shorts — Police’s Andy Summers and Crimson’s Robert Fripp are currently in England collaborating on Summers’ next solo album. Fripp reportedly is impressed with Summers’ guitar work and recently remarked that he hopes, “I can match his excellence." The new King Crimson LP is due in late September on Warner’s U.S. second album is finished and is scheduled for an Oct. 15 release on Island. Mercury is reissuing the first Lett Banke album, leads and features the oft-statedly admonishing "Greatest Hits" type package of Marley’s material — probably in accordance with Marley’s wishes. Island president Chris Blackwell, however, is currently producing a documentary film of Marley’s life, but no timetable has yet been set for the film’s release.

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THE MOTOWN FAMILY
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OLEN & CROSLEY • OZONE •
LOVE SMITH •
TEVIE WONDER
RICK JAMES •
SMOKEY ROBINSON • TEENAGERS

MODORES • JERMAINE JACKSON
• TEMPTATION
• LIONEL RICHIE
• SYREETA • BOBBY DeBARGE
SWITCH • BILLY PRESTON • HIGH INERGY • RICK JAMES • MARVIN GAYE • OZONE

WELCOMES

JOSE FELICIANO


© 1981 Motown Record Corporation.
Cohen Urges Label-Funded 'Gift of Music' Ad Campaign

(continued from page 7)

Day and graduation, then months like May and June — two of our worst sales months of the year — would benefit greatly from these incremental gift sales.

Gift Program Noted

"We recommend taking a page from FTC's book, which, if you will recall, was to develop and create the highest level of campaign impact possible for specific holiday, graduation, and other critical sales periods. From a limited budgetary standpoint, this approach enables our industry to generate the most gift sales in the shortest possible time period."

Further expansion of the campaign will follow a timetable already extended to 1985. According to Cohen, 1982 campaigns for Mother's Day, Father's Day and graduation would be followed by one for Valentine's Day in 1983. The next year, the "Gift of Music" campaign will focus on Christmas, and in 1985, a "back-to-school" promotion will be tried for late August throughout the month of September.

Generic Ads

The ad campaign itself would mirror existing promotions undertaken by FTC, the American Record Association, and other consumer and retail promotions within the music industry advertisements — touting the "Gift of Music" slogan and exalting the bow-shaped logo — would be used to heighten consumer awareness of records and tapes as gifts. "We are re-positioning records and tapes as a consumer marketplace," said Cohen, "and to do so costs money, lots of it. But, ultimately, it will be the consumers who pay for your increased market share in this field by virtue of their incremental gift purchases."

Cohen claimed the impact of such a campaign could be measured in millions of dollars industry-wide. He cited Warner Communications, Inc. (WCI) market research figures showing that the giving of records and tapes as gifts had grown from 12% ($420 million) of all sales in 1977 to 19% ($700 million) in 1980, a jump of 7%, or $280 million. The latest WCI figures, detailing the first quarter of 1981, also show tapes in a resurgence, with the market growing, up to a 21% share from 16.4% for the same quarter last year, he said.

"We must do something to reverse the slowly declining rate of sales in our industry," said Cohen. "We must turn around the sales trend to counter the trend. These newfound 'Gift of Music' incremental sales will offset those lost to home taping and they will compensate for sales lost due to consumers opting to spend their available free time in other forms of entertainment."

Cohen said another update on the progress of the proposal would be given at NARM's upcoming Rack (obbers) Convention, scheduled for Oct. 21-23 (see separate story).

In other highlights of the meeting, a panel on bar-coding and coding came out strongly for implementation of the system as soon as possible. All agreed that the bar-coding system could help them run their operations more efficiently and realize considerable savings. Panelists Kent Aret, Pickwick International, Roy Imber, Envy Enterprises, and David Lasky, Ahmet, were joined by Stewart Schwartz, Harmony Hut; Sandra Paul, NARM consultant, and moderator George Fink, Record World International, who concurred that all of the labels would have to adopt the UPC bar code before the system could be fully implemented.

Schwartz, Imber and Lasky all said they were willing to go to bar coding, but added that they were waiting for the labels to make the first move.

While stressing the compatibility of Picking over the universal UPC system — which presently uses specially coded tear-off tags which are affixed to product, removed at the time of sale and then discarded — the committee in Minneapolis where the information is fed into its computers — with the Universal Product Code (UPC) data processing system now widely used throughout the U.S., Aret said the retailing giant is investigating and planning venture and merchandising operation for its close to 500 Musicland stores.

"Only the Beginning"

"This is the beginning," he said. "The future is the processing of returns using laser scanners and, hopefully, the UPC symbols will be already on the (LP) jackets so that we can apply them. Once the UPC is adopted universally, we can then, computer to computer, process purchase orders and keep on top of problems from a budgetary standpoint, this approach enables our industry to generate the most gift sales in the shortest possible time period."

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Finally, NARM Retailers Advisory Committee Chairman Evan Lasky, who faced a complimentary program on a series of problems identified by the committee but not addressed at the meeting. Among his comments were:

- Tape packaging — Fogelman said the two main problems from the retailer's point of view were the inadequate packaging and questionable recorded material. He also acknowledged the efforts of the labels in testing both the Shorewood 6"x6" box and the 4 1/2"x 6" box, and the conclusive results of the tests illustrated the need for more analysis.

- White label LPs — Fogelman said the retailers, while commending Warner Bros. for experimenting with loose shrink wrap, felt it was physically unattractive and easily damaged. Slightly lighter wrap and heavier plastic were urged by the retailers.

- Record label labels — Fogelman felt the flow of white labels to the retailers, with the bulk of LPs to retail outlets should be curtailed by the labels. He commended WEA for its system of numbering promo copies that could be traced.

- Other priorities — Other priority problems which Fogelman cited were the counterfeit product, promoting the Grammy Awards, increasing the supply of point-of-purchase display materials and alleviating customer/supplier communication problems.

Panel discussions scheduled for later in the week included "Improving the Industry Communications Process: A Practical Approach," "The Role Of The Retailer In The Music Industry," and a presentation by Russ Solomon of Tower Records entitled "Examining The Quality Of Pre-Recorded Tape A retailer's Perspective."

Release Of New Marley LP Sparks Controversy

(continued from page 8)

photograph of Marley on the cover of "Chances Are" was not from that period, Hayen conceded. "Danny Simms provided the photograph," he said. "It was from a couple of years ago." Refuting the "cynical exploitation" charge, Cowan said, "in speaking to Chris Blackwell personally about 10 weeks ago and he never had any objections."

It is clear also that no single action, if any, Islands wants to take against WEA International. Blackwell, president of Islands, is currently in England and could not be reached for comment.

BELIEVE IT OR NOT — Master of the mix Quincy Jones will produce Donna Summer's next Geffen LP. The Rolling Stones will play The Los Angeles Memorial Coliseum Oct. 9 and the concert will be promoted by Wolf & Rasmussen. Hot rumor has the Stones also linking up with the Country Music Association in keeping with its annual tradition toward signing new music acts (not just new wavers) Miles Copeland's IRS label has signed classically influenced British rock trio Renaissance. The band, which pursued IRS because of the label's reputation for quality, will showcase its "Camera Camera" album ship in the U.S. in late October. Neo-Nashvillian John Prine has formed his own label, Oh Boy Records. The new Marianne "Why Do It" single has not done very hot after the initial铺设. Paul, NARM Enterprises; and others. The label's reputation for quality is that it is thinking of sticking it thusly to differentiate between the new record and its last riall last fall. The title of the new Sammy Hamag album, on the other hand, is pretty objectional if you're into old English colloquialisms. "Standing Hampton," which is the name of his Geffen debut, is British slang for any dressing you order whenever you prefer, in mid-November. The surprise of the week was Bruce Springsteen's appearance at The Pretender's Sept. 5 show at Pasadena's Perkins Palace. The Boss joined Chris Hynde and Letts, the Who's Keith Moon, and Pete Townshend in an all-star Upcrash & Higher... An audiophile first will be established Oct. 4 when Nautilus Recordings of Pismo Beach, Calif. will release a half speed mastered version of The Police's new "Quartet." LP the same day A&M will release the analog version.

THE GIFT OF GIBB — A last but not least big win: The Bee Gees and Robin Stockwell we never thought we'd see another album on the market this month. In fact, "Holy Eyes" is going to be out in mid-October, and We've even got proof, a just released single entitled "He's A Liar." And it's a zinger. The Brothers Gibb have eschewed their signature falsetto vocals for a tougher rock sound on "He's A Liar." But, however, there are people who are raving about the LP. Inside and outside obscure rockers on ever so

MEURIC'S BIG MOVIE — Epic recording artist Myrick's (photos) has high hopes for his new album, "Living In A Movie," and it will be out the first week in October. Perhaps the most intriguing fact about Myrick is producer Geoff Workman — Myrick's go to guy — called for contestants to identify the purpose of what in reality was a medieval torture device after a series of on-air secret clues. Listeners could view a poster size picture of the device at a radio station, guess its use, and could win a free import/obsure record contest as Fos Ban (Pasadena), Zed Records (Long Beach), Moby Disc (Sherman Oaks and Canoga Park) or see the real McCoy at Viny Fetish in Hollywood. The person who identified the device as the "object that was used to put Peter Frampton fans out of Killing Joke concert audiences" received $100 in cash. The contest wasn't award winning, but the idea of linking a network of independent record stores was: "It's exciting to these store employees," said Ryback. "They are the kind of people who go out and make a film out of the memories for a band like Peter Frampton And The Band."

ENTRANCES AND EXITS — Dale Kawashima, professional manager at Jolote Music for the past two years and former Cash Box staffer, has left the Jolote to form his own independent publishing firm. More details will be forthcoming. "Publicist Susan Fox is now working for "you don't know who, and has been replaced by Kathyiculo, a Memphis-based songwriter who penned "I Don't Need You" for Kenny Rogers, has arrived in L.A. with a bag full of soft and tender ballads. He's managed by Robert Rayman..." WHAT'S IN A NAME — The debut release on David Chackler and Marshall Blonstein's new Montage label was entitled "Visitors" by the band of the same name until they found out there was already a prominent group in California with the exact moniker. In order to provide the band with a unique identity, the Montage label is offering free "visitors" of its name to bands whose names were originated as a result of the label's name. For example, the Jolote band will have its "Visitors" label and the album has been re-titled "Visitors 81." The French group will retain the name of Visitors everywhere else in the world.

Marc Celerin

Cash Box/September 19, 1981

www.americanradiohistory.com
REVIEWs

NEW AND DEvELoPING ARTISTS

PRETENDERS (Sire SRE 49819)

Chrisie Hynde mixes the enthusiasm of a football rally with a '60s big band R&B sound, complete with horn section and organ, on the first single from "Pretenders II." Unfortunately, there's no real hook here, a tremendous letdown from the instantly catchy "Brass in Pocket." This is strictly AOR territory.

TRIUMPH (RCA JH 12298)

Already becoming an AOR staple, the first single from Triumph's new "Allied Forces" LP is a textbook FM rocker. There's the slightly mystical theme, similar to those of another Canadian power trio, an acoustic opening that sounds like styx by way of early Led Zeppelin and even some Who-like snatches of singing.

RODNEY CROWELL (Warner Bros. WBS 49810)
Stars On The Water (3:04) (Crowell Music/Granite Music Corp. — ASCAP) (R. Crowell)

A delightful, guitars-and-violin figure immediately catches the listener with its seductive southern rhythm while Crowell supplies the soothing vocals on this track from his latest album, "Country Road." A clean and sparse production lends such tasty touches as slowed-handed slide and easily flowing lyrics shine for all their worth.

NEVILLE BROTHERS (A&M 2558)
Sitting In Limbo (3:47) (Island Music, Inc. — BMI) (J. Cliff, G. Bright, Plummer) (Producers: J. Dorn, R. J. Riggi)

New Orleans' great Neville Brothers give a southern sweet style reading of Jimmy Cliff's reggae ballad over a thick rhythm bed and wailing electric piano. The "Masked Producer." Joel Dorn does a great job at giving the foursome a commercial sound without diluting their rich gumbo flavor.

REVIEWs

NEW AND DEvELoPING ARTISTS

PRINCE (Warner Bros. WBS 49808)
Controversy (3:39) (Epicnir Music Inc. — BMI) (Prince) (Producers: Prince)

The title track from one man band Prince's forthcoming set finds the Minnesota musical machine moving away from the rock-edged sound of last year's "Dirty Mind" and back into a more funk-oriented R&B groove. A sparse, buzzing keyboard sound helps keep the emphasis on rhythm here, with a melodic bridge providing variation. B/C sureshot.

COLD CHISSEL (Elektra E-47194)
Khe Sanh (4:08) (Rondor Music (Australia) Ltd./Ampic Music Corp. — ASCAP) (D. Walker) (Producers: M. Ozil, Cold Chisell)

A stirring, intense look at the sad plight of a returning Vietnam vet to Australia, eloquently sung in the first person by the Chisell's Jim Barnes. Barnes' raspy voice is perfect for the down-home country arrangement, complemented, rather than defused, the poignant message.

BILLY OCEAN (Motown/CBS WS 902445)

With each new song, Ocean proves himself to be a songwriting talent to watch in the R&B world. Materials such as this tune about a secret love longing for a friend could be covered by a singer of Chaka Khan's caliber, but Ocean does a fine job at his own light, sexy voice on the sick med-tempo groove.

FRANKIE SMITH (WMOT/CBS WS 902418)
The Auction (3:40) (Framing Music/Frashon Music/Supermarket Music — BMI) (F. Smith, B. Bloom) (Producers: F. Smith, B. Bloom)

A hot 'n' spicy and a rooster's cock-a-doodle-do open this R&B hoedown story of an old west auction told by Smith with appropriate back-up claps maintaining the rhythm. Smith's raspy rap is engaging, if nothing else, and the closing piano interlude is pleasant.

HITS OUT OF THE BOX

BEE GEES (RSO RS 1066)
He's A Liar (4:00) (Gibb Brothers Music, admin. by Unichappell Music — BMI) (R. B. Gibb) (Producers: Bee Gees, K. Richardson, A. Galuten)

COMMODORES (Motown M 1527F)
Oh No (3:00) (Jobete Music Co., Inc./Commodores Entertainment Publishing Corp. — ASCAP) (L.B. Richia, Jr.) (Producers: J.A. Carmichael, The Commodores)

AIR SUPPLY (Arista AS 0626)
Here I Am (3:38) (Al Gallico Music Corp./Tur-File Music Corp. — BMI) (N. Sallitt) (Producer: H. Maslin)

RICKIE LEE JONES (Warner Bros. WBS 49816)

Cash Box/September 19, 1981 17
NOT GUILTY — Larry Gatlin and the Gatlin Brothers Band — Columbia FC 37464 — Producers: Larry, Steve and Rudy Gatlin — List: None — Bar Coded

The Gatlin's trademark vocals, coupled with Luther's writing prowess are indeed intact on the latest release from the brothers. Harmonizing has always been the strong point of any Gatlin release, and although this album is not quite as strong as its predecessor, it does contain a few choice gems reflective of the Gatlin's high standards. They include "Rain, "Someome Else's Day" and "My Last Love Song."

NOT SELLING OUT/I'M BUYING IN — Swamp Dogg — Takoma Records TAK 7099 — Producer: Swamp Dogg — List: 8.98

Remember such '60s and '70s hits as "Mama's Baby, Daddy's Maybe" and "Gag A Maggot?" That's okay, most other people don't either. But they should because good 'boogie woogie rock n' roll Swamp Dogg has long been one of pop's most accomplished rhythmists and satirists. The Swampmister sings in a gripping rockin' soul style that will remind folks of pop music's early days.


Pete, sweet and chesty Benadette could turn into one of pop's most successful novelty song cover artists if she continues her streak. Last year's "Gee Whiz" hit the Top 40 and her new re-working of "Dedicated To One I Love" has already seen some Top 10 Pop Singles chart action as well. But she's a versatile singer with the ability to touch on Broadway hits, building ballads and quaint Top 40 songs as well. Kudos to producer Brooks Arthur for his glossy production.

SITTING TARGETS — Peter Hammill — PVC Records PVC 8902 — Producer: Peter Hammill — List: 8.98

The former leader of Manchester-based Van Der Graaf Generator has never gone beyond cult status with his dark and moody brand of avant rock, and he clearly never will. But he's a tremendously gifted artist whose early style had a lot of influence on the new wave, and his debut LP for PVC is probably his most inventive and futuristic yet. Alternately soothing and disturbing, he's definitely from the Eno school of rock. For rockers who aren't afraid of the sound of outer limits and outer emotions.

NOVO COMBO — Polydor PD-1-6331 — Producer: Chris Kimsey — List: 8.98

These four veterans of the rock wars have banded together to form an eclectic modern rock unit that is at once delightfully poppy and commercial. Using some interesting jazz and reggae hopped hooks all the proper, quartet sports a smoothly coiffed style that should sit right with both pop and AOR programmers. While ex-Santana and Go drummer Michael Shrieve and guitarist Pete Hewitt stand out as players, all four lads are capable of handling vocals Top flight, 80s mainstream rock.

IS THIS A COOL WORLD OR WHAT? — Karla Devil — Epic NFE 37014 — Producer: Bill House — List: None — Bar Coded

The girl who shared "Paradise By The Dashboard Light" with Meatloaf on the notorious "Bat Out Of Hell" roadshow steps out on her own on this A Cool World," and proves she's totally deserving of the spotlight. She has a high flying, dramatic vocal style that comes from a background on the stage that includes stints as the female lead in the Broadway version of The Pirates Of Penzance and Godspell. Her vocal style is perfectly suited to the big theatre rock-oriented compositions here.

IN A STRANGE LAND — Native — RCA AFL1-3992 — Producer: Pete Robinson — List: 8.98

Along with Culture and Uprising, Native is one of the best new reggae bands to emerge in the past few years. But whereas its contemporaries opt for a more roots sound, Native mixes new wave and hard rock stylings with the rich Jamaican base. The septet from Ocho Rios looks to be one of the most potentially successful because of its interesting fusion style. Heavy guitar rhythms, high flying harmonies and a straight ahead non-patious vocal delivery should make the band an AOR must.


This Pittsburgh-based fivesome is one of those quintessential journeyman Heartland rockers in that it plays a volatile blend of straight ahead rock that doesn't seem to be known north of Pennsylvania or west of Cleveland. Led by the charismatic Nardini, the band kicks out the jams on this debut live LP "Even Alive" crammed through a set of barnburner that FM radio should think of. Like Bob Seger's Silver Bullet Band, it will ultimately be big news. Lets hope it doesn't take as long.

FINES HOUR — Cynthia Claswo — Triangle TR 148 — Producer: Jerry Crutchfield — List: 8.98

Like a soft cool rain on a warm summer night, Cynthia Claswo-son's incredible vocals ring true on what could be the gospel highlight of the year. Claswo won three Dove Awards this year, including Gospel Female Vocalist of the Year, and this album shows why. These crystal clear cuts move to possess secular appeal as well as gospel. Note "Without You" and "Perfect Stranger" and the nine other cuts included on the package.
AMII IN THE APPLE - Handshake recording artist Ami Stewart recently visited Los Angeles to record a new single "Why You Have To Be So Sexy?" Pictured at the session are (l-r) Marjean Mefford, session promotion, Stewart, WKTU's Paco, and Michael Ellis, WKTU's music director. Amii Stewart has been working on a new album with producer John Danks. The album is due to be released later this year.

THE NEWS - With her "Mistaken Identity," LP, Kim Carnes has finally received the recognition she has long deserved. Yet another positive step for the songstress will take place Sept. 20 when she will be featured in a King Biscuit Flower Hour concert to be aired over the ABC FM network. Kim Carnes was recorded during her recent sold-out appearance at the Alhambra Theatre in New York on Aug. 24-25 and is expected to air on over 400 stations. RKO TWO, a new RKO radio network that debuted on Sept. 1, initially cleared 56 stations succeeding RKO's goal of 50. The web plans to have 100 stations cleared by the end of the year, with another hundred projected for the end of 1982. RKO TWO is targeted with music and information geared for the 35-44 demographic. The WeeDeed Radio Network has continued its success with an agreement Jack Maclay and Jim WeeDeed, Inc. to provide station affiliates with hourly programming and sales information. The representation is firm, information regarding WeeDeed's programs can be obtained by contacting Lloyd Heeney at (213) 462-5922. WABX/Detroit and WWDC/AM New York City, Inc., which is a sales affiliate of WeeDeed, has recently featured The Tubes in a recorded live concert over the Labor Day Weekend.

Cable And Sales Issues To Be Highlights Of NRBA Confab

At the same time, programming workshops will take place in parallel to the main conference, focusing on specific areas of interest.

_Cable And Sales Issues To Be Highlights Of NRBA Confab_

(continued from page 7)

Architect held recently in Chicago (Cash Box, Aug. 29). There will be some participation but not to the extent of last year's convention. For "One reason this year, wewere in L.A., and we had a much closer relationship with Radio and Records."

Rather than focusing on the role of record companies in radio, Vonon said he wants to emphasize cable's role in the future of radio. "We see cable as a threat, said Vonon. "It can fractionalize the audience into smaller groups and cable is beginning to sell advertising at rates more competitive with radio than television."

Opening Day

Cable and satellite's benefits for radio will be the focus of two panel discussions that open the convention at 8:30 p.m. Sunday, Sept. 13. The first panel will address the management implications of the changing technology and services, which will include various companies and people from such companies as Eastman Cable Representatives. The second will center on satellite and cable's implications for radio engineers.


delays. The network will be ready to roll by 9 a.m. EDT.

A combination of live and taped programming will be featured in the morning drive position, with George Ellis, former host of "Time Out With George Ellis," working as the company's national sales representative. The network will also feature a daily syndicated program, "The Softer Side of the City," hosted by Dan McGahan.

A key feature of the network will be its ability to offer advertisers a diverse range of options, including live and taped programming, news, and music. The network will also provide advertisers with access to a wide variety of target audiences, allowing them to effectively reach their desired demographic.

Legal issues pertaining to radio will be addressed by Mark Fowler, chairman, Federal Communications Commission (FCC). He will also discuss the management implications of the changing technology and services, which will include various companies and people from such companies as Eastman Cable Representatives. The second will center on satellite and cable's implications for radio engineers.


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THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA
SALES: Fair in all regions; weakest in West.

JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM
ADDS: None, HOTS: WRNW, WGRQ, MEDIUMS: WCCO, WLIR, KSHE, WSHE, WWWM, PREFERRED TRACKS: Title, Independence.
SALES: Weak in East, fair in others.

# 5 MOST ADDED

ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA
SALES: Moderate, breakouts in South; fair in others.

# 4 MOST ACTIVE

PAT BENATAR • PRECIOUS TIME • CHRYSALIS
ADDS: None, HOTS: KNCD, MEDIUMS: WDBK, WMMS, WPLR, WCOZ, KMET, PREFERRED TRACKS: Breaking, Dream.
SALES: Fair in West and Midwest; weak in others.

# 3 MOST ADDED

BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA
SALES: Moderate to fair in all regions; weakest in South.

# 2 MOST ACTIVE

FOGGIA • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSEVILLE
ADDS: None, HOTS: WPLR, KNCD, MEDIUMS: WBLM, KSH, KOME, KMET, PREFERRED TRACKS: Live, Wide, Close.
SALES: Fair in South; weak in others.

# 1 MOST ACTIVE

DEBBIE HARRY • KOOKOO • CHRYSALIS
ADDS: WPLR, HOTS: WMMS, WGRQ, KNEW, MEDIUMS: WGRQ, KNEW, PREFERRED TRACKS: Title, Strongbreaks in all regions.
SALES: Great in all regions; strongest in West.
# 9 MOST ACTIVE

1. **THE KINKS** • GIVE THE PEOPLE WHAT THEY WANT
   - ARTISTA
   - SALES: Good in all regions.

# 6 MOST ADDED

1. **KIX • ATLANTIC**
   - ADDS: KMET, WNEW, WWWM, WGRQ. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Open.
   - SALES: Just shipped.

# 8 MOST ADDED

1. **LITTLE RIVER BAND • TIME EXPOSURE • CAPITOL**
   - SALES: Good to moderate in all regions.

# 4 MOST ADDED

1. **NILS LOFGRIN • NIGHT FADES AWAY • BACKSTREET/MCA**
   - SALES: Slight response in East and West.

# 7 MOST ADDED

1. **MAYDAY • A&M**
   - ADDS: KSJO, WBLM, WCOZ. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: Open.
   - SALES: Just shipped.

# 1 MOST ADDED

1. **BOB SEGER & THE SILVER BULLET BAND • NINE TONIGHT • CAPITOL**
   - ADDS: KOME, KROQ, WBNX, WOUR, WMMS, WKCN, KNX, WSHE, WNEW, KZAM, KROQ, WBNX, KMGN. PREFERRED TRACKS: Flash, Breakout.
   - SALES: Moderate in West and Midwest; fair in others.

# 10 MOST ADDED

1. **NOVO COMBO • POLYDOR/POLYGRAM**
   - SALES: Slight response in West and Midwest.

# 1 MOST ACTIVE

1. **THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC**
   - ADDS: None. HOTS: KMET, KOME, KNAC, KROQ, KMGN, KSHE, WNEW, WBNX, WGRQ, WBNX, WBLM, WBBR, WMMM, WGRQ, WBNX, WBBR, WMMM, WGRQ, WBNX, WBLM. PREFERRED TRACKS: Escape, Start, Limousine.
   - SALES: Good in all regions.
**Cash Box Week Ending September 19, 1981**

### Cash Smash

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I've Done Everything For You</td>
<td>Rick Springfield</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>You Don't Write 'Em</td>
<td>Greg Kihn Band</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>She's A Bad Mama (Jama)</td>
<td>She's Built, She's Stacked</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>Tryin' To Live My Life</td>
<td>Bob Seger</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>Prince</td>
<td>Prince</td>
<td>2</td>
</tr>
<tr>
<td>6</td>
<td>Prime Time</td>
<td>Prime Time</td>
<td>1</td>
</tr>
</tbody>
</table>

### Prime MOVER

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>31</td>
<td>CHLOE</td>
<td>Elton John</td>
<td>9</td>
</tr>
<tr>
<td>32</td>
<td>WE'RE IN THIS LOVE TOGETHER</td>
<td>Al Jarreau</td>
<td>8</td>
</tr>
<tr>
<td>33</td>
<td>JUST ONCE</td>
<td>Quincy Jones</td>
<td>7</td>
</tr>
<tr>
<td>34</td>
<td>GENERAL HOSPI-TALE</td>
<td>General Hospital Delights</td>
<td>6</td>
</tr>
<tr>
<td>35</td>
<td>YOU COULD TAKE MY HEART AWAY</td>
<td>Silvert Condor</td>
<td>5</td>
</tr>
</tbody>
</table>

### Prime MOVER (Cont.)

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>36</td>
<td>SHARE YOUR LOVE WITH ME</td>
<td>Kenny Rogers</td>
<td>3</td>
</tr>
<tr>
<td>37</td>
<td>PRINCE</td>
<td>Prince</td>
<td>2</td>
</tr>
<tr>
<td>38</td>
<td>I'M IN LOVE</td>
<td>Evelyn King</td>
<td>1</td>
</tr>
<tr>
<td>39</td>
<td>SOME DAYS ARE DIAMONDS</td>
<td>John Denver</td>
<td>1</td>
</tr>
<tr>
<td>40</td>
<td>THAT OLD SONG</td>
<td>Ray Parker, Jr. &amp; Raydio</td>
<td>1</td>
</tr>
<tr>
<td>41</td>
<td>WHEN SHE WAS MY GIRL</td>
<td>The Four Tops</td>
<td>5</td>
</tr>
<tr>
<td>42</td>
<td>THE BREAKUP SONG (They Don't Write 'Em)</td>
<td>Greg Kihn Band</td>
<td>4</td>
</tr>
<tr>
<td>43</td>
<td>SHE'S A BAD MAMA (JAMA) (She's Built, She's Stacked)</td>
<td>She's Built, She's Stacked</td>
<td>3</td>
</tr>
<tr>
<td>44</td>
<td>I'M IN LOVE</td>
<td>Evelyn King</td>
<td>2</td>
</tr>
<tr>
<td>45</td>
<td>SOME DAYS ARE DIAMONDS</td>
<td>John Denver</td>
<td>1</td>
</tr>
<tr>
<td>46</td>
<td>THAT OLD SONG</td>
<td>Ray Parker, Jr. &amp; Raydio</td>
<td>1</td>
</tr>
<tr>
<td>47</td>
<td>BURNIN' FOR YOU</td>
<td>Blue Oyster Cult</td>
<td>5</td>
</tr>
</tbody>
</table>

### Top 100 Singles

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ENDLESS LOVE</td>
<td>Diana Ross &amp; Lionel Richie</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>QUEEN OF HEARTS</td>
<td>Juice Newton</td>
<td>17</td>
</tr>
<tr>
<td>3</td>
<td>SLOW HAND</td>
<td>Pointer Sisters</td>
<td>13</td>
</tr>
<tr>
<td>4</td>
<td>STOP DRAGGIN' MY HEART AROUND</td>
<td>Stevie Nick's (with Tom Petty and the Heartbreakers)</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>URGENT</td>
<td>FOREIGNER</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>WHO'S CRYING NOW</td>
<td>Journey</td>
<td>10</td>
</tr>
<tr>
<td>7</td>
<td>ARTHUR'S THEME (BEST THAT YOU CAN DO)</td>
<td>Christopher Cross</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>THE BEACH BOYS MEDLEY</td>
<td>The Beach Boys</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>THERE'S NO GETTIN' OVER ME</td>
<td>Ronnie Milsap</td>
<td>13</td>
</tr>
<tr>
<td>10</td>
<td>HOLD ON TIGHT</td>
<td>ELO</td>
<td>9</td>
</tr>
<tr>
<td>11</td>
<td>STEP BY STEP</td>
<td>EDDIE RABBIT</td>
<td>9</td>
</tr>
<tr>
<td>12</td>
<td>LADY (YOU BRING ME UP)</td>
<td>Commodores</td>
<td>14</td>
</tr>
<tr>
<td>13</td>
<td>FOR YOUR EYES ONLY</td>
<td>Sheena Easton</td>
<td>9</td>
</tr>
<tr>
<td>14</td>
<td>THEME FROM THE GREATEST AMERICAN HERO</td>
<td>JOEY SCARBY</td>
<td>19</td>
</tr>
<tr>
<td>15</td>
<td>START ME UP</td>
<td>ROLLING STONES</td>
<td>5</td>
</tr>
<tr>
<td>16</td>
<td>JESSIE'S GIRL</td>
<td>Rick Springfield</td>
<td>26</td>
</tr>
<tr>
<td>17</td>
<td>THE VICE</td>
<td>THE MOODY BLUES</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>COOL LOVE</td>
<td>PABLO CRUISE</td>
<td>12</td>
</tr>
<tr>
<td>19</td>
<td>I COULD NEVER MISS YOU (MORE THAN I DO)</td>
<td>LULU</td>
<td>8</td>
</tr>
<tr>
<td>20</td>
<td>FIRE AND ICE</td>
<td>PAT BENATAR</td>
<td>10</td>
</tr>
<tr>
<td>21</td>
<td>THE NIGHT OWLS</td>
<td>LITTLE RIVER BAND</td>
<td>5</td>
</tr>
<tr>
<td>22</td>
<td>FEELS SO RIGHT</td>
<td>ALABAMA</td>
<td>15</td>
</tr>
<tr>
<td>23</td>
<td>PRIVATE EYES</td>
<td>DARYL HALL &amp; JOHN OATES</td>
<td>4</td>
</tr>
<tr>
<td>24</td>
<td>ELVIRA</td>
<td>THE OAK RIDGE BOYS</td>
<td>20</td>
</tr>
<tr>
<td>25</td>
<td>BREAKING AWAY</td>
<td>BALANCE</td>
<td>11</td>
</tr>
<tr>
<td>26</td>
<td>DRAW OF THE CARDS</td>
<td>KIM CARNES</td>
<td>10</td>
</tr>
<tr>
<td>27</td>
<td>HARD TO SAY</td>
<td>DAN FOGELBERG</td>
<td>4</td>
</tr>
<tr>
<td>28</td>
<td>SUPER FREAK (PART 1)</td>
<td>RICK JAMES</td>
<td>7</td>
</tr>
<tr>
<td>29</td>
<td>IN YOUR LETTER</td>
<td>REO SPEEDwagon</td>
<td>7</td>
</tr>
</tbody>
</table>

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**BRING THE TALENTS OF DICK CLARK TO YOUR STATION.**

---

*The Nati Presented Heard on A Weekly*
### Top 100 Singles Chart

**September 19, 1981**

#### Hit Bound

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Peak Position</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>67</td>
<td>Say Goodbye To Hollywood</td>
<td>Billy Joel</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>68</td>
<td>Our Lips Are Sealed</td>
<td>Point Blank</td>
<td>13</td>
<td>10</td>
</tr>
<tr>
<td>69</td>
<td>Working In The Coal Mine</td>
<td>Devo</td>
<td>3</td>
<td>12</td>
</tr>
<tr>
<td>70</td>
<td>All I Have To Do Is Dream</td>
<td>Andy Gibb &amp; Victoria Principal</td>
<td>6</td>
<td>14</td>
</tr>
<tr>
<td>71</td>
<td>Falling In Love Again</td>
<td>Michael Stanley Band</td>
<td>7</td>
<td>16</td>
</tr>
<tr>
<td>72</td>
<td>The Stroke</td>
<td>Billy Squier</td>
<td>19</td>
<td>18</td>
</tr>
<tr>
<td>73</td>
<td>Atlanta Lady (Something About Your Love)</td>
<td>Marty Balin</td>
<td>2</td>
<td>18</td>
</tr>
<tr>
<td>74</td>
<td>In The Dark</td>
<td>Billy Squier</td>
<td>2</td>
<td>18</td>
</tr>
<tr>
<td>75</td>
<td>Tempted</td>
<td>Squeeze</td>
<td>9</td>
<td>18</td>
</tr>
<tr>
<td>76</td>
<td>Sausalito Summernight Diesel</td>
<td>Willie Nelson</td>
<td>2</td>
<td>18</td>
</tr>
<tr>
<td>77</td>
<td>Shake It Up Tonight</td>
<td>Cheryl Lynn</td>
<td>7</td>
<td>19</td>
</tr>
<tr>
<td>78</td>
<td>Hearts</td>
<td>Marty Balin</td>
<td>18</td>
<td>19</td>
</tr>
<tr>
<td>79</td>
<td>Double Dutch Bus</td>
<td>Frankie Smith</td>
<td>17</td>
<td>20</td>
</tr>
<tr>
<td>80</td>
<td>You Saved My Soul</td>
<td>Burton Cummings</td>
<td>2</td>
<td>20</td>
</tr>
<tr>
<td>81</td>
<td>Easy To Love Again</td>
<td>Carlene Bayer Sager</td>
<td>3</td>
<td>20</td>
</tr>
<tr>
<td>82</td>
<td>At This Moment</td>
<td>Billy &amp; The Beaters</td>
<td>3</td>
<td>20</td>
</tr>
<tr>
<td>83</td>
<td>You're My Girl</td>
<td>Franke &amp; The Knockouts</td>
<td>12</td>
<td>20</td>
</tr>
<tr>
<td>84</td>
<td>The One That You Love</td>
<td>Air Supply</td>
<td>19</td>
<td>20</td>
</tr>
<tr>
<td>85</td>
<td>Here I Am</td>
<td>Air Supply</td>
<td>1</td>
<td>20</td>
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#### Looking Ahead

**Searchin'**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Peak Position</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stay Awake</td>
<td>Ronnie Laws</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>The Sensitive Kind</td>
<td>Santana</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>Bette Davis Eyes</td>
<td>Kim Carnes</td>
<td>26</td>
<td>2</td>
</tr>
<tr>
<td>More Stars</td>
<td>Stars On 45</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Touch Me When We're Dancing</td>
<td>Carpenters</td>
<td>14</td>
<td>2</td>
</tr>
<tr>
<td>No Time To Lose</td>
<td>Terence Spencer Band</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Everlasting Love</td>
<td>Rex Smith/Rachel Sweet</td>
<td>13</td>
<td>2</td>
</tr>
<tr>
<td>Stars On 45—Medley</td>
<td>Stars On 45</td>
<td>24</td>
<td>2</td>
</tr>
<tr>
<td>Not Fade Away</td>
<td>Eric Hine</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>It's Now Or Never</td>
<td>John Schneider</td>
<td>17</td>
<td>2</td>
</tr>
<tr>
<td>Give It To Me Baby</td>
<td>Rick James</td>
<td>18</td>
<td>2</td>
</tr>
<tr>
<td>Gemini Dreams</td>
<td>The Moody Blues</td>
<td>16</td>
<td>2</td>
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<tr>
<td>Dedicated To The One I Love</td>
<td>Bernadette Peters</td>
<td>7</td>
<td>2</td>
</tr>
<tr>
<td>Rock And Roll Dreams</td>
<td>Icehouse</td>
<td>7</td>
<td>2</td>
</tr>
<tr>
<td>Sweet Baby</td>
<td>Stanley Clarke/George Duke</td>
<td>21</td>
<td>2</td>
</tr>
</tbody>
</table>

**Cash Smash**—denotes significant sales activity.

**Prime Mover**—denotes significant radio activity.

**Hit Bound**—denotes immediate radio acceptance.

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### Mick Clark

**Mick Clark National Music Survey**

By Mutual Broadcasting System and More Than 520 Top Radio Stations.

Review of Top Hits Compiled by **Cash Box**
Publishers Look To Computers For Use In Song Cataloging
by Claudia Bedwell
NASHVILLE — While computers are currently handling everything from accounting functions and royalties to order processing and copyright information, the recent addition of a computer system to Combine Music, Inc. for the purpose of storing the company’s catalog promises to be the most significant move toward computerization of the publishing industry yet. According to Carolyn Sellers of Combine, the TRS 80 Model II microcomputer, currently in the programming stage, will eventually hold copyright, license, chart, and royalty information for the company’s entire catalog. This information will be filed under numerous “pop up lists” such as movie title, book title and sheet music company for easy cross referencing. The system includes two CRT units, two printers, and one three-disc drive, at a cost of roughly $14,000.

All of the eight Nashville publishers contacted by In Box are planning to computerize their catalogs in the near future, and all agree that this is the direction publishing is taking. And while publishers in various stages of development, many are waiting for the results of the Combine “experiment” before undertaking such a mammoth task.

One person who is particularly interested in the combine system is Linda Swan of Bruce Stevens. Swan feels that “publishing is the main area lacking in the use of computers” and that “the opportunity for computers in this industry are unending.”

Three major advantages of computers cited by the publishers are increased speed, accuracy, and easy access of information. Donna Hilley of Tree International agrees, adding that computers have immeasurable value as time-savers, participating with the ever increasing number of requests for information on the publisher’s songs.

One of the major concerns among publishers considering computer systems is cost (which runs from about $10-$70,000), although costs are always changing, installing and programming the system, not to mention the upkeep of the equipment. The initial outlay is not usually offered by companies like the Nashville Computer Center with a program of “single source responsibility.” The independent supplier of small business computer systems will help select a system to meet the needs of the publisher, install, program and maintain it. David Condra, president of the computer center, says that publishers have been coming to him with ideas about computerizing their catalogs for over a year.

Storage Capacity
According to Combined, one of the most important considerations in choosing a system are storage capacity and speed of access, although the number of simultaneous users also needs to be taken into account. Depending on the amount of material that needs to be stored, either a floppy disk or hard disk system will be preferable. Many publishers, like Hilley, are “looking for something we can grow into 10 years from now,” emphasizing scalability important. Many companies now offer modular systems which allow users to begin with a floppy disk system which can store from 100-250,000 characters, and add on more sophisticated hardware (with storage capability of 1,000,000 characters) as the need arises. The retrieval time of a hard disk system can be 10 to 50 times faster than a floppy disk system.

DOROTHY CELEBRATES 35TH — Chic Doherty, vice president, sales and marketing, MCA/Nashville, was honored at the Spence Manor in Nashville to commemorate his 35th year in the music business. Dorothy was led into the party under the impression that he would be making one of the most important announcements of his career. Interestingly, the real announcement was made later by attorney Dorey; Conway Twitty.

Full Slate of Activities Set For The October Country Music Celebration
by Jennifer Bohler
NASHVILLE — With less than a month to go, preparations for the upcoming Country Music/Grand Ole Opry Birthday Celebration week (Oct. 9-17) are in full swing, with label showcases, seminars and a number of awards programs already set. Since the Country Music Assn. (CMA) has experienced one of the heaviest demand for tickets to its annual awards shows this year, the event promises to be one of the largest and most successful country music celebrations yet.

In line with country music’s much touted popularity, the CMA was flooded with requests for tickets to its 15th anniversary awards show, over 300 more than the 4,400-seat Opry House will hold. To meet the overflow demand, the CMA will have special viewing areas set up in the Cherokee and Natchez Trace rooms at the Opry, equipped with large screen projectors where the awards program will be telecast live via closed circuit television. According to a representative of the CMA, this is the first time the organization has ever received so many requests, which prompted the idea of the viewing rooms, where there will be refreshments and a complimentary bar. The representative also said that those ticket requests which could not be met would be given the option of viewing the show in these rooms, or receiving a refund for their request.

Another of the week’s activities that seems to be heading for a record year. With four weeks remaining in which to register, over 1,500 of the 6,000 registrants have taken the opportunity to attend the CMA Awards, which will be broadcast on October 17 at the Grand Ole Opry House, celebrating the 56 birthday of the Opry.

In addition to the CMA Awards, there will be several other awards programs scheduled during the week, including the BMI Songwriters Assn International Awards Oct. 11 at the Hyatt Regency Ballroom; the BMI Awards Oct. 13 on the grounds of BMI; the ASCAP Awards Oct. 14 at the Maxwell House Hotel; the SESAC Awards Oct. 15 at the Woodmont Country Club and the CMA awards Oct. 16 at the Hyatt Regency.

Country Fan Fair Relocates To The State Fairgrounds
NASHVILLE — The International Country Music Fan Fair, an annual event held in Nashville since 1978, has moved to the Municipal Auditorium to the Tennessee State Fairgrounds beginning in 1982. Also, for the first time fans attending the Fan Fair will be able to purchase “one-day” tickets, in addition to passes which will be issued.

“The festival was begun 10 years ago to provide country music fans with an opportunity to meet their favorite country stars in an informal atmosphere, and to enjoy the performances and exhibits in a week of activities,” said Jo Walker-Meador, executive director of the Country Music Association (CMA), which co-sponsors the festival with the Grand Ole Opry. “During Fan Fair’s 10 years of existence, registration has increased a remarkable 700% and, during 1981, when registration was closed for the first time in history, it became apparent that we needed additional facilities. A decision was made to move the Fan Fair to the State Fairgrounds.”

Although in previous years registrants were required to purchase tickets that entitled them to attend the entire week’s events, “one-day” tickets will become available for the first time in 1982. Bud Wendel, president of WSM, Inc., parent company of the Grand Ole Opry, said that “one-day tickets will encourage people who might not be able to attend the entire week of events will have the opportunity to attend in at least one day’s worth of activities.”

Wendel, who doubles as chairman of Fan Fair, added, “The fans themselves are the number one benefit of this event, and everything we can do to make possible maximum attendance.

“The overall impact of Fan Fair to both the city of Nashville and the state of Tennesses cannot be overemphasized,” added CMA president Tandy Rice. “This change of venue and focus will be so spectacular that it will double the impact of Fan Fair, and the end result will be one of the biggest and most significant things to happen in this city and state. The main beneficiaries will be, of course, Nashville and the country music community itself with the increase of tourist dollars.

Edward F. Jones, executive vice president of the Nashville Area Chamber of Commerce, expects spending in the metro area by registrants at Fan Fair in 1982 to total $4.5 million, a 48% increase over last year’s revenue. Jones termed Fan Fair “the most significant event, festival or concert ever to have occurred in Nashville for an economic standpoint.”

With more major additions and developments anticipated, Fan Fair planners have scheduled the 1982 festival for the week of June 7.

WMAQ Stabilizes Following Recent Staff Changes
by Tom Roland
NASHVILLE — Three months after an overall reshuffling of personnel by station manager Ted Cramer, the Chicago station’s program director, maintains that the only major policy changes made by the station’s top management have been tightening of the station’s playlist.

Following the resignation of music director Tom Pahl, the promotion of the station’s program director and general manager to form an independent consulting firm, the station hired Dave Martin (continued on page 28)
Cash Box/September 19, 1981

T.G. QUESTS IN L.A. AFTER 'BATTLE OF THE SHOWGIRLS' — T.G. Sheppard recently co-hosted a syndicated special, Battle of the Las Vegas Showgirls, with AM-LA's Regis Philbin. Later, he appeared on AM-LA in Los Angeles, where he rendered his current single, "Party Time." Sheppard is also involved in the "Get High On Yourself" campaign against drug abuse. Pictured on the AM-LA set are (l-r) Cyndy Garvey, co-host of the show, Sheppard, and Philbin.

B.J. AND MISS AMERICA — B.J. Thomas was the featured performer on the Sept. 12 Miss America Pageant aired live on NBC-TV from the fabled Atlantic City. Thomas performed his current MCA single, "I Recall A Gypsy Woman," as well as the million seller, "Rain in My Face." The song being sung on stage was "One on One" by Artie Butler.

TIS THE SEASON — At this rate, we may have to make the "congratulations" section a weekly portion of the Country Column. This week our congratulations go to Miriam and Bob at the CMA Awards. The two were congratulated on their 9th year, 12th boom, August, at the Grand Ole Opry. The young couple's name is John Clayton. Also, our congratulations to Laura and Jack Hill on the birth of their daughter, Katherine Margarite, born Sept. 3 and weighing in at 8 pounds, 5 ounces. The young Katherine was also born at Baptist Hospital.

A NASHVILLE RABBIT IN VEGAS — Eddie Rabbit will make his Las Vegas headlining premier Oct. 15-26 at the MGM Grand Hotel. The "Pride Sisters" will open the two-show-a-night concert engagement.

CATCH THE BOXCAR — America's singing hobo, Boxcar Willie, recently filmed a segment of Pop Goes The Country on CBS in Nashville. He is being syndicated to local television stations.

CHANGE OF ADDRESS — Jim Owens Entertainment, Inc. is now located at Colonial Place, P.O. Box 457, Brentwood, Tenn. 37027. The new telephone number is (615) 791-1777.

CMA MEET — The Country Music Assn. (CMA) has scheduled its membership meeting for Oct. 15 at the Opryland Hotel. The session will be devoted to the election of directors, the president's message, presentation of awards and other business issues.

AUSTIN IN FALLING — Barbara Mandrell, who recently released her first single, "Let's Get Married Again" on F & L Records, has embarked on a tour of Illinois in support of the new single. She will be in back in Nashville in time for the October convention, where she will be performing.

DARLING — John Schneider, who recently completed his second album for producer Terri Gibbs, was back at the Emporium with another new song — Rob Parsons. Williamsson engineered. A label deal for the project which includes his two sons, has not been announced.

DARLING Austin

HERE AND THERE — is Willie Nelson going to do a duet album with Ray Charles? Meanwhile, rumors are still flying that Nelson's Lone Star label is about to be reactivated. Austin or Nashville will be the base... The Johnny Dollar Company has signed newcomer Denise Williams to a recording deal. Dollar will be producing the singer's first album.

The Little Richie Johnson Agency will handle promotion duties for Robyn Young, son of country artist Faron Young, whom the agency also represents. RCA artist Valienti recently performed two SRO shows at the Grapevine Opry in Grapevine, Texas. The actbreaker also attended the premiere of Singin in San Antonio, Texas, in which he was a featured actor. The movie is the first in a series of PBS TV docu-dramas, and this one is based on the life of Mexico's Juan Seguin. Tune in to the special when it airs in its city, and check out Valienti's acting. A note for the squeal: the young actor is gunned down by a firing squad in the film... Did you know a group of Texas businessmen started Soc A Gee Records just for singer John Rex Reeves? And did you also know the label was named after a creek in East Texas? The label is headed up by Frank Cranford and Lenard Goss... The Ritz Theatre in Elizabeth, N.J. is ready to begin its fall schedule with a good concerto lineup, including Paul Williams, Rita Coolidge, Jerry Lee Lewis, the Lettermen, Uncle Floyd and Al Green. Check with the theater for dates.

Jennifer Bohler

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### Alphabetized Top 100 Country Singles (Including Publishers and Licensees)

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Publisher</th>
<th>Week(s) on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Midnight Hour</td>
<td>Steve Earle</td>
<td>ASCAP</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>Midnight Hour</td>
<td>Steve Earle</td>
<td>ASCAP</td>
<td>8</td>
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<td>3</td>
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<td>ASCAP</td>
<td>8</td>
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<tr>
<td>10</td>
<td>Midnight Hour</td>
<td>Steve Earle</td>
<td>ASCAP</td>
<td>8</td>
</tr>
</tbody>
</table>

**Note:** The above table represents a partial listing of the top 100 country singles, including publishers and licensees, as of September 19, 1987. The table continues below with additional entries.
HITS OUT OF THE BOX

LARRY GATLIN AND THE GATLIN BROTHERS BAND (Columbia 18-02522)
What Are We Doin' Lonesome? (2:33) (Larry Gatlin Music - BMI) (L. Gatlin) (Producers: L. Gatlin/S. Gatlin/R. Gatlin)

WILLIE NELSON (RCA PB-12328)
Mountain Dew (2:07) (Tannen Music, Inc. - BMI) (B.L. Lunsford/S. Wiseman) (Producer: not listed)

JOHN SCHNEIDER (Scotti Brothers AE71289)

FEATURE PICKS

DOUG KERSHAW (Scotti Brothers 255028)

RODNEY CROWELL (Warner Bros. WBS 49810)

STEVE WOODS AND THE SLINGSHOT BAND (Mercury 57057)
Missin' Somebody (3:33) (Hot Licks Music - BMI) (R. Reynolds) (Producer: L. Butler)

JIMMI CANNON (Warner Bros. WBS 49068)
Whole Lot Of Cheatin' Goin' On (2:40) (Partner Music/Aigle Music Corp. - BMI) (R. Scaife/D. Singleton/J. Hayes) (Producer: L. Rogers)

HOYT AXTON (Jeremiah 1012)
(We've Got To) Win This One (2:33) (Lady Jane Music/Feststone - BMI) (J. Fessenden/M. Hubbard) (Producers: H. Axton/G. Bailey)

AMY WOOLEY (MCA-51168)
Have A Heart (3:46) (Blue Harbor Music - BMI) (A. Woolley) (Producer: L. Shelton)

STEVE MANTELLI (Picap P-0004)
This Time Around Is For Me (2:59) (Robchrons Music - BMI) (R. Jenkins) (Producer: R.A. Jenkins)

AMARILLO (NSD 104)
A Little Bit Crazy (2:30) (House of Gold - BMI) (W. Newton/T. Dubois/D. Tyler) (Producer: D. Morrison)

ALBUM REVIEWS

HEART TO HEART — Reba McEntire — Mercury SRM-1-6003 — Producer: Jerry Kennedy — List: 8.98
In spite of the fact that this is McEntire's fourth album for Mercury and she has scored several successful singles to date, she hasn't quite been able to vault past the "new and developing" road sign. That nifty, however, should be resolved once the public gets a good taste of this album. McEntire, perhaps the premier female vocalist in country music today, should really crack the market with this excellent collection of material. Particularly note "Indelibly Blue" and "How Does It Feel To Be Free?"

It's inevitable that pianists lend their individual, unique perceptions to the music they perform. Rich Goode's rendering of probably Schumann's most imaginative work embellishes the thematic structure with an almost percussive attack. This is early ambient music, for as you listen, it is at once demanding, yet imposing. With two-handed dexterity, Goode plays Schumann emphatically.

BEETHOVEN: SYMPHONY NO. 9 IN D MINOR, OP. 125 "CHORAL". Chicago Symphony Orchestra; Lorin Maazel, conductor. Mobile Fidelity MFSL 2-516 — Producer: David Harvey — List: none
Half-Speed Master.

The dynamic emotional range here makes it interesting to imagine that Beethoven was in the throes of deep depression when he composed what has remained his most acclaimed work. In the hands of Solti and the Chicago Symphony, this work's articulate presence is given fresh air. A great work and great reproduction.

If this concerto was a culinary offering, it would be fattening. Extrapolations built into this piece allow for Daniel Barenboim to manifest personality, adding still another dimension to this rendering. The New York Phil offers a revered treatment of this work as it was Brahms very first piano concerto. Though Brahms considered this composition a failure in early performances, Barenboim and Mehta make this work a resounding success on vinyl.
MOST ADDED COUNTRY SINGLES

1. MY BABY THINKS HE'S A TRAIN — Rosanne Cash — COLUMBIA — 60 REPORTS
2. SLEEPIN' WITH THE RADIO ON — Charly McClain — EPIC — 60 REPORTS
3. FANCY FREE — Oak Ridge Boys — MCA — 59 REPORTS
4. NEVER BEEN SO LOVED (IN ALL MY LIFE) — Charly Pride — MCA — 55 REPORTS
5. WISH YOU WERE HERE — Barbara Mandrell — MCA — 53 REPORTS
6. TEACH ME TO CHEAT — The Kendall — MERCURY — 48 REPORTS
7. GRANDMA'S SONG — Gail Davies — WARNER BROS. — 47 REPORTS
8. I RECALL A GYPSY WOMAN — B.J. Thomas — MCA — 44 REPORTS
9. I LOVE MY TRUCK — Glen Campbell — MIRAGE — 43 REPORTS
10. MISS EMILY'S PICTURE — John Conlee — MCA — 41 REPORTS

WMAQ/Chicago Steady Again After Personne Changes Of Recent Months

(continued from page 24)

from WTVN/Columbus to serve as general manager. Martin appointed Cramer to fill the vacant program director spot (Cash Box, May 30) and Jay Phillips of WMG/Memphis to handle the music director chores (Cash Box, July 11). Martin and Cramer had previously worked together in similar positions at WDAY/Kansas City.

According to Cramer, the only major alteration in the station's operations is the trimming of the playlist by Phillips. Under the previous regime, the list boasted 67 records, but, after assuming control of the music, Phillips immediately pared the lineup to a more workable 25 plus extras — a reduction leaving a chart with approximately 45 records total.

"It's obvious that you can't track 67 records," said Cramer. "Now we have established what amounts to an accurate chart — a survey that, when you look at it, gives you a good idea of what's really happening in country music in Chicago in terms of activity — primarily, the sales activity on these songs. Actually, what we're doing is adjusting our chart, because we've instituted some new research methods at the station, so now the chart is a real reflection of what's happening in the marketplace."

Cramer refused to comment on what those new research methods are, terming the information "classified."

Beyond the new policies in music, three relatively new voices have become regulars on the WMAQ airwaves. The two prominent sportscasters on WMAQ-TV, Rich Brenner and Chet Coppack, have taken over the sports shows during morning and afternoon drive times. Brenner handling the morning sports and Coppack taking the p.m. slot. Prior to Cramer's arrival at the station, Charlie O'Neal left his afternoon drive shift for a position at WLS/Chicago, and Cramer hired Jim Tyner from WDAY/Kansas City to replace him.

Cramer adds that WMAQ is still probing for a format to manage it and it's been changed to a full-service country music radio station.

Looking at two consecutive 5.1 shares in the Arbitron quarterly measurements, Cramer is optimistic about the near-future of the "most-listened-to" country station in the nation. "We just concluded the summer book in Chicago," he said, "and all my indications are that my indications coming from Radio Index and Mediabase — that we're trending up."

THE COUNTRY MIKE

UNITED STATES UPDATE — As reported in Cash Box Sept. 5, Dick Clark is spearheading the formation of the United States Country Music Network, a full-time radio programming network in live satellite and cable networks. Clark's new company, Mid美, Broadcasting, Inc., will be headquartered in Nashville, according to sources, and will be in charge of programming. Clark is expected to serve as president and chief executive officer of the new company, according to sources. Associated with his new venture include Jim Gruenther, senior vice president of the United States Country Music Network; Frank Mathis, the network's new vice president of programming; and Tom Murray, the network's vice president of marketing and sales. Other network associates include Ron Bailey, the network's vice president of programming; and Mike Williams, the network's vice president of administration.

The United States Country Music Network will feature country music and hourly newscasts, air personality, country music stars as guests, special programming and live concert broadcasts. The program service will be handled via Transponder 3 on Westar II by the American Satellite Company. The American Satellite Company currently provides programming services to over 150 commercial AM and FM radio stations, including Sperry-Univac, Federal Express, Bank of America, General Dynamics, and The New York Times. The United States Country Music Network will be available on a multiple satellite broadcast basis.

WFIL-AM BOWS CONTEMPORARY COUNTRY — After 15 years of programming top 40, then contemporary formats, WFIL-AM/Philadelphia has cashed in its A/C chips for a contemporary country format. The Philadephia powerhouse follows its FM sister, WSUL, into the country market due to its rather lack-luster showing in the most recent Arbitron ratings, and the widespread acceptance of WSUL in its initial Arb book. Program director Dean Tyler will continue in that capacity, this being his first term programming a country station. Jim DeCaro is the general manager.

PERSONALITY PROFILE: While attending the University of Alabama, Tuscaloosa, in 1967, Don Keith began a career in broadcasting with WALS/Birmingham. He then moved to Nashville, where he worked the morning drive, the afternoon drive and the midday slot. Keith moved to Dallas in 1976, where he worked the morning drive duties for six years. During his career, Keith has been program director of the new AOR station. After three years of handling the programming chores and the morning drive, Keith moved to Nashville and WABX where he continued his programming duties for six years. Keith has served as program director of the Country Network in Dallas and is currently program director of the Country Network in Nashville. Keith is also the manager of the new AOR station.

NARBOD PROD. OFFERS "COUNTRY CLOSEUP" — Narwood Prod., Inc., president Ted LeVan has announced the availability of a new weekly series of one hour country specials, Country Closeup. Scheduled to begin airing in October, Country Closeup will feature the top stars of country music, with interviews by Loretta Lynn, Mickey Gilley, Tammy Wynette, the Bellamy Brothers, Emmylou Harris, T.G. Sheppard, Alabama and Glen Campbell. Narwood's"Country Closeup" will provide syndicated programs, which will be made available to country stations on a barter basis. The package comes complete with five 60-second slots for local sale, guest artist promotions, customized station IDs, ad slicks, press releases, contests and local merchandising tie-ins. For further information, contact Ted LeVan at (214) 528-9271.

PROUD COUNTRY NETWORK DEBUTS FROM MUSIC ROW — The Nashville-based syndicator, Proud Country Radio, has announced The Proud Country Network, a weekly program originating from Music Row in Nashville. The program will consist of a top-25 countdown plus special features and news segments about country personalities. Proud Country Network, hosted by air personalities Don Keith and Jan Bozeman, is available free of charge, except for a minimum handling fee, and will have 10 minutes per hour for local sale. For more information call: (615) 244-7300.

KIRKAD PROMOTED AT KNX — Leilay Kirkad was recently promoted to the position of publicity and promotions director for KNX-AM & FM Phoenix. Kirkad has been with the country stations since 1980, most recently serving as sales assistant. She replaces Jan A. Kowal who has returned to Arizona State University at Tempe to complete her masters degree in business administration and marketing.

COUNTRY MIKE

PROGRAMMERS PICKS

- Bob Sherwood — KXJZ/Amarillo — Share Your Love With Me — Kenny Rogers
- Mike Lee — KVOC/Caster — All My Rowdy Friends (Have Settled Down) — Hank Williams, Jr.
- Bobby Martin — WCOX/Columbia — Try Me — Randy Barlow — Paid
- Ron Dennington — KGEM/Boise — Memphis — Fred Knoblock — Scotti Brothers
- Coyote Calhoun — WMAB/Louisville — Just One Time — Tommy & the Glaser Brothers — Electra
- Jack Seckel — WIXZ/Pittsburgh — Then You Can Tell Me Goodbye — Taffy McGregor — MCA
TOP 20

Spiritual

1. THE LORD WILL MAKE A WAY
   Weeks: 14
   Chart: 1
   AL GREEN (Myrrh MSB 6661)
   AL GREEN (Myrrh MSB 6661)

2. THE HAWKINS FAMILY LIVE
   Weeks: 1
   Chart: 1
   WALTER HAWKINS (Light LS 9770)

3. CLUE DURST - MIGHTY CLOUDS OF JOY
   Weeks: 3
   Chart: 32
   (Myrrh MSB 6666)

4. IS MY LIVING IN VAIN
   Weeks: 3
   Chart: 5
   CLAIR SISTERS (new 7068)

5. BE ENGROSSED
   Weeks: 2
   Chart: 5
   FLORIDA MASS CHOIR (Savoy 7046)

6. TRUE VICTORY
   Weeks: 1
   Chart: 4
   MIN. KATHY PRINGLE (Savoy 550, 7053)

7. THE LORD IS MY LIGHT
   Weeks: 2
   Chart: 8
   NEW BRITISH CHURCH CHOIR (Savoy 7050)

8. 20TH ANNIVERSARY ALBUM
   Weeks: 6
   Chart: 28
   JAMES CLEVELAND & THE WORLD'S GREATEST CHOIR (Savoy SGL 7059)

9. GOD IS OUR CREATOR
   Weeks: 2
   Chart: 9
   JOELSON WALKER (Savoy 14658)

10. GOD'S WAY (IS THE BEST WAY)
    Weeks: 10
    Chart: 6
    JAMES CLEVELAND & THE VOICES OF JOY (Savoy 14617)

ALBUM REVIEWS

AMAZING GRACE — B.J. Thomas — Myrrh — MSB 6675
   Producer: Paul Drake — List: 7.98
   Thomas’ transition to contemporary Christian music has coincided with a strengthening of his personal life, which has led him to new heights. He has come full circle since the success of “Another Somebody Done Somebody Wrong Song,” leaving the enviable status on the country charts for a gospel career. “Amazing Grace” is a compilation of traditional hymn tunes like “The Old Rugged Cross” and “His Eye Is On The Sparrow,” tastefully arranged to mesh with Thomas’ unique phrasing.

   Netherton projects an aura of sophistication on this album with lush arrangements complete with full string accompaniment. Smooth, rich vocals become the trademark of this relatable newcomer, as he delivers his message through diverse lyrics. “Reflections” is a veritable songwriter’s who’s who, boasting tunes by David Meccie and Tim Meece.

THE WINANS — Light-LS 5792 — Producers: Bill Maxwell and Andrae Crouch — List: 7.98
   The Winans enter the Gospel music world in a blaze of glory on this debut album, produced by Andrae Crouch. The quartet comprised of brothers Marvin, Carvin, Michael and Ronald, projects a sound that could easily crossover to black contemporary formats. Marvin is the songwriter of the family, claiming all but one of the tunes on the album. Arrangements utilize a lead vocalist with light harmonic back-up, a musical style that The Winans seem to have invented.

Gospel News

CHAPMAN SET TO TOUR AUSTRALIA — Myrrh recording artist Morris Chapman will embark on a tour of Australia during September. Chapman recently visited with members of the staff at Word Records to finalize plans on six dates. Pictured above are (l-r): James Bullard, director of black gospel promotion; Word Records; Chapman; and Stan and Norman Mouton, joint managing directors, Word/Australia.

BIRTHRIGHT — Dr. Byron Spears, president of Birthright Records, has announced that the first of two new Edwin Hawkins albums will be released by Myrrh Records in late September. The debut album, “Edwin Hawkins With The Oakland Symphony Orchestra, Vol. I,” was recorded live, with Gil Askey conducting. Askey has previously worked with Diana Ross and Curtis Mayfield.

MOVE — Rev. Calloway has moved from director of Great Circle Sound Development at the New Bensen Co. to executive producer for Nashville’s Mustard Seed Records, according to Ron Coker, marketing director. The custom label is currently staffed by Mike Coward, general manager, and Don Kuselman, director of artist services. Mustard Seed offers over 400 background tapes for recording sessions, as well as providing original arrangements of material.

Dalls Home has announced the opening of a branch office of Praise Ministries in Mobile, Ala. to coordinate his concert Ministry, naming Gordon Waller as concert coordinator. In the new position, Waller will be responsible for handling concert promotions for Dallas Home and Praise.

Re/Generation has been signed by Allied Concert Services of Minneapolis, Minn., for a slate of 15 concerts in 15 cities in Michigan, Minnesota, Iowa and South Dakota during the month of November. The concert series represents a first for the Nashville-based group, as they appear as part of a regular subscription series presenting a mixture of Broadway songs with spiritual music in civil and high school auditoriums. Re/Generation’s first tour, which will feature special background groups on five of the 10 cuts. Foster’s two previous albums for the label, “Hymns for Classic Guitar” and “More Hymns for Classic Guitar,” have held consistent placements on the Inspirational charts and were recently released as guitar books by Mel Bay Publishing.

Gentry McCready, director of A&R for Luminar Records and director of radio promotion for Light Records, was named Producer of the Year by the Gospel Announcers Guild at the annual awards ceremonies in Los Angeles, Calif. at the 15th annual session of the Gospel Music Workshop of America. McCready later received a standing ovation at a reception at the home of Andrace Crouch hosted by Light Records, with key executives attending to meet announcers from across the country.

Hilton Hotel Corporation has joined Johnny Mann’s “Great American Choral Festival” competition as the primary sponsor. Mann, the winner of two Grammy Awards, also announced that many local Hilton Hotels and inns will be the official headquarters for each competition. The first of 50 state festival competitions will be January 9, 1982 in Los Angeles, with 49 other state festivals planned for January through March. Six regional competitions will take place in early April and May, with the finals set for the Memorial Day period in Philadelphia. More than 250 outstanding music educators and professional conductors will judge the competitions including Norman Luboff, Henry Mancini, Roger Wagner, Anita Kerr, Ray Conniff, Ray Charles and Fred Waring, Dr. Charles Hirt, professor emeritus at USC, will head adjudicating activities.

The Festival will be unique to choral competition. Each state competition will be conducted in four divisions which will include all groups from junior and senior high school choirs through university concert ensembles; from local barber shop quartets and choiruses to civic and church groups and independent amateur units. Groups will be judged exclusively on the quality of their ensemble singing.

RECEPTION FOR CLAWSON — Triangle Records hosted a reception for premier vocalist Cynthia Clawson at the Nashville offices of ASCAP recently. The purpose of the reception was to introduce Clawson’s new LP, “Finest Hour,” to members of the press and the Nashville music community — more than 100 turned out for the occasion. Clawson was also signed with the specially made hour glass that adorns the cover of the album.

The vocalist earlier this year won three Dove awards, including Female Vocalist of the Year. Additionally, she walked away with a Grammy this year for her participation in The Lord’s Prayer. A bit of Clawson trivia — did you know she has a vocal range of nearly four octaves?
RCA MARKETING CONVENTION HIGHLIGHTS — More than 400 RCA Records employees, artists and Associated Labels representatives attended the company's recent three-day national marketing meeting in Chicago. Themed "Where Music Happens," the convention was chaired by Larry Gallagher, division vice president, national sales. Pictured in the top row are (l-r): Jerry Bradley, division vice president, Nashville Operations; Gallagher; Joe Galante, division vice president, marketing, Nashville; RCA artist Ronnie Milsap; producer Tom Collins; RCA president Robert Summer; Jack Craig; division vice president, RCA Records-U.S.A. and Canada; Gallagher; Summer presenting a gold record for Stephanie Mills' latest LP to 20th Century-Fox Records president Neil Portnow; Summer; Triumph's Mike Levine; and Paul Kantner of the Jefferson Starship. Shown in the middle row are (l-r): RCA artist Rick Springfield performing for the gathering; Ray Harris, division vice president, black music, introducing RCA group Dream Machine, Dan Loggins, director, contemporary music A&R; RCA artist Bob Welch; and Milsap performing for the crowd with gusto. Pictured in the bottom row are (l-r): Frank O'Donnell, manager, national field merchandising; Keith Jackson, division vice president, black music marketing; Jack Chudnoff, division vice president, merchandising; Irwin Katz, director, Red Seal merchandising; Richard Thorward, division vice president, marketing; Galante; Craig; Springfield; Ed Preston, general manager, RCA Canada Record Division; Red Seal artist violinist Dylana Jenson; Tom Shepard, division vice president, Red Seal; Craig; RCA artist Jack Green; and Summer.

A Day of Inspiration And Dreams Fulfilled!

AUGUST 4, 1981—CHICAGO'S "SALUTE TO THE STAPLE SINGERS"

For more than 20 years, the Staple Singers have given Chicago and the world music that excites and inspires. The hallmark of recognition came this year, when Mayor Jane Byrne proclaimed Tuesday, August 4 the "Salute to The Staple Singers Day" in Chicago. This was only the second time in history that entertainers were so honored in that city.

20th Century-Fox Records commemorated the occasion with the release of The Staple Singers' debut album for the label, "Hold On To Your Dream." This album, recorded in Allen Toussaint's Sea-Saint Studio in New Orleans, has a contemporary feel and features glowing vocals by Mavis and Pop Staples. And it's got all the soul fire that's made the world famous Staple Singers consistent sales makers and chart toppers for so long.

CONTAINS THE BRAND NEW SINGLE, "HOLD ON TO YOUR DREAM" PRODUCED BY ROBERT SUMMER & JOHN ABBEY FOR 4 SURE PRODUCTIONS INC.
TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>Weeks</th>
<th>Album Title</th>
<th>Artist</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Happy Love</td>
<td>Natalie Cole</td>
<td>#38</td>
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<tr>
<td>2</td>
<td>The Making of Lovin’</td>
<td>Wilson Pickett</td>
<td>#37</td>
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<tr>
<td>3</td>
<td>Very Special</td>
<td>Debora L. and James Taylor</td>
<td>#36</td>
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<td>4</td>
<td>Electric Flag</td>
<td>War</td>
<td>#35</td>
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<td>5</td>
<td>The Strikers</td>
<td>Bob &amp; Earl</td>
<td>#34</td>
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<td>6</td>
<td>Ebonie</td>
<td>Steve Arrigo &amp; the Fantasy</td>
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<td>7</td>
<td>Three for Love</td>
<td>Barry White</td>
<td>#32</td>
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<td>8</td>
<td>I'm in Love</td>
<td>Edwyn Collins</td>
<td>#31</td>
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<td>9</td>
<td>Just My Lady</td>
<td>Allee Willis</td>
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<td>10</td>
<td>Live in New Orleans</td>
<td>The Meters</td>
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<td>11</td>
<td>Black &amp; White</td>
<td>Pointer Sisters</td>
<td>#28</td>
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<td>12</td>
<td>Children of Tomorrow</td>
<td>Frankie Smith</td>
<td>#27</td>
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<td>13</td>
<td>Love All the Hurt Away</td>
<td>Rita Cox</td>
<td>#26</td>
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<tr>
<td>14</td>
<td>The Brooklyn, Bronk &amp; Queen</td>
<td>The Brooklyn, Bronk &amp; Queen</td>
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<td>15</td>
<td>With You</td>
<td>Dionne Warwick</td>
<td>#24</td>
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<td>16</td>
<td>Can't We Fall in Love Again</td>
<td>Al Green</td>
<td>#23</td>
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<td>17</td>
<td>My Melody</td>
<td>Deniece Williams</td>
<td>#22</td>
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<td>18</td>
<td>The Man with the Horn</td>
<td>The Man with the Horn</td>
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<td>19</td>
<td>Winners</td>
<td>The Brothers Johnson</td>
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<td>20</td>
<td>Walk to Wall</td>
<td>Rene &amp; Angelique</td>
<td>#19</td>
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<tr>
<td>21</td>
<td>The Temptations</td>
<td>The Temptations</td>
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<td>22</td>
<td>Black Tie</td>
<td>The Manhattans</td>
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<td>23</td>
<td>Too</td>
<td>Billy Paul</td>
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<td>24</td>
<td>In the Night</td>
<td>Cheryl Lynn</td>
<td>#15</td>
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<tr>
<td>25</td>
<td>The Time</td>
<td>Warner Bros 3598</td>
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<td>26</td>
<td>Knights of the Sound Table</td>
<td>Cameo</td>
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<tr>
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<td>Steppin Out</td>
<td>Cameo</td>
<td>#12</td>
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<td>28</td>
<td>The Click/Duke Project</td>
<td>Stanley Clarke &amp; George Duke</td>
<td>#11</td>
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<td>29</td>
<td>The Dude</td>
<td>Spyro Gyra</td>
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<td>30</td>
<td>Magic Man</td>
<td>The Isley Brothers</td>
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<tr>
<td>31</td>
<td>Radiant</td>
<td>Atlantic Starr</td>
<td>#8</td>
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<tr>
<td>32</td>
<td>I'll Do What You Want</td>
<td>Billy Summers &amp; Summers Heat</td>
<td>#7</td>
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THE RHYTHM SECTION

PRODUCING RESULTS — Music is an essential ingredient in the personality of a songwriter/producer Chuck Jackson. From the early days when he listened to the music of Ray Charles, Jackson began to wear a dynamic and A & R hat as an eventual work as a staff songwriter with Curtom Records, making music or helping shape the music of others has served as a vehicle for his artistic being. Though an accomplished musician, the South Carolina native has eschewed this desire to perform in favor of the mixing board and lead sheets, racking up 17 gold albums and singles, five platinum LPs and seven Grammy nominations, primarily on his collaborations with Marvin Yancy on Natalie Cole’s LPs. Currently in release are several projects which Jackson has produced or co-produced. Among them are Aretha Franklin’s Arista LP “Aretha;” Phyllis Hyman’s Arista album “Can’t We Fall In Love Again” and Michael Henderson’s “Slingshot” on Arista. He is now in the studio with Donna Washington preparing her next LP for Capitol Records, in addition to working on a project with groups for Elektra Records. But even with the volume of work, Jackson treats each project as if it were his Pygmalion, providing the artist more than proper sound level and tight “I get into the personality of the artist because I don’t have to worry about my ego as a performer. The fact that I don’t have to try to control allows me to relax and concentrate on the style of the artist I’m working with,” explains Jackson. “I love writing and producing best.” Jackson said that he was preparing to enter a deal with Capitol where he would develop product for the label through his production company. Jackson said he had planned to work with other producers through the company, including Tony Coleman, in the capacity of executive producer. But the life of a record or production company executive is not exactly his schmick. “I don’t ever think I’d stop writing songs or not want to produce, says Jackson, “I’d rather be behind the mixing board or out among the talent than behind a desk.”

SOUL — Legendary blues queen Koko Taylor is set to appear at the Roxy in Los Angeles this week, marking her first appearance in the Southland. The blues singer will be on the coast in support of her third Alligator LP, “From The Heart Of A Woman.” Taylor’s popularity has surged in recent months with her release of several blues, jazz and rock festivals the last year, including “Blues Is A Woman” night at New York’s Beacon Street MusicFest, New York’s Juneteenth Festival and the Chicago Fest. That ageless soulster, Solomon Burke, is in the process of making a move toward developing a larger audience. Through Wilson Prds., Ltd. Burke is set to do a gospel LP, which will be released on the Mother Earth label. But Burke’s soul fans should not fret. Burke promises that this inspirational gospel album will feature the contemplative pop/gospel arrangements which made him an international presence among R&B fans.

AIRWAYS — “A Million Dollar Weekend” fund raiser is being sponsored by WJLB-FM/Detroit to collect resources for the Afro-American Museum which was founded there in 1966. Scheduled for Sep 26 and 27, the event will feature the station’s personalities and local celebrities broadcasting live from the museum, where telephone volunteers will collect donations toward the facility’s new building fund. The city has promised to lease space in Detroit’s Cultural Center, but money is needed for construction and staffing.

HOT CROSSOVER VINYL — Lots of hot black contemporary vinyl crossing to the Cash Box Top 200 Albums chart this week. Leading the sophomore to pop is “Never Too Much,” the Epic LP by Luther Vandross (#111 blue); “The Many Faces Of Roger,” the Warner Bros solo LP by Zapp’s Roger Troutman (#131 blue); Jeannie Jackson’s Motown LP “I Like Your Style” (#133 blue); The Whispers’ Solar/RCM album “This Kind Of Love” (#131 blue); “The Spirit’s In It,” the PIR/CBS album by Patti LaBelle (#150 blue); “Lena Horne: The Lady And Her Music Live On Broadway,” the legendary singer’s Guest/Warner Bros album (#159 blue); Natalie Cole’s Capitol LP “Happy Love” (#162 blue); and “The Second Adventure,” the Solar/Elektra debut by Dynasty (#168 blue). “Oh No” by Motown’s Commodores (#85 blue) was the only B/C to pop crossover on the Cash Box Top 100 Singles chart.

SHORT CUTS — Myrna Williams, who recently exiled the position of associate director of artist development at Epic/Portraits/CBS Associated Labels, recently formed World Wind Prods., a firm specializing in development of visual concepts and overseas and domestic touring management. Williams is currently handling press and promotion for the just filmed Reggae Summertime concert film. She can be reached at (213) 936-8683 or 636-6688. “Walk Under Ladders,” the upcoming LP by A&M’s talented British pop/rocker, Joan Armatrading, will be in release soon. The album features the work of those popular reggae sessionists Sly Dunbar and Robbie McLeod. Producer Cathy Jacobsen was recently named director of sales and distribution for Emergency Records.
19 September 1981

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)

1. **ENDLESS LOVE**
   (Diana Ross & Lionel Richie)
   (Parlophone)
   Week 9/12 Chart: 1

2. **SHE'S A BAD MAMA JAMA**
   (Sly & the Family Stone)
   (Doddo/Philadelphia International)
   Week 9/12 Chart: 2

3. **SUPER FREAK (PART 1)**
   (Herb Alpert & the Tijuana Brass)
   (A&M)
   Week 9/12 Chart: 3

4. **SQUARE BIZ**
   (Tina Marie)
   (Capitol)
   Week 9/12 Chart: 4

5. **I'M IN LOVE**
   (Elvis Presley)
   (Rca Victor)
   Week 9/12 Chart: 5

6. **SWEAT (TIL YOU GET WEAT)**
   (Robert Palmer)
   (MCA)
   Week 9/12 Chart: 6

7. **WHEN SHE WAS MY GIRL**
   (The Temptations)
   (Motown)
   Week 9/12 Chart: 7

8. **WE'RE IN THIS LOVE TOGETHER**
   (Artists United)
   (Bruce Swedien)
   Week 9/12 Chart: 8

9. **LADY (YOU BRING ME UP)**
   (Commodores)
   (Motown)
   Week 9/12 Chart: 9

10. **FUNKY SENSATION**
    (Kenix)
    (Capitol)
    Week 9/12 Chart: 10

11. **DON'T STOP (TOTAL)**
    (Total)
    (Capitol)
    Week 9/12 Chart: 11

12. **CAN'T WE**
    (Mama Cass)
    (United Artists)
    Week 9/12 Chart: 12

13. **ALL RIGHT NOW**
    (Joni Mitchell)
    (Warner Bros)
    Week 9/12 Chart: 13

14. **BET YOU'D LOOK AWESOME**
    (Curtis Mayfield)
    (Astral/Atco)
    Week 9/12 Chart: 14

15. **DO IT (PART 1)**
    (The Four Tops)
    (Motown)
    Week 9/12 Chart: 15

16. **CAN'T WE FALL IN LOVE AGAIN**
    (Steffie and Michael (Artists As Wishes))
    (Wb/Sony Music)
    Week 9/12 Chart: 16

17. **NEVER TOO MUCH**
    (Jody Watley)
    (Mca)
    Week 9/12 Chart: 17

18. **I LOVE YOU MORE**
    (Bobby Blue Bland)
    (Capitol)
    Week 9/12 Chart: 18

19. **SHAKE IT UP TONIGHT**
    (Cher)
    (Cbs/Sony Music)
    Week 9/12 Chart: 19

20. **LADY WING**
    (The Evasions)
    (Capitol)
    Week 9/12 Chart: 20

21. **GET THE TIME**
    (Warner Bros)
    (Warner Bros)
    Week 9/12 Chart: 21

22. **DYNASTY EDIT**
    (Shalamar)
    (Capitol)
    Week 9/12 Chart: 22

23. **FUNKTOWN U.S.A.**
    (Soul II Soul)
    (Epic)
    Week 9/12 Chart: 23

24. **THIS IS FOR THE LOVER IN YOU**
    (Shalamar)
    (Capitol)
    Week 9/12 Chart: 24

25. **A LITTLE BIT OF SAX**
    (Teddy Pendergrass)
    (Capitol)
    Week 9/12 Chart: 25

26. **I CAN'T LIVE WITHOUT YOUR LOVE**
    (Teddio-ngrown)
    (Capitol)
    Week 9/12 Chart: 26

27. **GENERAL HOSPITAL**
    (The Alphabet)
    (Mca)
    Week 9/12 Chart: 27

28. **FREEWAY**
    (Peaches and Herb)
    (Warner Bros)
    Week 9/12 Chart: 28

29. **DO YOU LOVE ME?**
    (Sarah Dash)
    (Warner Bros)
    Week 9/12 Chart: 29

30. **STANG**
    (Raven)
    (Arista)
    Week 9/12 Chart: 30

31. **DONALD BYRD AND 12TH STREET N.Y.C.**
    (Epic)
    (Epic)
    Week 9/12 Chart: 31

---

**SATURDAY NIGHT**

**BOBBY BROWN**

Grap/Patti A/hrs GS 2516

---

**KOOL WHIP**

**PATBACK**

Spring/Polg/Ply Sp 3202

---

**DANCIN' FREE**

**DANNY JOHNSON**

Warner Bros WBS 49B05

---

**KNOCK! KNOCK!**

**SHERRY**

B/W/Good Day/Wbs 49B36

---

**7 SPECIAL**

**DEBBIE LAW**

(Elektra E-47143)

---

**CLASSY LADY**

**JOANNA POET**

(Pepperoni P-1439)

---

**CLASS IS WHAT YOU MAKE IT**

**THE REDDINGS**

(Pepperoni)

---

**I'VE GOT TO LEARN TO SAY NO!**

RICHARD "GRAPES" FIELDS

(West End 7-1124)

---

**TAKE MY LOVE**

**HERE COME (EMI America A-0893)**

---

**INCH BY INCH**

**THE STRIKERS**

(Pepperoni PRL 8033)

---

**JUST MY LUCK**

**THEODOS CLAVES**

(Jonesville)

(Warner Bros)

---

**BACKFIRE**

---

**LET'S START IT ALL AGAIN**

**FOOTWORKING**

(Gallia P-4592)

---

**ANOTHER DAY**

**WARM WEATHER**

(Capricorn)

(Warner Bros)

---

**WHO'S SAR**

**OCTAVIO**

(Capitol)

(Warner Bros)

---

**HE'S JUST A RUNAWAY**

**SISTER SLEDGE**

(Geometric Atlantic 46019)

---

**NASTY DISPOSAL**

**AUDRA SASSAI/RC 914**

---

**ZULU**

**THE QUICK**

(CBS ZS 55095)

---

**MIDDLE OF A SLOW DANCE**

**THERE'S A PLACE (ROC) 11358**

---

**LET'S GET CRACKIN'**

**SHOCK**

(Fantasy/Atlantic 918)

---

**GONNA FIND HER**

**TIERRA (Boardwalk NB-112) at 61**

---

**SEND FOR ME**

**ATLANTIC STARK**

(A&M 2340)

---

**SHE BELIEVES IN ME**

**THE REAL THING**

**THE BROTHERS JOHNSON**

(A&M 2343)

---

**WHAT SOMETHING TO DO**

**THE JOHNSTON ONE**

---

**ANYBODY WANNA DANCE**

**BONEY WEBB**

(Capitol P-5008)

---

**HEARTBEAT**

**TANNA GARDNER**

(GBN/Atlantic 8051)

---

**BODY FEVER (Let's Go Party)**

**THE REDDINGS**

(Cherry Pic 77-774)

---

**GIVE IT TO ME BABY**

**RICK JAMES (Savoy/Mirage G 7191)**

---
State Groups Rally Against Anti-Coin Legislation Trend  
by Marc Cetner

LOS ANGELES — While the 1980s have been boom years for the amusement game industry, the period of high revenues and expansion has also brought its share of growing pains. One of the most disconcerting outgrowths of the prosperous era has been the proliferation of adverse legislation prompted by the crowds that flock to arcades and amusement game centers, and the revenue-minded media attention that the video game explosion has been given.

Stringent state and city ordinances calling for increased sales taxes on games, new zoning restrictions on arcades, 18 year-old and over age limits and bans on amusement games altogether have been proposed and, in some cases, enacted because of the coin machine fervor.

Anticipation of and involvement in court cases throughout the land has caused the most vocal groups to seek safety in numbers. And when cases such as Alladin's Castle vs. Mesquite, Tex., which involves a battle over an age restriction that could eventually end up in the Supreme Court, or an Akron, Ohio blow-up over teenagers congregating and drinking alcohol near an arcade keep cropping up, the need for a large legislative body to protect the industry's side is imperative.

In many states the need for that "legislative body" has been fulfilled by state associations. And while many associations don't go far as the courtroom in this day of proliferating ordinances, they do act as much needed advocates of the coin-op industry.

Centuri Reports  
Improved Third Quarter Results

HIALEAH, Fla. — Centuri, Inc., a manufacturer of high technology video games and other electronic devices based here, reported increased revenues and earnings for the third quarter ended July 31.

Revenues were $14,835,980 with net income of $581,180 compared with revenues of $9,771,160 and income of $283,220 in the third quarter of 1980.

Empire Distributing  
Appoints New Regional Vice Presidents

CHICAGO — Jerry Marcus, president of Empire Distributing, Inc., announced the promotion of five employees to vice president positions at Empire.

Among those appointed was E.R. Barth, who was named vice president-finance. A graduate of the University of Illinois with an MBA from Loyola University, Barth has been with Empire for four years, starting out as controller. Prior to joining Empire, he served as assistant corporate controller at Sears, Roebuck.

Robert (Bob) Rondeau has been promoted to vice president-general manager of Empire's Indianapolis office. He is a graduate of Purdue and Indiana universities and has been in the coin machine business for eight years, seven of which have been spent with Empire Dugan, who lives in Indianapolis, is married and the father of three children.

Henry (Hank) Heiser has been named general manager of Empire's Green Bay, Wis., office. He attended the University of Wisconsin-

William Files  
Infringement Suit in Los Angeles

CHICAGO — Williams Electronics, Inc. recently learned that a video game called "Mayday" was being imported into the United States, from Japan, in both kit form and as completed games. After a detailed investigation of "Mayday," Williams concluded that the play of the game has substantial similarities and identities to Williams' "Defender" video game. It is the opinion of Williams that "Mayday" games infringe its copyrighted audiovisual effects and its copyrighted software program and the company said it fully intends to protect its right and take whatever legal action is necessary to prevent the importation, sale, distribution or operation of "Mayday" games.

At this time, a lawsuit has been filed in the United States District Court in Los Angeles against Suntra Import Corporation, which has imported some quantity of "Mayday" games from Japan, according to Williams. In addition, further civil actions are in preparation against other known importers.

Bally Acquires Barnaby's Chain

CHICAGO — Robert E. Mullane, president of Bally Manufacturing Corp., and Angelo Gencas, chairman of the board of Barnaby's Family Inns, Inc., a privately held corporation headquartered in Chicago, announced that Bally has acquired all of the outstanding capital stock of Barnaby's. Barnaby's is engaged in the ownership and operation of 11 family style restaurants located in Illinois and Wisconsin featuring a pizza and sandwich menu and is also engaged in franchise operations in five states, including Illinois.

"The acquired company will be operated as a separate subsidiary of Bally," said Mul- (continued on page 40)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. PRIVATE EYES DARYL HALL & JOHN OATES  (RCA PB-13264)
2. THE NIGHT OWLS LITTLE RIVER BAND  (Capitol P-13033)
3. I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD  (RCA PB-13166)
4. HARD TO SAY ITAN FOGELBERG  (MCA-14-02488)
5. TRYING TO LIVE MY LIFE WITHOUT YOU BOB SEGER  (Capitol P-13042)
6. SHARE YOUR LOVE WITH ME KENNY ROGERS  (Liberty P-14-1340)
7. WHEN SHE WAS MY GIRL THE FOUR TOPS  (Cassiv Bedry/Gram NB 2318)
8. SAY GOODBYE TO HOLLYWOOD BILLY JOEL  (Columbia 18-02518)
9. WORKING IN THE COAL MINE DEVO  (A&M AM-7-47204)
10. ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN  (Emi America P-8093)

TOP NEW COUNTRY SINGLES

1. NEVER BEEN SO LOVED IN ALL MY LIFE CHARLEY PRIDE  (RCA PB-13294)
2. SLEEPIN' WITH THE RADIO ON CHARLIE MCCAIN  (Epic 14-02427)
3. FANCY FREE OAK RIDGE BOYS  (MCA-51168)
4. SHARE YOUR LOVE WITH ME KENNY ROGERS  (Liberty P-14-1340)
5. WISH YOU WERE HERE BARBARA VANDRELL  (MCA-51171)
6. HEART ON THE MEND SYLVIA  (RCA PB-13202)
7. MY BABBY THINKS HE'S A TRAIN ROSANNE CASH  (Columbia 18-02463)
8. THE HOUSE OF THE RISING SUN DOLLY PARTON  (RCA PB-13288)
9. MY FAVORITE MEMORY MERLE HAGGARD  (Epic 14-02054)
10. YOU MAY SEE ME WALKIN' RICKY SKAGGS  (Epic 14-02499)

TOP NEW B/C SINGLES

1. I CAN'T LIVE WITHOUT YOUR LOVE TEDDY PENDERGRASS  (Poly Int./CBS 25S-02462)
2. GET IT UP THE TIME (Warner Bros. WB 49774)
3. BEFORE I LET GO MAZE featuring FRANKIE BEVERLY  (Capitol P-13031)
4. I LIKED IT CAMEO (Chrysalis City/Pyramid Cm 3237)
5. THIS KIND OF LOVIN' THE WHISPERS  (Spar/RCA YB-12926)
6. PULL FANCY DANCER/PULL -- PART ONE WAY (MCA-51143)
7. SECRETS BOBBY WOAMACK  (Beverly Gen-20200)
8. IT SHOWS IN THE EYES ASHFO RD/SIMPSON (Warner Bros. WB 49803)
9. KOOL WHIP PAT SCAFF (Spring/PolyGram SB-33025)
10. TAKE MY LOVE MELBA MOORE  (Emi America 8-2392)

TOP NEW A/C SINGLES

1. WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WB 49746)
2. WHO'S CRYING NOW JOURNEY (Capitol 18-02341)
3. ALL I HAVE TO DO IS DREAM ANDY GIBB AND VICTORIA PRINCIPAL  (RCA RS 1065)
4. IN YOUR LETTER RED SWEEDEWAGON  (Epic 14-02457)
Again it's Defender. Still no contender.

#1 video – Defender
RePlay Magazine
THE PLAYERS' CHOICE
April, 1981
May, 1981
August, 1981

Play Meter
EQUIPMENT POLL
August 15, 1981
September 15, 1981

Williams®
ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618
State Associations Mobilize To Oppose Adverse Legislation

One of the state associations that Corey is constantly in touch with is The Music Operators of Michigan (MOM), another strong state group headed up by Walt Matthews.

Michigan arcade and game center owners have been facing ordinances in several places in the past months. One of the most heatedly debated ordinances was one that threatened to ban games at convenience stores where liquor is sold in the city of Flint.

The town's operators formed their own group, hired a public relations consultant as a lobbyist and also recruited an attorney. After debating with the city council, the proposed ordinance was stopped.

"We're not financially geared toward helping people," said MOM's Maner, "but we are here to organize operators and help them help themselves."

Maner went on to say that the first solution in stopping the plethora of legal tragi- comes that currently exist is to get the operators in a certain area to form one voice and get city officials to understand the business.

Abloy Appoints Minella To Post Of Market Development Manager

CHICAGO - Abloy Security Locks of Hiles, Ill., announced the promotion of Frank Minella to the post of market development manager - Laundry Industry. He formerly served as eastern regional sales representative for Abloy, covering the east coast states.

Jack W. Matthews, senior vice president and general manager of the firm, made the announcement at a recent national sales meeting, commenting that "Frank has a strong background in the laundry industry and we aim to, as a company, take advantage of his enthusiasm and dedication to this valuable market."

In his new position, Minella will be responsible for the development of the laundry market, including laundry distributor sales, while continuing in his function as Abloy liaison to large route operators. He will work with the local Abloy sales personnel around the country in implementing Abloy's policy for the laundry industry. Additionally, he will assist in cultivating new sales territories for the manufacturer of high security locks.

Minella will continue to have direct sales responsibility for North Carolina, Virginia, West Virginia, Maryland, and the District of Columbia. He is a five year veteran of held sales for Abloy and will now be home.

(continued on page 37)
PINBALL MACHINES

BALLY
Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (6/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin'(7/80)
Yoking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball (5/81)
Embryon, w.b. (7/81)
Fathom (8/81)

GAME PLAN
Coley Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTIEB
Roller Chisco, w.b. (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b. (4/80)
Panthera (6/80)
Counterforce (6/80)
Star Race, w.b. (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (11/80)
Pink Panther (3/81)
Mars (6/81)
Volcano (8/81)

STERN
Big Game, w.b. (3/60)
Ali (4/60)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quick Silver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (11/80)
Free Fall (2/81)
Lightening (4/81)
Split Second (7/81)

WILLIAMS
Gorgar (1/80)
Laser Ball, w.b. (1/80)
Firepower (3/80)
Blackout (Q80)
Scorpion, w.b. (9/80)
Alien Poker (10/80)
Black Knight (12/80)
Jungle Lord (4/81)
Pharaoh (7/81)

VIDEO GAMES (upright)

AMSTAR
Line-Drive (7/81)

ATARl
Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)

MISSILE COMMAND CABARET (8/80)

COCKTAIL TABLES

AMSTAR
Phoenix

ATARl
Soccer (4/80)
Asteroids (4/80)
Missile Command (8/80)
Football (7/80)
Asteroids Deluxe (4/81)
Space Zap (10/80)

COIN MACHINE
IN REVIEW. Presented is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.

BALLY 'FIREBALL II'. An updated version of a previous Bally pin, equipped with multi-ball action, innovative play features and a most outstanding voice package. Attractive graphics. (6/6/81).

CENTURI 'PLEIADES'. The name comes from Greek mythology; the play theme offers fast-paced space combat action portrayed in the progressive screen concept of four different phases. (7/11/81).

TATTO AMERICA 'COLONY 7'. Player must defend the "colony" from evil attackers, using pulse rays to destroy the enemy. Extended weaponry is a key feature for increasing scores. (7/18/81).

WILLIAMS 'PHARAOH'. A multi-level, multi-ball pin game from Williams with bold, colorful artwork and fascinating design symbolic of ancient Egypt. Heated pinball action, too. (7/25/81).

GOTTIEB 'MARS...'. A most outstanding pinball game with dramatic graphics, stunning visual and sound effects and a terrific new playfield layout abundant in exciting scoring features. (6/27/81).

ATARI 'CENTIPEDE'. Easy to learn but tough to master, the object of play is to destroy the centipede and its monstrous allies. Player uses a Track-Ball controlled gun. Action aplenty. (6/20/81).

CENTURY 'PLEIADES'. The name comes from Greek mythology; the play theme offers fast-paced space combat action portrayed in the progressive screen concept of four different phases. (7/11/81).

AMSTAR 'LASER BASE'. A space combat video game in which the player must defend four earth space ships through various sequences of heated play that gets increasingly more difficult. (8/1/81).

STERN/SEEBURG 'DA VINCI'. This is the first 100-selection Seeburg phonograph released by Stern. Attractive in appearance, the model is designed in sleek, colorful motif. (7/18/81).

STERN 'SPLIT SECOND'. Designed by Harry Williams, this is an exciting multiple ball, split level, "talking" pinball game. Eye-catching design depicts a colorful circus theme. (8/1/81).
To meet the demands of the marketplace for new and exciting electronic games, Williams creates innovative games with strong play appeal and exclusive features. Williams' research & development, design talent and engineering skill combine their expertise to continuously insure a high standard for the industry.

To protect the rights of original works, United States codes provide for registration of copyrights and trademarks. Williams fully intends to protect its proprietary rights under these regulations and will take all legal action necessary against anyone engaging in the manufacture, assembly, distribution, sale or operation of infringing games.

To date, Williams has received orders from United States District Courts in Portland, Newark, Alabama and Los Angeles prohibiting the further sale of infringing games. Williams' rights have also been upheld in the foreign marketplace in England, France, Spain, Germany and Italy.

This notice is to serve as fair warning that Williams intends to seek prosecution against any person or company violating its exclusive proprietary rights in DEFENDER™ and in other games that follow.
Centuri Reports Improved Third Quarter Results
(continued from page 34)

come of $2,200,144, or 22 cents a share. This compares with revenues of $319,289 and a net loss of $926,442, or 12 cents a share for the third quarter in 1980.

Revenues for the first nine months of fiscal 1981 were $37,558,779 with a net profit of $5,221,406, or 52 cents a share. This compares to revenues of $1,833,376 and a loss of $2,207,116 or 28 cents a share for the same period in 1980.

The company currently has a net operating loss carryforward of $6,314,876, which can be utilized to reduce taxes payable on future earnings.

"The coin-operated game industry continues to expand and the company's video games — "Phoenix," "Route 16" and "Pleasades" — were well received by both our distributors and the public," commented board chairman Milton Koffman. "Centuri has maintained high volume, cost efficient production and consequently, we are capable of meeting demand and delivering schedules which are inherent to our industry."

Centuri, Inc. is traded over-the-counter.

Elcom Introduces 'Diversions' Game

CHICAGO — Elcom Industries, Inc. has introduced its new "Diversions" game, which is believed to be the industry's first booth-style video game table. It's designed to fit existing restaurant booths or be used separately with chairs. The generous tabletop (32 inches by 41 inches) allows diners to eat and play at the same time, with ample provisions for knee and leg room.

Diversions is available with over 12 different video games (including Tank Battalion, Cosmic Attackers, Devii Zone and Space Force) that are easily and economically changed to keep games up to date, the company advises.

Features include a 14 inch color monitor, hand laminated finish, separate locking cashdrawer, quality coin mechanism and easy access to all components.

The new game table is available exclusively from Elcom Industries, Inc. and further information may be obtained by contacting the company at 2715 Naktora Road, Royal Oak, Mich. 48073.

CHICAGO CHATTER

There's a lot of excitement going on at the Taito America facilities over a brand new video game called "Ox," which has tested out like a "blockbuster," according to marketing manager Mike Von Kellen. The game's entirely different from anything else that is currently on the market, Mike pointed out, and this is a key attribute. It was developed by in-house programmers and management."Ox" is a unique example of the new type of games hitting the market. The president of Stern Electric said that on saturday there are even more games that will be introduced.

Taito's biggest hit to date. Watch for it.

ED DORS, executive director of the Amusement & Vending Machine Distributors Assn., advised that the newly organized group scheduled its first board of directors meeting to map out plans and programs for the coming year. Association president Ira Betelman presided over the meeting, which was in progress here in town as Cash Box went to press.

DATELINE GREEN BAY, WISCONSIN — Where big doings will be taking place Sept. 28-30 in commemoration of Empire Dist.'s 40th anniversary celebration this year. Bob Rondeau, who heads up this Empire branch office, has all sorts of special activities and promotions on tap for the occasion.

GOTTLEIB'S MARKETING VICE PRESIDENT Marshall Caras items that former sales exec Tom Herrick has returned to the fold, on a part time basis, to lend a hand with details for the upcoming AMOA convention. Tom's also scheduled to work this year's show and will be present in the Gottlieb exhibit at the Hilton.

ERN ELETRONICS, Inc. is enjoying mucho success with its current hit video "Super Cobra" — and is all set for production of its next pin "Catacomb," which is now being sample shipped to distributors. A two-day Seeburg meeting was in progress as we went to press. Marketing director Tom Campbell, along with the firm's Ron Monzo were in attendance at the big "Follies '81" sponsored by Empire Dist.-Livonia. Attendance topped the 1000 mark and following the entertainment, cocktails and buffet were served at the branch office where an auction of held equipment donated by Stern and several other manufacturers. Proceeds went to retarded children. Empire's Hank Heiser really out-did himself this year, as Tom noted, and raises a giant salute for the entertainment and activities that followed.

ELCOM CHATTER

Various distributors spoke with this past week report that while video games remain consistenly popular sales and popularity a resurgence of interest in pinball machines is beginning to surface, but on a small scale at present. However, as one distributor put it, with a few outstanding new models in the offing, it won't be too long before pins regain the position of prominence enjoyed in pre-video explosion days.

ATARI'S CENTIPEDE tops the video hit list at Mondial-Springfield. An exceptional game, said general manager Tony Yula. Also strong in this category are Exidy's "Venture" and Universal's "Cosmic Avenger." "Pac-Man," Gottlieb's "Volcano" is doing "very well," Tony mentioned, adding that the factory's next scheduled pin is currently on test and people are waiting in line to play it. Cash Box felicitations to Mondial's receptionist Lillian Catena on the birth of a baby boy, Richard Gerard.

ROYAL DIST.-CINCINNATI is still operating in temporary quarters. However, as we learned from company president Joe Westerhaus, Jr., construction of the new building is proceeding rapidly and the tentative target date for completion is Nov. 1. Hopefully, by the time he gets back from a viewing the AMOA show in Chicago. Royal will be getting settled into the new facilities. Present business out there is "terrific" — they just can't get enough equipment to meet the demand. Gottlieb's "Volcano" pin, Midway's "Omega Race" along with their new one on "Pac Man" and Universal's "Cosmic Avenger" is among the hit sellers. In the music department, Joe said ops are heaping praise on the reliability of the NSM "Prestige" jukebox.

EASTERN FLASHERS

Bally Acquires Barnaby's Chain
(continued from page 34)

Bally Manufacturing Corporation also operates Bally's Park Place Casino Hotel in Atlantic City, New Jersey through an 83%-owned subsidiary and in addition, owns and operates Aladdins Casino, Inc.

Bally acquired Barnaby's for 160,000 shares of Bally Common Stock.

A leading manufacturer and distributor of coin-operated amusement games and gaming equipment worldwide, Bally Manufacturing Corporation also operates Bally's Park Place Casino Hotel in Atlantic City, New Jersey through an 83%-owned subsidiary and in addition, owns and operates Aladdins Casino, Inc.

Cash Box/September 19, 1981
MOON SHUTTLE

With "Mega-Score" for mega-bucks!

TAITO
Anytime and any number of times during the game, a player can add another coin to get an additional group of ships for continuous play. For the player, "Mega-Score" means a greater challenge with faster-moving and more deadly enemies pitted against him as well as an opportunity for a higher-than-ever score! For the operator, "Mega-Score" means mega-bucks!

...and more thrills and chills in the great beyond!

As commander of "Moon Shuttle", the player must shoot his way through shifting meteor fields only to face attacks from centrons, expandos, electric jelly, retons, plasma jacks and their comrades. Each phase becomes progressively more difficult and challenging.

The player is awarded for his bravery and skill with an additional ship if he seeks out and destroys the hidden meteor disguise ship which appears randomly in the meteor belt. Plasma jacks scream in agony as they're hit and divide into mini-jacks which also must be destroyed for a higher point value! A zapped electric jelly means a lightning bolt take-out! Expandos menacingly spread their wings just before they take aim and shoot! The player is encouraged with "Never give up!" when the situation seems hopeless and can use his meteor thrust control during the meteor shower. Spectacular sound effects, unique graphics and all-out action never let up in intensity and excitement!
CLASSIFIED AD RATE 35 CENTS PER WORD

Cash
FREE recorded audio
EXPORT
Joey Juice "Love,” Threshold/PolyGram; NEW YORK
soneto 10014. EP
LDT. 1468 Coney Island
tridges, cassettes. Also excellently priced selections
FOR EXPORT: All
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L.A.-based Motown; “Urban Singles certified gold
RECORDS
receipt cf
publisher and/or interested

Kenny Rogers, Liberty Records.

Columbia; “Long Distance

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Firebirds, Phoenix, Scrambler,

Dynamo, Latest Model)

Fremont, California

1107 helgayan Terrace, Hamilton, New Zealand.

MOVIE MATERIAL: Posters, Stills, Lobby Cards, etc. For
sale and trade. HOLLYWOOD AND POSTER CO.

JERUBOX THE GOLDEN AGE.” A pictorial guide
to collectable jukeboxes, 65 pictures, 15 complete
sections. Also includes jukebox locations and
addresses.

$19.95 U.P.B. Jukebox

Collector. 254136 85th Ct. Des Moines, Iowa 50317.

DYNAMO POOL TABLES $148 - $1,000 each 1/8 deposit &
promises to buy later date.

WILLIAM J. COOKE, Cigar Box Industries in
Good Condition.

AWARD: The Four

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Collector. 254136 85th Ct. Des Moines, Iowa 50317.
Retailers Step-Up Use Of Computers Despite Lack Of Bar-Code Standard

(continued from page 16)
tically limitless," data processing manager Jim Sage sees the system paying for itself "within two or three years."

Before the trial is out, Stark plans to have terminals in various departments and regional offices, with portable terminals in all 1,000 stores. "There will be approximately a year-and-a-half to two years from now," said Sage, who added that the in-store terminals will be equipped to handle many programs including "sales information, inventory and payroll transmission." Stark will use a combined inventory tracking system that utilizes both pre-assigned bar-code numbers, and its own assigned numbers for non-bar-coded records and tapes.

But despite its own house breakdown, Record Bar concedes that industry-wide employment of bar-coding would be a big plus for computerization. "I can't say that they're necessarily holding us up," said Record Bar's Hester, "but it would be nice if that issue were decided. Obviously, if the industry could agree on a standard, we'd love to go with it."

Customer Convenience

Roy Illig of Elf Enterprises, parent company of the Record World/T.S.S. stores in New York, pointed out another potential plus of the marriage of card readers and bar-coding — customer convenience. "At the store level the entire checkout operation — the recording of sales, prices, and printing up a long roll-down, category breakdown, etc. — would be speeded up," he said.

RCA Mounts Major Marketing Push For Triumph LP

NEW YORK — RCA Records has embarked on a major marketing campaign in support of Canadian rock trio Triumph's new 3-LP set, "Triumph Forces." The campaign will be running in conjunction with an extensive national tour by the group that will include approximately 52 dates, running through the month of December.

The first phase of the campaign is a "Test Drive" campaign in conjunction with the release of the LP and the local retail level. According to Dan Wallin, RCA's touring program manager, a variety of sales aids have been prepared, including 1,000 dump bins, each with 375 LPs, a head card and cassette display showing all four Triumph albums, 10,000 four-color posters displaying a blow-up reproduction of the "Allied Forces" cover; another 10,000 posters depicting the Triumph catalog; 5,000 window streamers announcing the tour, album and single; and 3,000 die-cut trims of the Triumph logo centerpieces.

In addition, RCA has prepared a limited edition 45 in the style of a postage stamp, with the "Flying V" guitar pictured on the "Allied Forces" cover. The guitar itself, is the property of the band's Rick Emmett, will be the first prize in a nationwide contest organized by RCA in cooperation with Hit Parader magazine and Dean Guitars, manufacturers of the instrument.

National and local advertising will include trade and consumer print ads, in addition to 30-second and one-minute radio spots and two 30-second TV spots. In conjunction with the tour, RCA has prepared a full-color, four-color newspaper inserts and a campaign "Battalion Gazette," to be used as a giveaway at concerts and in stores.

Local victory has produced three of three key cuts from the "Allied Forces" LP, including the current single "Magic Power," "Say Goodbye" and the title track from the album.
WHAT'S IN-STORE
GETTING AGGRESSIVE IN GOTHAM — It's tough to get enough space for a "superstore" in Manhattan, so by merging and expanding their lines, Audioemia and Bondy's have been able to achieve the kind of diversification that usually eludes the typical urban outlet, while coping with the problem of limited space. Bondy's, long known to disco aficionados as one of the better dance stores in the downtown area, recently went through something of an identity change when owner Sy Bondy retired and turned the shop over to his son, Billy. He and partners Seth Grossman and Les Schneiderman began to strengthen ties with their mid-town Automatic store, an outlet known for its excellent selection of new wave and hard-to-find rock records, and brought Audioemia manager Burt Golden downtown to put together a new wave dance section for the disco store. While the addition has helped sales downtown, as well as strengthening ties and cross-shopping, the Bondy/Audioemia crew hasn't stopped there. A full, worldwide exporting department has recently bowed under the leadership of Jim McCarthy, former export director for New York's Record Haven one-stop. The disc jockeys have come up with a new promotion for McCarthy and company have already established a reputation for filling tough orders. "Even if we make a little less, we'll track down any record that an overseas account wants," said McCarthy. "We feel we have to treat our customer's businesses as if they were our own. We take a lot of action for a relatively small operation.

CUTTING SHIPPING COSTS — Bohman Industrial Traffic Consultants, Inc. of Gardner, Mass. has just released a new book entitled Guide to Cutting Your Freight Transportation Costs Under Trucking Deregulation. The 50-page book gives detailed information about a wide variety of freight rate reductions, discounts and allowances, and deals specifically with volume incentive discounts, dock delivery discounts, loading allowances, discounts for failure to deliver according to schedule and reduced rates on returned goods. The book may be purchased direct from Bohman at 335 East Broadway, Gardner, Mass. 01440. The price is $19.95.

RCA VIDEODISC DISPLAY CONTEST — To beef up demand for its videodisc system, RCA is offering $50,000 in prize money for the best in-store or window display. RCA videodisc distributor salesmen and their retail accounts are eligible to win a total of 47 prizes — in each of RCA's four national sales regions. The contest ends Oct. 31. In-store or window displays must include RCA Videodisc album covers, the company's latest catalog, and an RCA "SelectVision" Videodisc player.

NOW MEET CRAZY MAX — Record buyers in New York know Crazy Eddie, and customers in the Carolinas are hip to Record Bar's "Vinyl Avenger." Now people in the Mid-Atlantic are seeing a character named "Crazy Max" on their tube, as the Waxie Maxie chain begins its Christmas advertising campaign. The masked masker will also be popping up on the radio, making in-store appearances and be depicted in carbon form in print ads. The slogan, "Crazy Max the price slobber is on the loose at Waxie Maxie's," will be used as a tag.

fred goodman

WEA Bows Display Contest For Stones

LOS ANGELES — A national display contest has been bowed by WEA and Atlantic Records to augment an intensive marketing/advertising campaign and heavy radio airplay garnered with release of The Rolling Stones' "Tattoo You." The campaign, titled "Start It Up and End It Up," is to run Sept. 14-Oct. 30 and will award the winning merchant or sales rep and his/her marketing coordinator a grand prize of a $25,000 all-expense paid trip to the final night of the Stones' American tour.

Seven first prizes of $200 plus a Stones' tour jacket will be awarded in the seven other WEA branches, and eight second prizes of $100 plus a framed tour poster signed by the Stones will be awarded to runners-up in each of the eight WEA branches.

Merchandising material to be used in the contest consists of 3 x 3s and 1 x 4s (front and back cover), streamers, mobile stickers, personality posters and tour posters. All WEA Merchandisers, sales and promotion personnel, in addition to marketing coordinators, are eligible to enter the contest. Judging in the contest will be handled by Atlantic's merchandising department, employing criteria such as creativity, quality of display, saturation of marketplace, effective use of space and materials and product visibility.

Though the contest is designed to focus on WEA, included in the Rolling Stones tour, set to run from Sept. 25 through the first week in December, cities not included in the contest are also eligible to win prizes. Bonus prizes will consist of souvenirs from the tour such as autographed drum sticks, signed stage passes and assorted personal items from Mick Jagger and other members of the band.

Cash Box/September 19, 1981
**INTERNATIONAL PROFILE**

**Perla: Riding The Sounds Of Latin America To Success Throughout Latin America**

by Richard Imamura

LOS ANGELES — One of the more unusual stories of the Latin American music business is that of Perla, born in Paraguay and raised in Brazil. She is known as a wonderful singer of samba and choro, but such a fact wouldn’t seem unusual, until one realizes that the primary language of Paraguay is Spanish, while that of Brazil is Portuguese.

Nevertheless, in her career, that has seen her earn nine gold records, two of Perla’s biggest albums in Brazil have been “Perla en Español” (“Perla in Spanish”) and “Perla en Español, Vol. II.” Her version of as, her latest gold record, “Vamos danzar reggae.”

Selling her unusual success story, Perla’s early history and her eventual discovery also followed a different (and somewhat fairly talk-leaf) path.

Born in Carague, Paraguay, Perla’s father was a musician who early on in life organized his children into a singing group. Along with Brazil and Cuba, Perla sang the folk music of her country at numerous dances and events in the various cities she lived in, and was soon popular enough to perform at government receptions for foreign leaders.

“Music was such that my father decided that I should try for a solo career,” Perla relates. “I continued travelling and met Reynaldo, a Brazilian.” She eventually married Reynaldo and move to Rio de Janeiro. There, one night in 1971, a fairy tale break helped

**CRI Promotes Two**

NEW YORK — Pierre Sissman and Antonio Paredes have been named to new business positions with CBS Records International (CRI).

Sissman was named director, CBS label and European artist marketing, CRI Paris. He will be responsible for the marketing and A&R direction of the CBS/Columbia labels in Europe and will continue marketing European artists.

Sissman has been with CBS for two years, starting with World Records in Paris, the French affiliate of CBS Records, and moving to CRI as associate director, European artist development.

Perez-Solis was appointed regional director, CBS Songs Latin America. Solis will be responsible for all creative and administrative aspects of music publishing for the entire Latin American region. He has been with CBS since 1976 as general manager of Ediciones Aprila Music and manager of business affairs of Discos CBS in Spain.

**INTERNATIONAL DATELINE**

**Argentina**

BUENOS AIRES — French pianist Richard Clayderman, composer and producer other Latin American artists, will be visiting Argentina during November as part of a promotion plan devised by Tonodics, vice president Francisco Vidal, who has been handling the publicity tour of the provinces. Clayderman has been a strong seller for years in this market, and it is considered that he will introduce other names to the audience.

CBS A&R man Mochi Marafioti reports that the locale of the low-profile Cuban singer Casanta with his own tunes, produced by Ruben Lotes. Casanta has been very popular in the past, but switched labels twice: his music is considered to be a mixture of tango and pop, which should appeal both to teenagers and the 25+ crowd. The discry is also launching the album of the reunited group Manal, one of the top names of the late ’60s.

His commercial director, Alberto Cañero, has returned from another tour of the interior of the country, following a yearly plan of contacts with different regional artists and potential clients. He is also trying to make his presence known in the music world of Los Angeles, as a result of a regional television appearance, a part in a feature film and a recording contract with RCA Brasil.

She then started her string of gold records in Brazil, and soon her popularity spread to other parts of Latin America, where her success began to rival that which she enjoyed in her adopted country. A recent tour of the U.S. and “Vamos danzar reggae” carry on her string of successes, opening new worlds to conquer in the fabulous Parisianu singer.

**INTERNATIONAL CERTIFICATIONS**

**Landscape**

RCA recording group Landscape has its “Einstein A Go Go” single certified silver in the U.K., signifying sales of 250,000 units.

**Shakin’ Stevens**

Episc recording artist Shakin’ Stevens had his “This Old House” and “You Drive Me Crazy” singles certified silver in the U.K., signifying sales of 250,000 units each.

**Bruce Springsteen**

Columbia recording artist Bruce Springsteen had his “Born To Run” single certified silver in the U.K., France, The Netherlands and Sweden.

**Teardrop Explodes**

Phonogram recording group Teardrop Explodes has its “ Reward” single certified silver in the U.K., signifying sales of 250,000 units.

**INTERNATIONAL BESTSELLERS**

**Argentina**

1. Tu Me Prometiste Volver — Pimpinella — CBS
2. Todo Fuera Del Amor — Air Supply — Micronut
3. Los Dios De Bella Vista — Kim Caines — EMi
4. Super Superstar — The Oceans — CBS/AMI
5. Get Off My Back — Al Bano & Romina — CBS
7. Hoy Me Empezado a Querer — Dyano — EMi
8. Quiero Pasar La Noche — Village People — RCA
10. Congo Congo Congo — Grethic — American Recording

**Italy**

1. Si Estraneo — Guido & Italy — CBS
2. Lucio Dalla — Lucio Dalla — RCA
3. La Bella — Cino & Italy — PolyGram
4. Making Movies — Dire Straits — Vertigo
5. Metropolis — Francesco Guccini — EMi
7. Nole Totta — Umberto Tozzi — CBS
8. Deus — Adriano Celentano — CBS
9. Face Value — Phil Collins — Atlantic
10. La Grande Grotta — Alberto Fortis — Philips

**United Kingdom**

1. Leave Love — Soft Cell — Bizarre
2. Love Action — Human League — Virgin
3. Love is All Around — Tears for Fears — Beggars’ Banquet
4. One In Ten — UB40 — DEP Int.
5. She’s Not There — The Animals — DEP Int.
6. Start Me Up — The Rolling Stones — Rolling Stones
8. Wired For Sound — Clive Richard — EMi
9. Abacab — Genesis — Charisma
10. Somebody’s Baby — Phil Collins — CBS

**Japan**

1. Tokyo Love — Suite — Polygram
2. Love Action — Human League — Virgin
3. Love Is All Around — Tears for Fears — Beggars’ Banquet
4. One In Ten — UB40 — DEP Int.
5. She’s Not There — The Animals — DEP Int.
6. Start Me Up — The Rolling Stones — Rolling Stones
8. Wired For Sound — Clive Richard — EMi
9. Abacab — Genesis — Charisma
10. Somebody’s Baby — Phil Collins — CBS

**INTERNATIONAL PROFILE**

Perla: Riding The Sounds Of Latin America To Success Throughout Latin America
JAZZ ON JAZZ

OUTLAWS MEETS ENIGMA—While in Las Vegas at Caesar’s Palace, Columbia recording artist Willie Nelson was surprised backstage by labelmate Miles Davis. Nelson and Davis later adjourned to write a song together, titled “Expect Me Around.”

JOE Oatts and the strongest tenor trombone and early ’60s, player. Bob and Bob's "Slizoke" are superb rhythm section vibist Frank Lowe's "Larry," (blue) "The" (green) "Mouth" (cyan) "DOES" "Ready" TEDDY EDWARDS QUARTET (ECM 1120)

TOP 40 ALBUMS

1 WINELIGHT GROVER WASHINGTON, JR. 17 45
2 BLUE TATTOO PASSPORT (Atlantic SD 19204) 22 4
3 MECCA FOR MODERNS HANNAH'S TRANSFER (Atlantic SD 18624) 21 7
4 SHOGUN JOHN TANSKEPT (Inner City IC 6870) 25 5
5 REFLECTIONS JACQUES HERRON (Artia AL 5568) 26 18

IN Concert Emery had been working in an ensemble featuring trombonist Ray Anderson and flutist Robert Dick that will perform with the String Trio at the Polish Jazz Jamboree this month. The outside interests are nothing new to Emery, who has also performed with Leroy Jenkins, Anthony Braxton, Karl Berger and Kalparausha Maurice McIntyre, and given his quartet a new lease of life. Emery told us, adding that although everyone in the trio is involved in outside projects, the group takes precedence, “and everyone can come together quickly.”

During his career, Emery has played in a variety of settings, from small clubs to festivals and festivals. Emery has released a number of recordings, including a landmark album, “Pocono Suite,” that was recorded in Woodstock and has been praised for its sheer beauty and technical proficiency. Emery’s music has been described as “a perfect blend of classical and contemporary elements,” and has been praised for its emotional depth and technical mastery.

Emery also has a strong interest in teaching and has taught at a number of institutions, including the Juilliard School in New York City. He has also been involved in a number of community service projects, including teaching at-risk youth and performing at hospitals and retirement homes.

Emery has been awarded numerous grants and commissions, and has received numerous honors and awards for his contributions to the world of jazz. Despite his many achievements, Emery has remained grounded and humble, always willing to share his knowledge and experience with others.

However, Emery has also faced many challenges throughout his career, including the loss of a close family member and the struggles of living in a society that is often hostile to the artistic community. Despite these challenges, Emery has remained committed to his craft and continues to inspire and educate new generations of musicians.

INDIE ACTION—Last week we gave you a quick run-down of some of the fall releases you can expect to see from the majors in the coming weeks. But as always has been the case, the majors are only part of the story when it comes to jazz. The small, independent labels continue to represent a major share of the more creative and uncompromising jazz artists. Finding those smaller, indie labels isn't always easy, but Daybreak Express Records, at Box 250, Van Buren Station, Brooklyn, N.Y. 11201, has given us access to several of their new releases. Here are a few that caught our eye.

BRAD GOLDBERG—Pianist Brad Goldberg's latest release, "Gold," is a captivating collection of pieces that showcase his technical prowess and compositional skill. Goldberg's playing is both intricate and melodic, and he has a unique ability to create a sense of intimacy with his audience.

JIMMY ROWLES— Saxophonist Jimmy Rowles' latest release, "Rowles," is a beautiful and soulful album that highlights his virtuosic playing and his ability to connect with his listeners. Rowles' music is both timeless and modern, and he has a unique ability to bring new life to classic jazz standards.

ELIZABETH PALMER—Pianist Elizabeth Palmer's latest release, "Palmer," is a stunning collection of pieces that showcase her technical mastery and her ability to create a sense of intimacy with her audience. Palmer's playing is both intricate and melodic, and she has a unique ability to bring new life to classic jazz standards.

These are just a few of the many exciting new releases coming out this fall. We encourage you to explore the independent labels and to support the artists who are pushing the boundaries of the genre. Jazz is a living, breathing art form that needs our support to thrive.

We hope you enjoy reading about these new releases, and we look forward to hearing your thoughts in the comments section below. As always, we are grateful for your support and for your continued interest in the world of jazz.

tfred goodwin
### Cash Box Top 100 Albums (By Artist)

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks On Chart</th>
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<tr>
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<td>THE FOX</td>
<td>Elton John</td>
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<td>THE TIME</td>
<td>Carole King</td>
<td>A&amp;M</td>
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<td>103</td>
<td>SWEET AND WANDERFUL</td>
<td>The Four Tops</td>
<td>Epic Records</td>
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<td>DANCESIZE</td>
<td>Gladys Knight</td>
<td>King</td>
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<td>TONIGHT!</td>
<td>Smokey Robinson</td>
<td>Atlantic Records</td>
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<td>The Caroleers</td>
<td>King</td>
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<td>THE BROOKLYN, BRONX &amp; QUEENS BAND</td>
<td>The Brooklyn, Bronx &amp; Queens Band</td>
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<td>THE DOGS</td>
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### Alphabetized Top 200 Albums

<table>
<thead>
<tr>
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