

CASHBOX

May 24, 1980

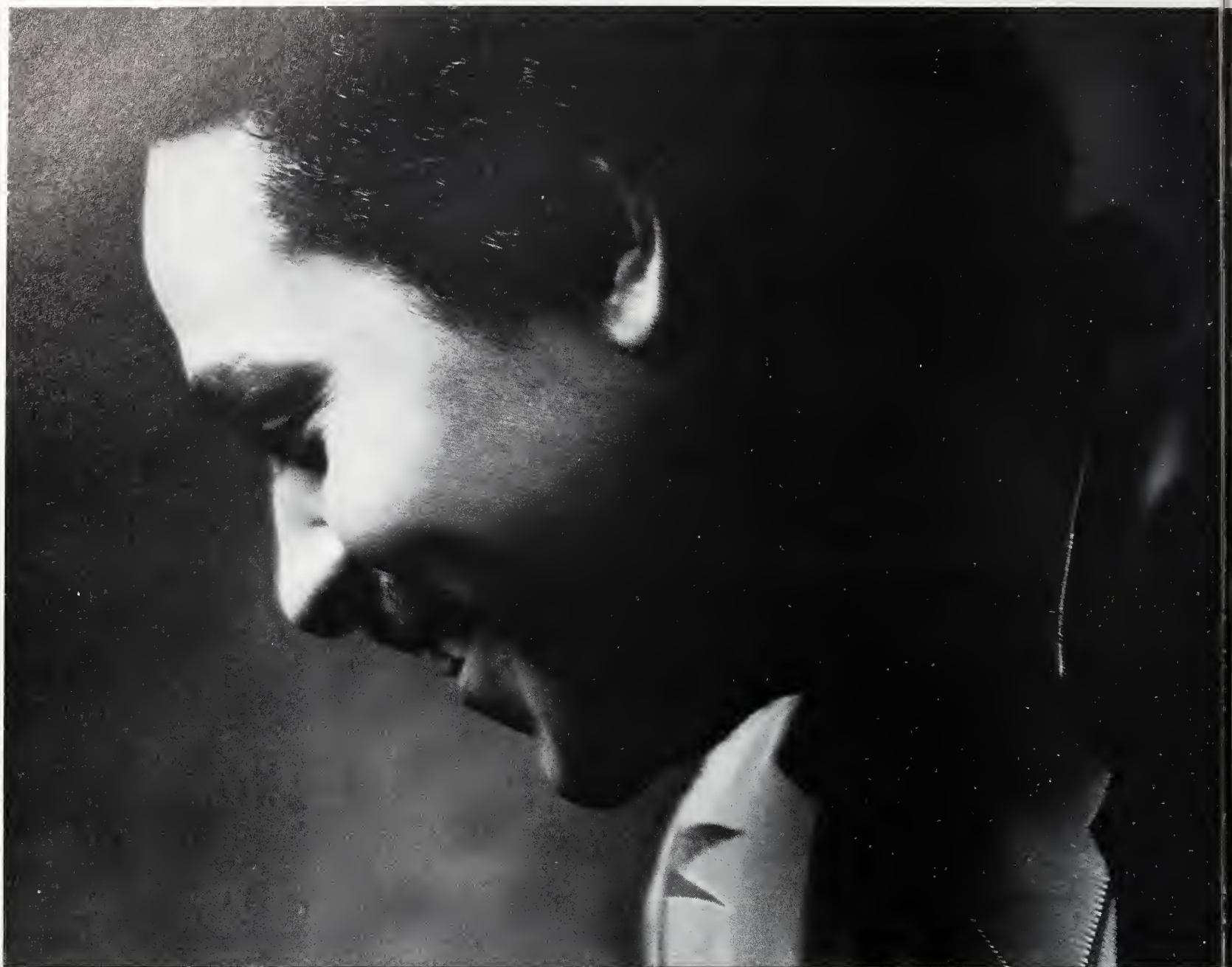
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EDITORIAL An Encouraging Development

The announcement last week that Motown and the Owner Protection Company (OPROC) will test a new electronic anti-counterfeiting system under actual market conditions is an encouraging development. The fact that both companies have enough faith in the system to apply it to all of Motown's product apparently means that the initial tests have been positive.

Counterfeiting, as we all know, is a massive problem that demands a solution. Losses in the domestic market alone run into the hundreds of millions of dollars, and worldwide, counterfeiters drain more than a billion dollars annually.

Thus, it is with hope and anticipation that **Cash Box** awaits the final outcome of the current test in the marketplace. If the OPROC/Motown system proves to be, as its supporters claim, a "foolproof" means of fighting counterfeiting, a great service will have been done for everyone.

Cash Box applauds Motown for being the first to test the OPROC system in the marketplace. To be the guinea pig in any experiment requires courage and commitment. To go one step further and invest time and money in a project that can help everyone requires character. Obviously, Motown fits the bill.

NEWS HIGHLIGHTS

- Motown, OPROC test marketing new electronic anti-counterfeiting system (page 7).
- Atlantic promotes Vogel, Morris and Glew in wake of Greenberg resignations (page 7).
- Publishers attack record industry study at CRT hearings (page 7).
- Eight-track cutouts flood market, few current titles included (page 7).
- Carole King's "Pearls: Songs Of Goffin And King" and Graham Parker's "The Up Escalator" are the top **Cash Box** Album Picks (page 19).
- Olivia Newton-John's "Magic" and "I'm Alive" by ELO are the top **Cash Box** Singles Picks (page 21).

TOP POP DEBUTS	
SINGLES	43 IT'S STILL ROCK AND ROLL TO ME — Billy Joel — Columbia
ALBUMS	81 THE EMPIRE STRIKES BACK — Original Soundtrack — RSO

POP SINGLE	CALL ME Blondie Chrysalis
B/C SINGLE	LET'S GET SERIOUS Jermaine Jackson Motown
COUNTRY SINGLE	THE WAY I AM Merle Haggard MCA
JAZZ	CATCHING THE SUN Spyro Gyra MCA

NUMBER ONES



The Isley Brothers

POP ALBUM	AGAINST THE WIND Bob Seger & The Silver Bullet Band Capitol
B/C ALBUM	GO ALL THE WAY The Isley Brothers T-Neck/CBS
COUNTRY ALBUM	GIDEON Kenny Rogers United Artists
GOSPEL	I'LL BE THINKING OF YOU Andrae Crouch Light

CASH BOX TOP 100 SINGLES

May 24, 1980

	Weeks On Chart	5/17
1 CALL ME	15	1
2 LOST IN LOVE	16	2
3 BIGGEST PART OF ME	8	7
4 DON'T FALL IN LOVE WITH A DREAMER	9	5
5 RIDE LIKE THE WIND	16	4
6 SEXY EYES	15	6
7 FUNKYTOWN	9	17
8 STOMP!	11	9
9 HURT SO BAD	8	10
10 CARS	15	11
11 ANOTHER BRICK IN THE WALL (PART II)	19	3
12 BREAKDOWN DEAD AHEAD	9	13
13 I CAN'T HELP IT	9	14
14 BRASS IN POCKET (I'M SPECIAL)	14	15
15 COMING UP (LIVE AT GLASGOW)	5	21
16 THE ROSE	10	20
17 YOU MAY BE RIGHT	11	8
18 STEAL AWAY	7	22
19 WITH YOU I'M BORN AGAIN	22	7
20 PILOT OF THE AIRWAVES	15	12
21 FIRE LAKE	14	18
22 AGAINST THE WIND	4	31
23 HEART HOTELS	10	24
24 LITTLE JEANNIE	4	36
25 TRAIN IN VAIN (STAND BY ME)	10	27
26 LET'S GET SERIOUS	10	30
27 THE SEDUCTION (LOVE THEME)	9	28
28 SHE'S OUT OF MY LIFE	7	37
29 WONDERING WHERE THE LIONS ARE	10	32
30 DO RIGHT	12	23
31 SHOULD'VE NEVER LET YOU GO	9	34
32 HOLD ON TO MY LOVE	13	19
33 SPECIAL LADY	18	25
34 GEE WHIZ	9	35

	Weeks On Chart	5/17
35 IT'S HARD TO BE HUMBLE	9	38
36 HEADED FOR A FALL	7	39
37 LET ME LOVE YOU TONIGHT	3	56
38 WE LIVE FOR LOVE	8	42
39 LOVE STINKS	7	43
40 DON'T SAY GOODNIGHT (IT'S TIME FOR LOVE) (Pts. 1 & 2)	9	41
41 NEW ROMANCE (IT'S A MYSTERY)	6	48
42 WORKING MY WAY BACK TO YOU/FORGIVE ME GIRL	24	29
43 IT'S STILL ROCK AND ROLL TO ME	1	—
44 CUPID/I'VE LOVED YOU FOR A LONG TIME	2	61
45 I DON'T WANT TO WALK WITHOUT YOU	7	50
46 TWO PLACES AT THE SAME TIME	10	51
47 LADY	6	52
48 TIRED OF TOEIN' THE LINE	3	58
49 SHINING STAR	5	54
50 WE WERE MEANT TO BE LOVERS	8	55
51 I CAN'T TELL YOU WHY	14	33
52 ANYWAY YOU WANT IT	13	26
53 TWILIGHT ZONE (A & B)	8	59
54 LET ME BE THE CLOCK	11	40
55 LUCKY ME	9	45
56 MAGIC	1	—
57 TOO HOT	19	44
58 THEME FROM NEW YORK, NEW YORK	4	63
59 ALL NIGHT LONG	2	69
60 OFF THE WALL	15	46
61 DON'T PUSH IT, DON'T FORCE IT	7	62
62 I'M ALIVE	1	—
63 IT'S NOT A WONDER	4	70
64 HERE COMES MY GIRL	5	67
65 ANSWERING MACHINE	3	76
66 POWER	3	72

	Weeks On Chart	5/17
67 FOOL FOR A PRETTY FACE	5	68
68 SOLITAIRE	9	53
69 I PLEDGE MY LOVE	17	47
70 IS THIS LOVE	3	79
71 STARTING OVER AGAIN	8	57
72 ASHES BY NOW	4	78
73 CRAZY LITTLE THING CALLED LOVE	23	49
74 HAPPY TOGETHER (A FANTASY)	3	82
75 ATOMIC	2	83
76 CLONES (WE'RE ALL)	3	84
77 ONE FINE DAY	2	86
78 STAND BY ME	2	85
79 INSIDE OF YOU	3	80
80 ANGEL SAY NO	2	87
81 BACK OF MY HAND (I'VE GOT YOUR NUMBER)	2	88
82 RUN LIKE HELL	2	89
83 LOVE AND LONELINESS	2	90
84 MISUNDERSTANDING	1	—
85 TAKE YOU TONIGHT	3	94
86 AND THE CRADLE WILL ROCK	1	—
87 EVERYTHING WORKS IF YOU LET IT	1	—
88 REAL LOVE	2	98
89 WALKS LIKE A LADY	1	—
90 ALL NIGHT THING	1	—
91 SOMETHIN' 'BOUT YOU BABY	1	—
92 AND THE BEAT GOES ON	17	64
93 KING OF THE HILL	2	97
94 SLIPSTREAM	5	95
95 GONE TOO FAR	2	96
96 TIME FOR ME TO FLY	1	—
97 FIRE IN THE MORNING	14	42
98 EVERY STEP OF THE WAY	2	99
99 ROCK LOBSTER	6	74
100 I CAN SURVIVE	1	—

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Against The Wind (Gear — ASCAP)	22	Fire In The Morning (Hobby Horse — BMI/Cotton Pickin' — ASCAP)	97	Let Me Be The Clock (Bertam — ASCAP)	54	Solitaire (Mac's Million/Modern American — ASCAP)	68
All Night (Wow & Flutter — ASCAP)	59	Fire Lake (Gear — ASCAP)	21	Let Me Love (Kentucky Wonder — BMI/Prairie League — ASCAP)	37	Something 'Bout You (Colgems-EMI — ASCAP)	91
All Night Thing (Ackee — ASCAP)	90	Fool For (Hudson Bay — BMI)	67	Let's Get Serious (Jobete & Black Bull (TM) — ASCAP)	26	Special Lady (H.A.B./Dark Cloud — BMI)	33
And The Beat (Spectrum VII/Rosy — ASCAP)	92	Funkytown (Rick's Adm. by Rightsong/Steve Greenberg — BMI)	1	Little Jeannie (Jodrell — ASCAP)	24	Stand By Me (Rightsong/ADT/Trio — BMI)	78
And The Cradle (Van Halen — ASCAP)	86	Gee Whiz (East/Memphis — BMI)	34	Lost In Love (Arista/BRM/Riva — ASCAP)	2	Starting Over (Starrin/Barbone — BMI/Sweet Summer Night — ASCAP)	71
Angel (Tutone Keller)	80	Gone Too Far (Briar Patch — BMI)	95	Love And Loneliness (Virgin — ASCAP)	83	Steal Away (Big Ears/Chrome Willie/Gouda/Oozle Finch — ASCAP)	18
Another Brick (Pink Floyd/Unichappell — BMI)	11	Happy Together (Hudson Bay — BMI)	74	Love Stinks (Center City — ASCAP)	39	Stomp (State Of The Arts/Brojay — ASCAP)	8
Answering Machine (WB/Holmes Line Of Music — ASCAP)	65	Headed For (Warner-Tamerlane/El Sueno — BMI)	36	Lucky Me (Chappell & Co. — ASCAP)	55	Take You Tonight (Lost Cabin — BMI)	85
Any Way You Want (Weed High Nightmare — BMI)	52	Heart Hotels (Hickory Grove/April — ASCAP)	23	Magic (John Farrar — BMI)	56	The Rose (In Dispute)	16
Ashes By Now (Jolly Cheeks — BMI)	72	Here Comes (Skyhill — BMI)	64	Misunderstanding (Hit & Run — ASCAP)	84	The Seduction (Ensign — BMI)	27
Atomic (Rare Blue/Monster Island — ASCAP)	75	Hold On To (Stigwood/Unichappell — BMI)	32	New Romance (Land Of Dreams Adm. In U.S. & Canada by Arista — ASCAP)	41	Theme From New York (Unart — BMI)	58
Back Of My Hand (WB — ASCAP)	81	Hurt So Bad (Vogue — BMI)	9	Off The Wall (Almo/Rondor — ASCAP)	60	Time For Me (Fate — ASCAP)	98
Biggest Part (Rubicon — BMI)	3	I Can Survive (Triumph — CAPAC)	100	One Fine Day (Screen Gems/EMI — BMI)	77	Tired Of Toein' (TRO-Cheshire — BMI)	48
Brass (Modern/Hynde/House Of Hits/ATV U.K.)	14	I Can't Help It (Stigwood Adm. By Unichappell — BMI)	13	Pilot Of The Airwaves (Ackee — ASCAP)	20	Too Hot (Delightful/Gang — BMI)	27
Breakdown Dead Ahead (Boz Scaggs — ASCAP/Foster Frees/Irving — BMI)	12	I Can't Tell You Why (Jeddrah/Cass County/Red Cloud — ASCAP)	51	Power (Midnight Sun — ASCAP/Book — BMI)	66	Train In Vain (Riva — ASCAP)	57
Call Me (Ensign — BMI/Rare Blue — ASCAP)	1	I Don't Want (Paramount — ASCAP)	45	Real Love (Twist Party Intl. — BMI)	88	Twilight Zone (Blackwood/Garden Rake/Yellow Dog Music — BMI/Heen — ASCAP)	53
Cars (Beggars Banquet/Andrew Heath — PRS)	10	I Pledge My Love (Perrin-Vibes — ASCAP)	69	Ride Like The Wind (Pop 'N' Roll — ASCAP)	5	Two Places At The Same (Hardyola — ASCAP)	46
Clones (Mount Hope — ASCAP)	76	I'm Alive (Jet/Unart — BMI)	62	Rock Lobster (Boo-Fant Tunes — BMI)	99	Walks Like (Weed High Nightmare — BMI)	89
Coming Up (MPL — ASCAP)	15	Inside Of You (H.A.B./Dark Cloud — BMI)	79	Run Like Hell (Pink Floyd/Unichappell — BMI)	82	We Live For Love (Rare Blue/Neil Geraldo — ASCAP)	38
Crazy Little Thing (Beechwood/Queen — BMI)	73	Is This Love (Bob Marley/Almo — ASCAP)	70	Sexy Eyes (April/Blackwood — ASCAP/BMI)	6	We Were Meant (20th Century/Neary Tunes — ASCAP)	50
Cupid (Kags/Sumac — BMI)	44	It's Hard To Be Humble (Songpainters — BMI)	35	Shining Star (Content — BMI)	28	With You I'm Born Again (Check Out — BMI)	19
Do Right (Web IV Music — BMI)	30	It's Not A (Screen Gems/EMI — BMI)	63	Should've Never Let You Go (Kirshner — ASCAP/April/Kiddio — BMI)	31	Wondering Where (Golden Fountain — PROCAN)	29
Don't Fall In Love With A Dreamer (Appian/Almo/Quixotic — ASCAP)	4	It's Still Rock (Impulsive/April — ASCAP)	43	Slipstream (Intersong/Timtope Midsong — ASCAP)	94	Working My Way (Screen Gems-EMI/Season Four — BMI/Sumac — BMI)	42
Don't Push It (Jim Edd — BMI)	61	King Of (Critique — BMI)	93			You May Be Right (Impulsive/April — ASCAP)	17
Don't Say Goodnight (Bovina — ASCAP)	40	Lady (Spectrum VII/Yours, Mine & Ours — ASCAP)	47				
Every Step (Kirshner/Blackwood — BMI)	98						
Everything Works (A Full — BMI)	57						



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Exceptionally heavy sales activity this week

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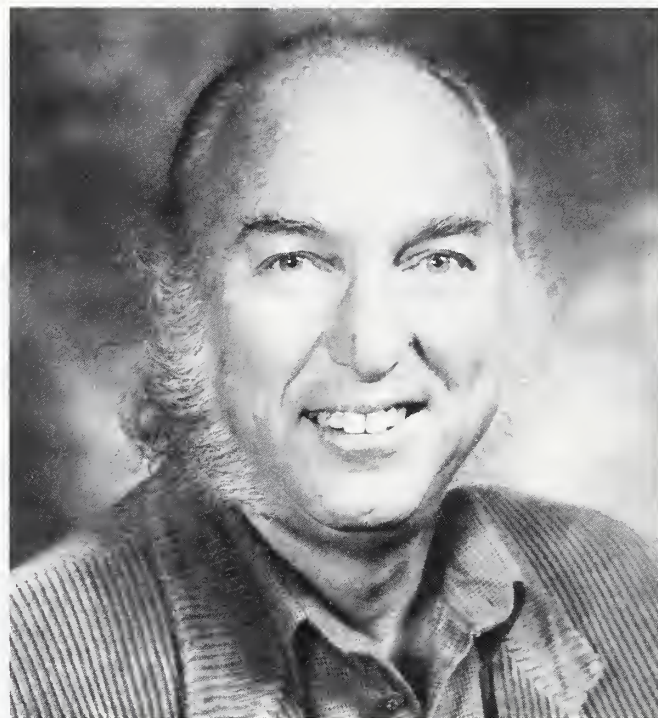
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CASH BOX NEWS



LANDERS, ROBERTS PACT WITH POLYDOR — Bobby Roberts and Hal Landers have completed an arrangement with Polydor Records for the worldwide distribution of product by their artists, including Rick Dufay and Jamie Sheriff, whose debut LP, "No Heroes," will be released shortly. Shown at the signing are (l-r): Roberts; Fred Haayen, president of Polydor Records; Landers; and Dick Kline, executive vice president of Polydor.

Atlantic Taps Vogel, Morris, Glew For Key Executive Posts

NEW YORK — Atlantic Records has announced its new executive structure. Sheldon Vogel, executive vice president of Atlantic Records, has also been named vice chairman of the company. Doug Morris, president of Atco Records, has resigned that position and has been appointed president of Atlantic Records. Dave Glew, currently senior vice president and general manager of Atlantic, has been named executive vice president.

Publishers Attack Industry Study At CRT Hearings

by Earl B. Abrams

WASHINGTON, D. C. — Music publishers attacked some of the principal positions of the recording industry last week in a continuation of the hearings before the Copyright Royalty Tribunal (CRT) here.

Testifying for the music publishers was Robert R. Nathan, former high government economist and head of his own consulting firm, who used terms like "irrational," "astounding," "shocking" and "fantasy" to describe elements of a recording industry study submitted to the CRT last month. That study was done by Cambridge Research Institute, Cambridge, Mass.

In a step-by-step analysis of recording industry profits for the last 12 years (excluding 1979), Nathan testified that the average profit per year ranged from 10.5-11.2% of sales. This indicates a stable industry, Nathan remarked, adding, "I can't conceive how anyone can say this is a high risk industry."

Nathan also emphasized that the recording industry is not capital intensive, noting that many record companies contract out not only production, but the pressing of records.

Mechanical royalty payments, Nathan said, had nothing to do with the record industry's 1979 financial disaster. He noted that such factors as sales and promotion, up 50% in the last two years, and general and administration expenses, up 109% in the last two years, might be considered more significant in assessing the blame for the huge losses suffered by the industry last

(continued on page 20)

A&M To Bow \$5.98 Line

NEW YORK — A&M Records will soon launch a \$5.98 list midline, according to a label spokesman. The initial release will consist of 12 titles, but the source could not say whether or not all of them would be catalog items. The announcement of the midline is expected shortly.

Morris succeeds Atlantic Records President Jerry Greenberg, who will resign from the company effective June 1, 1980 to form a new label that will be distributed worldwide by Atlantic Records (**Cash Box**, May 17, 1980). Morris' duties at Atco will be assumed by Reen Nalli, vice president of the company, according to an Atlantic spokesman.

Commenting on the appointment of Vogel, Ahmet Ertegun, chairman of Atlantic, said, "Sheldon has had an indispensable role in the tremendous growth of the Atlantic Records family for nearly two decades. His expertise in the financial area, combined with a keen sense and in-depth

(continued on page 51)

Eight-Track Cutouts Are Flooding Market, But Few Current Titles Are Included In Dump

by Leo Sacks and Richard Gold

NEW YORK — As eight-track sales plummet, large quantities of eight-track tapes are being made available to cutout suppliers. Even at cutout prices, however, the eight-tracks are moving slowly, due to the emergence of cassettes as the dominant tape configuration. In addition, say cutout dealers, their eight-track trade is limited by the fact that the major buyers have not yet dumped most of their eight-track versions of current hit albums.

According to one leading supplier, approximately three to four million eight-track tapes have been dumped on the market since the beginning of the year. In spite of this, he indicated, the majority of the titles are still unsold. "The manufacturers have



ECM CONCLAVE — Representatives from Europe and the United States recently converged on ECM's Munich headquarters for the label's annual A&R/marketing meetings. Pictured are (l-r): Robert Hurwitz, director, ECM; Thomas Stowsand, ECM Munich; Steve Lake, ECM Munich; Jean-Pierre Weiller, French product manager; Hans Wendl, ECM Munich; and Manfred Eicher, head of ECM.

Motown, OPROC Testing New Anti-Counterfeiting ID System

by Richard Imamura

LOS ANGELES — Motown Records has begun extensive testing of a new anti-counterfeiting system described as "absolutely foolproof" by the label and the Owner Protection Company (OPROC), developers of the concept. Applied to all Motown records and tapes, the OPROC system has been touted as a quick and accurate means of distinguishing between legitimate and counterfeit product.

The OPROC system, which involves the use of computers and special electronic mechanisms, will enable Motown to "be able to tell in a fraction of a second whether or not an LP is a counterfeit and also where it came from," according to Mike Roshkind, label vice chairman and chief operating officer.

Initial Motown plans involve use of the OPROC system to detect counterfeit product at both the distribution and retail levels. Returns and product in retail stores will be subject to tests by the system's electronic devices, the latter through on-site inspections by Motown representatives.

Millions Of Dollars

"If a system or meaningful method, which we think this is, is found to combat counterfeits, we're talking about millions of dollars for artists, record companies, publishers and others," said Roshkind. "If the system works as well in practice as it has in our tests, we will be able to put counterfeiters out of business in a week."

"Once it is proven, we hope the rest of the industry will adopt it," Roshkind added.

Current estimates of the severity of the

counterfeiting problem are staggering. In the U.S. alone, RIAA and FBI estimates of losses to counterfeiters, pirates and bootleggers run as high as \$300 million annually, while the International Federation of Producers of Phonograms and Videograms (IFPI) puts the losses internationally at approximately \$1.5 billion.

The system, which has been under development for "many months" at a cost in "six figures," is currently available for licensing from OPROC, which has a patent pending. "Any label that wants to see it, we're more than interested in seeing them," said Marty Pichinson, OPROC president.

"We're hoping to make this system an industry standard," Pichinson stated, adding that the cost would be "very reasonable."

Many Applications

The system involves electronic detection of certain codes that can be built into many products, thus expanding the practical applications. In addition to detection of counterfeit records, the system can be expanded to inventory control and possible use as a means to weed out counterfeit concert tickets, according to Pichinson.

"The system is so versatile that within six months we should have a means to also stop piracy in the film industry," Pichinson added. "Theoretically, it works. We're testing it now."

The records and tapes system, which is totally different from the invisible ink process currently under consideration by RSO Records, has withstood all testing to date, Pichinson said. "Motown was the first

(continued on page 52)

seen eight-track sales decline so rapidly that they have had an abundance of titles to dump off. But even at low prices, the suppliers are shying away from them because of the lessened market demand. Even when cream was available several months ago, the labels had a tough time giving the product away."

A check of several current overstock lists confirmed the fact that many of the eight-track titles being offered are items that are several years old. However, the recently dumped tapes feature many artists of considerable stature.

Among the cutout and overstocked eight-tracks available today are tapes by the Eagles, the Blues Brothers, Jethro Tull, David Bowie, Diana Ross, the Com-

modores, Elvis Presley, the Whispers, Hall and Oates, the Kinks, Kiss, Eric Clapton, and the "Sgt. Pepper's Lonely Hearts Club Band" soundtrack. In many instances, the aforementioned artists were represented by several catalog selections.

Good Margin

Traditionally, cutouts have always offered a good gross margin for the retailer, and this fact certainly remains true today, with the tapes priced anywhere from 25 cents to \$1.25 on the low end to \$2.50 to \$3.00 on the high end. Most of the titles are retailing at either \$2.99, \$3.49 or \$3.99. Not surprisingly, several dealers said that many of the eight-tracks being offered are running lower in price than comparable cutout and overstocked LP and cassette selections.

There are several reasons why the movement of eight-track tapes has slowed. One of the leading factors is that the sound quality of cassette tape is steadily improving. In addition, auto manufacturers in Detroit are equipping their new models with cassette decks, something European counterparts have also been doing in recent years. This may account for the fact that large numbers of imported eight-track tapes from places such as England, Holland, and Germany are turning up in the U.S. at a wholesale price of \$1 to \$2. Several dealers noted that many of these selections have not been deleted in the U.S.

RIAA Figures

The drop in the demand for eight-track tapes was documented in April by the RIAA, when the organization's Market Research Committee reported that the shipment of 102.3 million units was down 23% from 1978 (**Cash Box**, April 12). Eight-track dollar volume dropped 28% to \$684.3 million. In contrast, shipments of pre-

(continued on page 51)

Fewer People Go Into Record Retailing; Higher Interest Rates, Economy Blamed

by Richard Gold

NEW YORK — High interest rates and the onset of an economic recession, the nationwide predominance of record retail chains, and an industry-wide sales slowdown are the key factors discouraging individual entrepreneurs from opening independent record stores today. In fact, an increasing number of small record stores have been going out of business recently, and it appears that the prospects for those who hope to remain in business will be difficult. Nevertheless, some individuals are successfully opening independent outlets through a combination of careful planning,

sound management, and a reliance on one-stops for assistance in the crucial start-up phase of the business.

One-stop operators surveyed across the country reported that there has been a virtual drying-up of new independent store openings in their regions. "I don't know of any new record stores that have opened up, but I know of ten that have gone out," said Peter McDermott, president of Peter's One-Stop in Boston. Bob Kahn, sales manager for Sound Unlimited in Chicago, noted that most of his new accounts over the past six months have come from established stores who are switching distributors. "No question about it," said Kahn, "the interest rates and the economy are making it difficult to open new stores."

One-stop operators in other major demographic centers all pointed to a similar halt in new store openings. Michael Fortunato, general manager of The One-Stop, Inc., in Pittsburgh; Harlan Heidelmeier, buyer for the Mile-High One-Stop in Denver; and Jay Griffin, marketing assistant for Big State Distributors in Dallas all said that exacting scrutiny of loan applications and stringent credit conditions in their areas had made conventional start-up loans difficult or impossible to obtain.

The Detroit area, which has been severely impacted by recession-related unemployment, has seen "a lot of record stores going out of business every day," according to Alice Rayford, administrative assistant for Simpson's Wholesale, Inc. "It's hard for the small dealers to compete with the chain stores," she added, "especially when the chains run sales." In Buffalo, N.Y., the second largest city in the state, there have been no new store openings, according to Jeff Criden, buyer for the Buffalo One-Stop. Criden blamed a marked overall downturn in area record sales and "very, very strong competition" between established retail chains in the city for the halt in new openings.

The burgeoning strength of multi-store chains was cited by all of the one-stop observers as a key factor in foreclosing opportunities for small businessmen who want to enter record retailing. "The retail chains have pretty well killed off any small record stores that might want to have opened," said Ron Ricklin, vice president of California Music in Los Angeles. Ricklin added that there was "no point in opening" a small record store in any area serviced by chain outlets with the financial muscle to

(continued on page 48)

Bogart Inks Two Acts; First Product Due In September

by Richard Imamura

LOS ANGELES — Neil Bogart has signed two acts to his soon-to-be-named label and is currently negotiating with a third. While declining to name the acts, the former president of Casablanca Record and FilmWorks did say that the first product from his new label would be released in September.

"It will be a very small label," Bogart said of his new venture. "I intend to be very selective in my choice of acts. One of the things I am looking for is potential for multimedia success."

While Bogart said that he has already decided on a musical direction for his new company, he declined to comment further, adding only that his acts would probably be involved in soundtrack work with the film end of the company in addition to purely musical efforts.

As far as distribution for the new company, Bogart said that "no final decision" has been reached in his negotiations with CBS and that he had also talked to a number of independents.

Regarding personnel for his new company, Bogart said that he had "spoken to nearly all of the people who I want to work with," and that he would contact a "few" more in the near future.

Announcements regarding the film end of the company would be made "within the next two to three weeks," Bogart added, and further information about particulars would be available from the film company president.

Summing up, Bogart said, "I don't intend to ever have a company as big in terms of personnel or number of acts as I did at Casablanca. I've already done that."

CBS Prices Mastersound Audiophile Series At \$14.98

by Ken Terry

NEW YORK — CBS Records launched its new Mastersound audiophile series last week with a presentation at the company's 30th Street recording studios that was heavily attended by New York press and retailers.

Among the initial releases in the series, all of which list for \$14.98, are four digital discs (also available on cassette tape) and four half-speed mastered records. The digital LPs include Stravinsky's "Petrouchka," with Zubin Mehta conducting the New York Philharmonic; Tone Poems by Richard Strauss, with Lorin Maazel conducting the Cleveland Orchestra; Shostakovich's Symphony No. 5, performed by the New York Philharmonic under Leonard Bernstein's direction; and "M' Boom" by Max Roach. The half-speed mastered discs are: "Wish You Were Here" by Pink Floyd; "Born To Run" by Bruce Springsteen; Boston's self-titled album; and "The Stranger" by Billy Joel.

Scheduled for June release are these digital discs: Hayden's "Theresien" Mass, with Bernstein conducting the London

Symphony; "Music of the Galaxies," performed by the London Symphony under Ettore Stratta's baton; Prokofiev's Symphony No. 5, with Bernstein directing the Israeli Philharmonic; and "Lazar Berman At Carnegie Hall." All of these LPs except for the Berman record will also be available on cassette tape. The half-speed mastered discs slated for June include Neil Diamond's "You Don't Bring Me Flowers," Barbara Streisand's "Greatest Hits: Volume II"; Boz Scaggs' "Silk Degrees"; and ELO's "Discovery."

Perhaps by next Fall, according to Joe Dash, vice president and general manager

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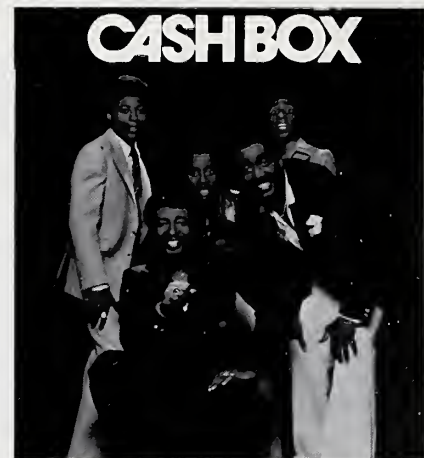
Ladd Named To Congressional Copyright Post

WASHINGTON — The appointment of David L. Ladd, law professor at the University of Miami, Coral Gables, Fla., as Register of Copyrights effective June 2 was announced last week.

Ladd is a former Chicago patent, trademark and copyright attorney who was Commissioner of Patents from 1961 to 1963 in the Kennedy administration. The 54-year-old Ohio native succeeds incumbent Barbara A. Ringer, who has served since 1973. Ringer retires May 30. The Ladd appointment, announced by Daniel J. Boorstin, Librarian of Congress, came after a year-long search by a special search committee. The copyright office is a function of the Library of Congress.

Ladd is not widely known in the music industry, but some leaders commented on his appointment. Leonard Feist, president of the National Music Publishers Assn. (NMPA), said "We're delighted, particularly since the appointment means there is no interval between the Ringer retirement and the assumption of duties by the new Register. We'll give Mr. Ladd our full support and cooperation."

Edward Cramer, president of Broadcast Music Inc. (BMI), commented, "I don't know the man, but it's obvious he brings experience and knowledge to the position."



After a 20 year career that has been marked by a myriad of personnel changes, professional highs and lows and disagreements about musical direction, The Temptations still remain Motown's ambassador of the traditional Detroit soul sound. Melvin Franklin, Dennie Edwards, Richard Street, Glenn Leonard and Otis Williams are the present day torchbearers of this musical institution that has evolved from the traditional R&B of "The Way You Do The Things You Do" to the psychedelic soul/rock of "Cloud Nine" to the modern sound of "Power."

The legacy that is The Temptations began in 1961, when Franklin, Elbridge Bryant and Otis Williams (of Otis Williams and the Distant) teamed with Eddie Kendricks and Paul Williams (of the Primes) to form the hallowed band. Three years later, Bryant was replaced by Motown solo artist David Ruffin and The Temps checked in with their first hit, "The Way You Do The Things You Do."

That initial success was followed by a string of chart toppers that included "My Girl," "Get Ready," "Ain't Too Proud To Beg" and "I Wish It Would Rain." However, in 1968, Ruffin left "the group with five lead singers" and put a wrench in the hit-making machinery.

The Temptations found a replacement for the gritty voiced Ruffin in Dennis Edwards, and producer Norman Whitfield led the band into an era of psychedelic soul and social commentary. Late '60s classics such as "Can't Get Next To You" and "Ball Of Confusion" highlighted this period.

In 1971 The Temptations had their first platinum single with the lilting ballad "Just My Imagination." However, the group was stunned that same year when Kendricks left to pursue a solo career, while Williams was forced to retire because of illness.

However, a revitalized Temptations returned in mid-'70s with smashes like "Papa Was A Rolling Stone" and "Masterpiece." And while the band's brief stay at Atlantic Records yielded two much overlooked LPs, "Here To Tempt You" and "Bareback," a new fivesome filled with "Power" has returned to Motown to add to The Temptations' legend for the '80s.



WORKING THEIR WAY TO GOLD — Atlantic recording group the Spinners were recently presented with RIAA gold record awards for their hit single, "Working My Way Back To You." Meanwhile, a new Spinners 45 has been released, called "Cupid/I've Loved You For A Long Time." This track will be on the group's forthcoming LP, "Love Trippin'." Shown at the gold record presentation are (l-r): Henry Allen, president of Cotillion Records; and group members Billy Henderson, John Edwards, Pervis Jackson, Bobbie Smith and Henry Fambrough.

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SWITCH

III!

"DON'T TAKE MY LOVE AWAY"
G-7181F

The new single from **SWITCH** is taking off!

R&B

Billboard

82

Cashbox

87

Record World

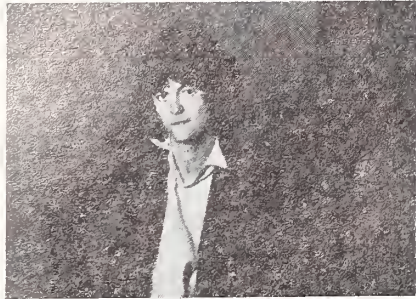
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From the album
"Reaching For Tomorrow"
GB-992M1



On Motown
Records & Tapes

NEW FACES TO WATCH



Rodney Crowell

While Warner Bros. recording artist Rodney Crowell is known mostly in country music circles as a respected and prolific songwriter, he is worthy of the title of "songwriter's songwriter" as his finely crafted compositions defy categorization. Waylon Jennings' rendition of the soft-spoken Texan's "Ain't Living Long Like This" and The Oak Ridge Boys' version of "Leaving Louisiana In Broad Daylight" both found their way to the #1 position on the **Cash Box** Country Singles chart earlier this year, and the pop charts have also felt his presence as The Dirt Band's recording of Crowell's "Voila, An American Dream" rose to #11 on the **Cash Box** Pop 45 chart.

However, Crowell's new LP, "But What Will The Neighbors Think," affirms his status as a fine recording artist in his own right. He has also made a change in musical direction, as his country stylings have been replaced by a lean muscular pop sound that is reminiscent of the music of Nick Lowe and Dave Edmunds.

"I'm sure I could have really connected with an album of country material right now, but all the songs on this album have a pop continuity because I want to keep growing as an artist and developing a larger audience," said Crowell. "I'm sure the record is going to shock a lot of critics, and people in the south are going to take the change in direction very seriously. That's why we called the LP 'But What Will The Neighbors Think.'"

Crowell first gained recognition as a member of Emmylou Harris' Hot Band and for penning such Harris classics as "Til I Gain Control Again" and "Amarillo." Since his hook-up with the lovely songstress in the mid-'70s, such country music notables as Willie Nelson, Johnny Cash, George Jones and Jerry Jeff Walker have recorded his songs, and become fans of his simple, memorable acoustic guitar melodies and incisive lyrics.

"I think a good songwriter must be conscious of editing himself," maintained Crowell. "You should be your own best critic and know when you should delete lines in order to make room for something better. That's a pretty pragmatic approach, but I'll be doing that on, say, three or four songs and then a song will spring from the subconscious — with the words, tune and vocals coming all at once — and somehow I'll get it all on paper. To me, those are the best songs because they have the energy that'll make them happen from A to Z all at once."

Crowell, who recorded a more country-oriented solo LP in 1978 entitled "I Ain't Living Long Like This," enlisted such renowned Hot Band alumni as Albert Lee, Emory Gordy Jr. and Hank Devito for his rock 'n' rolling second LP.

Although the singer/songwriter, who resides in Los Angeles with wife and noted country singer Roseanne Cash, is currently at home taking care of his newborn son (Caitland Rivers Cash), he is already assembling a band that will tour in support of "But What Will The Neighbors Think."

"I'm a family man, but I love the axiom, the activity, the culture clashes and the depression of the road," said Crowell. "Touring is healthy for the creative individual. But it's also fun, and the drinks are free."



Spider

Spider may be based in New York, but its geographical roots span three continents. Musically, the Dreamland recording group's recently self-titled album is a solid collection of self-styled power pop tunes empathetically produced by Peter Coleman. "Spider," which includes the bulleted single, "New Romance (It's A Mystery)," is not only the group's debut offering. It is also the first disc to be released under Dreamland's new distribution pact with RSO Records.

Spider's beginnings can be traced to Capetown, South Africa, where lead singer Amanda Blue, drummer Anton Fig, and guitarist Keith Lentin were born and raised. "We all left at an age when we couldn't go any farther in our professional music careers," recalls Blue, a surname she has given herself not because "of any porn thing but because I've always sung the blues — ever since I was 14."

Blue had met Lentin and Fig, who were childhood friends, in her teens, and together they formed what she calls "a moderately successful" band called Hammak. In 1971, after two years of performing in rock clubs in the Capetown area, she says, "We set out for different parts of the world to try and get bands together." Fig and Lentin set out for Boston, where they enrolled at the New England Conservatory of Music and the Berklee College of Music, respectively, while Blue travelled to London. She was joined there by Lentin soon after.

Meanwhile, Holly Knight, a classically-trained pianist, had journeyed to the Northeast in search of what she describes as "the perfect rock and roll band." Knight, who co-wrote the current single with Fig, had studied the piano for 10 years and had performed with a number of groups in New York and Boston before joining Spider, who were called Siren at the time. Once Jimmy Lowell, a bassist with the band Riffraff, was brought into the fold, the lineup for Spider was set.

"While Keith and I were in London," Blue notes, "we kept in close touch with Anton, and he gave us a real feeling for what it was like to be here. We realized that New York was the only place where we could seriously put a band together, make telephone calls to people in the business, and appear at clubs like Trax. People in New York are genuinely interested in new bands."

As they began to make a name for themselves on the New York club scene, various members of the group were distinguishing themselves on recordings and tours with other artists. Fig, in particular, recorded with Garland Jeffreys and toured with Robert Gordon and Link Wray on two European tours in 1978. His work with "the voice and the guitar" brought him to the attention of Ace Frehley of Kiss, who used Fig on his solo LP. Soon, Spider came to the attention of Bill Aucoin, manager of Kiss, who signed Spider to his Rock Steady Productions. A demo was sent to the offices of Dreamland executives Mike Chapman and Nicky Chinn, who teamed the group with Coleman, fresh from recent production efforts with Pat Benatar and Nick Gilder. The record, which was cut in November in Los Angeles, will be showcased in June when Spider begins the first of their national breakout gigs.

MANAGER PROFILE

Hermine Hanlin: Busy Boosting The Manhattans All The Way

by Leo Sacks

NEW YORK — The Manhattans, whose current LP, "After Midnight," has yielded a bulleted crossover hit in "Shining Star," has long been recognized as a potent sales force in the R&B marketplace. The group's earliest records on the Carnival, DeLuxe and Capitol labels always charted R&B, but it was not until the 1976 release of the single, "Kiss And Say Goodbye," from the Columbia album, "The Manhattans," that the group achieved true pop success.

The hiatus between hits "was a lean and trying time," according to Hermine Hanlin, who has managed the group since 1969. "Weathering the disco storm as a ballad group was not an easy thing. To begin with, there were members of the group who were getting nervous because people would tell them that they should take a different direction. And I did feel enough pressure to think about doing a disco LP. But then I realized that even if we were to do one, it would have to be as good as any ballad LP we would record if we were going to get a hit from it. But people didn't seem to understand this. They assumed that all you had to do was cut a disco album and it would sell." Fortunately, she said, Columbia, which has released seven Manhattans' LPs since the group signed with the label in 1972, "never lost sight of the fact that we are a ballad group, and that a strong ballad can always top the charts in spite of the musical fad of the day."

Hanlin, who is 47, was born in Vienna and raised in England. She moved to New York in 1963 and became associated with producers Teddy Randazzo and Don Costa. Then, in 1969, the Manhattans cut a tune penned by Randazzo called "A Million To One." "I was handling Teddy's publishing at the time," Hanlin recalled, "and the group was looking for new management. After 'A Million To One' charted, my lawyer brought us together, and soon we were in the studio recording an LP for King which featured another big hit called 'One Life To Live'."

It was that single that caught the attention of Mickey Eichner, the vice president of east coast A&R for Columbia, who signed the Jersey City, N.J.-based vocal group. At the time, the Manhattans consisted of Winfred Lovett, Edward Bivens, Kenneth Kelly, Richard Taylor and George Smith. Smith died in 1970 and was replaced by Gerald Alston, whom the group discovered singing at Kitrell College near Henderson, N.C.

Taylor left the group in 1976 to join the Muslim order, and the Manhattans have performed as a quartet ever since.

Breakthrough Single

Columbia released the group's first LP, "There's No Me Without You," in May 1973. A second album, "That's How Much I Love You," was issued the following September. Nineteen months later, the group released a self-titled LP that included a song called "Kiss And Say Goodbye." In just under four months, the Manhattans had their first #1 pop hit, a platinum single and a gold LP.

"From the first record that the group cut under my management, I tried to bring them to the attention of the pop world," said Hanlin. "I realized along the way that there were certain obstacles, but we were determined not to stop until we achieved the pop recognition we felt we deserved. The success of 'Kiss And Say Goodbye' delighted us, but for some reason, our follow-up single, 'I Kind Of Miss You,' did not cement our pop following the way it should have."

Noting that "Kiss And Say Goodbye" reached the #1 position on such stations as

(continued on page 52)

Jackson, Rogers, Doobies Pace '80 DJ Music Awards

LOS ANGELES — Winning three awards each, Epic recording artist Michael Jackson, United Artists' Kenny Rogers and Warner Bros. recording group the Doobie Brothers paced winners in the 1980 DJ Music Awards ceremony, which was held recently during a two-hour TV special taped at the ABC-TV Center in Los Angeles.

Jackson won best soul male artist, best soul single for "Rock With You" and best soul album for "Off the Wall." Matching him identically in the country category, Rogers won best country male artist, best country single for "Coward of the County" and best country album for "The Gambler." Similarly, The Doobies won best pop duo or group, best pop single for "What A Fool Believes" and best pop album for "Minute By Minute."

Columbia Recording artist Billy Joel was not far behind the triple winners, garnering a pair of awards for best pop male artist and best pop songwriter.

Among presenters at the awards ceremony were Isaac Hayes, Redd Foxx,

(continued on page 52)



ASCAP MEETS FILSCAP — Felipe de Leon, head of the Filipino Performing Rights Society (FILSCAP) recently visited ASCAP's New York headquarters. Pictured at the visit are (l-r): Paul Marks, ASCAP managing director of ASCAP; Mrs. and Mr. De Leon; Hal David, president of ASCAP; and Arnold Gurwitch, foreign manager for ASCAP.

TEENA MARIE



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R&B	★ 21	26	18

ON MOTOWN RECORDS & TAPES



Record Companies Profiled In Fortune And Forbes 500s

by Marc Cetner

LOS ANGELES — Six major public corporations with divisions engaged in business within the record industry were rated among the top 500 companies in the United States for 1979 in the yearly lists published by *Forbes* and *Fortune* magazines.

In the annual tallies, five corporations — RCA, American Can, CBS, Warner Communications and MCA — were listed in the top 500 in sales by both magazines, while Twentieth Century-Fox was listed by *Fortune*.

Profiles of the six corporations, which were compiled from the May 5, 1979 issue of *Fortune* and the May 12, 1979 issue of *Forbes* are as follows:

RCA

The highest-rated record related corporation on both lists with a 1979 sales total of \$7.4 billion, up 12.9% from 1978, RCA was ranked 36 by *Fortune* and 48 by *Forbes*. Net profits of \$283 million, up 1.9% from 1978, were ranked 58 by *Fortune* and 78 by *Forbes*. Total assets of \$5.9 billion, up 22% from 1978, were ranked 33 by *Fortune* and 103 by *Forbes*.

American Can

Involved in the industry through Pickwick International (the nation's largest independent distributor, rack jobber, and retailer, with additional interests in a record label and pressing plant), American Can was ranked 70 by *Fortune* and 91 by *Forbes*, with a total annual sales of more than \$4.5 billion, up 13.4% from last year. Net profits of \$127 million, up 6.4%, ranked 148 with *Fortune* and 231 with *Forbes*. Total assets of almost \$2.7 billion, up 8.2% were rated 88 by *Fortune* and 261 by *Forbes*.

CBS

CBS posted total sales of \$3.6 billion, up 13.2% from 1978, and was rated 94 by *Fortune* and 127 by *Forbes*. Net profits totalling \$200 million, up 1.3%, were rated 84 by *Fortune* and 123 by *Forbes*. Total assets of close to \$2.2 billion, up 22.4%, were ranked 113 by *Fortune* and 335 by *Forbes*.

Warner Communications

With sales totalling \$1.6 billion, up 25.9% from the previous year, Warner Communications was ranked 216 by *Fortune* and 312 by *Forbes*. Net profits of just over \$200 million, up a substantial 130.5%, were rated 167 by *Fortune* and 276 by *Forbes*.

MCA

Featuring \$1.3 billion in sales for 1979, (continued on page 51)

Major Chains Post April Sales Decline

NEW YORK — The nation's major retail chains reported last week that their sales were lower in April than in April 1979, a further indication that the economy has slipped into a recession.

Three of the country's five largest retail chains reported declines in April. Sears, Roebuck & Company, the nation's largest retailer, said it had a 4.3% decline in the four weeks ended May 3. The J.C. Penney Company said that its sales were off 5% in April, while Montgomery Ward, a unit of the Mobil Corporation, reported that its April sales declined 5.4%. The Sears decline was the first since last August.

Not all retailers were hurt by consumer holdbacks, however. The K Mart Corporation, the second-largest retailer in volume to Sears, showed an 11% increase. The Dayton-Hudson Corporation reported a 9.9% increase in its April sales gain. F.W. Woolworth & Co., which operates the Woolco chain, had a 3.7% increase, and Federated Department Stores had 2.5% higher sales in April.



Warren Schatz

Schatz Named Senior VP Of Ariola America

NEW YORK — Warren Schatz has been appointed to the position of senior vice president and chief operating officer of the new Ariola America organization to be headquartered in New York. Schatz, who will report to Monti Lueftner, president of the Ariola International Group, has also appointed Mike Manocchio to the position of vice president of national promotion for the firm. It was also announced that effective immediately, all Ariola America product will be distributed through Arista Records and the Arista Independent distributor network.

According to Lueftner, Ariola America will be "a highly select and efficient company with both the artist roster and personnel. The main emphasis of Ariola America will be on A&R and promotion activities," with Arista handling marketing and distribution.

Schatz, a veteran of over 20 years in the industry, will be responsible for the overall direction of the label. His primary emphasis will be on the signing and recording of Ariola America's artists and product. Schatz was most recently division vice president of A&R at RCA Records, where he signed and oversaw recordings by Evelyn "Champagne" King, Sylvain Sylvain, Triumph and Vickie Sue Robinson.

Mike Manocchio, who was most recently director of national pop promotion for Atlantic, will direct all the promotional activities of Ariola America. He will also be involved in the formation and implementation of marketing plans for the label's product and will handle day-to-day liaison between Ariola America and Arista, with particular emphasis on sales and promotion activities.

Grass Resigns At Little Bear, Forms New Company

LOS ANGELES — Clancy Grass has resigned as president of Little Bear Enterprises, Inc. and formed Grass management, which will provide personal management and production. Little Bear was formed five-and-a-half years ago by Grass and Danny Kessler to handle nearly all phases of the music industry, including personal management, publishing, production, promotion, and, most recently, the manufacturing of records through Inphasion Records.

Grass cited "a separation of interests" as his reason for leaving the company. Kessler will continue to direct his attention toward recording and publishing while remaining in charge of Little Bear.

CBS Posts Dividend

NEW YORK — CBS has declared a cash dividend of 70 cents per share on CBS common stock, payable June 13 to shareholders of record May 30.

CBS also declared a cash dividend of 25 cents per share on CBS preference stock, payable June 30 to shareholders of record May 30.

EXECUTIVES ON THE MOVE



Garrish

Broner

Gold

Gross

Polydor Names Garrish — Eileen Garrish has been appointed to director, legal and business affairs for Polydor Inc. Prior to her new post, she was part of the law firm, Marshall, Morris, Powell, Silfen & Cinque.

Broner To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Carolyn Broner to national promotion/west coast for the firm. Most recently, she has been Phonogram/Mercury's west coast regional promotion manager. She joined the firm as local promotion manager in Los Angeles. Prior to that she spent two years with Epic Records.

Gold To A&M — A&M Records has announced the appointment of Robert Gold as national advertising manager. He was director of marketing for Casablanca Records & FilmWorks. Prior to that he was national manager of marketing services for WEA and assistant director of advertising for Warner Bros. studios.

RCA Names Gross — The appointment of Barry Gross as manager, product management-pop music, RCA Records has been announced. He joins RCA Records after having spent the past two years as a product manager for Warner Bros. Records. Before joining Warner Bros., he had been associated for two years in sales and promotion with Lifesong Records.

Ungar To E/A — Rick Ungar has been named director of artist and repertoire for Elektra/Asylum Records. Prior to joining E/A, he was an attorney in the entertainment law field and an artists' manager. He began his career as a practicing attorney in Detroit before moving to New York to work in management and consulting.

Brinton Appointed At Pavillion — Pavillion Records has announced the appointment of Jane Brinton as the label's director of promotion and creative affairs. She has served as director of artist development and international promotion with Salsoul Records, and was later VP of promotion for Tom Hayden & Assoc.

Dickinson Appointed At Columbia — Bruce Dickinson has been appointed to product manager for the Columbia label. He was the record department rock buyer for the Harvard Coop from 1976 to 1979. He then joined CBS Records in 1979 as an inventory specialist.



Unger

Brinton

Dickinson

Alden

Alden Named E/A Manager — Rick Alden has been named northeast regional promotion manager for Elektra/Asylum Records. Prior to joining E/A, Alden did regional promotion out of Philadelphia for Infinity Records. He had previously been local promotion representative for Philadelphia for RCA for three and a half years and for Atlantic for seven years.

Polydor Names Lufman — Lenny Lufman has been named midwest regional promotion manager for Polydor Records. Before assuming his new post, he served as an independent promoter for the radio tip sheet, *Music Programmer's Guide*, published in Chicago. Prior to that he did promotion work for various labels out of Chicago, including stints with Twentieth Century, Motown, ABC and MCA.

Randall Promoted At Capitol — Nicki Randall has been promoted to director, music research for Capitol Records, Inc. She was manager, music research, a post she held since October 1977. She joined Capitol in November 1969 as a senior clerk typist in the market research dept.

Ung Named At E/A — Norm Ung has been named assistant art director for Elektra/Asylum Records. Prior to joining E/A, he held art direction posts with Motown Records, Capitol Records and the Los Angeles-based advertising agency Graffiti.

Harris Appointed — Mel Harris has been appointed senior vice president, programming and video distribution of Paramount Pictures Corporation. He joined Paramount in June, 1977. He held previous vice presidential posts with Metromedia and Kaiser Broadcasting.

Changes At Progress — Progress Record Distributing, Inc. has announced the appointment of George Genovese to sales and marketing representative for the St. Louis, Kansas City and Des Moines territories. He was formerly operations manager and buyer for Pickwick in St. Louis. Derrick Smith joins progress in Chicago as retail merchandiser for the entire Chicagoland area.

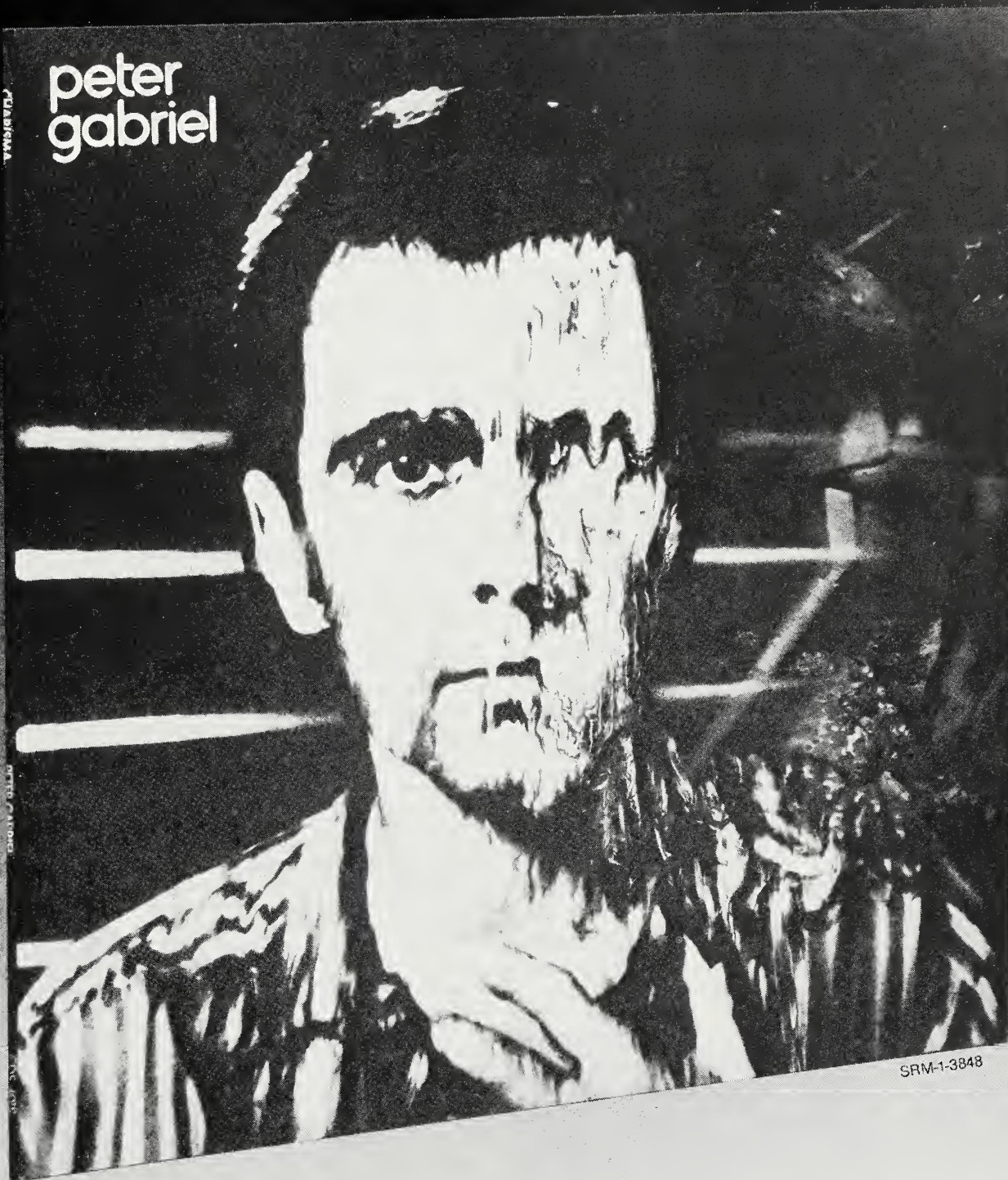
LaBella Named At Capitol — Thomas LaBella has joined Capitol Records as duplicating manager. Prior to his new position, he was operations manager for Wilshire Graphic Press of North Hollywood, Calif., and before that, he was general manager of Zip Services, a Columbus, Ohio-based printing firm.

Schwartz Appointed At ASCAP — ASCAP has announced the appointment of Sam Schwartz as membership representative in the Society's Los Angeles office. Prior to this position, he was associated with a management firm, where he handled a variety of TV and film composers.

Howarth Joins Chappell — Jamie Howarth has joined Chappell and Intersong Music in New York as the engineer for the publishing companies' in-house 16-track recording studio. Most recently, he worked at Howard M. Schwartz Recording in New York.

Gold Key Names Gavin — Gold Key Entertainment has announced the appointment of Thomas Gavin as sales representative. Gold Key Entertainment, a division of The Vidtronics Company, Inc., is located at 6922 Hollywood Boulevard, Suite 321, Hollywood, Calif. 90028.

Joel To Press Office — Hendei Joel has been appointed director of west coast operations for The Press Office Ltd. Prior to joining The Press Office, she worked as a publicist for the Australian Broadcasting Commission and the BBC in London, and as an independent publicist in America.



peter
gabriel

CHARISMA

PHOTO: GAYLOR

SRM-1-3848

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EAST COASTINGS

51 West Budget Label Announces Signing Of Indie Distribution Network

by Ken Terry

NEW YORK — 51 West, the budget label recently launched by Columbia Special Products, has finalized its list of independent distributors. According to Al Shulman, vice president of the division, the distributors are as follows: Malverne Distributors (New York and Boston), Transcontinent Record Sales (Buffalo), Associated Distributors (Phoenix), All-

RCA Demonstrates Its Videodisc Player For '81

NEW YORK — RCA previewed last week the final design of its "SelectaVision" videodisc player, which will be introduced nationally in the first quarter of 1981. The company gave the first public demonstration of its model SFT100 player's visual search and rapid access features at a national sales meeting of distributors in Las Vegas.

The visual search features permits both forward and reverse scanning of a program at many times the normal speed. The rapid access feature, which employs a digital time indicator, allows the user to locate any desired segment on a video disc. Previous RCA designs for the SFT100 had employed a mechanical time indicator.

Commenting on the new features, Roy H. Pollack, executive vice president of RCA, said that they indicate that the RCA system "can be expanded both in capabilities and feature content." RCA expects to introduce the videodisc player with an optional retail price under \$500.

The initial RCA videodisc player, which is based on a capacitance system employing a grooved disc that is played with a diamond stylus, will have a monaural sound format. Pollack said that future models in the line "will include stereo capability, but will be priced at a premium in comparison with the monaural player."

The RCA player may be used in conjunction with any brand of NTSC television receiver. The compatible videodisc revolves at 450 revolutions per minute and contains up to one hour of programming per side.

Agreements have already been reached with CBS and the Zenith Radio Corp., which are expected to result in these two firms entering into the videodisc business with products based on the RCA capacitance system.

South Distributing Corp. (New Orleans), WM Distributing (Denver), Hot Line Record Distributor, Inc. (Memphis), Progress Record Distributors (Chicago and Cleveland), Big State Record Distributing Corp. (Dallas), California Record Distribution, Inc. (Los Angeles), Universal Record Distributing Corp. (Philadelphia), Schwartz Bros. (Washington, D.C.), and M.J.S. Entertainment Corp. (Miami and Atlanta).

The 51 West line, which carries no suggested list price, is regarded as the equivalent of a \$4.98 list budget series by some of the label's distributors, based on its cost price. Although none of the distributors would reveal what that price was, one buyer estimated that, when his company's contract negotiations with CBS are completed, the 51 West LPs will come in for \$1.65-\$1.70.

The 15% return ceiling on the product was considered fair by all of the distributors surveyed by **Cash Box**. "I think that's where it should be," commented Lenny Silver of Transcontinent. "They don't want people loading it out and buying in heavy; they didn't want the return. It's the type of line where you're not taking a gamble on one or two hot items. You're buying it across the board and selling it across the board. So I don't think 15% is unreasonable at all."

According to Warren Hildebrand of All-South, "The figure is low and it's a little restrictive, but we'll try and live with it." Although he noted that he had gone "light" on buying the 51 West titles, Hildebrand said he expected them to be consistent sellers, so that there shouldn't be any returns problems.

New Recordings

Among the 45 catalog items in the 51 West line — none of which came from CBS vaults — are albums by Neil Sedaka, Gladys Knight, Sam Cooke, Ronnie Milsap, Dionne Warwick, Rev. James Cleveland, Gene Krupa and Captain Kangaroo. Overall, the label's catalog will consist of country, MOR, jazz, inspirational, rock and children's records.

There will also be some newly recorded material in the line. According to Shulman, ten new releases will be issued on 51 West by the end of the year.

Shulman didn't feel that there was any reason to set a list price for the line. Noting that the list price is "only tradition," Shulman suggested that the retailers

(continued on page 51)

THIS BUSINESS OF MUSIC — The *Wall Street Journal's* May 13 issue offered a vivid account of what it called "the politics of fear and loathing" in a story on the events that led to the dismissal of CBS Group president **John Backe**. The story also assessed CBS' financial commitment to its video enterprises at \$20 million. . . . Look for **David Geffen** to name **Ed Rosenblatt**, now vice president of marketing for Warner Bros., to a key spot in his as-yet-unnamed label. . . . **Neil Bogart** is expected to name **Irv Beigel**, Casablanca's ex-New York head, to his new label, which is expected to be distributed by a major branch operation. . . . With the release of **Paul McCartney's** forthcoming "McCartney 2" LP, the ex-**Beatle's** catalog moves from Capitol to CBS. . . . Will we see a bidding war over Nempereor Records, whose contract with CBS is about to expire? . . . Word among



MORE PRETENDERS — *Pete Farndon (l), bassist with the Pretenders, rocks out with Chris Spedding of the Necessaries during the Pretenders' recent show at New York's Palladium. Spedding joined the band for an encore of the Nick-Lowe produced song, "Stop Your Sobbing."*

John Carroll, who will showcase here in early summer. . . . Those who've heard **Bob Dylan's** forthcoming "Saved" album describe it as even more heavily gospel-oriented than "Slow Train Coming." LP tracks include "Solid Rock" and "Ain't Gonna Go To Hell For Anybody" . . . The **Patti Smith** double-record live LP will not be released until the fall. . . . Stevens-McGhee have signed **Willy DeVille** to a management pact. After a west coast showcase, DeVille will tour Europe, then return to New York for a Bottom Line date in mid-July. . . . At a recent Trax gig, DeVille was joined on-stage by **Billy Joel** and **Wings** guitarist **Laurence Juber**. . . . **Willie Nile**, who is manager-less, attracted the likes of **John Scher**, **Barry Fey**, **Peter Rudge** and **Larry Magid** at his recent Bottom Line gig. Nile is also shopping for a publishing deal. . . . Stiff Records sent a 24-track remote and cameras to the **Plasmatics** concert at the Calderone for a future videotape. The concert featured the use of a string quartet. The Plasmatics' album, "New Hope For The Wretched," is finished and contains re-recordings of all the tunes that were on their home-made singles. . . . Stiff has also picked up the self-released album by **Joe "King" Carrasco** on Lisa. . . . **Frank Zappa** may produce German rock queen **Nina Hagen**. . . . **The Cars** ankle the Power Station to finish their album in L.A. . . . Between now and the end of June, Virgin Records will release albums by **Mike Oldfield** ("Airborn"), **Magazine** ("The Correct Use of Soap"), **Interview** ("Interview"), and, tentatively, **the Records** ("Crashes"). . . . Two soul men who have made decades of good music between them are shopping masters. **Eddie Bo** may be reached at (504) 822-9948. **Clarence Carter** may be reached at (404) 763-1317. . . . Alligator will release "Living Chicago Blues," volumes four through six, at the end of the summer. . . . Ex-funkateer **Jerome Brailey** is recording his second Mutiny album. It'll be called "Funk Plus the One" . . . The third annual Reggae Sunsplash has been set for Kingston, Jamaica from June 30 through July 5. Headliners will include **Peter Tosh**, **Jimmy Cliff**, **Burning Spear**, **Dennis Brown** and **Gregory Isaacs**. . . . Chrysalis and RSO have joined the bidding for **Garland Jeffreys**. . . . Ex-Capricorn group **Dixie Dregs** have signed with Arista. . . . **Van Halen's David Lee Roth** was issued a summons by the Cincinnati Police Department for smoking a cigarette onstage, and a warrant for his arrest was issued when he failed to show for his arraignment. Roth has pleaded not guilty and is considering countersuing. . . . **Graham Parker** has had a novel published in England titled *The Great Trouser Mystery*. . . . **Bruce Johnston's** CBS-distributed Johnston Records label will bow with a solo album by **Peter "Herman's Hermits" Noone**, featuring backing by **Tom Petty's Heartbreakers**. . . . Ex-PIX DJs **Meg Griffin** and **Joe Piasek** have formed Calf-Manna, a music programming consultant firm. . . . **Toots Hibbert** brings his group, **the Maytals**, to the Felt Forum on June 20 for a date with **Third World**.

WHERE HAVE YOU GONE, JOE DIMAGGIO — Ex-**Mountain** guitarist **Leslie West** is offering guitar lessons in this week's *Village Voice*. . . . **Dion**, the Bruce Springsteen of his generation, will cut a gospel album for Word. . . . **Murray the K**, the best DJ New York has seen since **Alan Freed**, has produced a Watermark-syndicated show entitled *Soundtrack of the '60s*. Ironically, this three-hour weekly music-talk show does not have a New York sponsor. . . . **Jerry Blavatt**, who was to Philadelphia what Murray was to New York, was recently indicted for twice attempting to drive into a police officer who tried to flag him down. When stopped, Blavatt was found to be unlicensed and allegedly in possession of a .38 calibre gun loaded with "dum dum" bullets.

READ TO THE BEAT — **Lester Bangs'** unauthorized biography of **Blondie** is out. . . . Eastwood Press has published "Stepping Out: A Guide to Live Music In Manhattan" by **Susanne Weill** and **Barry Singer**. While the book's descriptions are accurate, it covers a rapidly changing scene that could use a monthly update. . . . St. Martin's Press is set to release "Elvis, the Final Years," by **Jerry Hopkins**.

BULLETIN — Belated congratulations to NARM prexy **Joe Cohen** and wife **Ellen** on the birth of son, **David**. . . . Likewise to A&M regional promo man **Niki Stearn** and wife **Diane** on the birth of son **Ryan Nathan**, and to Columbia head of media services **Arthur Levy** on his marriage to **Andrea Hall**.



WELCOME TO NEW JERSEY — *Ian Hunter recently dropped by Luney Tunez Records in Wayne, N.J. for an in-store promotion of his latest album, "Welcome To The Club." Shown above, Hunter is presented with a New Jersey license plate bearing his name.*



STRANDED ON ISLAND — *Los Angeles-based band The Strand, which recently signed with Island Records, celebrated release of the group's first 45, "Long Hot Summer." Pictured standing at the celebration held at Sunset Sound Studios where the LP was produced are (l-r): Tim Devine, Warner Bros.; Eric Isner, attorney for the group; Joe Ruffalo and Steve Fagnoli of Cavallo/Ruffalo/Fargnoli Mgmt.; "Moon" Calhoun of the group; Marshall Blonstein, president of Island Records; Jeff Porcaro, producer of Strand LP; Scott Shelly, Dean Cortez and Kelly Shanahan of the group. Pictured seated are (l-r): Howard Frank and Irene Simmons, Island Records; Dori Accordini, Warner Bros.; Peter Reich of the group, and Kent Nebergall, engineer for the Strand.*

Alive Enterprises Makes Plunge Into Movie Production With 'Roadie' Film

by Marc Cetner

LOS ANGELES — In what can be viewed as the next link in the evolutionary process of film scores being utilized as promotional devices, recording artist management companies such as Front Line with *Urban Cowboy* and Alive Enterprises with *Roadie* are now adapting to the role of film producer.

While a few years ago the soundtrack was seen more as an afterthought to a movie, it later progressed into the *Saturday Night Fever* era, which involved a great deal of label participation. However, *Urban Cowboy* and *Roadie* signify a new step in the film score's history.

The *Urban Cowboy* soundtrack, which contains such Front Line acts as Dan Fogelberg, Eagles, Joe Walsh and Boz Scaggs, utilizes the concept of songs being written for certain sequences within the movie. However, *Roadie's* score, which involves Alive acts like Blondie, Teddy Pendergrass, Yvonne Elliman and Alice Cooper, makes full use of the idea as all 15 spots on the two-record set were fitted to a spot in the movie.

"It's the logical extension," explains Alive Enterprises' president Shep Gordon. "It's a new awareness on everybody's part that all mediums are important in promoting a piece of product. The studios have finally realized that if they can finally capture a moment of their film in a song and relay it to an audience, then it can help them in getting people to come and see the movie."

Active Promo Role

Gordon also explained that Alive was playing a very active role in the promotion of *Roadie*, working in conjunction with United Artists (the film company) and Warner Bros. (the soundtrack's label), and that UA had acknowledged the fact that radio can touch the market the movie is targeted at.

Anti-Piracy Hotline Information Specified

NEW YORK — The RIAA and NARM have requested callers to their newly established anti-counterfeiting hot-line number to provide as much of the following as possible: The time and date of any offer of counterfeit merchandise, the location at which the offer took place, descriptions of illicit sellers or manufacturers, auto license plate numbers and identification of counterfeiters' automobiles, and the titles of the illicit recordings offered.

The toll-free anti-counterfeiting number is (800) 223-2328. Essential information will be referred to the FBI or other appropriate law enforcement agencies.



CHRYSALIS' ELLIS WEDS — Terry Ellis, co-chairman of Chrysalis International Group of Companies, was recently married to the former Daniele Laure, on the island of Tortola.

He went on to say that Alive was working closely with Maui Productions, which set up radio contests for the film, and Macey Lippman Marketing, which is handling the in-store campaign for the soundtrack.

An integral cog in the machinery of *Roadie* was former Elektra/Asylum label head Steve Wax, whose company produced the soundtrack in association with Alive. Wax, who explains his involvement with Alive as a natural progression from running a record company, wanted to use his musical experience.

"All our lives our main function had been casting," said Wax, referring to his record company experience and Gordon's management abilities. "We've always had to make sure that things fit right. That's why the film works. Blondie is in the movie for a reason, Alice Cooper is in the movie for a reason. We wanted to focus on the music and heroes of our generation in the film."

Gordon commented that the studio was very sympathetic with the film's concept and Alive's approach to the targeted 15-30 year-old audience. "We went to the studio and told them that we thought that kids who listen to the music should be the first to find out about the film, and that radio stations should be a real communicator by involving the community locally."

Coordinated Campaign

United Artists has agreed to stage a closely coordinated promotion with radio stations throughout the country, in which broadcasters will give away tickets and present the film to its audience the day before the film's national opening.

Wax explained the studio's cooperation as a result of more education and less apprehension about combining film and music. "The studios have realized the importance of music in the advertising picture. A film can go out with a \$4-5 million advertising budget, which is stupendous, but weigh it against the fact that if you get two hits from the soundtrack, you've got 3,000 stations playing them on hot rotation every 90 minutes. If you added that up over a ten week period, the movie is getting maybe \$30 million worth of free advertising. Radio is the way to reach your young audience and the studios have finally come to grips with that."

Roadie, a rock'n'roll version of *Romeo and Juliet* that follows the escapades of a beer truck driver turned roadie, Travis C. Redfish (Meat Loaf), and his pursuit of groupie Lola Boullibase (Kaki Hunter), open nationally June 13. The film also stars Art Carney and Rhonda Bates and features live performances by Blondie and Alice Cooper, as well as the music of Cheap Trick, Pat Benatar, Joe Ely, Teddy Pendergrass, Eddie Rabbitt, Stephen Bishop & Yvonne Elliman, Jay Ferguson, Styx, Sue Saad & The Next, Roy Orbison & Emmylou Harris, Jerry Lee Lewis, Hank Williams Jr. and Asleep At The Wheel.

RCA Re-releases Five Repackaged Styx LPs

NEW YORK — RCA Records has re-released five newly-repackaged Styx LPs, including "Styx I," "Lady," "Serpent," "Miracles," and "Best of Styx." The records, which will ship this month, will be supported by a marketing campaign called "A Musical Force... From The Beginning." The campaign will include a four-color poster depicting the discs; a four-color header card for existing RCA counter dump displays; ad mats; minis; and a 60-second radio spot. In addition, RCA has set up a display contest for its sales and merchandising employees. A similar contest has also been arranged for local retail outlets. The contest, which will feature various prizes, began May 15 and will end June 30.



AMERICAN NOISE MAKERS — American Noise, a Cleveland-based six-member band of rockers, recently signed with Planet Records and is set to release a self-titled debut LP in June. Pictured in the rear are (l-r): Tommy Rich and George Sipl of the group; Alfred W. Schlesinger, S&G International Management; Craig Balzer of the group; Richard Perry, Planet president; Shannon Crockett and Alex Grob, S&G International Management; and Greg Holt of the group. Pictured seated are (l-r): Bruce Balzer and Jerry Morgan of the group.

Boyd, ACM Board Will Discuss Move To Limit Bloc Voting To 10 Percent

by Michael Glynn and Don Cusic

NASHVILLE — Academy of Country Music president Bill Boyd will meet with the ACM's board of directors May 20 here to discuss limiting memberships of record label employees to the Academy to no more than a 10% bloc of votes. Boyd's proposal comes in the wake of controversy surrounding CBS Records' sweep of the recent 15th annual ACM awards.

The initial dispute between the Nashville offices of several major record labels and the Academy arose after the nationally televised awards show, which drew top ratings for the NBC-TV network, when it

was revealed that CBS had paid for more than 300 memberships for its label's staff. Label executives admitted bloc voting on the part of CBS employees for label acts.

While some of the major labels had allegedly threatened a boycott of the awards or non-renewal of staff memberships, Boyd stated that he had "talked to representatives of every record company, and nobody mentioned a boycott or withdrawal from the Academy."

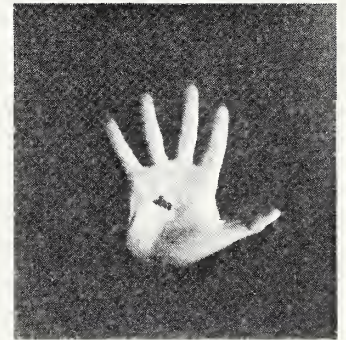
'Not Illegal'

"The only negative I've heard or seen about the awards is what I've read," said Boyd, referring to an article by a reporter for the *Nashville Tennessean*. The

(continued on page 30)

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'Gift Of Music' Campaign Helped Mother's Day Sales

By Richard Gold

NEW YORK — Retailers who implemented NARM's "Give the Gift of Music" merchandising campaign for the Mother's Day weekend found in most cases, that the campaign tie-in was an important factor in boosting sales. Representatives of outlets around the country expressed unanimous support for the campaign, and the consensus was that continued promotional emphasis on the suitability of records and tapes for gift-giving occasions would have a positive long-range effect on business.

Several of the retailers surveyed by **Cash Box** reported a discernable increase in their Mother's Day weekend sales compared with product movement on the same weekend last year. Jerry Adams, general manager of the Harmony House chain, which has 13 stores in the Detroit area, attributed the marked increase in his Mother's Day sales this year directly to the campaign. Adams said that Harmony House paid for a series of radio commercials that were "structured around" the

ElectroSound Opens Plant In Shelbyville, Ind.

by Leo Sacks

NEW YORK — ElectroSound Group, an independent manufacturer of phonograph records, last week opened its fourth pressing facility in Shelbyville, Ind. The 45,000 square-foot site includes 15 presses geared to a three-shift capacity of 12 million LPs and represents an investment of \$3 million, according to Barry Brunstein, vice president of finance. He said the new plant increases ElectroSound's production capacity by 15-20%. The company also operates Monarch Records in Los Angeles, Allentown Records in Allentown, Pa., and Goldisc Recordings in Holbrook, N.Y.

The new plant, which began operating earlier this month, will only press 12-inch discs at present. The company does plan to install seven-inch record presses, Brunstein said, although a date has not been set. The facility is designed to be expanded to a maximum of 120,000 square feet. Last year, ElectroSound produced approximately 75 million records. The company currently presses 10% of all records manufactured in the U.S., according to Brunstein's estimate.

"The opening of our new midwestern facility gives us one-stop national manufacturing capability," said Brunstein, who said he felt it would provide an important "competitive edge" for ElectroSound's customers. The company's other plants are only operating at about 60% of their capacity, he noted, but the Shelbyville facility was opened to give ElectroSound "a midwestern presence." He estimated that approximately 40% of the record market exists in this area.

For nine months ended Feb. 29, net earnings for ElectroSound increased 15% to \$1.95 million in 1979 from \$1.78 million in the comparable 1978 period. Sales for the nine months, however, declined 16% to \$19 million from \$22.6 million in 1978. For the three months ended Feb. 29, sales dropped three percent to \$5.3 million compared to \$5.4 million in the prior year. Earnings for the three month period rose to \$437,000 from \$358,000 in 1978.

The plant, which employs about 30 workers, is part of ElectroSound Group-Midwest Inc., a new wholly-owned subsidiary of ElectroSound Group Inc. The site is located at 1805 West Route 44, Shelbyville, Ind., 46176, telephone (317) 392-4161.

NARM campaign. The commercials announced Mother's Day sale prices for Frank Sinatra's "Trilogy: Past, Present & Future," Mac Davis' "It's Hard To Be Humble" and Englebert Humperdinck's "Love's Only Love," and also reminded listeners that music would make the perfect gift. The chain also took out full-page newspaper ads on the weekend before Mother's Day with a copy line suggesting that consumers should consider giving music "instead of flowers and candy."

Noting that sales are usually slack during the first warm weekends in spring because winter-weary Detroit residents are eager to be outdoors "doing other things," Adams said that the NARM campaign had provided a "real impetus" for his Mother's Day weekend sales this year. He added that Harmony House plans to build upon the campaign for Father's Day, graduation week and "every conceivable opportunity," and that the chain will incorporate the campaign's logo on its gift certificates in the future.

Employee Imagination

Joe Goldberg, president of the Wheaton, Md.-based Variety Records chain, reported "excellent" Mother's Day weekend sales in all six of his stores, and said that the "more emphatic merchandising approach" stimulated by the NARM campaign accounted for a clear improvement over last year's Mother's Day sales. Goldberg said that Variety's indoor displays utilized NARM banners with the campaign slogan and logo, and that he relied on the "imagination" of his employees to elaborate upon the campaign.

The chain also used print advertising with the logo and slogan to call attention to Mother's Day sales on the current Sinatra LP, the album of songs from the Broadway show *A Chorus Line* and opera singer Luciano Pavarotti's new album, "O Sole Mio." Calling the NARM campaign "a great thing," Goldberg predicted that it would become more effective as retailers repeated the gift-giving theme in their future promotions.

Like Goldberg, Alan Schwartz, director of advertising for the Music Plus chain, which has 20 stores in the Los Angeles area, began to implement the NARM campaign early in the year. Consequently, Schwartz said, Music Plus was well prepared with its Mother's Day "Give the Gift of Music" promotions. In cooperation with a local clothier, the chain held a drawing for "Music Plus Mother Of The Year," with an entire Frank Sinatra catalog, courtesy of Warner-Reprise, going to the winner.

"All indications are that our Mother's Day sales were significantly better this year, because the campaign gave us more tools to work with," Schwartz said. Although the chain launched special Mother's Day TV and print advertising linked to the NARM gift campaign, Schwartz said that Music Plus will emphasize the slogan and logo in all of its advertising and in-store displays because "people give gifts all the time."

Gift Packages

Making consumers aware that recorded music is appropriate for everyday gift-giving is also the goal of the Chicago-based distributor, Sound Unlimited, according to its advertising director, Kim Yergan. Yergan said that 50 of Sound Unlimited's retail accounts participated in their Mother's Day promotion, which featured special gift packages in canvas tote-bags specifically designed for the occasion. Store displays featured current LPs by Englebert Humperdinck, Mac Davis, Luciano Pavarotti and Frank Sinatra, as well as the NARM logo and slogan. Sound Unlimited's promotion included radio ad-

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OF FAME AND THE STARS — Two new films, Twentieth Century-Fox/Lucasfilm's *The Empire Strikes Back* and Metro-Goldwyn-Mayer's *Fame* (both of which have soundtracks on RSO Records), should be huge successes both with movie-goers and record buyers. Although it doesn't have the novelty of the first episode of *Star Wars*, *The Empire Strikes Back*, through the use of startling special effects, vibrant character portrayals and the introduction of some engaging new creatures, is even more refreshing than the first episode. Labeled "Part V" of the second trilogy (you didn't think it would end at #2 did you?), *Empire* follows the further adventures of Luke Skywalker (**Mark Hamill**) and his pursuit of becoming a Jedi-knight. Old friends like Princess Leia (**Carrie Fisher**), Han Solo (**Harrison Ford**) are also along for the ride through inner space and are still being hounded by the evil Darth Vader and his Imperial stormtroopers. New characters, who also look like they'll be around for future episodes, include Lando Calrissian (**Billy Dee Williams**), a shifty leader of a small planet, and Yoda (**Frank Oz**), the venerable Jedi-knight master. Yoda is perhaps one of the most wondrous creatures to appear on the screen since the **Wizard of Oz**. Yoda (created through special optical effects) is a two-foot high, green colored, big-earned, troll-like creature that is a toy maker's dream. **George Lucas** — busy writing the screenplay, producing and coordinating the films' spectacular special effects — has handed the directorial duties over to **Irvin Kershner**, who makes the comic strip characters more human and believable than Lucas did with the predecessor. **John Williams** and the London Symphony orchestra, once again provide a swashbuckling score that adds to this space fantasy for all ages. Williams is just about the best in the business at scoring this type of movie, and he interjects the familiar strains of last movie score with a dash of **Tchaikovsky** and some modern-day dynamics. . . . A movie that concentrates on stars of a different color, those that will stand on tomorrow's stage, is *Fame*. *Fame* concerns itself with the drama



GRAND OLE TIME — RCA recording artist **Dolly Parton** (right) was recently joined at Nashville's *Grand Ole Opry* by actress **Jane Fonda**, who co-starred with Parton recently in the forthcoming film *Nine To Five*. While at the *Opry*, Fonda joined Parton on stage as a back-up singer when the songstress did the song "Applejack."

surrounding the lives of several students who attend New York's Performing Arts High School. The movie is Alan (*Midnight Express*) Parker's hymn to the young, gifted and yearning of the world. And while the film, which follows the youngsters from their first painful day at the school to their celebratory graduation, gets lost in the lives of a few too many characters, one can't help but stand up and cheer when the musical theatre-graduation sequence unfolds. Music is an integral part of the film and **Irene Cara**, who plays a young singer on the rise, emerges from the film as a top flight new talent. Cara, who sings the soundtrack's title cut, which is also the first single, as well as a lilting ballad called "Out Here On My Own," could prove to be the R&B/Pop sensation of the year. **Linda Clifford**, who showed strong chart action last year, is the score's other talent of note and the modern R&B "Red Light," punctuates a scene in the movie that finds the whole cast dancing in, around and on top of a New York City traffic jam it has created. There are winning performances during the film, but those of **Barry Miller**, who plays a Puerto Rican comic who idolizes **Freddie Prinze**, and **Paul McCane**, as an actor who is having trouble coming to grips with his homosexuality, are the most affecting in this film that deals with self worth and the struggle for success.

FERRY'S TALE — "Flesh And Blood," the second LP from the latest edition of **Roxy Music**, finds the avant rock band sounding slicker and more commercial than ever before. A pre-release listening proves that the band is more so than ever before **Bryan Ferry's** baby. Rock's answer to Cary Grant leads the group through some of the most stylish, albeit idiom-laden, pop music heard in sometime. Fans of the old sound should still enjoy Ferry's lovelorn weep on "Oh Yeah" (the LP's first single) and "My Only Love," as well as the emotionally disturbing "Rain, Rain, Rain" and a modern day version of **Wilson Pickett's** "In The Midnight Hour." Ferry (piano), **Andy Mackay** (sax), and **Phil Manzanera** (whose famous guitar style is almost totally unrecognizable) are the holdovers from the original group. "Manifesto" players **Paul Thompson** (drums), **Gary Tibbs** (bass) and **Paul Carrack** (keyboards) have infused the group with an eerie, things aren't right '80s sound, and other British well-knowns such as guitarist **Neil Hubbard** and **Andy Newmark** also add to Ferry's odes to doomed romantics. The band is currently in Hamburg making a video, while the album is still a few weeks shy of release. Roxy Music will then return to the U.S. in August after a June tour of Europe. Meanwhile, Ferry, who made his acting debut in the French TV series *Le Petit Dejeuner* (a Parisian's answer to *Upstairs Downstairs*), is currently considering several wide screen offers.

NU DISK CITY — The first passel of releases in Epic's Nu Disk program show how close bands that play what was termed new wave a couple of years ago have come to sounding like candidates for Top 40 radio. The 4-song EPs by **The Continentals** ("Fizz Pop"), **New Musik** ("Straight Lines") and **Propaganda** ("Calling On Moscow") all have songs that could easily please AM DJs' tastes. New Musik's title cut is the best song of the three EPs and if there is any justice it should be headed for hot rotation. The final \$4.98 priced platter of the bunch is **Cheap Trick's** "Found All The Parts," which contains four songs culled from live performances from 1976-79. The best cuts of the lot on the Trickster's latest is a gritty version of Lennon and McCartney's "Day Tripper".

ON THE TUBE — **Gary Numan**, Techno-pop's lone clone, will appear on the *Midnight Special* on May 23. . . . Hope everyone witnessed **Father Guido Sarducci** interviewing **Paul & Linda McCartney** on last week's edition of *Saturday Night Live*. . . . **The Currie Sisters** will appear on *The Dinah Show* on May 19 and Capitol label-mate **Cheryl Ladd** will host her second network special the same night.

GOOD TASTE, BAD RIP-OFF — Anyone knowing the whereabouts of the original art work to the new **Pat Benatar** poster, please report to Chrysalis office in L.A. The four-foot high poster, depicting the lovely rock singer bending over a warm-up bar in a dance studio, was supposedly going to be used in the merchandising campaign for the upcoming Benatar album.

TUCKER BOYS TO CONTINUE — **The Marshall Tucker Band**, which was rocked three weeks ago by the death of **Tommy Caldwell** from injuries sustained in a car accident, has announced that it will continue as a performing unit. The Spartanburg, S.C.-based group had added long-time friend **Franklin Wilkie** to replace Caldwell as its bassist.

FAMILY AFFAIRS — Congratulations to **Eileen Schneider**, Mercury's West Coast publicity head, and **Rob Wunderlich** (product manager at Columbia) who recently announced their engagement.

marc ceter

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
1 CATCHING THE SUN SPYRO GYRA (MCA 5108)	5/17 1 10	21 NOMAD CHICO HAMILTON (Elektra 6E257)	5/17 23 9
2 SKYLARKIN' GROVER WASHINGTON, JR. (Motown M7-933R1)	2 12	22 RISE HERB ALPERT (A&M SP-4790)	21 32
3 DREAM COME TRUE EARL KLUGH (United Artists LT 1026)	3 7	23 LIVE AT THE PUBLIC THEATRE THE HEATH BROS. (Columbia FC 36374)	22 7
4 FUN AND GAMES CHUCK MANGIONE (A&M SP-3715)	5 14	24 SKAGLY FREDDIE HUBBARD (Columbia FC 36418)	30 2
5 HIDEAWAY DAVID SANBORN (Warner Bros. BSK 3379)	4 13	25 IN PERFORMANCE OREGON (Elektra 9E 304)	25 6
6 MONSTER HERBIE HANCOCK (Columbia JC 36415)	6 6	26 THE DANCE OF LIFE NARADA MICHAEL WALDEN (Atlantic SD 19259)	24 23
7 YOU'LL NEVER KNOW RODNEY FRANKLIN (Columbia NJC 36122)	7 9	27 KITTYHAWK (EMI America/Capitol SW 17029)	27 6
8 LOVE IS THE ANSWER LONNIE LISTON SMITH (Columbia NJC 36373)	9 5	28 BARTZ GARY BARTZ (Arista AB 4263)	29 5
9 EVERY GENERATION RONNIE LAWS (United Artists LT-1001)	8 16	29 UN POCO LOCO BOBBY HUTCHERSON (Columbia FC 36402)	— 1
10 ONE BAD HABIT MICHAEL FRANKS (Warner Bros. BSK 3427)	14 3	30 NO STRANGER TO LOVE ROY AYERS (Polydor PD-1-6246)	26 24
11 ANGEL OF THE NIGHT ANGELA BOFILL (GRP/Arista 5501)	10 29	31 NITE RIDE DAN SIEGEL (Inner City IC 1046)	34 4
12 WIZARD ISLAND JEFF LORBER FUSION (Arista AL 9516)	18 2	32 WITHOUT RHYME OR REASON SCOTT JARRETT (GRP/Arista 5007)	32 4
13 HIROSHIMA (Arista AB 4252)	13 23	33 FOR SURE! WOODY SHAW (Columbia FC 36383)	33 4
14 TAP STEP CHICK COREA (Warner Bros. BSK 3425)	20 3	34 GENETIC WALK AHMAD JAMAL (20th Century-Fox/RCA T600)	28 16
15 ONE ON ONE BOB JAMES & EARL KLUGH (Tappan Zee/Columbia FC 36241)	11 30	35 WITH ALL MY LOVE WILBERT LONGMIRE (Columbia JC 36342)	31 12
16 1980 GIL SCOTT-HERON AND BRIAN JACKSON (Arista AL 9514)	12 12	36 A TASTE FOR PASSION JEAN-LUC PONTY (Atlantic SD 19253)	35 32
17 NUDE ANTS KEITH JARRETT (ECM-2-1171)	17 5	37 STREET BEAT TOM SCOTT (Columbia JC 36137)	36 27
18 8 FOR THE 80's WEBSTER LEWIS (Epic NJE 36197)	16 20	38 ABERCROMBIE QUARTET JOHN ABERCROMBIE QUARTET (ECM-1-1164)	40 2
19 AMERICAN GARAGE PAT METHENY GROUP (ECM 1-1155)	15 27	39 8:30 WEATHER REPORT (ARC/Columbia PC2 36030)	37 35
20 OCEANLINER PASSPORT (Atlantic SD 19265)	19 8	40 MORNING DANCE SPYRO GYRA (Infinity NF 9004)	39 60

VINYL PIPELINE — Highlighting the most recent record releases are three new ones from Pablo: "Night Rider," featuring **Oscar Peterson** on acoustic and electric piano and **Count Basie** on piano and organ, accompanied by **Louis Bellson** and **John Heard**; a duo encounter between guitarist **Joe Pass** and bassist **Niels Henning Orsted Pedersen** called "Northern Nights;" and "Bags' Bag," an all-star date featuring vibraphone master **Milt Jackson**, in the company of **Ray Brown**, **Cedar Walton**, **John Collins** and **Billy Higgins**... From Columbia comes "Group 87," featuring **Mark Isham** on brass, electronics and keyboards, **Peter Maunu** on guitars, keyboards and violin and **Patrick O'Hearn** on bass... The most recent additions to Arista's progressive Novus catalog are "Manhattan Update"



PLAYBOY'S BACK — Los Angeles Mayor Tom Bradley (left) and Playboy Enterprises chief Hugh M. Hefner are shown above displaying a T-shirt for the 1980 Playboy Jazz Festival after the Mayor proclaimed June "Playboy Jazz Festival Month."

by keyboardist **Warren Bernhardt**, featuring **Steve Gadd**, **Mike Mainieri**, **David Spinozza**, **Tony Levin**, **Anthony Jackson** and **Pat Rebillot**; and "Film Noir" by pianist/composer **Ran Blake**. The latter consists of musical impressions of Blake's favorite movies, featuring members of the third stream department at the New England Conservatory of Music and trumpet master **Ted Curson** (with liner notes by film critic **Andrew Sarris**)... Also from Columbia are "A Brazilian Love Affair" by keyboardist **George Duke**, featuring **Airto** and **Flora Purim**, and a long-awaited LP by song stylist **Alberta Hunter** with **Gerald Cook**, **Aaron Bell**, **Jackie Williams**, **Billy Butler**, **Vic Dickenson**, **Doc Chetham**, **Frank Wess** and **Norris Turney**... On Contemporary is "Thursday Night At The Village Vanguard" by alto master **Art Pepper** with yeoman support from drummer **Elvin Jones**, bassist **George Mraz** and pianist **George Cables**... On Warner Brothers is "Now We May Begin" by vocalist **Randy Crawford**, the songstress who enlivened "Street Life" by the **Crusaders**... Finally comes "House Of Spirit: Mirth" from young drum master **Pheeroan ak Laff**, a first-rate solo percussion album.

AFRO-EURASIAN ECLIPSE — From the South American flavors of **Spyro Gyra's** pop instrumentals to the high life and watusi celebrations of **Sun Ra's** Arkestra; from the near eastern overtones of **David Bowie** to the third world freedom funk of **Ornette Coleman**; from the electronic minimalism of **Talking Heads** to the apocalyptic Afro-Cuban rock of **Miles Davis**, the influence of ethnic music grows more important every year. For every neophyte who thinks that disco is something new, there are musicians and listeners who know that in the drums and non-tempered instruments of Africa, Asia, Indonesia and South America we may discover the origins of dance music, blues and much of the European and American musical heritage. Two recent concerts of ethnic music brought this message home with a bullet. The African-American Institute's African Performing Artist program (1320 19th St., N.W., Washington, D.C. 20036) sponsored a program of traditional African music (from Mali, Zaire and Zambia) at Aaron Davis hall on the Harlem campus of CCNY. From Mali came **Keletigui Diabale**, a griot master of the balafon, accompanied by Bourama Soumaoro on hunters' harp, warrior drum and vocals. Soumaoro's voice was sweet and gentle, and the accompaniment he provided on hunter's harp (sounding like a giant jew's harp) suggested the ostinatos of Fender Bass players. Diabale's mallet work on balafon was ebullient and dancing, with a command of rhythm and dynamics that would put most American vibes players to shame; using chromatic passages, jaunty clusters of triplets and calculated dissonances, he created a remarkable fabric of tension and release; one solo hinted at Cecil Taylor's African influences, while on vocal selection accompanied

(continued on page 38)

MUSIC IN MY HEART — Kathryn Moses — DM Records PMR-017 — Producer: Gene Perla — List: \$6.00

With the help of excellent sidemen such as bassist Gene Perla, drummer Terry Clarke, guitarist Robert Pitch and percussionist Don Alias, this award-winning Canadian musician has done herself proud. "Music In My Heart" is an appealing blend of Latin rhythms, infectious backbeats and gentle ballads, animated by Moses' fine vocals and commanding flute and saxophone stylings. Songs like "Lucky Duck," "It's Spring," and "More Than Ever" recall the best crossover efforts of Herbie Mann, making this a natural for AOR airplay.

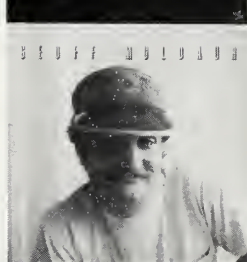
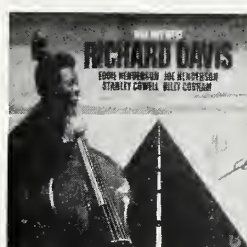
THE RISING FAWN STRING ENSEMBLE — Norman Blake — Rounder Records 0122 — Producer: Norman Blake — List: 7.98

All the spaciousness and warmth of America's rural past comes alive on this magnificent record. Norman Blake is one of the premier flatpickers in American music; together with wife Nancy Blake on cello and James Bryan on violin, the Rising Fawn String Ensemble creates a music that can be brisk and buoyant or elegant and reflective. Their selection of jigs, hoedowns, stomps (like Nancy's "The Promise"), owe as much to northwestern European folk music as to the backwoods and bluegrass — modern American ethnic music.

FILM NOIR — Ran Blake — Novus/Arista — AN 3019 — Producer: Michael Cuscuna — List: 7.98

Like interpretive dance, interpretive jazz is subject to the perception of the perceiver. So without benefit of visual context the drama of Blake's film interpretations beckon the imagination, illustrate the power of the film score and evoke a sense of healthy apprehension. Twisted fear and tension are infinitely present on pieces like "Spiral Staircase" and "Touch of Evil" (both penned by Blake). "Streetcar Named Desire" and "The Pawnbroker" seem alive with malevolence.

JAZZ ALBUM PICKS



WAY OUT WEST — Richard Davis — Muse MR 5180 — Producer: Ed Michel — List: 7.98

Jazz Chamber music and high-powered bebop are laden on this LP of tapestry and gossamer textures. The dissonant harmonies of "Elephant Boy" are like space travel, while "Do A Dog A Favor" might be reminiscent of trying to get stoned on cough syrup. And "I'm Old Fashioned" is to bebop lyricism what "On The Trail" is to jazz improvisation. "A Peace For Richard" is a prime example of the bassist's jazz classicism feel, as is the lush, sensuous arrangements on "Warm Canto."

LET THERE BE FUNK — Patrice Rushen — Prestige P-10110 — Producers: Patrice Rushen and others — List: 7.98

Commanding a multitude of musical elements on this collection, "Let There Be Funk" provides a spectrum of vibes, from the ethereal musings of "Let Your Heart Be Free" to the gut level edict of the title track. This compilation of work from Patrice's "Prelusions," "Before The Dawn" and "Shout It Out" LPs shows some of the pianist's best solo piano work on vinyl. "Traverse" is a most pleasant example of the artist's bebop leanings, while "Roll With The Punches" embodies her fusion background. Fine work here.

BLUES BOY — Geoff Muldaur — Flying Fish FF 201 — Producer: Michael Melford — List: 7.98

Hot on the heels of the burgeoning blues revival which has given us the Blues Brothers, George Thorogood and the Fabulous Thunderbirds, comes multi-instrumentalist/vocalist Geoff Muldaur with a varied soda fountain of blues flavors. Drawing on original material and chestnuts by Sonny Boy Williamson, Arthur Crudup and Chester Burnett, Muldaur howls his way through the fine instrumentals of Cris Cioe, Amos Garrett, Peter Ecklund and company. Best tunes are the horn rich funk of "Beevah Feevah" and the bayou drawl of "Meanest Woman."

TALENT

Gloria Gaynor

DOMINION THEATRE, LONDON — Despite a general demise of disco as a major flourishing boom, Gloria Gaynor's recent two-show stint in London as part of her current world tour revealed how loyal disco fans remain. British disco followers packed out her shows and displayed some raw enthusiasm for the queen of their cult, rarely seen, or felt among typical English temperaments. Gaynor responded with cool charm, serenity, and a mature style enhanced even further by her technically brilliant seven-piece backing band and two female back-up vocalists.

Dressed in an exquisite silver cocktail gown, which under the stage lights looked like moulded chrome, Gaynor made a grand courtly entrance and soon after proved her mettle. Saluting the roots of disco, she launched into some clever classic Motown medleys, which included such standards as The Supremes' "Honeybee" and The Four Tops' "I'll Be There."

Gaynor's fine vocal delivery and assured lithe stage movements rapidly warmed the audience up, and by the time she began to delve into her own material, audience receptivity was at its peak. She sang pieces from her forthcoming Polydor album, due out in June titled "Stories," and gave a powerful rendition of her latest single, "Ain't No Bigger Fool." Throughout her entire performance Gaynor kept prodding and prompting her English audience to shed all inhibitions, relax, and get loose. Gently coaxing and cajoling them not to "be ashamed of enjoying yourselves."

Her superb musical lecture on "having fun" culminated with a final lesson on "Partying down American-style," which was preceded by a costume change and an interlude where her band and backing vocalists whipped audience excitement to fever pitch. The sedate English theatre was soon turned into a vibrant pulsating discoteque, with everyone on their feet, dancing in the aisles and boogieing around their seats.

Gaynor re-appeared as the queen of the party, striking a monumental coup with an extended international version of her mammoth hit "I Will Survive," sung in Spanish and English. This cosmopolitan version of her own classic hit had virtually all of the women in the audience shouting fervently and agreeing with the feminist sentiments expressed in the song. Gaynor's show was a triumph for the credibility of disco as live theatrical entertainment and a conquest for American showmanship in winning over and energizing a naturally cautious, almost cynical European temperament.

nick underwood

Patrice Rushen

THE ROXY, L.A. — The spontaneity and enthusiasm of Patrice Rushen's first headline showcase performance at the famed Los Angeles venue could not be subdued by the sparkling showmanship that she and her vibrant, but mostly smooth, aggregation of musicians developed during her recent maiden voyage national tour. And if people missed her while she was in town, they should have at least heard, no?

They should have heard how balanced, well paced, yet full of surprises her hour

long set was. They may have heard how crisp and extemporaneous, yet unruffled and practiced the delivery and showmanship impressed the audience. They would have heard how a burgeoning music giant disguised as petite ball of energy stood out front, whether leading vocals or vamping on keyboards, and impressed the audience with her seemingly effortless command of every music element being employed on stage.

Performing material from her most recent LP efforts on Elektra Records, "Patrice" and "Pizazz," Rushen managed to keep the entire band involved in each piece whether the music was mid-tempo or blazing along at the speed of ultra-sound, like on "Let The Music Take Me" or "Message In The Music."

What provided a tenacious stickum to the rhythmic groove on these songs, while Patrice was out front harmonizing deftly with the impressive back-up singer Lynn Davis, was the uninhibited and amusing loco-music motion of guitarists Paul Jackson, Jr. and Wali Ali riffing around the bottom profundo of "Ready" Freddie Washington. With the ample aide of Tony Lewis on drums, Wayne Stalling on keyboards, Gerald Albright on saxes and Ray Brown blowing trumpet, Patrice's poly-lithic music was expertly interpreted.

While "Haven't You Heard?" from her latest LP brought the house to its feet and motivated the audience to applaud her back onstage for an encore, the summit of the evening was Rushen further showing her versatility as writer, arranger, vocalist and musician on the tune "Wishful Thinking" from her first Elektra LP. Accompanying herself on acoustic guitar on this song, it was evident her performance was more than the music and showmanship — it was a feeling as well.

michael martinez

Ramones

HOLLYWOOD PALADIUM, L.A. — This SRO sauna bath stop on the Ramones' current tour was not so much your typically packed rock concert as it was an official coming to order of the band's Southern California fan club.

This was by no means the Ramones' first L.A. appearance, but it was the group's first as headliners at one of the city's mid-sized halls. With an internationally famous career currently six albums strong, the Ramones have finally hit a noteworthy level of success, and the elbow-to-elbow general admission crowd wasn't about to let down after four years of endless touring.

It wasn't so much that the Ramones "had arrived," as it was a cohesive show of solidarity between a large multi-characterized segment of L.A.'s rock community and a band that had been doggedly trying to get its simple message of three chord fun across for four years now. A none too subtle reaffirmation that the ensuing years since 1976 have proven the Ramones' philosophy to be the right one.

"Blitzkrieg Bop" started it all off, and "Beat On The Brat" saw the band through its second well deserved encore. In between those two points was over an hour and a half of pure essence of rock 'n' roll celebration that demanded nothing from the audience except that they react to the beat, which is definitely unavoidable when the Ramones are calling the shots. The song "Today Your Love, Tomorrow The World" is more than an idle tongue-in-cheek threat now; it's time to take the Ramones' lack of seriousness quite serious now... Britain did, look what happened there three years ago. Hey ho. Let's go!

harald taubenreuther

Benny Carter To Be Honored By Music Arrangers

LOS ANGELES — Composer, arranger and orchestrator Benny Carter will receive the "Golden Score Award" from the American Society of Music Arrangers, who plan to honor Carter during their annual banquet, Sunday, June 8, in the Grand Ballroom of Los Angeles' Ambassador Hotel.

Still active in the music world after five decades, Carter began his career in the '30s composing and arranging jazz music for some of the idiom's best, such as Ella Fitzgerald, Sara Vaughn, Lena Horne, Al Hirt, Carmen McRae and others. He was also noted for his scoring of several television and theatrical film projects like *The Guns of Navarone*, *The Five Pennies*, *Chrysler Theatre* and *Ironside*, to name a few.

Some of Carter's oldest friends — including Buddy Collette, Harry "Sweets" Edison, Red Callender, Shelly Manne and others — are slated to provide entertainment for the event.

Integrity Notes Revenue Decline

LOS ANGELES — Integrity Entertainment Corp., the nation's sole publicly held record/tape/accessory retailer posted a net loss for the third quarter ended March 31, 1980 of \$122,000. This compares to a net loss of \$827,000 in the same period a year ago.

Revenues for the three months ended March 31 dipped to \$14.2 million from \$15.4 million in 1979.

For the first nine months of fiscal 1980, Integrity's losses more than doubled to \$657,000 from \$300,000 in the similar period last year.

NARM Lists Video Articles In New Index

NEW YORK — The National Association of Recording Merchandisers (NARM) has announced the publication of the 1979 Recording Industry Index. The 176-page index, now in its third year, alphabetically lists by subject over 5,000 articles pertaining to the recorded music industry, taken from trade and consumer publications. The 1979 Recording Industry index also has an expanded video section, which contains over 120 different articles from video trade periodicals.

An additional service that NARM provides for users of the Recording Industry Index is that copies are available from the NARM office, 1060 Kings Highway North, Suite 200, Cherry Hill, New Jersey 08034.

ITA Set To Publish Video Sales Figures

NEW YORK — The International Tape Association (ITA) will publish industry statistics for the first time on pre-recorded video-cassette sales later this year.

Henry Brief, the ITA's executive director, said that sales data has already been received from a number of leading licensors and/or licensee-distributors of pre-recorded videocassettes, including Blackhawk Films, Caravatt Communications, Columbia Pictures Home Entertainment, Walt Disney Productions, EMI Videograms, Fotomat Corp., Home Theatre/Visual Concepts, Inc., Magnetic Video Corp., National Video Group, Niles Cinema, Sports World Cinema, Swank Motion Pictures, Time-Life Video, United Artists Corp. Universal Pictures, Video Communications, Video Corp. of America, Video Tape Network and WCI Home Video.



Edward Greer

Greer Named VP, Business Affairs, For Casablanca

LOS ANGELES — Edward Greer has been named vice president of business affairs for Casablanca Records, announced Bruce Bird, label president. Greer will be handling the business affairs and oversee all legal affairs for the label.

Greer was formerly with the law firm of Pryor, Cashman & Sherman, who at the time represented Casablanca. He joined Casablanca in 1977 as general counsel and, soon after, assumed the role of director of business affairs.

BMA To Sponsor 'Panels Of Resolve'

NEW YORK — The Black Music Association's Second Annual Conference will debut a unique concept called Panels of Resolve. Conceptualized by Jim Tyrrell, BMA board member and president of T-Electric Records, the panels will join leading industry executives, key artists and allied industry professionals in closed door sessions to analyze problems and make recommendations on key industry problems.

The panels will include "Music Industry Trade Associations and How They Mesh," chaired by Joe Cohen, executive vice president of NARM; "Black Music In Television," chaired by Chuck Smiley, vice president of Theatrical Motion Pictures and Television Affairs for ABC; "Plans for Improvement of Prospects for Strengthened Merchandising Ability Through Financial Development," co-chaired by Calvin Simpson, Jr., president of Simpson's Wholesale, Inc., and Tyrrell; "Consumer Print Media Responsibility to Black Music Artists," co-chaired by Regina Jones, chairman of Soul Publications and Joe Moore, music consultant to the *New York Daily News*; "Developing BMA's Awards and Hall of Fame," co-chaired by Ewart Abner, music industry consultant and Dave Clark of Malaco Records; "FCC, Black Radio and Black Community," co-chaired by David Honig, assistant professor of Howard University's Communications School, and George Ware, BMA Communications board member; and "Black Music Concert Promotion," chaired by Louise West, Esq.

Five CBS Records Certified By RIAA

NEW YORK — CBS Records has garnered five RIAA album certifications. "Glass Houses" by Billy Joel, "September Morn" by Neil Diamond, and "Slow Train Coming" by Bob Dylan, all on Columbia Records, have been certified platinum. "Bebe Le Strange" by Heart on Epic and "Departure" by Journey on Columbia were certified gold.

Knack Gets Gold

LOS ANGELES — "... but the little girls understand," the second Capitol Records LP from the L.A.-based unit The Knack, was certified gold recently by the RIAA.

ON STAGE

PEARLS: SONGS OF GOFFIN AND KING — Carole King — Capitol SOO-12073 — Producer: Mark Hallman — List: 7.98 — Bar Coded

This album updates and reworks those chestnuts that were such an important part of pop's Tin Pan Alley days. King's vocals sound as strong as they did on "Tapestry," and her version of "One Fine Day," which is the LP's first single, is her best solo effort since the early '70s. This album recalls and re-establishes, via some great '80s musicianship, the pearls that came out of the Brill building at such a rapid pace in the early '60s. A joyous work for all formats.

LOVE JONES — Johnny Guitar Watson — DJM Records DJM-31 — Producer: Johnny Guitar Watson — List: 7.98

The pin-striped suited counsel to the urban brother returns with one of his most riotous and uplifting waxings to date in "Love Jones." The album's opening track, "Booty Ooty," has all the charm and commercial appeal of Kool's "Ladies' Night," and the rest of the album is dedicated to the addictions and afflictions caused by love. The title cut, a lilting, horn-filled duet, is sung in that gritty sensual style that Watson fans and B/C programmers should jump on.

LIGHTS IN THE NIGHT — Flash And The Pan — Epic JE 36432 — Producers: Vanda and Young — List: 7.98 — Bar Coded

Flash And The Pan is the name of the band lead by the notorious Australian production team of Harry Vanda and George Young, and the band's second LP is the most flavorful substance to come from the land down under since Foster's Lager. Young's mysterious spoken-sung vocals and the group's quirky keyboard-oriented pop sound still might be a bit too avant-garde for Top 40, but FM programmers should find songs like "Captain Beware" and "Welcome To The Universe" as cuddly as a Koala.

DANGER ZONE — Sammy Hagar — Capitol ST-12069 — Producers: Geoff Workman and Sammy Hagar — List: 8.98 — Bar Coded

The "Red" man checks in with an LP that is as frantic and fun as a ride down Lombard Street with no brakes. Tom Scholz had a hand in the arrangement and production on "Danger Zone," and his presence is felt on barn burners like "20th Century Man," "Miles From Boredom" and "In The Night (Entering The Danger Zone)." Hagar and his boys have turned into one of the toughest touring bands in the business.

WHO'S BEEN TALKIN' — The Robert Cray Band — Tomato Tom-7041 — Producers: Bruce Bromberg and Dennis Walker — List: 7.98

This is the jumpiest, most refreshing blues-oriented album to come out in the past five years, and The Robert Cray Band should be recognized as a vital ingredient in preserving this hallowed American art form. The songs are delivered with an energy that few people this side of B.B. and Lucille can put out. Cray has a resonant, soulful voice, and his crying guitar licks and the harmonica playing of Curtis Salgado, the man who first inspired the Blues Brothers, should be highly praised for this brilliant record.

BRITISH STEEL — Judas Priest — Columbia JC 36443 — Producer: Tom Allom — List: 7.98 — Bar Coded

"British Steel" by Judas Priest? The mind boggles. It brings to mind a hypothetical film documentary on British Steel (the people XTC's Nigel works for), with this album as the soundtrack. Imagine this band's patented heavy metal vibrancy power chording its way out of a Altec-Lansing speaker from behind the theater screen as a shot of a bucket full of molten steel gets tipped into molds on their way to becoming lorry parts.

TOUCH — ATCO SD 38-123 — Producer: Tim Friese-Green — List: 7.98

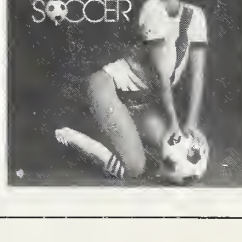
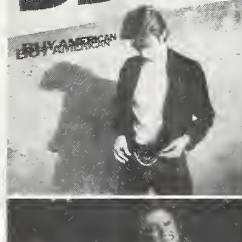
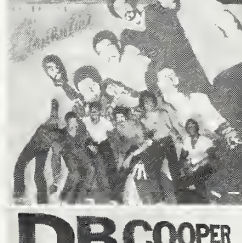
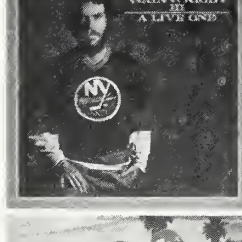
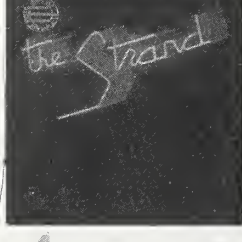
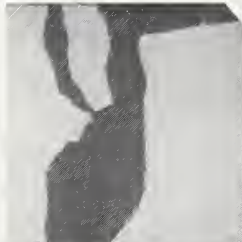
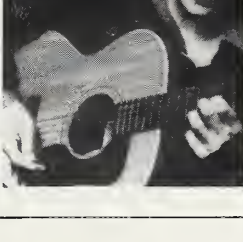
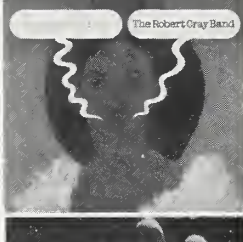
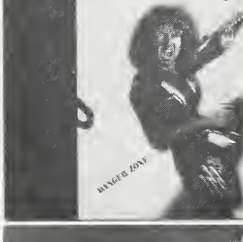
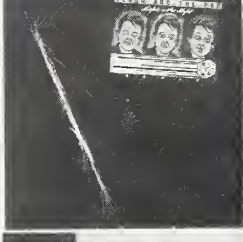
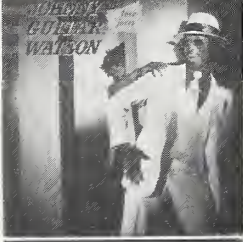
Fans of the powerful guitar-organ oriented sound of Styx should enjoy the debut LP of Touch. Songs such as "When The Spirit Moves You" and "There's A Light" show that the band's hook-laden compositions have Top 40 potential. Touch also has the added asset of having three strong and assured vocalists, which makes for diversity as well as ringing harmonies.

THE HOLLYWOOD KNIGHTS — Various Artists — Casablanca NBLP 7216 — Producer: Kenny Vance — List: 7.98

This LP is the soundtrack to the upcoming film that takes a laughing look back at the carefree high school bop and drive-in carhop days of the early '60s. The LP's title cut is The Brooklyn Dreams' ode to the cruise and moon era, and it is just right for summertime Top 40 play. The rest of the LP is dedicated to those great mouldy oldies that made those years so special. Songs by Wilson Pickett, Martha & The Vandellas, The Chiffons and Frankie Valli And The Four Seasons highlight the record.

UNSTOPPED INTENTIONS — Michael Gulezian — Takoma TAK 7076 — Producers: Michael Gulezian and David Ruffo — List: 7.98 — Bar Coded

Michael Gulezian is a sensitive and subtle instrumental guitarist who plays in a similar vein to label-mates John Fahey and Leo Kottke. His 12-string chords shimmer and echo and should be appreciated for their almost classical technicality. Gulezian puts a lot of emotion into his ambient, acoustic compositions, and songs such as "Meandering Jelly: A Contraceptive Failure" and "Cafe On The Rings of Saturn" rank with Kottke's best.



THE UP ESCALATOR — Graham Parker & The Rumour — Arista AL 9517 — Producer: Jimmy Iovine — List: 7.98

Graham Parker has been referred to as England's Bruce Springsteen so often that few would be surprised to find the Boss singing background on a track here. This minor (albeit exhilarating bit of musical sword crossing) historical fact out of the way, now we can get down to simply reveling in the bounteous glories contained throughout Parker's latest effort. Graham Parker and his Rumour are, as reaffirmed by this LP, one of the few musical acts around currently that never seem to run out of ideas.

ME MYSELF I — Joan Armatrading — A&M SP 4809 — Producer: Richard Gottehrer — List: 7.98 — Bar Coded

One of the most asked questions in the music business over the past few years is why isn't Joan Armatrading a star? And, judging from her new "Me Myself I" LP, it's still a wonder Armatrading shifts style from rock to reggae to folk to R&B faster than Johnny Carson changes suits, and she performs her music with the authority of a superstar. Songs such as the title cut, the bluesy "Turn Out The Light," and the lilting folk-rockabilly of "All The Way From America," are the hits on an album that should establish her in the States.

SHANDI — Dreamland DL-1-5001 — Producer: Mike Chapman — List: 7.98

Shandi's debut album is Dreamland's second release, and Commander Mike Chapman's vacuum-like production is perfectly suited to the music of the Hollywood scene's most notorious teases. Shandi also has a lot of innate rock 'n' roll talent, and she proves that on songs like "Showdown" and "Heart Beat." However, her tough and cute pop sound comes through best on the free-wheeling "Bottom Line" and the urgent "Mine (Mine, Mine, Mine)." For pop and FM programmers.

THE STRAND — Island ILPS 9594 — Producer: Jeffrey Porcaro — List: 7.98 — Bar Coded

Fans of the grandiose rock of such contemporary heavies as Styx and Toto will find The Strand to be right in key with their tastes. The band plays loud and proud pop-rock that is teeming with memorable hooks and high soaring harmonies. Jeff Porcaro's first production effort is an overwhelming triumph, and this fivesome looks like it has a bright future ahead. Top tracks on this slickly produced LP are "Long Hot Summer," "I Like It Like That" and "Children Of The Night."

INTERVIEW — Virgin/Atlantic VA 13141 — Producer: Mike Glossop — List: 7.98

Interview is one of the more pleasantly confusing acts trying to keep out of the pop music storm under the Virgin umbrella. If new wave, and all the unbridled creative energy the term suggests, were to include Interview, musically these guys would emerge as the Yes (circa "Fragile") of the movement. Simplicity has never been more beautifully ornate in the hands of this band, music rife with ephemeral influences transmuted helter skelter throughout the LP with taste, talent and subtlety.

A LIVE ONE — Loudon Wainwright III — Rounder 3050 — Producers: John Wood and Loudon Wainwright III — List: 7.98

Modern folk music's greatest unknown black humorist is back after too long of an absence. Wainwright's acoustic pipedreams are always honest and bittersweet, but his songs work best when they are funny. He has his usual wail-like delivery on this LP recorded in live situations through the past four years. Short on musicianship but long on well written verse, this album truly captures the essence of this great unsung poet. "Motei Blues" and "Kings And Queens" are the classics here.

HIPNOTISM — Chocolate Milk — RCA AFLI-3569 — Producer: George Tobin — List: 7.98

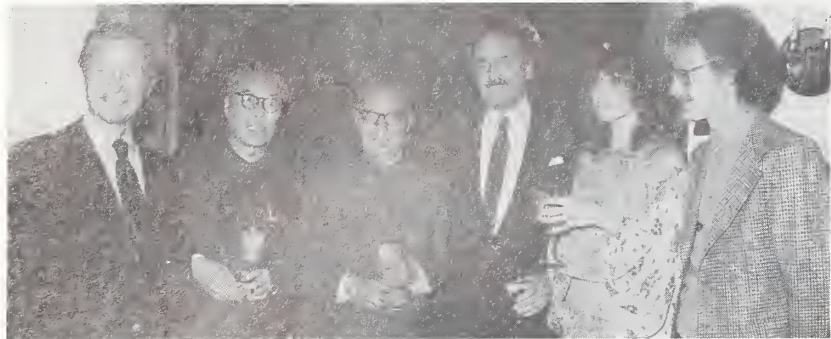
Chocolate has a heavy East Coast sound ala The Bar Kays. On its second effort, the band delivers the funk, with hard punctuating horn blasts and on-the-money vocal harmonies. The six-man band has a vivacious, funky pop style that should find a home with most B/C programmers. The best cuts on "Hipnotism" are "I'm Your Radio," "Hey Lover," "Body Rhythm" and the Doobie Bros -influenced "I Can't Believe (You Said Its Over)."

BUY AMERICAN — D.B. Cooper — Warner Bros. BSK 3444 — Producer: Thomas Earnest — List: 7.98

D.B. Cooper is right out of the Elvis Costello rock with angst school. His jabs at the American scene and past lives evidenced in "Had Enough" and "Caroline" show that he could develop into quite a star, but he is still holding his full tilt rock ability on "Buy American." Another LP and Cooper could become a top act. Other top tracks include the quirky "Right Here, Right Now" and the power chord-heavy "Ram On."

SOCCER — TVI Records TVILP 50121 — Producer: Tony Valor — List: 7.98

A quick glance at the cover of this album indicates exactly what's inside — Latino Disco. A hot band led by percussionists Carmello Venuto and Sal Cruella powers this eight-man band of booty shakers and the hottest dancin' jams include the echo-filled "Dancin' Game" and the Santa Esmerelda-flavored "Arena." This is the first LP from Angelo Venuto's boys, and they display that they are a better than average disco band on the debut.



BMI HOSTS CHINA MUSIC EDUCATION DELEGATION — Broadcast Music, Inc. (BMI) recently hosted the music education delegation from the People's Republic of China as part of the group's three-week tour of the U.S. The group was invited by the Center for U.S.-China Arts Exchange at Columbia University, and their stay in L.A. took them to a reception at the American Film Institute, co-hosted by the AFI and BMI. Pictured are (l-r): Dennis Stanfill, chairman of the board of 20th Century-Fox; Wang Zicheng, Chief of the Arts Education, Ministry of Culture; Lin Mohan, delegation leader; Jerry Moss, chairman of



A&M Records; Brooke Escott, BMI director of film relations; David Shire, composer; Escott; Wang Zicheng; Mel Albert, **Cash Box** vice president and general manager; Ron Anton, BMI vice president of west coast; Marv Mattis, BMI director of performing rights; Zhao Feng, director of the Central Institute of Music in Beijing; Michele Vosberg, Columbia University coordinator, and Linda Gavin, BMI writer administration. Pictured standing in front is Zhou Ying, delegation secretary. Among the other highlights of the delegation's tour were visits to film and record studios and Disneyland.

CBS Prices Mastersound Audiophile Series At \$14.98

(continued from page 8)

of Masterworks, there will be half-speed mastered versions of some CBS classical releases, and Bruce Lundvall, president of the CBS Records Division, pointed out that the feasibility of producing digital product by pop artists is "under discussion." In addition, he stated, there will be a number of digital jazz releases, including LPs by Herbie Hancock and Carlos Santana. But for the moment, it is felt that pop half-speed mastered records will appeal to a wider audience. At some point, he added, a number of new pop releases will be issued simultaneously in both conventional and half-speed modes.

All of the digital recordings were made on Sony equipment except for the "Petrouchka" LP, which was recorded on a 3M system. According to Dash, CBS is not locked into the Sony system; near the end of the year, in fact, Masterworks will release a Christmas LP recorded on Soundstream equipment. But this is a change in policy; Simon Schmidt, Dash's predecessor, was strongly committed to the Sony two-track recorder, and many classical LPs have been recorded on that system for CBS.

The Mastersound product line has already been introduced in Japan on CBS/Sony, and it will debut in Canada this week. Plans are now underway to release Mastersound in other CBS territories around the world.

Audiophile Price

Asked why CBS was setting a \$14.98 list price for its Mastersound product (which is considered high for major label digital records, although not for half-speed

mastered discs), Dash replied that not all of the audiophile records on the market meet the "stringent qualifications" of Mastersound. Sam Burger, senior vice president of operations manufacturing for the CBS Records Division, amplified Dash's remarks by pointing out that, unlike other CBS LPs, every single Mastersound unit is visually inspected, as well as subjected to computerized playback monitoring.

In addition, Burger noted, CBS has made a considerable capital investment to institute changes in the manufacturing process at all stages in the production of Mastersounds product. These records are made of quality vinyl and weigh 12% more than conventional LPs, and are produced in a clean and isolated environment. Additionally, Mastersound's elaborate packaging consists of a special static-reducing inner sleeve to protect each disc; a 12x12-inch insert to introduce and describe the series; and a sealed, heavy gauge reusable plastic envelope for each disc. (Accordingly, shrink wrapping has been eliminated.)

Mastersound cassettes, similarly, are duplicated on to a high performance chromium dioxide tape base for greater dynamic range. However, the tapes themselves are not manufactured by CBS. Although a company spokesman would not divulge the identity of the outside vendor, it is known that Sony is supplying CBS with at least some of its chromium dioxide tapes.

The big question now, of course, is whether or not the audiophile market is extensive enough to support CBS' commitment to the Mastersound series. Dash indicated that he'd like to expand the line in response to market demand; but Dick Asher, deputy president and chief operating officer of the CBS Records Group, was even more bullish. "We believe there's a core market for Mastersound," he stated. "This entry will help expand that market."

Rosenblatt, Marson Form Runaway Firm

NEW YORK — Michael Rosenblatt and Nina Marson have formed Runaway Enterprises, a management firm that manages the Necessaries, a New York band. Rosenblatt was most recently assistant to the president and A&R director of Sire Records. Marson was recently the new wave agent at the William Morris Agency. Runaway Enterprises may be reached at Box 702A, 225 Central Park West, New York, 10024. Phone number is (212) 580-1747.

Van Halen Goes Gold

LOS ANGELES — Van Halen's third LP for Warner Bros., "Women And Children First," has been certified gold by the RIAA.

Innovation, Communication Stressed At SPARS L.A. Studio Conference

LOS ANGELES — In what was considered "a successful showing" by Joe Tarsia, owner of Sigma Sound Studios and president of the Society of Professional Audio Recording Studios (SPARS), approximately 200 organization members and non-members attended SPARS' convention conference May 5 at the Los Angeles Biltmore Hotel.

The day-long gathering, which followed a SPARS board of directors meeting May 3 and a general membership meeting May 4, featured a series of five panel discussions on topics ranging from the basic business of studios to master tape to disc transfer and the impact of video on the audio recording industry. Additionally, a presentation on the general state and outlook of the economy and its specific implications to the recording industry was given by 3M economist John McDevitt (**Cash Box**, May 10).

The format of the conference had a moderator prefacing each individual seminar, with question and answer periods following comments from each panelist.

The morning sessions began with a seminar entitled "Concept To Gold," in which veteran studio owners related their own beginnings in the business and experiences as engineers. Regent Sound's Bob Liftin, who noted that he got his own start in a demo studio, told the audience that the key to a producer's or engineer's initial success was the relationship with the client, while Grammy Award-winning producer Phil Ramone cited "survival techniques" like "a willingness to work, giving and strong maintenance" as the prime factors in establishing his own career. Studios' Mack Emerman and Filmways/Heider Studios' Wally Heider also sat on the panel, moderated by Tarsia.

Cancellation policies, payment collections and tape ownership rights were the hot topics of discussion at the basic business seminar, moderated by SPARS counsel Malcolm Rosenberg. The panel drew from both the creative and financial spectrums of the recording industry, with such speakers as Michael Dilbeck, vice president of west coast A&R for Columbia Records, and producer Tom Dowd, in addition to Art Mancinow, vice president of finance for ARC label and The Complex, and William Rogers, executive vice president of operations for Kendun Recorders and Sierra Audio.

Mancinow, a licensed CPA, directed his statements at studio owners, pointing out that since "the lifeblood of your business is collecting," it is necessary to "develop the kind of accounting system you want" and "establish yourself well at the outset with your accountant." Rogers noted that while "the purpose of a recording studio is to provide a reliable creative atmosphere," studios require "intensive capital" and, as such, "need good business and financial

people."

Dowd told the audience that while "the business of the recording studio is in the black and the red, the creative end is the black and the white." The client, Dowd noted, "won't accept any gray matter. You either can or can't do it." Dilbeck emphasized that "it is the studio's job to keep the label happy and the artist happy," also stressing that under CBS' policy, the manufacturer owned all rights to master

(continued on page 38)

Publishers Attack Disc Industry Study

(continued from page 7)

year. It also could indicate, he said, that there are areas of "fat" that could have been trimmed.

At another point, Nathan declared that 95% of the retail prices of a record has nothing to do with mechanical royalty payment and should play no part in consideration by the CRT. Later, Nathan commented that a "needs test" has no applicability in setting mechanical royalty fees.

The hearings, which completed their second week, are aimed at the establishment of mechanical royalties for the next seven years. At present, the compulsory fee is 2 3/4 cents per record but music publishers and songwriters are now urging the CRT to boost this to a flat six percent of the suggested retail price of each record or album.

Earlier last week, two songwriter-members of the American Guild of Authors and Composers (AGAC) testified to the need for higher royalties and to the closeness of the songwriter and music publisher. One, 26-year-old Jonathan Holtzman, who is an aspiring composer who has had several songs published, reminded the panel that it is the music publisher who nurtures songwriters in the early years through financial aid and through advice. A second witness, George David Weiss, reported that for his "Wheel Of Fortune," published in 1952, he has received a total of \$20,000 in mechanical royalties. Weiss also noted that in earlier days, there could be 20, 30 or 40 hits; today only three or four records hit the big money. He also emphasized that due to the rise of the recording industry, sheet music sales had diminished drastically, thus eliminating another source of income for the songwriter.

From the country music arena, Patsy Bruce, songwriter and president of the 1,150-member Nashville Songwriters Assn., reported that to the end of 1979 she has received only \$29,500 in mechanical royalties for her "Mamas, Don't Let Your Babies Grow Up To Be Cowboys," the recent hit by Willie Nelson. She urged a more cooperative relationship between songwriters and recording companies.

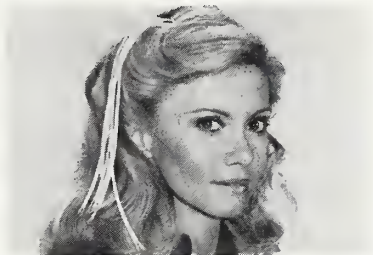
For The Record

NEW YORK — In an article in the May 10 issue of **Cash Box** about the current jukebox royalty hearings in Washington, it was incorrectly stated that certain figures contained in an ASCAP study were derived from the AMOA. The annual income per jukebox, quoted in the study as \$2,808, was derived from an article in *Playmeter Magazine*, as was the number of jukebox operators in the U.S. (7,500). The comparable AMOA figures are \$1,400 gross income per jukebox per year and between 3,242 and 5,019 operators.

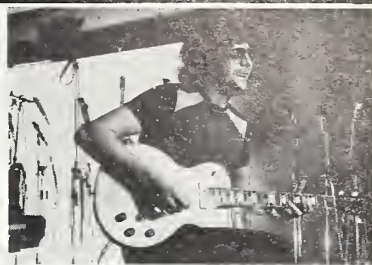
ASCAP maintains, however, that the figure it gave for the number of jukeboxes in the U.S. — between 400,000 and 500,000 — did come from past AMOA statements before Congressional committees, as well as an article in *Jukebox Story*, the AMOA's house organ. An AMOA spokesman, while admitting that this figure has been given out in the past, said that the organization's most recent research indicates that there are now between 251,000 and 388,000 jukeboxes in the country.

FEATURE PICKS

OLIVIA NEWTON-JOHN (MCA MCA-41247)
Magic (4:25) (John Farrar Music-BMI) (J. Farrar)
 Olivia conjures up a sweetly mystical vocal for long-time cohort John Farrar's ethereal composition from the original motion picture soundtrack to *Xanadu*. Already working its spell on Top 40 airwaves nationwide, the only sleight of hand here is on the swirling guitar and keyboard work, as the propulsive rhythm is right down to earth. Top 40 legerdemain.



ELECTRIC LIGHT ORCHESTRA (MCA MCA-41246)
I'm Alive (3:46) (Jet Music Inc. or Unart Music Corp. — BMI) (J. Lynne)
 A battery of synthesizers take the listener into hyper-space on the intro to one of the five compositions ELO's Jeff Lynne wrote and recorded for the original motion picture soundtrack to *Xanadu*. Adept movement from electronically treated vocals to Lynne's lead works perfectly on the sleek hook. Breaking out pop.

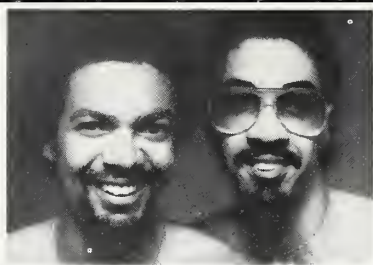


VAN HALEN (Warner Bros. WBS 49501)
And The Cradle Will Rock (3:32) (Van Halen Music-ASCAP) (E. Van Halen, D.L. Roth, A. Van Halen, M. Anthony)
 Those southern California bad boys of hard rock go for the jugular with this tongue-in-cheek anthem from the "Women And Children First" LP. David Lee Roth's acrobatic vocal leaps are in fine form, as usual, working in tandem with Eddie Van Halen's sonic lead guitar blasts and industrial strength rhythms.



CHEAP TRICK (Epic AE7 1206)
Everything Works If You Let It (3:06) (Adult Music-BMI) (R. Nielsen)
 Trickster Rick Nielsen's buzzsaw guitar work sets the breakneck pace of the first single from the original soundtrack recording to the forthcoming motion picture *Roadie*. Lead singer Robin Zander's Beatlesque vocals pack a pop wallop, prodded on by the expert rhythm section of bassist Tom Petersson and drummer Bun E. Carlos. A hot add for Top 40, AOR.

THE BROTHERS JOHNSON (A&M 2238)
Light Up The Night (3:46) (State Of The Arts Music/Brojay Music-ASCAP) (L. Johnson, G. Johnson, R. Temperton)
 Quickly lighting up the switchboards at B/C radio stations across the country, the title track from The Brothers Johnson's current Top 20 LP follows close on the heels of "Stomp!" as another sparkler for Top 40, too. Bright horn blasts, a bopping rhythm and the Johnsons' shimmering vocal leads and harmonies should generate more play.



FLEETWOOD MAC (Warner Bros. WBS 49500)
Sisters Of The Moon (4:14) (Fleetwood Mac Music-BMI) (S. Nicks)
 The great white witch of Fleetwood Mac, Stevie Nicks, casts her inviting incantations over the Top 40 airwaves once again on this edited re-mix of the track from the "Tusk" LP. Lindsey Buckingham's guitar notes cry out like a banshee in the night, rising to a fever pitch at the cold close. Mysterious and marvelous, this is prime Mac.



GARY NUMAN & TUBEWAY ARMY (Atco 7206)
Are 'Friends' Electric? (3:45) (Beggars Banquet Music Ltd.-PRS) (G. Numan)
 As Numan's "Cars" single bullets into the Top 10 this week, his domestic label ships this electronically hypnotizing #1 U.K. hit to Top 40 and AOR stations, and the timing couldn't be better. Numan's alien vocals and layered synthesizers depict a bold aural landscape that draws the listener in and leaves him/her spellbound. A captivating electronic excursion from "Replicas."



FELIX CAVALIERE (Epic 9-50880)
Good To Have Love Back (3:32) (K1 Music-ASCAP) (F. Cavaliere)
 Cavaliere came back in a big way with his last single, "Only A Lonely Heart Sees," and this sprightly, uptempo follow-up from his "Castles In The Air" LP should see him firmly established as a viable pop force. Galloping percussives blend nicely with high backup harmonies and the ex-Rascal's patented keyboard and vocal sound for a smooth pop choice.

SINGLES TO WATCH

FRANCE JOLI (Prelude PRL 8013)
This Time (I'm Giving It All I've Got) (3:54) (Cicada Music-PRO/Trumar Music-BMI) (S. Minsky, O. Springer)

Joli may still be in her teens, but her big, very grown up voice put her on the major league Top 40 and dance lists last year with the hit "Come To Me." Back with producer/arranger Tony Green, she delivers a stunning ballad for pop, A/C lists. Watch for it.

BEACH BOYS (Caribou ZS9 9033)
Livin' With A Heartache (3:05) (Murray Gage Music-ASCAP/Survivor Music-BMI) (C. Wilson, R. Bachman)

In what might appear to be an unlikely pairing, Beach Boy Carl Wilson and Ironhorse's Randy Bachman co-authored this bittersweet country/pop flavored tune from the "Keepin' The Summer Alive" LP. Sterling background harmonies and twangy mid-tempo instrumental keeps it upbeat for A/C, pop and country lists.

YELLOW MAGIC ORCHESTRA (A&M 2239)
Cosmic Surfin' (3:30) (Alfa Music Ltd., admin. by Almo Music Corp.-ASCAP) (H. Hosono)

This band of talented electronic instrumentalists from Japan generated promising domestic radio interest with its last single, "Computer Games." Here, the band rides a wave of melodic synthesizer patterns, interspersed with bubbly guitar licks, right on the crest of A/C, jazz fusion and pop.

RUSS BALLARD ((Epic 9-50883)
On The Rebound (3:20) (April Music Inc./Russell Ballard Ltd.-ASCAP) (R. Ballard)

Ballard bites down hard on this first single from his "Barnet Dogs" LP, as a sharp, solid beat and wailing guitar work out behind his electronically treated vocals. A crackling piledriver of a rock hook should sell this to AOR, pop lists.

THE KINGBEES (RSO RS 1032)
My Mistake (2:49) (Short Fuse Music-BMI) (J. James)
 Simple, to-the-point pop/rockabilly with smart hooks is what this young L.A. trio excel at, and that's precisely what it serves up on its debut RSO single. Jamie James' slap echo vocal and crisp lead guitar work receive tight rhythm support. Right in the AOR, pop groove.

JOHN DENVER (RCA PB-12017)
Dancing With The Mountains (3:21) (Cherry Lane Music Co.-ASCAP) (J. Denver)

An airy flute intro and skipping, mid-tempo beat set the perfect aural mood for Denver's Alpine stroll from the "Autograph" LP. Acoustic and electric guitar notes ripple easily with the tumbling rhythm march, completing the rustic setting for pop, A/C.

ISAAC HAYES (Polydor PD 2090)
I Ain't Never (3:59) (Rightsong Music-BMI) (I. Hayes)

Female backing vocals alternate between jazzy scat and a moaning, sexy strut on the inviting interplay with Hayes' sensual bass vocal phrasing on this cut from the "And Once Again" LP. With the aid of a boiling rhythm track and bouncy percussives, this should light a fire on B/C, dance lists.

TOMMY TUTONE (Columbia 1-11278)
Angel Say No (3:10) (Tutone Keller Music) (J. Keller, T. Heath)

A riveting bass line kicks this pop/rocker from Tommy Heath and his boys, Tommy Tutone, into overdrive and the raw, street-wise urgency of the vocals is quickly catching on pop lists, as the song moves to #80 bullet this week. Highly recommended.

PATRICE RUSHEN and D.J. ROGERS (Elektra E-46647)
Givin' It Up Is Givin' Up (3:35) (Baby Fingers Music-ASCAP) (P. Rushen, A. Rushen)

Sweet, petite Patrice teams up with big, bluesy D.J. Rogers on this outstanding duet from the "Pizzazz" LP. Rushen's wonderfully thick keyboard tones work perfectly in tandem with the clicking rhythm groove on this up-lifting B/C, pop choice.

SHOOTING STAR (Virgin VA 67010)
Bring It On (3:45) (Mad Ted Music Inc.-BMI) (G. West, V. McLain)

Thundering keyboards and ground-shaking power chording crackle with all the pop/rock intensity this midwestern hard rock unit can muster up on the second single from its self-titled debut LP. Slashing vocals and swelling organ lines could spell a major pop, AOR breakthrough.

DARYL HALL (RCA PB-12001)
Something In 4/4 Time (3:05) (Hot-Cha Music Co./Six Continents Music Publishing, Inc.-E.G. Music Inc.-BMI) (D. Hall, R. Fripp)

The tall, blonde half of the duo Hall & Oates ventures forth with this wry little tune from his "Sacred Songs" solo LP. Multi-tracked vocal harmonies and neat keyboard line are reminiscent of Todd Rundgren, and the hook is cranked home for pop, AOR.

WINDY CITY (Kelli-Arts KA-4501)
I Still Love You (4:21) (Gourdine Music/Kiwi Music-BMI) (R. Butler)

This tender, bittersweet ballad by a little known Chicago vocal group is causing quite a big stir on B/C radio stations. Sleek, floating harmonies, smoldering sax and old Philly-style rhythm may spell crossover success. A sleeper.

PHILIP RAMBOW (Capitol 4872)
The Sound And The Fury (3:35) (Blackhill Music, Ltd.-BMI) (P. Rambow)

Rambow presents an engagingly literate rock style with urban energy on the first single from his debut LP, "Shooting Gallery." Guitars ripple with hard, driving muscle, and together with Rambow's sinewy vocals and rock hard beat, this is an AOR sleeper.

DAVID HUDSON (Alston/TK ALSX-3750)
Honey, Honey (3:50) (Sherlyn Pub. Co., Inc./Lindseyanne Music Co., Inc.-BMI) (E. King, Jr.)

Already charting on the B/C Top 100, this song melds an aching plaintive lead vocal with high female backup and rousing pop-flavored crescendos that could bring crossover success. Thick bass and whispery electric guitar and piano set the romance dance here.

DAVID GATES (Elektra E-46646)
Can I Call You (3:42) (Kipahula Music-ASCAP) (D. Gates)

Rollicking, uptempo guitar licks pace the second single effort from Gates' current LP "Falling In Love Again," fusing a country feel with pop/rock drive on the rhythm. The hook is sweet enough for pop lists, but Gates' southern vocal edge will make this right at home on country lists, as well.

MERCHANDISING

WHAT'S IN-STORE

CBS MERCHANDISING AIDS — The New York CBS office has announced a number of new marketing tools tied in with recent product. In addition, a major jazz campaign has been undertaken . . . As for the new releases, die-cut "Dream Scream" logos have been developed for the latest **Ted Nugent** album, as well as a "Five Faces of Ted Nugent" poster. In addition, novel merchandising tools will soon be available for the upcoming **Eddie Money** LP . . . As for the jazz campaign, a series of upbeat, avant-garde posters have been released, including one of **Wilbert Longmire**, as well as a contemporary Jazzmasters series poster featuring rare and previously unreleased recordings. There will also be a poster of jazz music "by and for individuals," featuring **Rodney Franklin** and **John Lee and Jerry Brown**. Finally, a "CBS Records — Best Of" kit will be made available focusing on LPs by 11 jazz acts: **Billy Cobham, Bobbi Humphrey, Mahavishnu Orchestra, Eric Gale, Maynard Ferguson, Steve Khan, Dexter Gordon, Return To Forever, Tony Williams, Stan Getz** and **Bob James**. Flats of each of these albums will be included, as well as a catalog merchandising bin with a header card. This entire kit of material has just been shipped to retail jazz departments and can be obtained by individual outlets by contacting the local CBS field merchandiser.

KARMA BUS — A novel idea has been developed by the eight-store **Karma** chain in an effort to attract local concert traffic. Working along with the Indianapolis Metro system and radio station **WFBQ**, Karma has put four "Q95/Karma Party" buses on the road. These vehicles, departing from each of the four outlets in the city, transport customers to and from each major concert. Every bus has its own sound system that plays tapes of the particular artist appearing that day. The riders are given special bus passes that are also usable for give-aways as well as for reduced prices on the featured artists' records and tapes. One of the hopes of the promotion is that customers, fresh from hearing the concert, will redeem their coupons after being returned to their respective Karma outlet after the show.

MCA CAMPAIGN — A large cross-merchandising promotion involving 20 markets has been undertaken by MCA Records in support of the new **Rupert Holmes** single, "Answering Machine." Each of the participating areas will see local radio tie-in with retail outlets to give away a "record a call" answering machine. The promotion, which begins May 26, will involve the following areas: Washington, Baltimore, Tampa, Miami, Nashville, New Orleans, Dallas, Kansas City, Detroit, Miami, Milwaukee, Tulsa, Oklahoma City, Cleveland, Pittsburgh, Philadelphia, Seattle, Portland, Los Angeles and Denver.

CAMELOT PUSH — The entire **Camelot Music** chain has undertaken a massive **Beatles** catalog sale to run through May 31. The push will feature all 24 Beatles titles on the Apple and Capitol labels at prices of \$4.99 and up. The promotion was kicked off May 15 with a chainwide newspaper ad. From May 22-24, 51 of the stores will receive back-up support with radio spots on 25 stations. Features of the campaign include 22"x28" signs in all outlets, as well as point-of-purchase materials and heavy in-store play. Each displayed sign will feature a picture of the group from the mid-'60s with the slogan "It's A Rarity — The Beatles Are Back."

RECORD BAR — A check with the **Record Bar** office in Durham, N.C. revealed these recent promotions: The Bar in Norman, Okla. conducted a **George Burns** promotion in conjunction with a local figure salon. With each Burns LP sold, the customer received a free club pass. The theme: "Let's Help You to Feel 18 Again" . . . Another **George Burns** promotion was held at the Tallahassee, Fla. outlet. This time, there was a drawing held for customers who had filled out entries that told in 25 words or less why they would like to be 18 again.

RECORD MART CONTESTS — Several display contests have been reported out of the **National Record Mart** office in Pittsburgh. An **Air Supply** competition is currently in progress with a \$200 first prize, a \$100 second prize and four \$50 runner-up prizes . . . An **Angel City** display contest is planned for late May with the winning outlet receiving a 15" Hitachi color TV. Second prize will be a Hitachi AM-FM portable cassette player and recorder, with ten third prizes of ten CBS albums from the current catalog . . . Still another competition is planned for June, this time spotlighting **Memorex** product. The winners will be announced at the annual **National Record Mart** mini-convention in Pittsburgh in late June.

CUSTOMER QUOTE OF THE WEEK — "What do you mean, you don't play requests! You're a record store — you've got to!"

REGIONAL ACTION — New **Emmylou Harris** breaking out of the midwest and west . . . Latest **Kingbees** hottest in the midwest . . . **Judas Priest's** new album with best sales in the west and midwest . . . New **Third World** doing best in the south and west.

IN-STORES — **Babys** at **National Record Mart**, Cherry Hill, N.J., May 9, giving away autographed Union Jack flags . . . **Jeff Lorber** at **National Record Mart**, New Haven, May 12 . . . **The Whispers** April 11 at **Tracks**, Norfolk, Va., attracting over 400 patrons . . . **Nantucket**, at the **Record Bar**, Knoxville, Tenn., April 24, awarding free tickets to their local concert appearance.

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EVERYBODY'S IS A STAR — The staff of **Everybody's Record Co.** in Portland, Ore. was recently presented with the "#1 Retailer Of The Year For Artist Development" award from **Phonogram, Inc./Mercury Records**. At a reception held for the staff, **Everybody's** president **Tom Keenan** was given a plaque commemorating the award by **Phonogram/Mercury's** **Joe Polidor** (center).

SINGLES BREAKOUTS

Pickwick — Midwest

BLONDIE
ROCKY BURNETTE
ELO
OLIVIA NEWTON-JOHN

Music Plus — Los Angeles

ROCKY BURNETTE
ELTON JOHN

Radio Doctors — Milwaukee

ROCKY BURNETTE
BRUCE COCKBURN
BILLY JOEL
TOM PETTY AND THE HEARTBREAKERS
PURE PRAIRIE LEAGUE

Spec's — Miami

ELTON JOHN
JAMES LAST BAND
MANHATTAN TRANSFER

Richman Bros. — Philadelphia

ROCKY BURNETTE
GQ
RAY KENNEDY
PURE PRAIRIE LEAGUE
SPINNERS
TEMPTATIONS

Handleman — Atlanta

ROBBIE DUPREE
PAUL McCARTNEY
BOB SEGER
JOE WALSH

Tower — San Francisco

PAT BENATAR
ROCKY BURNETTE
MICHAEL JACKSON
TOM PETTY AND THE HEARTBREAKERS
PHOTOGLO
NEIL AND DARA SEDAKA
FRANK SINATRA
TEMPTATIONS

Galgano — Chicago

ROCKY BURNETTE
ROBBIE DUPREE
TEENA MARIE
TOM PETTY AND THE HEARTBREAKERS
NEIL AND DARA SEDAKA
SPIDER

Camelot — National

CAPTAIN AND TENNILLE
PINK FLOYD
PRETENDERS
SOS BAND

Tape City — New Orleans

DAN FOGELBERG
BETTE MIDLER
BOB SEGER
TEMPTATIONS

Record World, T.S.S. — Northeast

CHARLIE DORE
PAUL DAVIS
PRETENDERS
S.O.S. BAND

Tower — Seattle

BLONDIE
ELTON JOHN
FRANK ZAPPA
Lieberman — St. Louis
ROCKY BURNETTE
J. GEILS BAND
OZARK MOUNTAIN DAREDEVILS
PURE PRAIRIE LEAGUE
SPINNERS

Sound Warehouse — San Antonio

CHAKA
ANDY GIBB AND OLIVIA NEWTON-JOHN
ISLEY BROTHERS
Bee Gee — Albany
ELTON JOHN
BOB SEGER

Alta — Phoenix

BLONDIE
FIREFALL
ELTON JOHN

Music Stop — Detroit

ROCKY BURNETTE
ALICE COOPER
ROBBIE DUPREE
HUMBLE PIE
INVISIBLE MAN'S BAND
ELTON JOHN
MANHATTAN TRANSFER
PAUL McCARTNEY
PRETENDERS
PURE PRAIRIE LEAGUE

ALBUM BREAKOUTS

Pickwick — National

AIR SUPPLY
PEABO BRYSON
ERIC CLAPTON
"EMPIRE STRIKES BACK"
LARRY GATLIN
JERMAINE JACKSON
LIPPS, INC.
STEPHANIE MILLS
ANNE MURRAY
FRANK SINATRA
"URBAN COWBOY"

D.J.'s Sound City — Seattle

GLASS MOON
TOMMY TUTONE
"URBAN COWBOY"

National Record Mart — Pittsburgh

AIR SUPPLY
ANGEL CITY
TERRENCE BOYLAN
CHANGE
"EMPIRE STRIKES BACK"
GRATEFUL DEAD
SMOKEY ROBINSON
PETE TOWNSHEND
POINT BLANK

Sound Warehouse — San Antonio

AVERAGE WHITE BAND
BLOWFLY
JOHNNY BUSH
ERIC CLAPTON
ALICE COOPER
RANDY CRAWFORD
ISAAC HAYES
PHILIP LYNOTT
BILLY SQUIER
THIRD WORLD

Cutler's — New Haven

CAMEO
ALICE COOPER
ELEVATORS
GLASS MOON
TED NUGENT
POINT BLANK
NEIL SEDAKA

Tower — Sacramento

BRUCE COCKBURN
DIXIE DREGS
"EMPIRE STRIKES BACK"
LOU REED
SOUZEZE
THIRD WORLD

Korvettes — National

AIR SUPPLY
AMBROSIA
CHANGE
GLASS MOON
GRATEFUL DEAD
HUMBLE PIE
IAN HUNTER
TEENA MARIE
TEMPTATIONS
PETE TOWNSHEND

Harmony House — Detroit

IAN HUNTER
JAGS
"URBAN COWBOY"

Spec's — Miami

MANHATTAN TRANSFER
"URBAN COWBOY"

Record World, T.S.S. — Northeast

ALICE COOPER
"EMPIRE STRIKES BACK"
MANHATTAN TRANSFER
ANNE MURRAY
TED NUGENT
POINT BLANK

Wherehouse — Los Angeles

ALICE COOPER
MICHAEL FRANKS
GRATEFUL DEAD
STEPHANIE MILLS

Handleman — National

AIR SUPPLY
ERIC CLAPTON
CON FUNK SHUN
"EMPIRE STRIKES BACK"
LIPPS, INC.
ANNE MURRAY
DOLLY PARTON
SWITCH
TEMPTATIONS
"URBAN COWBOY"

Flipside — Chicago

AIR SUPPLY
AMBROSIA
GENESIS
EMMYLOU HARRIS
JERMAINE JACKSON
JON AND VANGELIS
LIPPS, INC.
LOU REED
TONIO K

Turtles — Atlanta

AMBROSIA
MAC DAVIS
GENESIS
GRATEFUL DEAD
MARSHALL TUCKER BAND
GARY NUMAN
JOE PERRY PROJECT
PRETENDERS
PETE TOWNSHEND
PAT TRAVERS BAND
"URBAN COWBOY"

Richman Bros. — Philadelphia

ANGEL CITY
FLASH AND THE PAN
PURE PRAIRIE LEAGUE

Strawberries — Boston

PEABO BRYSON
ELEVATORS
SUZANNE FELLINI
ROBERT FRIPP
IAN HUNTER
JAGS
DIXIE DREGS
PRIVATE LIGHTENING
TEENA MARIE
MOTORS
RACHEL SWEET
TOURISTS
TOMMY TUTONE

Alta — Phoenix

BRUCE COCKBURN
CHICK COREA
DIXIE DREGS
MICHAEL FRANKS
HUMBLE PIE
STEPHANIE MILLS
JOE PERRY PROJECT
TOMMY TUTONE

Record Bar — National

AVERAGE WHITE BAND
B.T. EXPRESS
GEORGE DUKE
LEON HAYWOOD
STACY LATTISAW
POINT BLANK
PURE PRAIRIE LEAGUE
THIRD WORLD

Streetside — St. Louis

ALICE COOPER
RUSS BALLARD
EMMYLOU HARRIS
JON AND VANGELIS
TOMMY TUTONE
"URBAN COWBOY"

Popular Tunes — Memphis

CAMEO
CHANGE
ERIC CLAPTON
ISAAC HAYES
LEON HAYWOOD
TEMPTATIONS
PETE TOWNSHEND

Soul Shack — Washington, D. C.

ISAAC HAYES
GLADYS KNIGHT & THE PIPS
KWICK

Tower — Campbell

AIR SUPPLY
DIXIE DREGS
EMMYLOU HARRIS

Peaches — Oklahoma City

ALICE COOPER
B-52's
"URBAN COWBOY"

TOP SINGLE BREAKOUT OF THE WEEK

TIRED OF TOEIN' THE LINE — ROCKY BURNETTE — EMI-A

TOP ALBUM BREAKOUT OF THE WEEK

"URBAN COWBOY" — SOUNDTRACK — FULL MOON/ASYLUM

AIR PLAY

ABC'S SKLAR URGES BETTER TRAINING FOR YOUTH — Rick Sklar, vice president of programming of the ABC Radio Division, recently said that "There is a need for a closer working relationship between the radio industry and those who are teaching the thousands of young people who intend to pursue communications careers." Sklar made this and other remarks at a recent Radio-Academe Conference in Mt. Kisco, N.Y. **Cash Box** has in the past examined the issue of college preparation of men and women for the broadcast industry and whether this preparation was adequate (**Cash Box** "Airplay," Aug. 25, 1979). More recently, (**Cash Box**, Feb. 2) **Cash Box** surveyed program directors around the country to determine if young people coming from the college ranks and/or small market radio stations, were adequately prepared for the broadcast industry. The findings were regrettably negative. Considering the coming of age of satellite transmission, AM stereo and other technological advances, Sklar said, "These developments indicate the great strength of the radio industry and the need for a new generation of young talented people to carry out the 'promise' of technical innovation." He continued, "It is important that talented young people be made aware by both colleges and the industry of the opportunities ahead."

WELCOME BACK, MY FRIENDS — For the second straight year, KRTH/Los Angeles will be the exclusive radio station for the Greek Theatre outdoor summer concert series. Kicking off the new year, KRTH proclaimed the week of May 5 "Greek Week" and gave away albums by most of the artists scheduled to appear this summer. KRTH also plans to simulcast many of the series' concerts, which begin May 23 with **Smokey Robinson** and conclude on Sept. 7 with **Dionne Warwick**.

THE GAMES PEOPLE PLAY — Atlantic Records promotion people were told by KRUX/Phoenix PD, **Bobby Rivers**, that he would not play the new **Spinners** single, "Medley Cupid..." until after the ARBs were over. Apparently, he did not want his



SOUTHERN BELLES — Capitol recording artist Beth Nielson Chapman stopped in at WSM-FM/Nashville during a promotional tour to support the recent release of her self-titled debut LP, which contains the single "If Only I'd Known." Pictured are Chapman (r) and Donna Brake, assistant music director, WSM-FM.

listeners to hear anything that would in anyway remind them of his crosstown rival **KUPD**.

PYRAMID PROGRAMMING — The get-rich-quick Pyramid craze that swept through the country gave **KSJO** (92FM)/San Jose a great programming idea. The station compiled a list of 184 requests and then played one song, then three in a row, then six, 12, 24, 46 and finally 92 songs sans commercials. Listeners who placed requests, were put on the 'list' for a chance to win one of 250 LPs that were given away in a single day during the craze.

TO COIN A PHRASE — **WQDR**/Raleigh has applied the phrase AOAC to its music format. The phrase stands for Album Oriented Adult Contemporary, and it is the hope of station GM **David Berry** and PD **Daniel Brunty** that the phrase will gain industry-wide acceptance. **WQDR** programs about 60% new and current product to 40% older 'memory' tunes.

VARIATIONS — A different source for syndicated programs has been produced by Syndicom, a subsidiary of Sunbelt Communications. The company took a successful feature of **94Q**/Atlanta and syndicated it for use in other markets. Over 50 cities now hear that particular program, which features 'Red Neckerson,' a fictional redneck who annoys everybody with outrageous editorials. Syndicom has now begun syndication of a feature that has been running on **Y100**/Miami. 'Sophie Sopha' is a lecherous gossip columnist portrayed by Y100 news director **Jim Reihle**. For a demo, call Syndicom at (805) 541-2966.

A STAR FOR GRANT — **Johnny Grant**, veteran TV and radio personality, received a star on Hollywood's Walk of Fame May 9. Prior to World War II, Grant began a radio career at **WGBR**/Goldsboro, N.C., and later moved to **WINS**/New York. After the war, he became a well-known radio figure in Los Angeles working at **KGIL**, **KGFL**, **KLAC** and **KMPC**. **KMPC**'s **Gary Owens** was the Master of Ceremonies.

CONFERENCE UPDATES — Anti/Muscoco's second annual Texas Radio Conference will be taking place on May 30-31 in Austin. **Don Anti** and **Tony Muscolo** have also announced their first Phoenix Radio Conference, which will be held June 13-14.

DRUMS ALONG SUNSET — On May 11, **KWST**/Los Angeles presented its first annual "Carmine Appice Drum Battle," which took place at the Tower Records' parking lot on Sunset Blvd. Top prizes included Ludwig Rocker Drum Heads, Syndrums, tickets to see **Carmine & The Rockers** and complimentary LPs from Tower. Judges included **Ansley Dunsbar** (Jefferson Starship), **Bruce Gary** (The Knack), **Ollie Brown** (Rolling Stones, Bonnie Pointer), **Alphonso Johnson** (original bass player with **Weather Report**), **Joe Pollard** (inventor of Syndrums) and **Vinnie Appice** (Alphonso Johnson Band).

STATION TO STATION — **WPLJ**/New York bills itself as "New York's Best Rock Radio Station in America," and recently celebrated 12 years of this tradition by presenting a 48 hour special on "The History Of Album Rock" . . . **KYUU-FM**/San Francisco is awarding a Mercedes Benz 450SL as first prize in the "KYUU Montgomery Street Radio Mystery Contest" . . . **KIIS-FM**/Los Angeles morning personality **Bruce Phillip Mitchell** has been chosen by students to host/emcee their "Second Annual California State High School Dance Championships" . . . **WYNY**/New York's **Sid Mark** returned to Jilly's restaurant for a second live remote broadcast of his "Saturday With Sinatra" program on May 10. The occasion was the 39th birthday of the establishment, which is Sinatra's favorite New York nightspot.

NETWORK NEWS — The ABC Radio Network will be presenting "The Beach Boys . . . A California Saga" on the ABC Information Network. The two-hour special will be broadcast on June 22. The Beach Boys special is the second of four Adult Contemporary Specials offered by the network. **Dionne Warwick** was the first. The ABC FM Network will be featuring encore presentations of the **Moody Blues** and **Chicago** as part of its "Supergroups in Concert" series. Originally aired in 1979, The Moody Blues will be broadcast on June 14 and Chicago on July 5 . . . Effective June 16, **KAYO**/Seattle will become an affiliate with the NBC Radio Network. **mark albert**



PHOTOGLO LIVE — Twentieth Century-Fox recording artist Photoglo recently visited **KNX-FM**/Los Angeles in support of his self-titled, debut LP. Pictured standing are (l-r): **Michael Sheehy**, PD, **KNX-FM**; **David Hall**, MD, **KNX-FM**; **Joanne Erhardt**, **KNX-FM**; **Judy Stern**, national independent promotion; and **Dave Parks**, vice president, national promotion, 20th Century-Fox. Pictured at the board is Photoglo.

Dearth Of New Beautiful Music Albums Noted By Music Industry Panelists

by Leo Sacks

'Hippie Joints'

NEW YORK — The beautiful music format may enjoy considerable success in many top U.S. markets, but the number of new albums released by artists who record in the genre is alarmingly small. The reasons for this phenomenon were explored by a panel recently at the B'nai B'rith's Music and Performing Arts Lodge.

On the panel were **Ben Karol**, president of King Karol; **Jack Maher**, director of east coast merchandising for RCA Records; **Don LeBrecht**, program director of **WPAT**; **Joe Abend**, manager of the Welk Music Group; **Herb Linsky**, president of Project 3 Records; **Mort Wax** of Morton Dennis Wax & Associates; and **Bill Carlton** of *The Daily News*.

The discussion touched on a number of possible reasons why major record labels have cut down on the number of beautiful music releases in recent years. One explanation was that beautiful music stations don't fulfill the same sort of function that pop stations do in terms of identifying artists and their records. In addition, sales of recordings by beautiful music artists are dwarfed by those of other kinds of pop releases. Consequently, inventories of beautiful music product are kept to a minimum by most retailers.

"We are terribly frustrated by the fact that we can't play the majority of the product released today on our stations," said **LeBrecht**. "Five to ten years ago, that wasn't the case. There was a steady diet of product being released by artists such as **Percy Faith**, **Ray Coniff**, **Ferrante and Teicher**, **Peter Nero**, and **Roger Williams**. When it comes to beautiful music, however, the retailer, the broadcaster, and the manufacturer all seem to have different ends."

Resources Pooled

This dearth of product, **LeBrecht** noted, has led as many as 25 independent stations such as **WPAT**, along with at least five major beautiful music syndicators, to pool their resources and hire European arrangers and conductors to record contemporary pop hits in a beautiful music vein. He said that this sort of informal arrangement has continued for the past four years and has produced as many as 600 cuts at an annual cost of between \$300,000 and \$400,000.

"When I look back on my playlists from 1972 and 1973, I see that virtually none of the songs we were playing then are being played today," said **LeBrecht**. "So we like to think we are flexible enough to change. But at the same time, we have been consistent in the type of music that we play in that our format has not deviated in the face of the musical fads of the day."

Karol suggested that one of the reasons why listeners to beautiful music stations do not actively buy records is because "many older consumers turned off to record stores" during the "hectic '60s." He said that adults began associating record stores with "hippie joints, and pretty soon you had a war brewing between the two groups." As a result, he said, adults disappeared from the stores and turned to their radios instead.

"Today, it doesn't make sense to stock the depth of titles that we did in the past," **Karol** stated. "Of course, inventory presents a problem, but the real truth is that there are less customers for beautiful music than there are for other types of product."

(continued on page 48)

Metromedia Gains In First Quarter Revenues, Income

LOS ANGELES — Metromedia Inc. has reported that net revenues for the quarter ended March 30, rose 13% over the same period last year, which led to a gain in net income of 21%.

Broadcasting's first quarter revenues also increased 14% for the first quarter to \$42,618,000 from \$37,313,000.

The jump in overall revenues to \$107,369,000 from \$95,343,000, and net income to \$8,300,000 from \$6,883,000 has been attributed to the aggressive advertising campaigning of the company's advertising firm, **Foster & Kleiser**, mail marketing revenues, which rose 27%; and entertainment revenues, which rose 12%.

Earnings per share for the first quarter rose 20% to \$1.80 from \$1.50.

Metromedia Inc. is a group broadcaster and outdoor advertising company that owns and operates seven TV stations as well as six AM and seven FM radio stations.

WABC Names Clark As Operations Manager

LOS ANGELES — **Jay Clark** has been named operations director at **WABC**/New York, effective June 1. Clark is currently vice president of operations at **WTIC-AM & FM**/Hartford.

Clark's duties will include overseeing the day to day programming and overall operations of the station. Prior to **WTIC**, Clark was operations manager at **WPRO-FM**/Providence from 1972-77, and before that he was program director and air personality at **WTRY**/Albany from 1965-72.

TOP 100 SINGLES

MAY 24, 1980

CASH BOX R

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	CALL ME	BLONDIE 15
2	2	LOST IN LOVE	AIR SUPPLY 16
7	3	BIGGEST PART OF ME	AMBROSIA 8
5	4	DON'T FALL IN LOVE WITH A DREAMER	KENNY ROGERS & KIM CARNES 9
4	5	RIDE LIKE THE WIND	CHRISTOPHER CROSS 16
6	6	SEXY EYES	DR. HOOK 15
17	7	FUNKYTOWN	LIPPS INC. 9
9	8	STOMP	THE BROTHERS JOHNSON 11
10	9	HURT SO BAD	LINDA RONSTADT 8
11	10	CARS	GARY NUMAN 15
3	11	ANOTHER BRICK IN THE WALL (PART II)	PINK FLOYD 19
13	12	BREAKDOWN DEAD AHEAD	BOZ SCAGGS 9
14	13	I CAN'T HELP IT	ANDY GIBB & OLIVIA NEWTON-JOHN 9
15	14	BRASS IN POCKET (I'M SPECIAL)	PRETENDERS 14
21	15	COMING UP (LIVE AT GLASGOW)	PAUL McCARTNEY & WINGS 5
20	16	THE ROSE	BETTE MIDLER 10
8	17	YOU MAY BE RIGHT	BILLY JOEL 11
22	18	STEAL AWAY	ROBBIE DUPREE 7
16	19	WITH YOU I'M BORN AGAIN	BILLY PRESTON & SYREETA 22
12	20	PILOT OF THE AIRWAVES	CHARLIE DORE 15
18	21	FIRE LAKE	BOB SEGER 14
31	22	AGAINST THE WIND	BOB SEGER 4
24	23	HEART HOTELS	DAN FOGELBERG 10
36	24	LITTLE JEANNIE	ELTON JOHN 4
27	25	TRAIN IN VAIN (STAND BY ME)	THE CLASH 10
30	26	LET'S GET SERIOUS	JERMAINE JACKSON 10
28	27	THE SEDUCTION (LOVE THEME)	JAMES LAST BAND 9
37	28	SHE'S OUT OF MY LIFE	MICHAEL JACKSON 7
32	29	WONDERING WHERE THE LIONS ARE	BRUCE COCKBURN 10
23	30	DO RIGHT	PAUL DAVIS 12
34	31	SHOULD'VE NEVER LET YOU GO	NEIL & DARA SEDAKA 9
19	32	HOLD ON TO MY LOVE	JIMMY RUFFIN 13
25	33	SPECIAL LADY	RAY, GOODMAN & BROWN 18
35	34	GEE WHIZ	BERNADETTE PETERS 9

LAST THIS WEEK	THIS WEEK		WEEKS ON CHART
38	35	IT'S HARD TO BE HUMBLE	MAC DAVIS 9
39	36	HEADED FOR A FALL	FIREFALL 7

To 24, BJ105 33 To 29, KJRB 12 To 7, WPRO-FM 14 To 10, WMC-FM 18 To 14, WCUE 37 To 32, KOPA 26 To 23, KIMN 21 To 18, WZUU 17 To 12, WHBO Ex To 30.
SALES: Moderate in the Midwest.

35 IT'S HARD TO BE HUMBLE MAC DAVIS
JUMPS: WFOM 17 To 13, CKLW 12 To 9, WHBO 8 To 6.
SALES: Good in the Midwest and South, Moderate in the East and West.

36 HEADED FOR A FALL FIREFALL
ADDS: KERN-27, WPEZ. **JUMPS:** WFOM 38 To 33, WAYS 33 To 29, WBBO 15 To 10, JB105 30 To 27, WHHY 21 To 18, WNOE 30 To 26, KDWB 26 To 21, B100 Ex To 30, WIF1 26 To 22, WDOO Ex To 40, KMJC 24 To 21, KFYE Ex To 28, WKXX 12 To 9, KFMD 18 To 15, BJ105 18 To 14, KENO 26 To 20, WPRO-FM 17 To 14, WANS 24 To 21, WZZR Ex To 29, WOW 11 To 5, Y103 39 To 33, WLAC 30 To 27, 92X 23 To 20, KOPA 28 To 25, KLEO 20 To 16, WTIC-FM 27 To 24, KROY 30 To 27, KOFM Ex To 29, KIMN 17 To 9, KYXX 15 To 10.
SALES: Moderate in the Midwest.

PRIME MOVER

56	37	LET ME LOVE YOU TONIGHT	PURE PRAIRIE LEAGUE 3
42	38	WE LIVE FOR LOVE	PAT BENATAR 8
43	39	LOVE STINKS	J. GEILS BAND 7
41	40	DON'T SAY GOODNIGHT (IT'S TIME FOR LOVE)	THE ISLEY BROTHERS 9
48	41	NEW ROMANCE (IT'S A MYSTERY)	SPIDER 6

37 LET ME LOVE YOU TONIGHT PURE PRAIRIE LEAGUE
ADDS: WHBO, KLEO-28, WTIC-FM-29, KGW, KSTP, KOFM, KRTH, WRKO, WAXY, Y103, KXOK-30, WCUE, WKBW, KTSA, WNDE-19, CKLW, O105, KFYE, WICC, KENO, KERN-28, WOXI, WKIX, WSGN, KDWB-22, KC101-28, B100, Q102-30, WCAO, WISM, WRVO, WFOM-36, KEEL, WNCI-24, WBBO, JB105-33, KILT-36. **JUMPS:** WZZR Ex To 30, WGSV Ex To 31, WOW Ex To 25, WFIL Ex To 24, KSLO Ex To 26, KOPA Ex To 30, WWKX 28 To 22, KIMN Ex To 25, KYXX Ex To 29, WSPT Ex To 28, WSEZ Ex To 35, WSGA 31 To 24, WKXX Ex To 30, BJ105 39 To 31, KJRB Ex To 30, WPEZ Ex To 27, F105 Ex To 34, WPRO-FM Ex To 24, 940 30 To 26, 293 Ex To 27, 96KX Ex To 32, WAPE Ex To 29, KBEO 28 To 22, KCPX 31 To 27, WGH Ex To 23, KMJK-FM Ex To 32, WIF1 Ex To 26, WDOO Ex To 37, WBEN-FM Ex To 23.
SALES: Breaking out in the West and Midwest.

38 WE LIVE FOR LOVE PAT BENATAR
ADDS: KBEO, KFI, KMJC-24, WTRY, WKXX, KTLK, WPEZ, WTIC-FM-30. **JUMPS:** WCAO 28 To 17, KEEL 36 To 32, WBBO 30 To 25, JB105 29 To 24, WNOE 24 To 19, KMJK-FM 26 To 18, B100 19 To 14, KJR 22 To 17, WIF1 8 To 6, KFYE Ex To 27, WSPT 17 To 14, KFMD 25 To 21, WICC Ex To 28, WTXI 14 To 11, KENO 24 To 21, KERN 28 To 13, 940 25 To 21, 293 30 To 26, WANS 14 To 10, WZZR 30 To 25, WCUE 36 To 31, WKBW 26 To 21, KTSA Ex To 25, KOPA Ex To 28, CKLW 13 To 10, Q105 30 To 25, WWKX Ex To 29, KROY 8 To 5, KRO 19 To 16, KRBE 25 To 22, WAXY Ex To 27.
SALES: Moderate in the West.

39 LOVE STINKS J. GEILS BAND
ADDS: BJ105-38, KERN-29, KFRC. **JUMPS:** 140 3 To 1, WGCL 10 To 8, WGH Ex To 24, JB105 10 To 5, WHHY 15 To 11, KMJK-FM 25 To 19, KFI Ex To 30, Q102 32 To 27, KJR 18 To 15, WSPT 12 To 5, WKXX 17 To 14, WTXI Ex To 33, KENO Ex To 28, KJRB 27 To 23, WPEZ 17 To 14, F105 7 To 2, WPRO-FM 21 To 11, WSGA 23 To 20, WANS 19 To 16, WCUE 20 To 10, WKBW 30 To 24, 92X Ex To 24, WTIC-FM 24 To 19.
SALES: Strong in the Midwest.

40 DON'T SAY GOODNIGHT (IT'S TIME FOR LOVE) THE ISLEY BROTHERS
ADDS: WSEZ. **JUMPS:** WRFC 3 To 1, WAYS 10 To 8, WABC 19 To 13, WKIX 25 To 19.
SALES: Moderate in the South.

41 NEW ROMANCE (IT'S A MYSTERY) SPIDER
ADDS: 14Q, WKBO, KBEO, KFI, KENO, KERN-30, KOPA, Day-Part WTRY. **JUMPS:** WRFC 26 To 23, WISM Ex To 30, WFOM 25 To 22, WAPE 25 To 22, WBBO 25 To 19, O102 34 To 28, WEFM Ex To 29, WSPT 24 To 19, WSEZ Ex To 37, WPRO-FM Ex To 29, Y103 31 To 28, WCUE Ex To 37, KRBE 27 To 21, KYXX 21 To 17.
SALES: Breaking out in the Midwest.

LAST THIS WEEK	THIS WEEK		WEEKS ON CHART
29	42	WORKING MY WAY BACK TO YOU/FORGIVE ME GIRL	SPINNERS 24
—	43	IT'S STILL ROCK AND ROLL TO ME	BILLY JOEL 1

HIT BOUND

43 IT'S STILL ROCK AND ROLL TO ME BILLY JOEL
ADDS: WTIC-FM-27, CKLW-25, WCUE, KXOK-28, KOFM, KIMN, KRBE-29, JB105-34, WNOE-30, KCPX, KTLK, WICC, BJ105-36, KMJC, KENO-29, KERN, WPEZ, F105, WMC-FM. **JUMPS:** WANS 30 To 25, WZZR Ex To 28, WGSV Ex To 32, WOW 18 To 13, Y103 38 To 32, WLAC Ex To 29, 92X Ex To 25, KSLO Ex To 14, KOPA 29 To 20, KLEO 31 To 25, KRO 18 To 13, KMJK-FM 29 To 25, O102 33 To 28, KJR Ex To 27, WFOM 36 To 26, WAPE Ex To 30, KBEQ 23 To 14, WBBO Ex To 26, WCAO Ex To 28, WRFC 31 To 27, WISM 27 To 25, WRVO 5 To 2, 96KX 10 To 6, KFYE Ex To 23, WTRY 26 To 20, WSPT 26 To 20, WSEZ 34 To 31, WSGA 22 To 16, WKXX 29 To 25, WTXI 39 To 19, KJRB 19 To 9, WOXI 26 To 21, 94Q 21 To 14, Z93 18 To 6, WSGN 22 To 16, KRTH 27 To 24.
ON: WXLO.
SALES: Just shipped.

PRIME MOVER

61	44	CUPID/I'VE LOVED YOU FOR A LONG TIME	SPINNERS 2
50	45	I DON'T WANT TO WALK WITHOUT YOU	BARRY MANILOW 7
51	46	TWO PLACES AT THE SAME TIME	RAY PARKER, JR. & RAYDIO 10
52	47	LADY	WHISPERS 6
58	48	TIRED OF TOEIN' THE LINE	ROCKY BURNETTE 3

44 CUPID/I'VE LOVED YOU FOR A LONG TIME SPINNERS
ADDS: KOFM, KRBE-28, KVIL, KYXX, KRTH, WRKO, WAKY-31, WOW-28, KTSA, KOPA, CKLW, O105, WTIC-FM-28, KROY, WTRY, WSEZ, KFMD, BJ105, KERN, F105, WPRO-FM-28, 14Q, WCAO, WRFC, WKBO, JB105, KMJK-FM, KFI, WBEN-FM. **JUMPS:** WGSV Ex To 30, KXOK 30 To 24, WCUE Ex To 38, WWKX Ex To 27, WXLO Ex To 30, WAXY Ex To 28, WSGA 34 To 28, WICC Ex To 29, KTLK Ex To 36, WPEZ Ex To 30, WOXI Ex To 26, 293 Ex To 28, WSGN Ex To 30, WRVO Ex To 31, WAPE Ex To 28, KBEO Ex To 29, KCPX Ex To 29, WAYS Ex To 32, WOKY Ex To 28, WBBO Ex To 29, KC101 29 To 23, WDOO Ex To 26.
SALES: Breaking out in the East.

45 I DON'T WANT TO WALK WITHOUT YOU BARRY MANILOW
ADDS: WTRY, KDWB, WNDE-21, KGW, Day-Part Y103. **JUMPS:** WOKY Ex To 30, WZZR 25 To 22, WGSV 16 To 13, KXOK 25 To 20, KSTP 18 To 14, KVIL 18 To 13, WZUU 11 To 5, WTXI Ex To 39.
SALES: Slight response in the East, Midwest and South.

46 TWO PLACES AT THE SAME TIME RAY PARKER, JR. & RAYDIO
ADDS: WHHY, WNOE-33, WBEN-FM, WZZR, WLAC, WWKX, KTLK, Z93-24, WMC-FM. **JUMPS:** WRFC 29 To 25, WAPE 4 To 1, KEEL Ex To 34, WAYS 19 To 9, Y100 36 To 32, Y103 37 To 30, WKBW 17 To 13, CKLW 23 To 15, WRKO Ex To 29, WKIX 10 To 6, WAXY 18 To 15.
SALES: Good in the South.

47 LADY WHISPERS
ADDS: WAYS, WBBO, JB105, KFI, WSEZ. **JUMPS:** WANS 23 To 20, WCUE 38 To 33, WLAC Ex To 28, KYXX Ex To 24, WMC-FM. **JUMPS:** To 19, WFOM 16 To 9, KJR 27 To 24, WSGA 15 To 12, WICC Ex To 27, KTLK 33 To 26, WMC-FM 24 To 20, WRKO 23 To 20.
SALES: Moderate in the West, slight in the Midwest and South.

48 TIRED OF TOEIN' THE LINE ROCKY BURNETTE
ADDS: WAKY-30, WCUE, WKBW, KOPA, KROY, KYXX, WAXY, WKBO, WOKY, WNOE-32, KC101-30, WIF1, WBEN-FM, KFYE, WICC, KENO-30, KJRB. **JUMPS:** WANS 38 To 28, WGSV Ex To 33, Y103 Ex To 37, WTIC-FM 30 To 26, KIMN Ex To 30, KRO 25 To 22, KRTH Ex To 30, WISM Ex To 29, WRVO Ex To 28, WAPE Ex To 25, KBEQ Ex To 27, KCPX 25 To 19, JB105 34 To 30, KMJK-FM Ex To 34, B100 Ex To 29, WSPT Ex To 25, WSEZ Ex To 38, WSGA 35 To 29, KTLK Ex To 38, WPEZ Ex To 29, F105 Ex To 24, WPRO-FM 22 To 17, WQXI 30 To 25, 94Q 27 To 23, WSGN Ex To 33.
SALES: Breaking out in the West and Midwest.

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COIN MACHINE

Bally Revenues Up, Earnings Down In First Quarter '80

CHICAGO — Bally Manufacturing Corp. has reported record revenues of \$152.5 million for the three months ended March 31, 1980. This compares with revenues of \$92.1 million for the first quarter of 1979.

However, net income for the first quarter of 1980 slipped to slightly over \$8 million, or 31 cents a share, as compared to just over \$10 million, or 39 cents a share, in the similar period in 1979.

Revenues from Bally's manufacturing, distributing and equipment operating divisions for the current three-month period were at the highest level for any first quarter in the company's history. Those divisions accounted for \$114 million of total revenues and \$12.2 million of earnings, net of income taxes, of the 1980 operating results. In addition, there was a non-recurring charge against earnings of \$800,000, net of income taxes, for estimated costs related to the proposed settlement of certain litigation.

Diminishing these totals was a loss of \$3.3 million, or 12 cents per share, on revenues of \$38.5 million, registered by Bally's 83%-owned Atlantic City casino and hotel subsidiary, Bally's Park Place, Inc. in its first full quarter of operations.

Reviewing first quarter operations, Bally chairman and president Robert E. Mullane commented on specific operating divisions of Bally. "Sales of amusement arcade games and German gaming machines, and revenues of Aladdin's Castle chain of amusement arcade centers were all higher than the first quarter of 1979. In particular, Midway Mfg. Co., our subsidiary which manufactures coin-operated video amusement arcade games, recorded the best quarter in its history in terms of revenues and earnings in response to the extremely favorable market acceptance of new arcade games. Sales of pinball games and slot machines were lower compared to 1979," he said.

"The loss incurred by Bally's Park Place was principally caused by high costs of opening the casino-hotel, operating at less than capacity for the month of January, significantly higher than anticipated interest rates and the normally slower winter season during this three-month period. Park Place has recently obtained approval from the New Jersey Casino Control Commission to expand its present 50,100 square foot casino floor by approximately

(continued on page 43)



'Seawitch'

Nautical Theme In Stern's New 'Seawitch' Pinball

CHICAGO — Stern Electronics, Inc. has begun production of "Seawitch," reportedly the first standard-sized, solid state pinball game in the industry to have a scoring capability into the millions. The new model follows the factory's first wide-body, "Big Game," in which Stern introduced seven-digit scoring. Company officials advised that worldwide distribution of the new machine was scheduled to begin in mid-May.

In design and graphics "Seawitch" is patterned after a nautical theme, enhanced by audio/visual characteristics, geared to attract player interest. The machine has a captivating light display, brilliantly colored backglass art and a myriad of electronic sounds. Latter are synchronized with such play features as 18 options for bonus build-up, three drop target banks, four flippers and variable value spinner.

(continued on page 43)

McEwan's Meltec Buys Games Wing Of Ramtek Corp.

SUNNYVALE — Meltec Inc., an amusement games manufacturer located in Sunnyvale, Calif., has purchased the games division of the Ramtek Corporation. Meltec, which is headed up by former Ramtek games division general manager Mel McEwan, is currently in the process of producing and shipping "Boom Ball."

"Boom Ball" is the same amusement park piece that Ramtek had been marketing for the past few years. The game is based on a principal similar to that of "Ski Ball," but "Boom Ball" employs an air compressor cannon. The 18-foot long game, which is usually sold in banks of five or ten, is popular in amusement parks and large arcades. However, McEwan maintains that when "Boom Ball" is sold in banks of three it can be successful in a 15-1,800 square foot arcade.

Aimed At Arcades

McEwan explained that his new company, which currently consists of a staff of eight, would be manufacturing a second generation of "Boom Ball," and that it would eventually expand into the video arcade game business.

Meltec Inc. is located at 290 Commercial St., Sunnyvale, Calif. 94086. McEwan can be reached at (408) 738-4422.

'Rolling Stones' Becomes The Latest Celebrity-Themed Pinball From Bally

CHICAGO — The latest in a lineup of hit celebrity themed pinball machines from the Bally Pinball Division is called "Rolling Stones," named for the internationally renowned rock group. While the machine's design and stunning backglass art dramatically depict this noted group, Bally has also characterized them in the sound and play features of the game.

The intensity building background sound features four of the Rolling Stones' popular hit songs, including "Satisfaction," "Jumping Jack Flash," "Miss You" and "When The Whip Comes Down." Players of all ages will easily recognize these familiar Rolling Stones hits and delight in their pinball concert.

Of special significance on the playfield are the drop targets, a favorite feature among pinball players; only in this case they have memory and increasing point value, which is a first, according to Bally. Each of the four drop targets scores 500 points and with the increasing point value capability they can score an additional 5,000 to 25,000 points and special. Another innovative feature being introduced on this model is the mini-post in each side hoop that scores 50 points every time the ball hits it. Bally has also included a brand new flipper assembly and a newly designed sling shot kicker to further enhance the play action.

"Rolling Stones" has a high scoring potential with a 1 to 5 target sequence for



'Rolling Stones'

bonus points; a H-O-C-K lane bonus multiplier series from 2x to 3x to 5x special; and a satisfaction target that scores 3 bonus advances and exposes an adjustable memory saucer which scores the bonus and an extra ball.

The new machine is available through Bally distributors and further information may be obtained by contacting the Bally Pinball Division at 90 O'Leary Drive in Bensenville, Ill. 60106 or by phoning (312) 860-6400.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. SHE'S OUT OF MY LIFE MICHAEL JACKSON (Epic 9-50871)
2. LITTLE JEANNIE ELTON JOHN (MCA-41236)
3. AGAINST THE WIND BOB SEGER (Capitol 4863)
4. THEME FROM NEW YORK, NEW YORK FRANK SINATRA (Warner Bros. RPS-49233)
5. COMING UP PAUL McCARTNEY (Columbia 1-11263)
6. TIRED OF TOE IN' THE LINE ROCKY BURNETT (EMI-America P-8043)
7. IT'S STILL ROCK AND ROLL TO ME BILLY JOEL (Columbia 1-11276)
8. I'M ALIVE ELECTRIC LIGHT ORCHESTRA (MCA-41246)
9. RUN LIKE HELL PINK FLOYD (Columbia 1-11265)
10. REAL LOVE THE CRETONES (Planet/Elektra P-45911)

TOP NEW COUNTRY SINGLES

1. SMOOTH SAILIN' T.G. SHEPPARD (Warner/Curb WBS 49214)
2. TRYING TO LOVE TWO WOMEN THE OAK RIDGE BOYS (MCA 41217)
3. BEDROOM BALLAD GENE WATSON (Capitol P-4854)
4. I CAN'T CHEAT LARRY G. HUDSON (Mercury 57015)
5. AFTER HOURS JOE STAMPLEY (Epic 50854)
6. TEQUILA SHEILA BOBBY BARE (Columbia 1-11259)
7. FRIDAY NIGHT BLUES JOHN CONLEE (MCA-41233)
8. YOU WIN AGAIN CHARLEY PRIDE (RCA PB-12002)
9. BAR-ROOM BUDDIES MERLE HAGGARD & CLINT EASTWOOD (Elektra E-46634)
10. SOLDIER OF FORTUNE TOM T. HALL (RCA PB-12005)

TOP NEW R&B SINGLES

1. POWER THE TEMPTATIONS (Gordy/Motown G-7183F)
2. CLOUDS CHAKA KHAN (Warner Bros. WBS 49216)
3. YOU AND ME ROCKIE ROBBINS (A&M 2231)
4. WE'RE GOIN' OUT TONIGHT CAMEO (Chocolate City/Casablanca CC 3206)
5. DOES SHE HAVE A FRIEND? GENE CHANDLER (20th Century-Fox/RCA TC-2451)
6. SAME OLD STORY (SAME OLD SONG) RANDY CRAWFORD (Warner Bros. 49222)
7. HANGIN' OUT KOOL & THE GANG (De-Lite/Mercury DE-804)
8. I DON'T GO SHOPPING PATTI LABELLE (Epic 9-50872)
9. SITTING IN THE PARK GQ (Arista AS 0510)
10. JAM LET'S TAKE IT TO THE STREETS (Five Special Elektra E-46620)

TOP NEW DANCE SINGLES

1. IS IT LOVE MACHINE (RCA PB-11942)
2. I REALLY LOVE YOU COMMON SENSE (B.C. 201)
3. CAN'T BE LOVE — DO IT TO ME ANYWAY PETER BROWN (Drive/T.K. DRIX-6286)
4. SPACER SHEILA & B. DEVOTION (Carrere/Atlantic CAR 7209)
5. HANGIN' OUT KOOL & THE GANG (De-Lite/Mercury DE-804)

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COIN MACHINE



SHOOTOUT IN BLOOMINGTON — Hanson Distributing, in cooperation with Game Plan and Tournament Marketing, held a pinball, foosball, 8-ball "Shootout" tournament at the Radisson South in Bloomington, Minn. April 4-6. Pictured (l-r) next to a competitor-



filled room are pinball competition winners Kent Christanson (first place); Tom Schneider; Tom Rogalski; Jacob Goren; Bob Stock; David Issacson and Tom Heuttli.

Atari Reveals New Cabinet Design

SUNNYVALE — Atari, Inc. has unveiled a revolutionary new cabinet design concept called "The Cabaret." The firm's current worldwide hit, "Asteroids," is the first game to be offered in this new configuration.

Commenting on the new design, Frank Ballouz, Atari's marketing director, stated, "The Cabaret packaging is a result of extensive market research, human factors engineering and numerous requests from industry leaders throughout the world. It's specifically designed to help open new types of locations and expand profit potential for operators.

"We believe 'Asteroids Cabaret's' contemporary styling and compact size is ideal for use in more sophisticated environments and especially in locations where space is very limited," he continued.

"Operators now have a high profit game in a cabinet that will go anywhere," Ballouz said. "The Cabaret model along with our cocktail and upright versions makes it possible for operators to place Asteroids in any type of location."

Other features of the new concept include space saving design that occupies only four square feet of floor space, 15 inch QuadraScan TV monitor, wood grain side panels, lightweight design for easy mobility, standard two-mech coin door and

shielded monitor to eliminate glare.

Many future games will also be offered in the new Cabaret model, according to Ballouz.



Bally Announces First Quarter Totals

(continued from page 42)

10,000 square feet. This will allow the Company to increase its casino operation to approximately 137 table games and 1,690 slot machines, subject to final Casino Control Commission's approval. This expansion is targeted for completion in the third quarter of 1980. It is anticipated that the upcoming spring and summer months, together with

the expanded casino operation, will have a positive impact on Park Place's future revenues and earnings."

Commenting on the outlook for the balance of 1980, Mullane stated, "We remain optimistic for the continued growth of Bally in all segments of our business and expect 1980 to be another excellent year for our Company."

Ex-Atari Employees Sued For \$20 Million

NEW YORK — Atari, Inc., the electronic games subsidiary of Warner Communications, Inc. filed a \$20 million suit in San Francisco federal court last week against Activision, Inc. and four of its principals. The suit, which seeks injunctive relief in addition to damages, charges Activision and Alan Miller, Larry Kaplan, David Crane and Robert Whitehead with trademark infringement, unfair competition and a conspiracy to appropriate Atari's trade secrets.

The individuals being sued are former employees of Atari who were responsible for creating the software, or game cartridges, which are sold for use in Atari's "Video Computer Systems." The complaint alleges that the former employees left Atari after conspiring to take confidential trade secrets which they have used to create game cartridges for use with the Atari video computers.

Commenting on the suit, an Atari spokesman said, "The speed with which the defendants were able to design, manufacture and market cartridges adapted to the extremely complex programming needs of Atari's 'Video Computer System' hardware is so remarkable as to have been virtually impossible without the wrongful use of trade secrets acquired by the individual defendants during their employment with Atari."

Fall Program

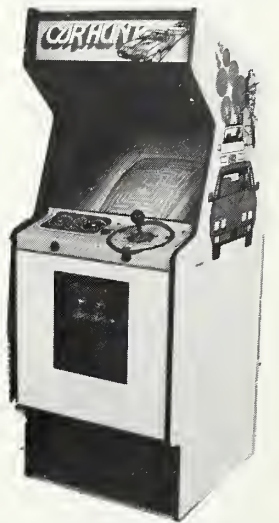
Activision has announced an introductory fall program consisting of four allegedly new games for use in the Atari system. One is entitled "Drag Race," a designation which Atari alleges infringes on its federal and California rights to "Dragrace" — a trademark which has been extensively used in connection with an Atari coin-operated electronic amusement game.

'Car Hunt' Video Introduced By Gremlin/Sega

SAN DIEGO — The new "Car Hunt" video game is currently being shipped to factory distributors by Gremlin/Sega. Symbolic of its theme are the numerous challenging play features it offers, calling for crucial decisions and affording players more directional options and thrill-packed fun than any other driving game on the market, according to the factory.

In the play process additional cars are awarded with each bonus score and through Gremlin/Sega's exclusive Multi Phase concept, as player skill improves the computer chase car following behind tailgates closer and closer.

Car Hunt's game track, in full color, is like a tricky maze and the sound effects include high and low speed car sounds, directional signal sounds, bonus sound, dot scoring sound and the ominous sounds of a collision. It has a built-in ranking display to stimulate players competitive spirit.



'Car Hunt'

The game is available through factory distributors and further information may be obtained by contacting Gremlin/Sega at 8401 Aero Drive, San Diego, Calif. 92123 or phoning (714) 277-8700.

Stern Bows 'Seawitch'

(continued from page 42)

Seawitch will be available through Stern's distributor network. Further details may be obtained by contacting the firm at 1725 W. Diversey, Chicago, Ill. 60614.

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OTHER _____

At Work With Williams

President Michael Stroll

CHICAGO — "We have some things on the drawing board that, in our opinion, are exciting, innovative and unlike anything we have done up to this point," exclaimed Michael Stroll, president of Williams Electronics, Inc. Stroll made a similar declaration to **Cash Box** during a brief interview in October 1977, when he became president of the company — and his promise became reality in the ensuing two and a half year period as a string of outstanding pinball machines, bearing the Williams logo, were successively released with captivating effects in the marketplace.

On a recent visit to the Williams facilities at 3401 N. California in Chicago, **Cash Box** observed this vibrant executive on a typical business day, which began in his tastefully decorated executive office and wound up at the final assembly line in the factory area. He greeted us relaxed, and in shirtsleeves, but we soon discovered that keeping up with Mike Stroll would be fast paced and most enlightening.

Company Revitalized

The revitalization program he initiated is evident throughout the facility, in the administrative offices as well as the various departmental, technical and production facilities.

Prior to the production of "Phoenix" (November 1978), which is "still doing well after almost two years" on the market, according to Stroll, Williams sub-contracted its artwork to outside firms. This particular model marked the advent of the factory's in-house art department. Steve Kordek is Williams' chief game designer, and a well known figure in the coin machine industry. Tony Ramunni, who has been with the company for about eight years, is another member of the staff. With obvious pride, Stroll extolled the department's proficiency over a comparatively short period of time. "We established the art department in May of 1978," he said, "and it has helped us immensely to achieve the kind of popularity we are getting in the pinball world."

Technological Innovations

Reverting back to Williams' early entries in the electronic field, Stroll referred to the "Hot Tip" and "Lucky Seven" pingames and subsequent models which progressively demonstrated the company's trend toward visual, technological and sound innovations. "World Cup" was a first stage effort in the turn-around for Williams," he told **Cash Box**. "It was on this model that we introduced our dual electronic sounds system which provided operators the choice of two fascinating types of sound." This dual system was an "industry first" and one of others to come, culminating in the ultimate — the world's first talking pinball machine.

In September 1978, Williams combined a popular theme (disco dancing) with a uniquely designed curved (or "banana") flippers play feature and the two-way synchronized sound system to produce "Disco Fever." The sound option here was based on the exciting dance beat of disco or futuristic, science fiction tones. Although the official debut of the "talk" concept was a bit down the road at this point, Williams did produce a prototype of "Disco Fever" with speech and included it in the company's exhibit at the 1978 AMOA convention.

'Unlimited Possibilities'

Heading towards the game design department, Mike Stroll enthused, "I am more excited about this business now than ever before. Although we have accomplished a great deal thus far, I feel we haven't even scratched the surface and the future holds unlimited possibilities for our industry. Based on our present plans, the next two years will far outshadow the last two and, with what we have on the drawing board, our capacity for achievement in innovative concepts is beyond comprehension.

"During the past two and a half years, the pinball machine has experienced an explosive growth period. The fundamental reason for this," he continued, "is the emergence of solid state machines which made most of the existing equipment obsolete and created an extensive replacement market. In 1976, an average of about 650-675 pinball machines were being produced on a daily basis. At the present time, I would say that about 950 machines a day are being produced in Chicago. This certainly reflects a strong, viable industry."

Has the current economic crisis affected the factory in any way, **Cash Box** asked him? "We, at Williams, have not experienced any type of 'recession' in the industry," Stroll observed. "The reason for this is that the financial environment we are living in has prompted the operator to select only the finest equipment with the highest earning potential, to ensure a return on investment. As an industry, we owe it to the operator to provide the best earning equipment possible, and this is being done."

"Flash" is a perfect example. Williams commenced shipping this pingame, internationally, in early 1979 and it proceeded to develop into the factory's top seller, or, as Stroll put it, "the most exciting pinball machine ever produced." Williams' achievements in sound were dramatically evident in this model, which featured an exclusive triple sound option — namely, background sounds along with the dual synthesized sound. In addition, Flash was designed with dazzling visual effects and graphics, and it offered operators the added advantages of front-end programming, to facilitate service.

Following Flash were such outstanding models as the "Stellar Wars" wide body, "Laser Ball," "Tri Zone," "Time Warp" et al. With "Tri Zone" the factory discontinued subcontracting its backglass work to utilize in-house facilities.

Williams' highly developed in-house capabilities are a point of special pride to Mike Stroll. In the course of his business day he is frequently called upon for consultation in the art department, the game design department, component analyzing or even the test area. These are the focal points where a new game idea is conceived and put through the paces from the drawing board to the assembly line and, ultimately, the location.

Quality Control

The component analyzing, or physical chemistry, lab was completed on April 18 of this year and is the latest addition to the factory's departmental structure. In compliance with Williams' high standards of quality control, this facility allows for the quick diagnosis of possible component failures. As Stroll commented, "During the last year and a half we have shown our customers that we are dead serious about our commitment to provide equipment that is reliable and profitable; however, we are constantly looking for ways to improve the quality of our machines."

The world's first talking pinball machine, "Gorgar," made its dramatic debut at the 1979 AMOA convention and heralded a new generation of pinball machines. Gorgar "spoke" seven different words to form eight different phrases, synchronized with the player's performance, and emitted 13 different reverberating sounds, along with pulsating background sounds. "We literally took the world by storm with this model," exclaimed Stroll. While the speech concept was a key feature, the machine's abundant play appeal made it a hit both with and without the talk option. "Gorgar" required extensive engineering skill and demonstrated what can really be done to enhance the appeal of a pinball," he added. Stroll indicated that in the not too distant future Williams will utilize the talk concept in various foreign languages.



A DAY IN THE LIFE — Williams president Michael Stroll begins the business day at his desk in his attractively appointed office (top photo). As the day progresses, Stroll's duties take him through all the factory's departments, including art, game design and marketing. At day's end, he can often be found checking production along the assembly line.

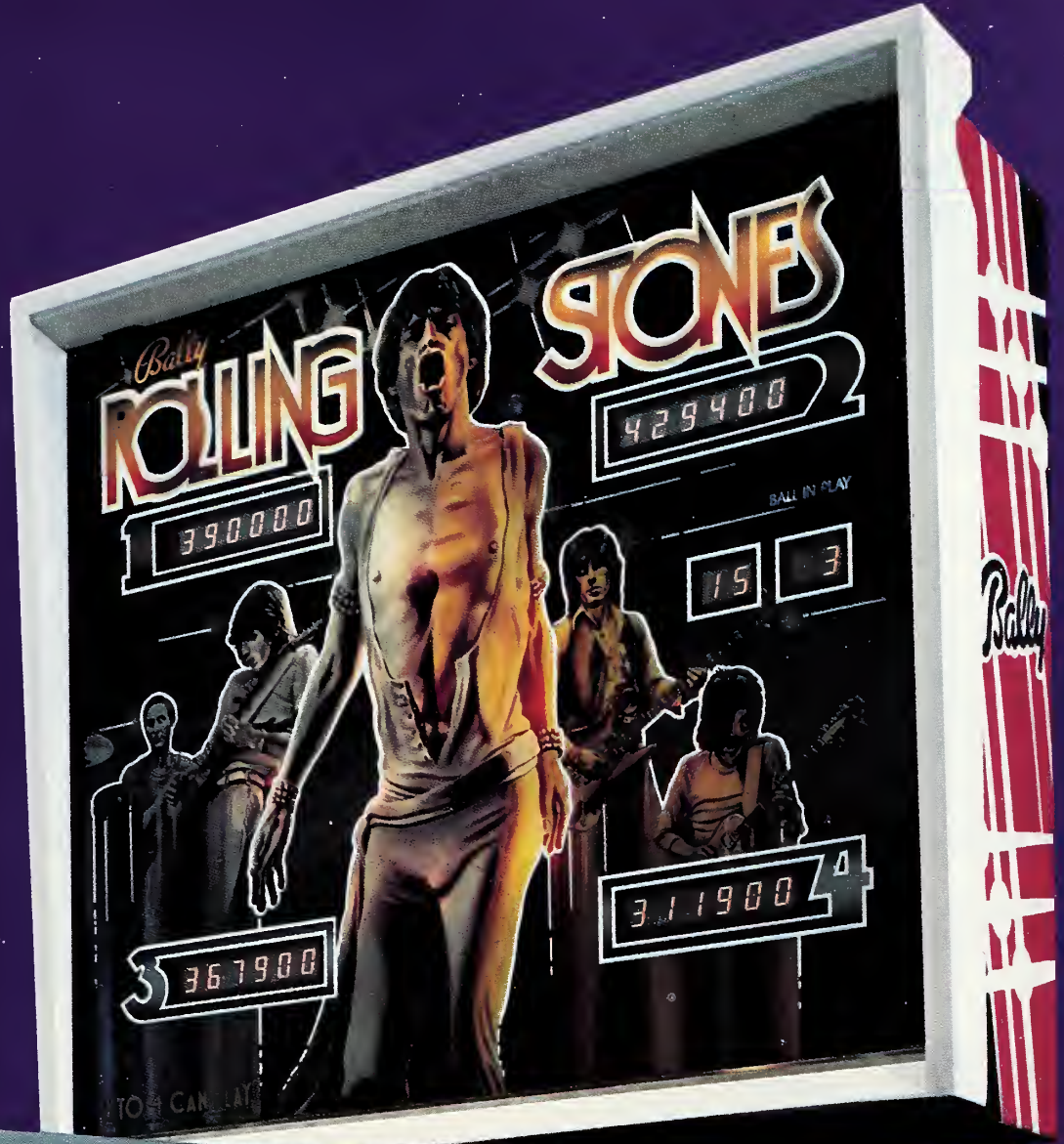
Although a great deal of emphasis is placed on design and game features that will appeal to the pinball player, Stroll pointed out that in the production of a new model a manufacturer must place equal significance on technological advancements that will benefit the operator in terms of service and maintenance. "Graphics, exciting ball play, speech, sound, are all visible to the player and contribute immensely to a machine's popularity and success," he said. "Transparent to the player but of equal importance to the operator are features to facilitate serviceability, and this is taken into consideration in our products. At Williams, a good portion of the dollars spent in the production of a game goes into provisions for 'ease of serviceability'."

In mid-May the factory scheduled initial

domestic shipments of the outstanding, new "Firepower" pinball game, which was introduced by Williams in France this past February and subsequently unveiled, stateside, at the Amusement Operators Expo in New Orleans. Key features of the game include Williams' innovative Multi Ball, which offers accelerated play action; Lane Change, a provoking new scoring feature; elaborate sound capabilities highlighted by a vocabulary of 21 speech phrases; plus exciting background sounds and visual effects.

What's next? Without pondering, Stroll reiterated Williams' commitment to innovation and technological development and hinted about some new products earmarked for release around late third quarter or early fourth quarter of this year.

LADIES & GENTLEMEN
THE ROLLING STONES



ROLLING  STONES

Bally®
PINBALL DIVISION



COIN MACHINE

EASTERN FLASHES

The emphasis on video games continues in this area of the country; the prognosis being that interest will accelerate even further based on the succession of outstanding new pieces being released by the various video game manufacturers.

BALLY NORTHEAST-SYRACUSE chalked up another banner month — April was its biggest to date. When **Tony Procopio** said "business is great," he wasn't kidding. Hit sellers include Midway's "Galaxian," which "should be as hot in December as it is right now," to quote Tony; and the Bally "Space Invaders" pin, which will rank as "the piece that induced ops to increase pricing to 50 cents." As he spelled out to us, this market doesn't always embrace new trends too quickly, but area ops are being receptive to 50 cent play. Distrib is looking forward to Williams' new "Firepower," due shortly; and also awaiting delivery of the Gremlin/Sega "Astro Fighter" and "Mini Monaco GP," as well as the Cinematronics' "Rip Off."

THE RECENTLY HELD Gottlieb service school drew a very good turnout at Mondial-Springfield. Factory's **George Offshack** conducted and his presentation was very well received, according to **Tony Yula**. "Spiderman" has been doing just great and Mondial is now looking forward to the upcoming release of Gottlieb's "Circus" wide body. In the video spotlight are Atari's "Asteroids" and "Monte Carlo"; Gremlin's "Astro Fighter" and "Monaco GP", to name a few — and Tony said to watch for some hot new pieces coming from Atari. He was on hand at the factory's meeting in Arizona and was very impressed with what he saw.

"Firepower" should top any other pinball ever produced," said **Stan Knoll** of Cleveland Coin-Columbus, noting that it's loaded with features like "Multi Ball," "Lane Change" and "so much action on that playfield." The new Williams pin, needless to say, is anxiously awaited out there. Stan told us that area ops, while a bit reluctant about 50 cent play pricing at first, have been promoting it along with the SBA dollar. Among videos in the fore are "Asteroids" and "Galaxian"; and the distrib has high expectations for the Gremlin/Sega "Astro Fighter," Universal's "Cosmic Alien" and the Data East cocktail table model of "Astro Fighter."

CALIFORNIA CLIPPINGS

Exidy of Sunnyvale, Calif. will begin shipping "Targ," its new one or two-player upright in the next few weeks. According to **Lila Zinter**, the manufacturer has another nit on its hands; it is currently in the process of putting together a licensing agreement in Japan for the new space driving game. Many Foreign distributors came by to see and play "Targ" at Exidy after Atari's recent distributors meeting. Zinter also said that the manufacturer would be field testing another "XY" game in mid-June and that it would probably be an Exidy II machine. Targ will be on display June 1 at Empire Distributing's "Soupy Sales Telethon" in which almost all major manufacturers will be represented.

BETSON PACIFIC'S PETER BETTI, who had just returned from visiting the parent outfit on the east coast, was off and running again May 16 when Betson visited its Hawaiian operators and displayed the latest video and pin games as well as the most recent Rock-Ola phonograph models. Betti also said he was excited about receiving Exidy's "Targ," and felt it would probably be one of the last major pieces on the market until Fall. Meanwhile, he maintains that Gottlieb's "Spiderman" is partly responsible for what he terms a "rebounding" pinball market.

INDUSTRY CALENDAR

- | | |
|--|--|
| June 5-7; Music Operators of Texas, Flagship Hotel, Galveston. | Oct. 8-10; JAA (Japan Amuse. Trade Assn.); annual conv.; Tokyo. |
| June 13-15; Illinois Coin Machine Operators Assn., annual conv.; Galena Territory; Galena, Illinois. | Oct. 10-11; Amusement and Music Operators of Virginia; annual conv.; Howard Johnson's; Richmond. |
| July 18-19; Montana Coin Machine Operators Assn.; annual conv.; Outlaw Inn; Kalispell. | Oct. 23-26; NAMA National Convention-Exhibit; H. Roe Bartle Convention Hall; Kansas City, Missouri |
| Sept. 19-21; North Carolina Coin Operators Assn.; annual conv.; Radisson Hotel; Charlotte. | Oct. 31-Nov. 2; AMOA, annual exposition; Conrad Hilton Hotel; Chicago. |
| Sept. 26-28; West Virginia Music & Vending Assn.; annual conv.; Ramada Inn; South Charleston. | Nov. 22-24; IAAPA annual convention; Rivergate; New Orleans, La. |

CHICAGO CHATTER

A week-long Bally/Midway service seminar has been planned for the period of August 11-15. The program is being coordinated by Bally's field service manager, **Bernie Powers**, and Midway's service manager, **Andy Ducay**. Classes will be held at Howard Johnson's in suburban Schiller Park, which is a short distance from O'Hare airport. For further details and to secure reservations, contact **Diane Guzzi** at (312) 860-6400 (in Illinois). Callers from out of state may contact her at (800) 323-3555. . . Powers was in Italy for the recent Milan Fair, where Bally/Midway products were shown through Domino Electronics. He also attended the first Irish Fair, under sponsorship of the Irish Trade Assn. and was quite impressed with the event. The Fair was held at the Leopardtown Exhibition Center in Dublin and the bill of fare included coin-op amusement games (displayed by about 22 exhibitors, mainly from England and Ireland), gaming machines, vending equipment and related products. Bally Irish Arcades sponsored an exhibit, which included current Bally/Midway games.

GAME PLAN is getting ready to release its next upright pinball game called "Pinball Lizard," which should be sample shipped to distributors very shortly, according to marketing and sales coordinator **Andee Belarimo**. Firm's marketing vice president **Ken Anderson** alerted us to the forthcoming debut of Game Plan's first video machine, "Tora Tora," and this one's also scheduled for sample shipment in the very near future. Watch for it.

IS IT THAT TIME ALREADY? Exhibitors at last year's AMOA exposition have been mailed space option forms for the 1980 convention. The association has set May 22 as the deadline for replies. This year's show will be held on the weekend of Oct. 31 to Nov. 2 at the Conrad Hilton in Chicago.

Rock-Ola Products Displayed At Two European Trade Exhibitions

CHICAGO — Dr. David R. Rockola, senior vice president of Rock-Ola Manufacturing Corp., reported that the company's line of new micro-processor controlled phonographs were prominently displayed at recently held major trade show exhibitions in Frankfurt, Germany and in London, England.

Rock-Ola phonographs and venders occupied a predominant position in the impressive Nova Apparate exhibit at the International Amusement and Vending Trade Fair in Frankfurt. "Reception to Rock-Ola's Techna and Max phonographs by visitors from Europe and the rest of the free world was excellent," Dr. Rockola said. "Particularly encouraging was the consensus among operators that Rock-Ola's exclusive play stimulating features, like Bonus Play and the Top 3 Hit Display is enabling them to substantially improve the profitability of their jukebox operations."

Dr. Rockola noted that the thousands of visitors who attended the London Amusement Trades Exhibition were very impressed with the spectacular London Coin Exhibit featuring Rock-Ola phonographs

New Branch Manager At Empire-Indianapolis

CHICAGO — Empire Distributing, Inc. announced the appointment of Dick Dugan as branch manager of the distributor's Indianapolis division. For the past six years, Dugan has served in the Indianapolis sales department and will now succeed Joe Patterson who resigned the position on May 1.

John Ard, formerly a regional manager for Rowe International, will join the Indianapolis staff as assistant branch manager.

and cold can and bottle venders. Just as at the IMA in Germany, the eye catching design of Techna was a crowd pleaser at ATE. Rock-Ola also introduced its new full-view "Musicenter" mailbox, which incorporates the same income-stimulating features that have made current model Rock-Ola phonographs so popular with operators all over the world, he added.

Loewen Announces New Distrib Appointments

CHICAGO — Several additional distributors were recently appointed by Loewen America, Inc. to handle the NSM phonograph line and accessory products, according to an announcement by company president Bert B. Davidson. "The addition of these prominent firms to our present distribution structure," he said, "will serve to further enhance and strengthen Loewen's position in the U.S. market."

Fourteen companies have been added to Loewen's distributor network. The firms are: Advance Automatic Sales, San Francisco, Calif.; Atlas Music Co., Pittsburgh, Penn.; Circle International, Los Angeles, Calif.; Cleveland Coin, Cleveland, Ohio; Cleveland Coin, Columbus, Ohio; Continental Divide Dist. Co., Denver, Colo.; Eastern Dist. Co., Winston-Salem, N.C.; James Vending Co., Louisville, Ky.; L & R Dist. of St. Louis, Mo.; S. L. London, Milwaukee, Wisc.; Modern Vending Co., Indianapolis, Ind.; Southwest Vending Sales, Oklahoma City, Okla.; Southwest Vending Sales, San Antonio, Tex. and World Wide Dist. of Chicago, Ill.

Loewen-America, Inc. is the exclusive U.S. distributor for the German produced NSM phonograph line.

NAMA West Relocates

CHICAGO — The NAMA Western office has been moved from Los Angeles to San Diego effective May 1, according to G. Richard Schreiber, NAMA president. The association's western manager and counsel Donald G. Newman advised that the office is located at 11300 Sorrento Valley Road, San Diego, Calif. 92121. The telephone number is (714) 452-5712.

Established in Los Angeles in 1960, the NAMA Western office is responsible for association activities in the western states and serves the NAMA affiliated state associations in Arizona, California, Hawaii, the Intermountain states of Utah, Idaho, Montana and Wyoming as well as the Northwest Council, comprising Oregon and Washington.

NAMA also maintains offices in Chicago and in Reston, Va.



FUN AND GAMES — Denver Distributor Continental Divide held its annual product showing and dinner party recently. The event is held yearly for Continental's customers, suppliers and business associates, and features models from the various lines the distributors represent. Pictured (l-r) around Gremlin/Sega sales

director Jack Gordon are: Jerry Gordon, Continental Divide, Colorado; Don Garrett, Continental Divide, New Mexico and Nancy Goodwin, Williams Electronics, Chicago. In the accompanying photo playing Williams' new "Fire Power" is Al Birch of Scottsdale, Ariz., Vending.

Recent Entries Into Record Retailing Encounter Problems

(continued from page 8)

buy product at wholesale prices. Ricklin said that the slowdown in new indie openings and the concomitant trend towards small store business failures had been developing over the past "three to four years," and was borne out by the fact that the number of his retail accounts had dropped from "500 to 250" during that time period.

'Soft' Business

Fred Held, sales manager for Tone Distributors in Miami, said that a "definite decline" in sales during the last week of April ran counter to his previous optimism about this year's business outlook (**Cash Box**, Jan. 12 and March 29). Held said that in his own observation of a sudden "softness" in business — characterized by sharp cutbacks in orders for new releases and a tendency by retailers to stick with "top hits" — had been corroborated by his conversations with colleagues "around the country." However, Held emphasized that, in his opinion, "those stores that have been going out of business have been going out because of bad management, not just because of conditions in the record industry per se."

The difficult business conditions confronting prospective record store operators have made a thorough preliminary study of the essentials of record retailing indispensable for a small entrepreneur who hopes to succeed today. "A lot of guys will come into the business not knowing a damn thing about it, and they'll be taken advantage of," said Irv Silverman, secretary of the Long Island-based Stratford Distributors. Silverman cautioned that new record store owners must pick the one-stops they will rely on for their start-up order with extreme care. According to Silverman, many new operators make the mistake of investing too much capital in their initial order. In many cases, Silverman said, a common start-up order for \$25,000 merchandise is much more than a new store owner actually needs.

"So the guy has his last buck sunk in, business is slow to start, and he can barely draw out enough money to keep up with new releases," Silverman said, insisting that this was a frequently repeated scenario for over-invested new retailers. "A guy who is opening up doesn't need 25 or 50 copies of an LP," he added. All he needs are a few pieces, and if he buys on a day-to-day basis, he's not going to be stuck with returns."

Held, who is also an advocate of day-to-day buying, said that "the main ingredients for any successful store are the location, the personnel, the inventory, and your timing. Since 40% of all business comes in the

Panel Notes Death Of Beautiful Music

(continued from page 23)

Acknowledging that beautiful music artists don't seem to sell records in the numbers that pop performers do, Maher said that, with an artist like Roger Whittaker, "We've really tried to get a piece of the action by making him available to the consumer at both the radio and retail level." Maher cited the success of the first leg of Whittaker's recently completed national tour in support of his current album, "Voyager." To promote the record, Whittaker talked with a number of local air personalities in the cities where he was performing and made several highly successful in-store appearances. Maher said sales data from the tour revealed that approximately 300 albums and 700 program books were sold at each stop on the tour.

"This is clearly a market which we would like a greater piece of, even if it isn't as explosive as the black or pop markets," he concluded. "The trouble is that the retail community doesn't think that pop adult music can sell records."

last quarter of the year, you must have your clientele set and used to your location by October."

Success Stories

In spite of the manifold difficulties facing them, some new entrepreneurs, who are usually motivated by a love of music, are succeeding in opening small outlets with careful preparation. Doug Brand, owner of Pipes & Platters in Winnetka, Ill., a Chicago suburb, was a recording engineer for 23 years before he opened his store a little over a year ago. Brand picked Winnetka, which he describes as "a very affluent, very conservative village" of about 25,000 people, because there was very little competition there from either chains or indies, and because he lived close by and knew the area well. When his local bank demanded 15% interest on a loan, Brand borrowed some money from his family and placed a start-up order of just under \$14,000 with Sound Unlimited.

Brand said that starting-up his small, 560 square-foot store, which is located in an indoor mall in a reconverted laundry plant, would have been "almost impossible" without the assistance of the one-stop. With the exception of classical product, which he orders himself, Brand gave the one-stop "carte blanche" to pick his pop inventory. Brand, who sells \$7.98 list product for \$6.18, said that mainstream rock titles such as Pink Floyd's "The Wall," Molly Hatchet's "Flirtin' With Disaster" and Van Halen's "Women And Children First," were the mainstay of his market, with classical titles accounting for "almost 20% of the total sales." The market for new wave and disco music is "almost nonexistent" in Winnetka, Brand said. When he started to turn a profit "on paper" after six months in operation, Brand ploughed the money back into inventory, which has doubled since he opened. Recently, Brand added video cassettes which have been "moving very well with no promotion," he said.

Brand also sells "regular pipes and tobacco" as a "sideline" and has one part-time employee. "My outlook is optimistic," he said. "The customer list is growing every day."

Real Estate Experience

Mark Levitzke, another Sound Unlimited client, opened Unicorn Records in Elk Grove Village, Ill., in February 1979. A former real estate broker who has "been into music for a long time," Levitzke accumulated most of his initial investment capital from the money he made in that business. Levitzke also brought his real estate experience to bear upon choosing the site for his 1900-square-foot store. He purposely picked a location that was adjacent to new, upper-income, residential construction and a new access road to the

O'Hare airport, as well as being close to a large shopping mall. The nearest outlets of the Flip Side and Rainbow chains are "way on the other side of town," Levitzke said.

Although Levitzke's wife Mickey does all of Unicorn's ordering now, Levitzke said that "insights and good advice" from the Sound Unlimited one-stop when he placed his original \$24,000 order were essential during his opening phase. Unicorn sells \$8.98 and \$7.98 listed product for \$6.99 and \$6.29 respectively, and runs "a lot of sales," Levitzke said. He added that rock 'n' roll titles, with a special emphasis on new wave artists such as Elvis Costello, Joe Jackson, and The Pretenders, are his best movers.

Levitzke reported that his business has been "very stable," and has been better than he expected at the beginning of the year. He cited an advertising cooperative, organized by Sound Unlimited, as an important factor in his success, and stated that he is comfortable with the one-stop's 10% return ceiling. Levitzke said that Unicorn's "personalized" ordering service for catalog product and video cassettes had helped him stay competitive with the chains in the area. "I realized that it was a tough time to open economically," he says, "but I took a shot at it and I'm very happy that I did."

Poor Location

Dan Metzger of Metzger Brothers Records (formerly Clone Records) in Brentwood, Pa., a suburb of Pittsburgh, was not as fortunate as Levitzke in making his choice of an opening location two years ago, and he recently moved his store in an attempt to improve business. Metzger said that his original choice of location was a "poor one," located between two high schools (and missing both) with "no walk-in traffic." The new location, however, is just two blocks from Brentwood High School on a main street that generates a lot of walk-in customers, Metzger said.

A former auto mechanic with strong musical interests, Metzger could not find a bank that would "risk the money" to grant him a start-up loan. He borrowed money from his father and placed an initial order of \$16,000 with the A&C One-Stop in Pittsburgh. His first year was difficult, partly because he opened, against conventional wisdom, late in the year. Metzger's business strategy, undertaken "with great difficulty," is to undersell the nearby National Record Mart and Camelot chains, which opened after he did. Metzger sells \$7.98 and \$6.98 list product for \$6.99 and \$5.99, and has added board games with appeal to teenagers in an attempt to boost business. His most popular titles are by mainstream rock artists like Journey, Led Zeppelin and Bob Seger. Metzger ex-

pressed the opinion that teenagers, who live at home and work at part-time jobs, would be less affected by the recession than adults.

SBA Loan

Bleep Garnett, the owner of Lipps Records in Lubbock, Texas, experienced difficulties similar to Metzger's when he explored interest rates and loan conditions at local banks. Undaunted, Garnett applied for a loan from the federal Small Business Administration (SBA), and finally got one, but not without "severe problems."

Garnett discovered that the SBA, in his words, "does not believe in the record business." This was before the SBA's recent proposal to redefine eligibility criteria for loans with new standards that would conspire against small retailers in fields where the competition is considered particularly intense. (Charles Ruttenberg, the Washington, D.C.-based counsel for NARM, told **Cash Box** that NARM is hoping to introduce legislation, with the aid of a sympathetic senator, that would protect the eligibility of record retailers for SBA loans.)

A former store manager for the Record Town chain, Garnett applied to the SBA three times, determined to "educate them on the record business." With strong support from his sponsoring banker and the Big State One-Stop, Garnett finally got the full loan he had applied for at 12% interest, and opened a 4,000-square-foot store with \$100,000 worth of records on October 19.

Garnett and his brother, who is also a partner, did painstaking demographic research in order to determine the ideal location for their store. Garnett consulted population and traffic-flow studies on file at Lubbock's City Hall and the local university, Texas Tech. "We had to take the location of the local mall and the Flipside chain into consideration," Garnett said. "We didn't want to be too close to either."

Specialized Inventory

Acknowledging that his previous retailing experience was a distinct advantage in opening his own store, Garnett picked his entire first order from Big State himself. His intention, Garnett said, was to create an atmosphere that would combine the best aspects of a chain outlet and a small independent store. Lipps emphasizes rock and jazz product, Garnett said, but the store also devotes 500 square feet to classical records.

Garnett said that business was "excellent" for the first five months, "but in the last couple of weeks we've seen a severe drop," which he blamed on general economic conditions. However, Garnett has found that cutouts have been big sellers for him recently. Garnett sells \$8.98 and \$7.98 list product for \$7.33 and \$6.33, and offers cutouts ranging from \$1.99 to \$3.99.

In spite of the recent downturn in business, Garnett remains optimistic. "We're in a slump right now, but I don't think the business is going to be that bad for that long," he said. "I'm going to be in this business for the rest of my life, and I don't see that we can go any other way but up."

Pan Am Sets In-Flight Special On New Artist

NEW YORK — Richard Leigh, whose self-titled album for EMI/UA will be released later this month, will be the subject of a "Theatre In The Air" special to be aired over Pan Am Airlines' in-flight entertainment systems this summer. The hour-long special on the artist, who has penned such hits as "Don't It Make My Brown Eyes Blue," is expected to reach one million listeners during June, July and August. *The Richard Leigh Show* was produced by Music In The Air and United Artists Music.



BABYS PULL CHEAP TRICK — The Babys recently made a "Midnight Rendezvous" with contest winner Brian Schulvette after a gig in Oklahoma City. As winner of a drawing, Schulvette received two tickets to The Babys concert, backstage passes and \$500. He was fortunate to meet up with Cheap Trick who were visiting The Babys at a post show party. Pictured (l-r) are: Tony Brock, The Babys; Rick Nielsen and Tom Petersen of Cheap Trick; Wally Stocker and Marie Leclerc of The Babys; Jeff Hackett, Chrysalis field representative; Andy Lockridge, KXXY/Oklahoma City air personality; Bun E. Carlos, Cheap Trick; John Waite, The Babys; Robin Zander, Cheap Trick; Brian Schulvette, contest winner and Ricky Phillips and Jonathan Cain of The Babys.

RADIO CHART

TOP 100 SINGLES

MAY 24, 1980

LAST THIS WEEK	WEEKS ON CHART	THIS WEEK	ARTIST
54	49	49	SHINING STAR MANHATTANS
<p>ADDS: WANS, WTX, WPGC-28, WRVO, WAPE, KC101-29. JUMPS: WGSV 29 To 24, WLAC Ex To 30, O105 Ex To 29, KNUS Ex To 40, WOKY Ex To 25, WSEZ Ex To 36, WSGA 8 To 6, KJRB Ex To 26, Z93 23 To 18, WKIX 16 To 12, WSGN Ex To 32, WMC-FM Ex To 24, WRFC 20 To 13, WFOM 23 To 12, KEEL 38 To 28, KCPX 27 To 24, WGH Ex To 13, WAYS 36 To 21, WBBO Ex To 27, KFI 24 To 19, KRTH 26 To 23, KHJ 18 To 14. SALES: Moderate in the West and South.</p>			
55	50	50	WE WERE MEANT TO BE LOVERS PHOTOGLO
<p>ADDS: KMJC-26, WTRY, WKXX, CKLW, WAXY. JUMPS: WSEZ 32 To 26, WOW 30 To 23, WCUE Ex To 40, KRO 24 To 17, WZUU 19 To 14, WRFC 23 To 20, KDWB 20 To 17, WBEN 23 To 19. SALES: Starting in the West.</p>			
33	51	51	I CAN'T TELL YOU WHY EAGLES
26	52	52	ANYWAY YOU WANT IT JOURNEY

CASH SMASH

59	53	53	TWILIGHT ZONE (A & B) THE MANHATTAN TRANSFER
<p>ADDS: KNUS, WTRY, WTX, Y100-35. JUMPS: WSGA 26 To 23, WICC 29 To 23, KTLK 36 To 32, WPRO-FM Ex To 26, WOXI 24 To 19, WABC 17 To 11, JB105 Ex To 32, WHHY 29 To 26, KFI Ex To 28, WXLO 9 To 6, KHJ 9 To 7. SALES: Good in the West, moderate in the East.</p>			
40	54	54	LET ME BE THE CLOCK SMOKEY ROBINSON
45	55	55	LUCKY ME ANNE MURRAY

HIT BOUND

—	56	56	MAGIC OLIVIA NEWTON-JOHN
<p>ADDS: WICC, WPGC, WOXI, BJ105-39, WKXX, WSGA-31, WSPT, WTRY, Z93, WSGN, KRO-30, WZUU, KYYX, KRTH, Y103-40, WFIL, KSLO, KLEO-32, WOW-27, WGSV, WZZR, WANS, KFRC, WAXY, WHBO, WRFC, 96KX-31, WBEN-FM, WAPE, WBBO, WHHY, KDWB-27, KMJK-FM. ON: KHJ, WRKO. SALES: Just shipped.</p>			
44	57	57	TOO HOT KOOL & THE GANG
63	58	58	THEME FROM NEW YORK, NEW YORK FRANK SINATRA
<p>ADDS: WKBO, WPGC, WBBF. JUMPS: WGSV 34 To 29, WKBW Ex To 28, CKLW Ex To 30, KSTP 27 To 23, WCAO 30 To 24, WSEZ Ex To 39, WICC 19 To 16, WTX Ex To 40, WAXY 24 To 21, WRKO 25 To 15, KFRC 29 To 24. SALES: Breaking out in the West and Midwest.</p>			
69	59	59	ALL NIGHT LONG JOE WALSH
<p>ADDS: WANS, WCUE, KYYX, KILT-39, WSEZ, WSGA-32, WICC, WTX-36, WPGC-19, WSGN, 140, WHHY, Day-Part WTRY, 92X. JUMPS: KRO 29 To 24, WSPT 30 To 27, WKXX Ex To 29, WPEZ 29 To 26, 940 29 To 25, Z93 26 To 19, WRVO Ex To 27, 96KX 23 To 20, KBEO 29 To 24, WFI Ex To 27.</p>			
46	60	60	OFF THE WALL MICHAEL JACKSON
62	61	61	DON'T PUSH IT, DON'T FORCE IT LEON HAYWOOD
<p>JUMPS: Y103 40 To 34, K TSA Ex To 28, WTX 27 To 24, KTLK 26 To 19, WPGC Ex To 29. SALES: Slight in the South and West.</p>			
—	62	62	I'M ALIVE ELECTRIC LIGHT ORCHESTRA
<p>ADDS: 14Q, 96KX-29, WAPE, WGCL, WGH, WNCI, WBBO, KMJK-FM, KROY, KRO-28, KRBE, WFIL, KSLO, KNUS, WCUE, Y103, WGSV, WANS-29, WPRO-FM, 940-30, Z93-30, WSGN, WICC, KENO, KJRB, WPGC, BJ105-37, WKXX, WSGA-30, WSEZ, WSPT, Day-Part 92X. JUMPS: KBEO Ex To 30. ON: KHJ. SALES: Just shipped.</p>			

70	63	63	IT'S NOT A WONDER LITTLE RIVER BAND
<p>ADDS: WLAC, KFMD, KENO, KERN, WKBO, WFI, WEFM, Day-Part WGH. JUMPS: Y103 36 To 31, WFOM 38 To 32, KDWB 28 To 25, KMJK-FM 34 To 30.</p>			
67	64	64	HERE COMES MY GIRL TOM PETTY & THE HEARTBREAKERS
<p>JUMPS: KROY 19 To 15, WRFC 25 To 22, WFI 22 To 18. SALES: Initial response in the West and Midwest.</p>			
76	65	65	ANSWERING MACHINE RUPERT HOLMES
<p>ADDS: WTX, KENO, WOXI, WFIL, WKBO, KEEL, KCPX, WAYS, WOKY-29. JUMPS: BJ105 31 To 25, KTLK-40, WPEZ 25 To 22, WGSV Ex To 34, WCUE Ex To 39, KNUS 40 To 33, KVIL 24 To 21, KYYX 26 To 23, 140 25 To 15, WFOM 31 To 28, WHHY 28 To 25, WBEN-FM 25 To 21.</p>			
72	66	66	POWER TEMPTATIONS
<p>ADDS: Day-Part KEEL. SALES: Breaking out in all regions.</p>			
68	67	67	FOOL FOR A PRETTY FACE HUMBLE PIE
<p>JUMPS: WTX Ex To 38, WFI 24 To 20, WEFM 22 To 17.</p>			
53	68	68	SOLITAIRE PETER McIAN
47	69	69	I PLEDGE MY LOVE PEACHES & HERB
79	70	70	IS THIS LOVE PAT TRAVERS
<p>ADDS: WFOM-39, WDOQ, WKXX, BJ105, WANS, WLAC, WWKX. JUMPS: KJR 26 To 23, WEFM Ex To 27, KJRB Ex To 28.</p>			
57	71	71	STARTING OVER AGAIN DOLLY PARTON
78	72	72	ASHES BY NOW RODNEY CROWELL
<p>ADDS: WAPE. JUMPS: WKXX 24 To 19, WOXI Ex To 22, 940 12 To 9, WRFC Ex To 30, WFOM 32 To 29, WAYS 34 To 22, WBBO Ex To 28, WANS 29 To 24, WGSV 24 To 18.</p>			
49	73	73	CRAZY LITTLE THING CALLED LOVE QUEEN
82	74	74	HAPPY TOGETHER (A FANTASY) THE CAPTAIN & TENNILLE
<p>ADDS: WSEZ, BJ105, WZZR, WOW-29. JUMPS: WSGN 31 To 25, WFOM 40 To 35, Y103 Ex To 38.</p>			
83	75	75	ATOMIC BLONDIE
<p>ADDS: WTX, WKBW, K TSA, WWKX. JUMPS: WISM Ex To 27, WPRO-FM Ex To 18, Y103 Ex To 35. SALES: Starting in the West.</p>			
84	76	76	CLONES (WE'RE ALL) ALICE COOPER
<p>ADDS: WOKY, WBBO, WICC, KERN, WWKX, Day-Part WTRY. JUMPS: 140 16 To 10, WGCL Ex To 28, JB105 35 To 31, WSPT 27 To 18, WKXX 28 To 22.</p>			
86	77	77	ONE FINE DAY CAROLE KING
<p>ADDS: WSEZ, WOXI, WKIX, KILT-38, WAYS, JB105, WHHY, WGSV, KIMN, WRKO. JUMPS: WSPT Ex To 30, F105 Ex To 35, WDOO Ex To 38, Y103 Ex To 36, WAXY Ex To 29.</p>			
85	78	78	STAND BY ME MICKEY GILLEY
<p>ADDS: WAPE, 940-27, WOXI, Z93-29, WZZR, WGSV, Day-Part WBBQ. JUMPS: WSGN Ex To 31.</p>			
80	79	79	INSIDE OF YOU RAY, GOODMAN & BROWN
<p>ADDS: K TSA.</p>			
87	80	80	ANGEL SAY NO TOMMY TUTONE
<p>ADDS: KCPX, KMJK-FM, WPEZ, KNUS, KIMN, Day-Part KEEL. JUMPS: WEFM Ex To 30.</p>			
88	81	81	BACK OF MY HAND (I'VE GOT YOUR NUMBER) THE JAGS
<p>JUMPS: WEFM 30 To 26. ON: WDRO, WFI, WPEZ, KNUS.</p>			

89	82	82	RUN LIKE HELL PINK FLOYD
<p>ADDS: WSEZ. JUMPS: WRVO Ex To 29, O102 35 To 32. SALES: Initial response in the West and Midwest.</p>			
90	83	83	LOVE AND LONELINESS THE MOTORS
<p>JUMPS: WFI Ex To 28. ON: 940, KNUS, WKXX, WEFM.</p>			
—	84	84	MISUNDERSTANDING GENESIS
<p>ADDS: KBEO, WOKY, WHHY, KNUS, 940-28, WPRO-FM. JUMPS: WFI 30 To 17, WEFM 29 To 25, WCUE 39 To 34. ON: KCPX, WZZR.</p>			
94	85	85	TAKE YOU TONIGHT OZARK MOUNTAIN DAREDEVILS
<p>ADDS: WFI, WEFM, KNUS, BJ105, Day-Part WPRO-FM. JUMPS: KBEO 20 To 12, Y103 33 To 29.</p>			
—	86	86	AND THE CRADLE WILL ROCK . . . VAN HALEN
<p>ADDS: WPEZ, 96KX, WFI-29, Day-Part KJRB. JUMPS: WSPT 20 To 17, WBBO 21 To 16, KMJK-FM Ex To 33, KJR 12 To 7, WEFM 27 To 19. ON: WRVO, WSPT.</p>			
—	87	87	EVERYTHING WORKS IF YOU LET IT CHEAP TRICK
<p>ADDS: WISM, 96KX, WAPE, WGCL-29, WBBQ, WFI, WEFM-28, WSPT, BJ105-40. Day-Part KJRB.</p>			
98	88	88	REAL LOVE THE CRETONES
<p>ADDS: KIMN, KFMD, WFI, WEFM. JUMPS: Y103 19 To 16, KDWB 15 To 12.</p>			
—	89	89	WALKS LIKE A LADY JOURNEY
<p>ADDS: KROY, WCUE, KXOK-29, WKXX, Day-Part WAYS, KJRB. JUMPS: 96KX 26 To 24, KBEO Ex To 28. ON: WDRO, WANS.</p>			
—	90	90	ALL NIGHT THING THE INVISIBLE MAN'S BAND
<p>ADDS: KFRC. JUMPS: KHJ 20 To 17, KRTH Ex To 21. SALES: Good in the West, slight in the South.</p>			
—	91	91	SOMETHIN' 'BOUT YOU BABY GLEN CAMPBELL & RITA COOLIDGE
<p>ADDS: WHB, WGH. JUMPS: KILT 40 To 33. ON: KOPX.</p>			
64	92	92	AND THE BEAT GOES ON THE WHISPERS
97	93	93	KING OF THE HILL RICK PINETTE & OAK
<p>ADDS: WRKO. JUMPS: 140 24 To 20, WPRO-FM 19 To 15.</p>			
95	94	94	SLIPSTREAM ALLAN CLARKE
<p>ADDS: 94Q. JUMPS: WBBQ Ex To 30, WSPT 18 To 13.</p>			
96	95	95	GONE TOO FAR EDDIE RABBITT
<p>JUMPS: WOW 29 To 24.</p>			
—	96	96	TIME FOR ME TO FLY REO SPEEDWAGON
<p>ADDS: 940-29, KFMD, WLAC. ON: WWKX, KSLO, WKXX.</p>			
42	97	97	FIRE IN THE MORNING MELISSA MANCHESTER
99	98	98	EVERY STEP OF THE WAY STEVE WALSH
74	99	99	ROCK LOBSTER B-52's
—	100	100	I CAN SURVIVE TRIUMPH
<p>JUMPS: WFI 14 To 12, WEFM 15 To 11. ON: KBEO.</p>			

LOOKING AHEAD

A LOVER'S HOLIDAY	CHANGE
ADDS: WABC-20. JUMPS: WXLO Ex To 16.	
TAKE YOUR TIME (DO IT RIGHT) PART 1	THE S.O.S. BAND
ADDS: WSGA-33. JUMPS: KHJ Ex To 29, WXLO Ex To 14.	
(ODIN) SPIRIT OF THE WATER	JOHN STEWART
ADDS: WZUU, WANS, KCPX, KFMD. ON: WZZR, WHB, KJRB.	

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"WONDERING WHERE THE LIONS ARE"
"INCANDESCENT BLUE" • "CREATION DREAM"
"AFTER THE RAIN"

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	12	Against The Wind	Bob Seger	Capitol	1*	Her Strut, Title, Betty, Lake
2	5	3	Empty Glass	Pete Townshend	Atco	27*	Rough Boys, A Little, Get Ya, Jools, Title
3	3	6	Women And Children First	Van Halen	WB	5	Cradle, Whiskey Home, Romeo
4	2	5	Just One Night	Eric Clapton	RSO	7*	Cocaine, Sally, Blues Power, Tulsa Time
5	6	10	Glass Houses	Billy Joel	Columbia	2	Be Right, Rock And Roll, Leyna, Fantasy
6	8	6	Duke	Genesis	Atlantic	16*	Misunderstanding, Turn It On
7	4	24	The Wall	Pink Floyd	Columbia	3	Run, Brick Pt. 2, Numb, Young Lust
8	7	11	Departure	Journey	Columbia	14	Lady, Any Way, Where, Line
9	12	3	Urban Cowboy	Various	FM/Asylum	57*	All Night Long, Nine Tonight, Times Like
10	10	9	Crash And Burn	Pat Travers Band	Polydor	25	Is This Love, Whiskey, Bad Sign, Title
11	17	2	Go To Heaven	Grateful Dead	Arista	35*	Alabama, Stranger, Ease Me
12	9	13	Mad Love	Linda Ronstadt	Asylum	4	Hurts, Make You, Girls Talk, Title
13	14	17	Love Stinks	The J. Geils Band	EMI-America	24	Title, Come Back, Can't Wait
14	16	7	Middle Man	Box Scaggs	Columbia	11*	Breakdown, Imagination, Title
15	19	7	Undertow	Firefall	Atlantic	50	Headed, Title
16	13	18	Pretenders	Pretenders	Sire	12*	Brass, The Wait, Sobbing, Kid, Mystery
17	11	16	London Calling	The Clash	Epic	39	Train In Vain, Clampdown, Title
18	—	1	Scream Dream	Ted Nugent	Epic	—	Wango Tango, Flesh, Title
19	15	13	Bebe Le Strange	Heart	Epic	32	Even It Up, Rockin', Title
20	26	4	One Eighty	Ambrosia	WB	37*	Biggest Part, Hard Place
21	18	12	Get Happy!!	Elvis Costello	Columbia	60	Stand Up, Amsterdam, High, Beaten
22	26	6	Welcome To The Club	Ian Hunter	Chrysalis	55	Out Of Here, Young Dudes, Cleveland
23	22	30	Damn The Torpedoes	Tom Petty	Backstreet	21	Girl, Refugee, Losers
24	21	10	Tenth	Marshall Tucker Band	WB	63	It Takes Time, Cattle
25	—	1	Flush The Fashion	Alice Cooper	WB	98*	Clones, Model, Dance Yourself, Talk Talk
26	25	3	On To Victory	Humble Pie	Atco	75	Fool
27	—	1	On Through The Night	Def Leppard	Mercury	95*	Rock Brigade
28	—	1	Face To Face	Angel City	Epic	143*	Marseilles
29	28	9	The Pleasure Principle	Gary Numan	Atco	38	Cars
30	23	9	Let The Music Do The Talking	Joe Perry Project	Columbia	76	Title

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — SAM CORNISH

ADDS: Ted Nugent, Chiliwack, Flash & The Pan, Elton John, Alice Cooper, D.B. Cooper, Philip Lynott, Judas Priest
HOTS: Van Halen, Bob Seger, Tom Petty (12" imp), Boz Scaggs, Billy Joel, Pat Travers, Ted Nugent, Grateful Dead, Pete Townshend, Eric Clapton, "Urban Cowboy"

KYTX-FM — AMARILLO — DON SITTON

ADDS: Ozark Mtn. Daredevils, Judas Priest, Elton John, Alice Cooper, Graham Parker
HOTS: Ted Nugent, Humble Pie, Pat Travers, Grateful Dead, Van Halen, Def Leppard, Triumph, "Urban Cowboy," J. Geils, Genesis, Journey, Gary Numan, Billy Joel, Pete Townshend, Eric Clapton, Bob Seger, Linda Ronstadt, Firefall, Point Blank, Boz Scaggs

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Elton John, Pure Prairie League
HOTS: Bob Seger, Linda Ronstadt, Genesis, Ambrosia, Grace Slick, Heart, Dan Fogelberg, Firefall, Grateful Dead, Billy Joel, Pete Townshend, Marshall Tucker, Boz Scaggs

WKLS-FM — ATLANTA — RICH PIAMBINO

ADDS: Judas Priest, Grateful Dead
HOTS: Bob Seger, Billy Joel, Eric Clapton, Heart, Genesis, Van Halen, Pete Townshend, "Urban Cowboy"

WAAL-FM — BINGHAMTON — GLENN CORNELIUS

ADDS: Graham Parker, Alice Cooper, ELO (45), Cheap Trick
HOTS: Bob Seger, Genesis, Journey, Boz Scaggs, Ambrosia, Clash, Linda Ronstadt, Pete Townshend, Firefall, "Urban Cowboy," Van Halen, Billy Joel, Pat Travers, Grateful Dead, Eric Clapton, Marshall Tucker

WBNC-FM — BOSTON — TONY BERARDINI

ADDS: Angel City, Kevin Ayers (imp), Emmylou Harris, Interview, Judas Priest, Elton John, Magazine (imp), Orleans, Graham Parker, Raydio, Kate Bush (45 imp), ELO (45), Ray Gomez (12"), Matumbi (45)
HOTS: Pretenders, J. Geils, Grateful Dead, Clash, Bob Seger, Pete Townshend, Skatt Bros., Motors, Robin Lane, Genesis, Alice Cooper, Elvis Costello, Private Lightning, Selector, Van Halen

WGRQ-FM — BUFFALO — GEORGE HAWRÁS

ADDS: Cheap Trick, Alice Cooper, Greg Kinn, Graham Parker, Jags, Spider
HOTS: Bob Seger, Billy Joel, Genesis, Journey, J. Geils, Pink Floyd, Van Halen, Clash, Firefall, "Urban Cowboy," Judas Priest, Pretenders, Pete Townshend, Eric Clapton, Triumph, Joe Perry, Ted Nugent

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Graham Parker, Elton John, Interview, Billy Squier
HOTS: Pretenders, Bob Seger, Van Halen, Journey, J. Geils, Billy Joel, Pink Floyd, Eric Clapton, Grateful Dead, Tom Petty, Pat Benatar, Boz Scaggs, Pete Townshend, Linda Ronstadt, Genesis, Christopher Cross, Ian Hunter, Joe Perry, Clash, Def Leppard

WLVQ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Alice Cooper, Graham Parker, Jags, Cheap Trick
HOTS: Eric Clapton, Van Halen, Pink Floyd, J. Geils, Bob Seger, Journey, Billy Joel, Pretenders, Boz Scaggs, Firefall, Genesis, "Urban Cowboy," Pat Travers, Paul McCartney (45), Pete Townshend, Ted Nugent, Angel City, Frank Zappa (45)

KZEW-FM — DALLAS — TOM OWENS/DORIS MILLER

ADDS: Cheap Trick, Flash & The Pan, Graham Parker, Interview, Jo Jo Zep, Rodney Crowell
HOTS: Bob Seger, Billy Joel, Pink Floyd, Babys, Gary Numan, Fleetwood Mac, Journey, Linda Ronstadt, Tommy Tutone, Clash, Eric Clapton, Heart, "Urban Cowboy," Van Halen, Genesis, Alice Cooper

KBPI-FM — DENVER — FRANK CODY

ADDS: Tommy Tutone, 38 Special (ep)
HOTS: J. Geils, Bob Seger, Pink Floyd, Grateful Dead, Gary Numan, Frank Zappa (45), Journey, Robin Trower, Pat Travers, Russ Ballard, Spider, Ozark Mtn. Daredevils, Pure Prairie League, Van Halen, Ali Thompson, Boz Scaggs, Billy Joel

WABX-FM — DETROIT — JOHN DUNCAN

ADDS: Graham Parker, Elton John, Judas Priest, 707, Spider, Scooters
HOTS: Linda Ronstadt, Journey, Bob Seger, Van Halen, Eric Clapton, Pete Townshend, Ted Nugent, Alice Cooper, Ian Hunter, Mitch Ryder, Robin Lane, Benny Mardones, Kingbees

WJKL-FM — ELGIN — TOM MARKER/WALLY LEISERING

ADDS: Graham Parker, Interview, D.B. Cooper, Levon Helm, Charlie Byrd, Cheap Trick, Peter Gabriel (45 imp)
HOTS: Grateful Dead, Elevators, Marshall Tucker, Wreckless Eric, Pete Townshend, Clash, Ozark Mtn. Daredevils, Bob Seger, Rachel Sweet, Specials, Loudon Wainwright III, Joan Armatrading (imp), Grace Slick, Fools, Lou Reed, Pretenders, Dixie Dregs, Tourists, Pat Travers, Genesis

KZEL-FM — EUGENE — PEYTON MAYS/CHRIS KOVARIK

ADDS: Graham Parker, Philip Lynott, New Musik (10"), Grateful Dead, Chuck Wagon & The Wheels, Elton John, Touch, Interview, Tonio K., Joan Armatrading (45)
HOTS: Pete Townshend, Van Halen, Bob Seger, Pat Travers, Angel City, Bram Tchaikovsky, Robin Lane, Ted Nugent, Levon Helm

WSHE-FM — FT. LAUDERDALE — NEAL MIRSKY

ADDS: Peter McLean, Paul McCartney (45), Graham Parker, Jo Jo Zep & The Falcons, Cheap Trick (10"), Touch, Philip Lynott
HOTS: Van Halen, Pink Floyd, Bob Seger, J. Geils, Eric Clapton, Paul McCartney (45), Billy Joel, Spider, Ted Nugent, Heart, Alice Cooper, Glass Moon, Genesis, Cheap Trick (10"), Jags, Pat Travers, Joe Walsh (45), Pete Townshend, Cretones, Benny Mardones

WLAV-FM — GRAND RAPIDS — DAVE LOGAN/TONY GATES

ADDS: Graham Parker, Philip Lynott, Cheap Trick, Peter McLean (45)
HOTS: Journey, Spider, Clash, Billy Joel, Genesis, Van Halen, "Urban Cowboy," Pink Floyd, Heart, Bob Seger, Pat Travers, J. Geils, Ted Nugent, Pete Townshend, Ambrosia, Joe Perry, Boz Scaggs, Eric Clapton, Paul McCartney (45), Cheap Trick

WCCC-FM — HARTFORD — COUNTRY PAUL PAYTON/HAL LICHENBAUM

ADDS: Cheap Trick (10"), 38 Special (ep), Graham Parker, Randy Vanwarmer, Andrew Gold, Philip Rambow, Scooters, Interview, ELO (45)
HOTS: Bob Seger, Journey, Van Halen, Grateful Dead, "Urban Cowboy," Pink Floyd, Billy Joel, Eric Clapton, Pat Travers, Heart, Pete Townshend, Genesis, Firefall, Boz Scaggs, Ambrosia, Def Leppard, Point Blank, Pure Prairie League

KLLOL-FM — HOUSTON — PAUL RIANN/VANESSA CARGO

HOTS: "Urban Cowboy," Van Halen, Bob Seger, Pete Townshend, Genesis, Pink Floyd, Scorpions, Pat Travers, Eric Clapton, Def Leppard

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Elton John, Alice Cooper, Graham Parker, Jo Jo Zep & The Falcons, Judas Priest, Cheap Trick, Motors (45), Joan Armatrading (45), Pretenders (45 imp), Martha & The Muffins (45 imp), Vapors (45 imp), ELO (45)
HOTS: Pete Townshend, Grateful Dead, Bob Seger, Eric Clapton, Red Rider, Pat Travers, Firefall, Van Halen, Billy Joel, Genesis, J. Geils, Linda Ronstadt, Pink Floyd, Heart, "Urban Cowboy"

KNAC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD

ADDS: Graham Parker, Flash & The Pan, Interview, Fabulous Thunderbirds, 4-15 Music, Rocky Burnette (45)
HOTS: Pretenders, Clash, Pete Townshend, Linda Ronstadt, Genesis, Romantics, Bob Seger, Elvis Costello, Gary Numan, Plimsouls

WBAB-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN

ADDS: Touch, D.B. Cooper, Alice Cooper, Judas Priest, Graham Parker, Joan Armatrading (45), Elton John, ELO (45), Jo Jo Zep & The Falcons, Interview, Ray Gomez (12"), Laurie & The Sighs, Orleans
HOTS: Pink Floyd, Grinderswitch, Billy Falcon, Bruce Cockburn, Squeeze, Grateful Dead, Jeff Lorber, Billy Joel, Clash, Pretenders, ZZ Top, Pete Townshend, Utopia, Graham Parker, Tom Petty, Willie Nile, Marshall Tucker, David Bromberg, Motors, Genesis

#1 Most Added



GRAHAM PARKER & THE RUMOUR
The Up Escalator
Arista

#2 Most Added



ELTON JOHN
21 At 33
MCA

#3 Most Added



INTERVIEW
Interview
Virgin/Atlantic

#4 Most Added



JUDAS PRIEST
British Steel
Columbia

#5 Most Added



ALICE COOPER
Flush The Fashion
Warner Bros.

#6 Most Added



JO JO ZEP & THE FALCONS
Screaming Targets
Columbia

#1 Most Added
GRAHAM PARKER & THE RUMOUR — *The Up Escalator* — Arista
ADDED THIS WEEK — WYFE, KYTX, WAAL, WABX, KSHE, KMEL, KWST, WBLM, WHFS, KNCN, WJKL, WLVO, KSJO, WNEW, WKDF, KZEW, KNAC, WGRQ, WAAF, KZOK, WYDD, WIOQ, WTKX, WBAB, KZEL, KROQ, WSHE, WLIR, KREM, WRNW, WORJ, WCCC, WBCN, WIBZ, WCOZ, WMMS, WWWV, WOUR, WLAV
HISTORY TO DATE — None
#2 Most Added
ELTON JOHN — *21 At 33* — MCA
ADDED THIS WEEK — WWWV, KYTX, WABX, KSHE, WBLM, KRST, KRST, KSJO, WNEW, WKDF, WAAF, WBAB, KROQ, WLIR, WORJ, WBCN, KOME, WKLS

KZEL, WLIR, WRNW, WBCN, KZAM, KEZY, WCOZ, WMMS, WOUR
HISTORY TO DATE — Prior single activity
#3 Most Added
INTERVIEW — *Interview* — Virgin/Atlantic
ADDED THIS WEEK — WWWV, WHFS, KNCN, WJKL, WNEW, KZEW, KNAC, WBAB, KZEL, WLIR, WRNW, WORJ, WCCC, WBCN, WIBZ, WCOZ, WMMS, WOUR
HISTORY TO DATE — None
#4 Most Added
JUDAS PRIEST — *British Steel* — Columbia
ADDED THIS WEEK — KYTX, WABX, KSHE, WBLM, KRST, KSJO, WNEW, WKDF, WAAF, WBAB, KROQ, WLIR, WORJ, WBCN, KOME, WKLS

HISTORY TO DATE — KZOK, KNCN, WLVO, WYDD, WGRQ, KZEW, KLLO, WWWV, WOUR, WMMS, WCCC, KREM, WCOZ, WSPZ, WYFE
#5 Most Added
ALICE COOPER — *Flush The Fashion* — Warner Bros.
ADDED THIS WEEK — KYTX, WAAL, KSHE, WBLM, KRST, WLVO, WGRQ, WTKX, WLIR, WORJ, KOME, WIBZ, WCOZ, WOUR
HISTORY TO DATE — KZOK, WABX, KWST, KMG, WJKL, WNEW, KSJO, KNAC, KZEW, WBAB, KZEL, WBCN, WWWV, WMMS, KREM, WSHE, KROQ
#6 Most Added
JO JO ZEP & THE FALCONS — *Screaming Targets* — Columbia

ADDED THIS WEEK — WYFE, WWWV, WBLM, WHFS, KSJO, WNEW, KZEW, WAAF, WSHE, WLIR, WRNW, WCOZ, KFML
HISTORY TO DATE — KZEL, KOME, WOUR, KFML
#7 Most Added
PHILIP LYNOTT — *Solo In Soho* — Warner Bros.
ADDED THIS WEEK — KNCN, KRST, WLAV, KLLO, WBAB, KZEL, WSHE, KREM, KOME, WCOZ, WOUR
HISTORY TO DATE — WNEW, KSJO, WHFS, WCCC, WWWV
#8 Most Added
D.B. COOPER — *Buy American* — Warner Bros.
ADDED THIS WEEK — WYFE, WHFS, KRST, WJKL, KSJO, WNEW, KROQ, WLIR, WRNW, KOME, WOUR

HISTORY TO DATE — KZOK, KMG, WBLM, KZEW, KZEL, KBPI, WMMS, WCCC, KREM, WCOZ, WSHE
#9 Most Added
FLASH AND THE PAN — *Lights In The Night* — Epic
ADDED THIS WEEK — KSHE, KRST, KLLO, KZEW, KNAC, KZOK, WTKX, KREM, KOME
HISTORY TO DATE — WJKL, WBLM, WNEW, KSJO, WHFS, WAAL, WBAB, KZEL, WBCN, WOUR, WMMS, WIBZ, WRNW, WLIR, KFML, WSHE, WCOZ
#10 Most Added
TOUCH — *Touch* — Atco
ADDED THIS WEEK — WHFS, WNEW, WYDD, WBAB, KZEL, WSHE, WLIR, WIBZ
HISTORY TO DATE — None

#11 Most Added
GRATEFUL DEAD — *Go To Heaven* — Arista
ADDED THIS WEEK — WKDF, KZEL, WKLS, WWWV
HISTORY TO DATE — WABX, KMG, WLVO, WGRQ, KZEW, WTKX, KOME, KFML, WSHE, WAAF, KSHE, KMEL, KWST, WBLM, KRST, WJKL, KNCN, KZOK, WIOQ, WHFS, WAAL, KLLO, KSJO, WYDD, KEZY, KZAM, WCCC, KROQ, WRNW, WBAB, WLIR, WORJ, KBPI, WBCN, KREM, WCOZ, WIBZ, WOUR, WMMS, WNEW
#12 Most Added
THE SCOOTERS — *Young Girls* — EMI-America
ADDED THIS WEEK — WABX, WNEW, KROQ, WCCC

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KWST-FM — LOS ANGELES — TED FERGUSON

ADDS: Graham Parker, Scorpions, Benny Mardones, ELO (45)
HOTS: Pretenders, Pink Floyd, Bob Seger, Linda Ronstadt, Billy Joel, Journey, Pete Townshend, Christopher Cross, Pat Travers, Ted Nugent, Eric Clapton, Genesis, Grateful Dead

WINZ-FM — MIAMI — RON PARKER/STEPHANIE KNOX

ADDS: Jags, Bram Tchaikovsky, Cheap Trick (10"), ELO (45)
HOTS: Pink Floyd, "American Gigolo," Bob Seger, Christopher Cross, Pat Benatar, Gary Numan, Eric Clapton, Charlie Dore, Billy Joel, Pretenders, Van Halen, Linda Ronstadt, B-52's, Ambrosia, "Urban Cowboy"

WNEW-FM — NEW YORK — SCOTT MUNI/MARY ANNE McINTYRE

ADDS: Scooters, Interview, D.B. Cooper, Graham Parker, Elton John, Judas Priest, Touch, Jo Jo Zep & The Falcons, Joan Armatrading (45), ELO (45)
HOTS: J. Geils, Clash, Bob Seger, Grateful Dead, Squeeze, Willie Nile, Pretenders, Pete Townshend, Graham Parker, Tom Petty

WORJ-FM — ORLANDO — BILL MIMS

ADDS: Cheap Trick (10"), Judas Priest, Billy Squier, Russ Ballard, Tommy Tutone, Graham Parker, Alice Cooper, 38 Special (ep), Bruce Cockburn, Interview, Cretones (45), Tom Petty (45), Gary Numan (45), Boz Scaggs (45)
HOTS: Bob Seger, Point Blank, Journey, Pat Travers, Genesis, Pete Townshend, Heart, Eric Clapton, Van Halen

WIBZ-FM — PARKERSBURG — LARRY SCHUSTER

ADDS: Graham Parker, Alice Cooper, Interview, Red Rider, Touch, Couchois, Strand, ELO (45)
HOTS: Bob Seger, Willie Nile, Eric Clapton, Billy Joel, Firefall, Linda Ronstadt, Pete Townshend, Tom Petty, Journey, Ambrosia, John Stewart, Boz Scaggs, Ian Hunter, Van Halen, Humble Pie, "Urban Cowboy," Ozark Mtn. Daredevils, Pink Floyd, Jags, J. Geils

KROQ-FM — PASADENA — RICK CARROLL/LARRY GROVES

ADDS: X, Scooters, D.B. Cooper, Graham Parker, Judas Priest, Sumner, Cheap Trick
HOTS: Pink Floyd, Heart, Tom Petty, Pretenders, J. Geils, Clash, Gary Numan, Journey, Bob Seger, Robin Trower, Elvis Costello, Joe Perry, Grace Slick, Angel City, Humble Pie, Pat Travers, Alice Cooper, Van Halen, 3-D, Triumph, Russia, Eric Clapton, Devo (imp), Paul McCartney (45), Pretenders (45 imp), Frank Zappa (45)

WTKX-FM — PENSACOLA — CHRIS VAN DYKE

ADDS: Alice Cooper, Ted Nugent, Billy Squier, Graham Parker, Flash & The Pan, Stuff
HOTS: Bob Seger, Billy Joel, Journey, Van Halen, Pink Floyd, Heart, "Urban Cowboy," Linda Ronstadt, Ambrosia, Little River Band, Frank Zappa (45), Elton John (45), Paul McCartney (45)

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Pure Prairie League, Graham Parker, Robin Lane, Dan Siegel, Air Supply, Joan Armatrading (45)
HOTS: Grateful Dead, Fleetwood Mac, Eagles, Bob Seger, Elton John, Billy Joel, Genesis, Beach Boys, Dan Fogelberg, Pink Floyd, Linda Ronstadt, Pete Townshend, "Urban Cowboy," Steve Forbert, Christopher Cross, Firefall, Bruce Cockburn, Ambrosia, Eric Clapton, Richie Havens

WYDD-FM — PITTSBURGH — JIM KINNEY

ADDS: Touch, Elton John, Graham Parker, Tommy Tutone, Cheap Trick, ELO (45)
HOTS: Bob Seger, J. Geils, Journey, Van Halen, Billy Joel, Rush, Genesis, Eric Clapton, Pretenders, Clash, Triumph, Marshall Tucker, Boz Scaggs

KINK-FM — PORTLAND — LESLIE SARNOFF

ADDS: Elton John
HOTS: "Urban Cowboy," Grateful Dead, Orleans, Jeff Lorber, Boz Scaggs, Eric Clapton, Marshall Tucker, Christopher Cross, Little River Band, Pink Floyd, Firefall, Fleetwood Mac, Billy Joel, Linda Ronstadt, Bob Seger, Bruce Cockburn, Dr. Strut, Eagles

WYFE-FM — ROCKFORD — BRENT ALBERTS/DICK BASCOM

ADDS: Cheap Trick, D.B. Cooper, Graham Parker, Jo Jo Zep & The Falcons, Gambler
HOTS: Ted Nugent, Bob Seger, Van Halen, Billy Joel, Angel City, J. Geils, Journey, Genesis, Pat Travers, Scorpions, Pete Townshend, Ian Hunter, Humble Pie, Def Leppard, Triumph, Firefall, "Urban Cowboy," Spider

KSHE-FM — ST. LOUIS — RICK BAILIS

ADDS: Trillion, Judas Priest, Flash & The Pan, Scorpions, Graham Parker, Alice Cooper, Elton John, Cheap Trick
HOTS: Bob Seger, Genesis, Journey, Pink Floyd, Billy Joel, Eric Clapton, Linda Ronstadt, Pete Townshend, Ozark Mtn. Daredevils, Shooting Star

KMEL-FM — SAN FRANCISCO — PAUL VINCENT

ADDS: Graham Parker, Ozark Mtn. Daredevils, ELO (45), Cheap Trick (10")
HOTS: Billy Joel, Linda Ronstadt, Boz Scaggs, Bob Seger, Paul McCartney (45), Firefall, Pat Benatar, Journey, Eric Clapton

KSJO-FM — SAN JOSE — LEEROY HANSEN

ADDS: Graham Parker, D.B. Cooper, Judas Priest, Jo Jo Zep & The Falcons, Elton John, ELO (45), Imposter (45), Spies (45), Sean Tyla (45 imp)
HOTS: Squeeze, "Urban Cowboy," Pink Floyd, Bob Seger, Bram Tchaikovsky, Pete Townshend, Scorpions, Van Halen, Ian Hunter, Elvis Costello, Genesis, Philip Lynott, Journey, Humble Pie, Greg Kihn, Joe Perry, Jags, Tom Petty, Clash, Pretenders, Def Leppard, Ted Nugent, Motors, Pat Travers, Alice Cooper

KZAM-FM — SEATTLE — MARION SEYMOUR

ADDS: Elton John, Pure Prairie League, Couchois, Tim Weisberg
HOTS: Firefall, Ambrosia, Bruce Cockburn, Spyro Gyra, Boz Scaggs, Bob Seger, Gordon Lightfoot, Earl Klugh, Terrence Boylan, Michael Franks, Warren Zevon, Linda Ronstadt, Grateful Dead, Richie Havens, Player

KZOK-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Graham Parker, Flash & The Pan
HOTS: Bob Seger, Eric Clapton, Billy Joel, Van Halen, Pat Travers, Angel City, "Urban Cowboy," Journey, Robin Trower, Judas Priest, Scorpions, Pete Townshend, J. Geils

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: Graham Parker, Flash & The Pan, Michael Franks, Philip Lynott, Squeeze, Terrence Boylan, Dixie Dregs, David Sanborn
HOTS: Bob Seger, Van Halen, Pat Travers, Eric Clapton, Firefall, Genesis, Journey, Ted Nugent, Heart, Marshall Tucker, Boz Scaggs, Billy Joel, Pete Townshend, Angel City, Russ Ballard, Pink Floyd

WOUR-FM — UTICA — TOM STARR/DALE EDWARDS

ADDS: Interview, Undertones, Alice Cooper, D.B. Cooper, Trapeze (imp), Philip Lynott, Jon & Vangelis, Graham Parker, Elton John, Crack The Sky, "Speedway Blvd.," Joan Armatrading (45), ELO (45), Cheap Trick (10")
HOTS: Pete Townshend, Genesis, Eric Clapton, Van Halen, Bob Seger, Fools, Pink Floyd, Journey, Rush, Grateful Dead, Clash, Angel City

WHFS-FM — WASHINGTON — DAVE EINSTEIN

ADDS: Graham Parker, Jo Jo Zep & The Falcons, Randy Vanwarmer, Dirty Looks, Teenage Head, Touch, D.B. Cooper, Interview, Cris Williamson, Scaggs & Rice, Mink DeVille (imp)
HOTS: Eric Clapton, Rodney Crowell, Willie Nile, Squeeze, Elvis Costello, Robin Lane, Madness, Grateful Dead, Tommy Tutone, Matchbox, Pete Townshend, Wreckless Eric, Genesis, Sorrows, "Urban Cowboy," Levon Helm, Tonio K., Flash & The Pan, Emmylou Harris

WRNW-FM — WESTCHESTER — GARY AXELBANK/RAY HANESKI

ADDS: Rodney Franklin, Elton John, Graham Parker, Interview, Joan Armatrading (45), Hotel, D.B. Cooper, Matumbi (45), Carole King, Dan Siegel, Jo Jo Zep & The Falcons, Kittyhawk, Tonio K.
HOTS: Grateful Dead, Willie Nile, Bob Seger, Pete Townshend, Genesis, Boz Scaggs, Warren Zevon, Elvis Costello, Jags, Motors

WAAF-FM — WORCESTER — PAUL LEMIEUX

ADDS: Elton John, Graham Parker, Jo Jo Zep & The Falcons, Judas Priest, Cheap Trick (10"), Rocky Burnette (45), Police (45)
HOTS: Clash, Alice Cooper, Fools, Gary Numan, Eric Clapton, Firefall, Pat Travers, J. Geils, Billy Joel, Robin Lane, Ted Nugent, Pink Floyd, Private Lightning, Linda Ronstadt, Bob Seger, Pete Townshend, "Urban Cowboy," Van Halen

GOSPEL



MERCHANDISING DISPLAY PRESENTED — The Upland (California) Christian Light Bookstore was chosen to receive the first in-store display for the New Church Hymnal at MusiCalifornia. Presenting the display is Dan Johnson (l), vice president of marketing for Word. The display was received by Mr. and Mrs. Stan Long, managers of the Christian Light Bookstores.

GOSPEL NEWS

Word Records has announced a major campaign to reach the Catholic market. Word's objectives, outlined by Russel Odell (administrative marketing director) were to launch a marketing plan in 1980 to identify the Catholic music and record market; review Word's present product line in view of Catholic style, needs, interest and theology, look at Catholic artists and musicians; and, finally, introduce Word music and records to the market. One of the key factors that initiated the serious look into the market was requests by Catholic sources to publish music controlled by Word. "Pass It On" by Kurt Kaiser was the most popular copywright, while Maranatha Music reported substantial requests for "Seek Ye First," "Father, I Adore You" and "Charity."

Now, Word's primary emphasis is to attend Catholic conferences and conventions while also making personal calls on the Archdioceses. The company also is looking for some Catholic artists to sign. Word sales reps have begun a long-range project to take sample packets of Word music product to the Archdioceses and Dioceses, as well as making contact with the National Church Goods Assn.'s 150 retail stores and catalog houses.

In other news from Word, it recently completed sales conferences for its east and west sales divisions with emphasis on product and projects for the second quarter and key discussions on providing quicker service to deliver orders.

The **Blackwood Brothers** have been denied a tax exempt status for their "executive pastor's" home by a Tennessee court. Cecil Blackwood, a member of the Blackwood Brothers, is considered the executive pastor of the Memphis-based group's church and as such he claimed his \$99,500 home tax exempt. However, the state of Tennessee court said that Blackwood was not allowed to exempt his home, which he claimed was a parsonage, because the organization rents a small chapel at another location and Cecil is not the regular pastor.

The first Christian Songwriter's Retreat is scheduled to be held July 21-26 in Many, La. It is sponsored by Abbey Ministries and the clinicians include **Jimmy & Carol Owens, Kurt Kaiser, Charles F. Brown** and **Tim Sheppard**. Topics covered include how to get your songs to artists, working with a publisher, copyright law, co-writing, royalties, lyrics and working with arrangers and producers.

The fourth annual Christian Music and Performing Arts Camp is scheduled for Aug. 3-9 at Big Bear Lake, Calif. **Chuck Bolte** is heading the administration of the camp. The purpose of the camp, according to founder **Cam Floria**, is to "personally help high school and college age Christians develop musically, artistically and spiritually, discover outlets for their God-given talents, and to enjoy a fabulous camp experience."

This camp follows the annual Christian Artists Performing Seminar in Estes Park, Colo. This is the Daddy of all the contemporary Christian music events held during the year. It's scheduled for July 27-Aug. 1 this year.

Mike Blanton, who was Nashville A&R head for Word Records has resigned and is joining Dan Harrell for Blanton and Harrell Productions, a management and production company.

Matt Steinhauer, who has handled promotion at the Benson Co. the past several years, is moving to Dallas to join David Benware & Associates.

Wayne Donowho, president of Jubilee Communications, Inc., the parent company of Star Song Records, has announced the signing of an exclusive distribution/publishing pact with Kingsway Music in Eastbourne, England. Handling the distribution in the United Kingdom, Europe and South Africa, Kingsway will release "Awaiting Your Reply" and "Rainbow's End" by the Resurrection Band and "Washes Whiter Than" by Petra.

The first national gospel music educators seminar will be held Sept. 24-28 in Dayton, Ohio. The workshops, which will be headed by **Donald Watkins** and **Kenneth McEasland**, will include such topics as vocal techniques, musical lessons, songwriting, choir decorum, and record producing. Guest artists slated to appear and perform include **Walter & Edwin Hawkins, Jessy Dixon, Bobby Jones & New Life, the Don DeGrate Delegation** and others. This is aimed for beginners who want to get into gospel music.

A new gospel label, Gems Records, has been started in Philadelphia by **Phil Hurtt**. The first artist for the label will be **Bette McCullough**, who was originally signed as a writer but proved herself to be a major recording talent.

Star Song has just signed **Hope of Glory**, a new contemporary recording act, according to **Darrell Harris**, president of the label.

LaVerne Tripp soon will have a new religious TV series called "Sunshine." It will be a 30-minute weekly program featuring the entire LaVerne Tripp family and will be produced at

(continued on page 38)

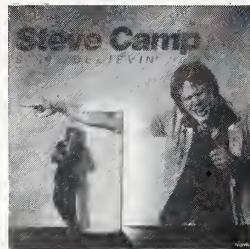
TOP 20 ALBUMS

Spiritual

	5/10	Weeks On Chart
1 I'LL BE THINKING OF YOU ANDRAE CROUCH (Light LS 5763)	1	28
2 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	2	78
3 TRAMAINE TRAMAINE HAWKINS (Light LS-5760)	3	8
4 AIN'T NO STOPPING US NOW WILLIE JOHNSON AND THE GOSPEL KEYNOTES (Nashboro 27217)	4	26
5 PLEASE BE PATIENT WITH ME ALBERTINA WALKER with JAMES CLEVELAND (Savoy SL 14527)	5	16
6 IT'S A NEW DAY JAMES CLEVELAND & THE SO. CAL COMMUNITY CHOIR (Savoy SGL 7035)	6	32
7 IT STARTED AT HOME JACKSON SOUTHERNAIRES (Malaco M-4366)	8	12
8 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	9	80
9 CHANGING TIMES MIGHTY CLOUDS OF JOY (City Lights/Epic JE 35971)	10	50
10 WE'LL LAY DOWN OUR LIVES FOR THE LORD REV. JULIUS CHEEKS & THE YOUNG ADULT CHOIR (Savoy SGL 7042 Arista)	7	14
11 TRY JESUS TROY RAMSEY & THE SOUL SEARCHERS (Nashboro 7213)	11	42
12 ONE DAY AT A TIME REV. THOMAS L. WALKER (Eternal Gold EGL-652)	13	6
13 UNIVERSAL LOVE BILLY PRESTON (Myrrh MSB-6607)	15	4
14 SHOW ME THE WAY WILLIE BANKS & THE MESSENGERS (HSE 1532)	14	22
15 LORD LET ME BE AN INSTRUMENT JAMES CLEVELAND and the CHARLES FOLD SINGERS (Savoy SGL-7038)	12	8
16 HEAVEN GENOBIA JETER (Savoy SL 14547)	16	12
17 VICTORY SHALL BE MINE JAMES CLEVELAND & THE SALEM INSPIRATIONAL CHOIR (Savoy SL 14541)	—	2
18 LIFE IS FRAGILE MYRNA SUMMERS (Savoy SL-14509)	18	8
19 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	19	20
20 LEGENDARY GENTLEMEN JACKSON SOUTHERNAIRES (Malaco 4362)	20	68

Inspirational

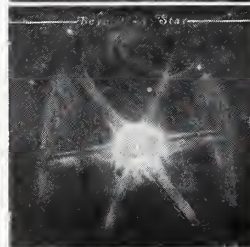
	5/10	Weeks On Chart
1 GOT TO TELL SOMEBODY DON FRANCISCO (New Pax NP 33042)	3	28
2 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST-4015)	4	16
3 YOU GAVE ME LOVE B.J. THOMAS (Myrrh MSB 6574)	1	42
4 NEVER THE SAME EVIE TORNOUIST (Word WSB 8806)	2	48
5 THE ROAR OF LOVE THE 2nd CHAPTER OF ACTS (Sparrow SPR-1033)	9	8
6 ALL THAT MATTERS DALLAS HOLM & PRAISE (Greentree R 3558)	8	34
7 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6825)	7	58
8 SLOW TRAIN COMING BOB DYLAN (Columbia FC 36120)	5	38
9 FORGIVEN DON FRANCISCO (New Pax NP 33042)	10	76
10 FOR THE BEST B.J. THOMAS (Songbird-MCA 3231)	12	6
11 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	6	56
12 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	11	8
13 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	13	114
14 COME TO THE QUIET JOHN MICHAEL TALBOT (Birdwing BWR-2019)	14	12
15 THE LORD'S SUPPER JOHN MICHAEL TALBOT (Birdwing BWR 2013)	15	22
16 PRAISE III VARIOUS ARTISTS (Maranatha MM 00481)	16	60
17 TOWARD ETERNITY MATTHEW WARD (Sparrow SPR 1014)	17	26
18 I'LL BE THINKING OF YOU ANDRAE CROUCH (Light LS 5763)	18	10
19 THE VERY BEST FOR KIDS BILL GAITHER TRIO (Word WSB-8835)	19	4
20 ENTER IN JAMES VINCENT (Sparrow SPR-1032)	—	2



ALBUM REVIEWS

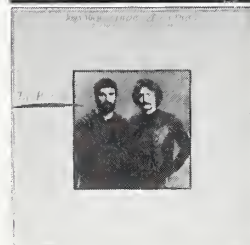
START BELIEVIN' — Steve Camp — Myrrh MSB-6621 — Producer: Morris Stewart — List: 7.98

This album marks the emergence of an excellent singer/songwriter in the contemporary vein. Camp's lyrics and poetry are steeped in scripture and the melodies carry the message across well. Best cuts include "Bobby," "Under His Love," "Psalm 131" and "Ambassador In Chains."



BEYOND A STAR — Glad — Myrrh MSB-6634 — Producer: Brown Bannister and Ed Nalle — List: 7.98

A slick production encases these songs which feature a full wall of electronic sound over the Christian message. A little like ELO but with the eternal message. Best cuts include "Pierce My Ear," "Take A Stand" and "Sing A New Song." Radio and retailers will be glad to receive this album.



THE PAINTER — John Michael Talbot and Terry Talbot — Sparrow SPR-1037 — Producer: Irving Martin — List: 7.98

It's been over five years since the Talbot Brothers united for an album so this should be a hot item at retail. All the songs were composed by John Michael with the exception of one by Terry Talbot, and they all flow beautifully with the London Chamber Orchestra behind them. Super package and super cuts make this a great album.



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Silver Salute
From
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1955 ~ 1980

Cash Box
takes pride in announcing
a special
Silver Tribute
to

JOHNNY
CASH

in recognition of
25 years
of
service and leadership
to
the entertainment industry.

On
June 14, 1980
we will spotlight
a man of example and unique achievement
with an examination
of his
Music ~ Family ~ Friends
Songwriting ~ Concerts ~ Television
and
Motion Pictures.

This special commemorative supplement
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for
year-round distribution
at
The Johnny Cash Museum.

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and
congratulatory message
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at

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213 ~ 464-8241

Nashville
Jim Sharp
615 ~ 244-2898

New York
J.B. Carmick
212 ~ 586-2640

COUNTRY

Boyd, ACM Board To Discuss 10% Limit On Bloc Voting

(continued from page 15)

Academy president also stressed that CBS' bloc-voting was "not illegal" and quelled speculation on Academy membership figures by noting that the number was presently "around 2,000."

Both Joe Galante, vice president of RCA/Nashville, and Stan Byrd, head of promotion for Warner Bros. Nashville office, indicated that they would allow staff personnel at their respective labels to decide individually whether to renew Academy memberships and would not withdraw label support, contrary to previously published reports.

"We have always left it (membership) up to the individual at Warner Bros. and would never hand down an edict to our employees asking them to withdraw," stated Byrd, who added that under label policy, Academy membership payment is a "reimbursable expense."

RCA's Galante said, "We presently have a total of 37 memberships to the Academy, and we are letting each individual decide whether to renew membership or not. I have spoken with Mr. Boyd personally, but the only things we discussed were possible changes in voting procedures, restructuring of categories and ways to enlarge membership."

Elektra/Asylum And Warner Films Launch 'Bronco Billy' Promotion

by Jennifer Bohler

NASHVILLE — Elektra/Asylum Records, in conjunction with Warner Bros. Films, is launching an extensive marketing campaign in support of the soundtrack to the film, "Bronco Billy," which stars Clint Eastwood, Sondra Locke and Scatman Crothers and features music performed by Ronnie Milsap, Merle Haggard and Penny DeHaven.

Label executives announced the campaign following a screening of the film in New Orleans, which was attended by more than 200 radio, retail and press persons, as well as executives with the film company and label and the stars of the film. The soundtrack, which shipped May 12, will precede the release of the film by one month.

The Snuff Garrett/Steve Dorff collaboration follows on the heels of the highly successful and lucrative film and soundtrack "Every Which Way But Loose," which yielded four chart topping singles and earned Warner Bros. \$68 million worldwide. A sequel to "Every Which Way . . ." titled "Any Which Way You Can," will be released in December.

According to Lou Maglia, national sales

Rick Blackburn, vice president of marketing, Nashville, for CBS Records, was unavailable for comment last week.

Non-profit Corporation

The Academy of Country Music is a non-profit corporation chartered in California, which does not require that the books of non-profit companies be open to the public. (This is not the case in Tennessee and many other states). The awards were tabulated by Dr. Dwight V. Call, a CPA. This is the third year he has done this.

Voting for the Academy's awards is conducted in three stages, with the final votes selecting the winners from the five finalists. The selection of radio station, disc jockey and night club of the year is handled by the Board of Directors, who also handled the special award presented to Loretta Lynn — the only award televised that a CBS act did not win.

According to the Academy, it is comprised of representatives from artist/entertainers, club owners, composers, publishers, promoters, disc jockeys, musicians, radio stations, record companies and other 'allied fields' pertaining to the country music industry. The cost for a professional membership is \$20 per year with 'general memberships' for fans costing \$7 each.

manager of Elektra/Asylum, the label will support the release of the album with a variety of point of purchase materials. Warner Bros. is furnishing E/A with 400 4x4 displays depicting the album graphics. This stand-up will be sent to retailers and distributors across the country, but primarily in the southern and southwestern regions.

In addition to the large display, four posters in various sizes, including 4x4, 2x2 and banner size will be offered to merchandisers. RCA will be furnishing E/A with Ronnie Milsap posters depicting the artist's best selling albums, which will be incorporated into the display work.

Presently E/A is looking for four singles to be released from the album, the first of which is already making an impressive dent in the country charts. The song is titled "Bar Room Buddies," and is performed by Haggard and Eastwood. Because it is somewhat of a novelty record, Vic Faraci, vice president/director of marketing for E/A expects the single to enjoy across the board appeal.

Broad Based Appeal

"We are so confident of the fact that the Haggard/Eastwood single has a universal

(continued on page 34)



RICHARD LEIGH GOES TO EMI/UA — Songwriter Richard Leigh has signed with EMI/UA, and recently released his first single, "I've Come A Long Way." An album is scheduled for release this week. Pictured are (l-r): Jerry Seabolt, national director of country promotion for Capitol/EMI/UA; Leigh; Don Grierson, vice president of A&R, EMI/UA; and Allen Reynolds, producer.

CMA Announces Fan Fair Talent, Guidelines For Exhibitor Booths

NASHVILLE — The Country Music Assn. (CMA) announced last week that registration for Fan Fair (June 9-14) is currently 9.5 percent over 1979, when more than 14,000 country music fans swelled the ranks of local music buffs.

Fan Fair will begin with the Celebrity Softball Tournament, set for June 9-10, followed by a square dance the evening of June 10. More than 70 artists and songwriters are slated to appear during the 20-plus hours of live shows, which begin June 11. The tentative talent line-up, as announced by the CMA, is as follows:

Plantation Records: June 11, 10:00 a.m. — Rodney Lay and the Wild West, Charlie Walker, Roy Drusky, Dave Dudley and Orion.

Monument Records: June 11, noon — Boots Randolph, Charlie McCoy, Tommy Jennings, Tommy Cash and Laney Smallwood.

Bluegrass Concert: June 11, 2:00 p.m. — Bill Monroe, James Monroe, Lonzo and Oscar, Wilma Lee Cooper, Jim and Jesse, Mac Wiseman, Ralph Stanley, the Sullivan Family, Lilly Mae and the Gospelaires, Harold Morrison, The Pinnacle Boys, the

Surprising TV Sales For Slim Whitman LP

NASHVILLE — The success of the television record sales for the Slim Whitman package, "All My Best," has surprised not only those within the country music industry, but also the firm that is marketing the package.

According to Richard Huntley, president of Suffolk Marketing in Smithtown, N.Y., the decision to promote a collection of Slim Whitman songs was made by Malcome Smith, mentor for the family owned-business because he had "always liked

(continued on page 34)

Promenadors (square dance group), KTO (Czechoslovakian group) and others to be announced later.

RCA Records: June 12, 10:00 a.m. — Ronnie Milsap, Alabama Band, Steve Wariner, Sylvia and Dean Dillon.

MCA Records: June 12, 3:00 p.m. — Barbara Mandrell, Conway Twitty, the Oak

(continued on page 36)

Whipple Signs With Elektra/Asylum Music

NASHVILLE — Elektra recording artist Sterling Whipple has signed an exclusive publishing agreement with Elektra/Asylum Music, according to Dixie Gambie-Bowen, general manager of the newly formed publishing firm.

Whipple, associated with Tree International for five years, has had songs recorded by Mac Davis, Tanya Tucker, Tommy Overstreet, Merle Haggard, Mel Tillis, T.G. Sheppard, Mickey Gilley and others.

"I can't think of a better beginning for an embryo publishing operation than signing a writer of Sterling's stature," noted Gambie-Bowen.

Elektra/Asylum Music, a BMI company, was formed earlier this year as the publishing arm of Elektra/Asylum Records, and is headquartered in Nashville with additional offices in Los Angeles and New York. The publishing operation includes Refuge Music (ASCAP) and Noreale Music (SESAC). A full line publishing company, the firm is geared more towards pop material.

A single, co-produced by Whipple and Jimmy Bowen, will be released soon, followed by Whipple's first Elektra album.

Underwood Announces Movie On Garland's Life

NASHVILLE — In the wake of the recent box office smash, "Coal Miner's Daughter," Charlie Underwood, president of Underwood Productions International, Inc., has announced plans for a full-length motion picture based on the life of legendary guitarist Hank Garland.

Sugarfoot Rag will be produced by Underwood and directed by Stephen Verona, whose credits include *Lords of Flatbush*, *Pipe Dreams* and most recently *Boardwalk*. Verona also worked with Clive Davis for more than three years when Davis was president of Columbia Records.

The script, written by Underwood and Gerald Guinn, will revolve around the personal and public life of Garland, who, at the time of his auto accident in 1961, was one of the most recorded guitarists in the world. After many years of recuperation, Garland has resumed his musical career.



HIGH PLAINS CROONERS — Elektra/Asylum Records recently held a party in conjunction with Warner Bros. Films in honor of the release of the soundtrack to the upcoming film *Bronco Billy*, which stars Clint Eastwood and features the music of Merle Haggard, Ronnie Milsap and Penny DeHaven. Pictured (l-r) at the fete are:



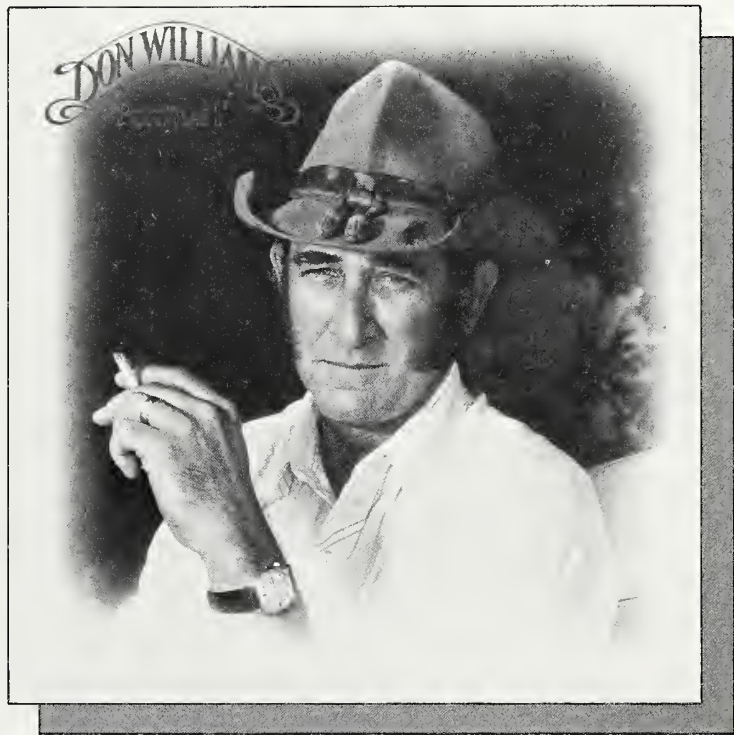
Haggard, Milsap, Eastwood (who makes his singing debut in the film), Vic Faraci, E/A vice president/director of marketing, Jerry Sharell, E/A vice president/creative services, Eastwood, Joe Smith, E/A chairman and Mark Hammerman, E/A national artist development director.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	5/17		Weeks On Chart	5/17
1 GIDEON KENNY ROGERS (United Artists LOO-1035)	1	7	38 LOVE HAS NO REASON DEBBY BOONE (Warner/Curb BSK 3419)	24	7
2 THERE'S A LITTLE BIT OF HANK IN ME CHARLEY PRIDE (RCA AHL 1-3548)	2	13	39 JERRY REED SINGS JIM CROCE JERRY REED (RCA AHL 1-3604)	41	2
3 COAL MINER'S DAUGHTER ORIGINAL SOUNDTRACK (MCA-5107)	3	10	40 LOVE SO MANY WAYS RONNIE McDOWELL (Epic JE-36336)	32	7
4 GREATEST HITS WAYLON JENNINGS (RCA AHL 13378)	5	57	41 LOVELINE EDDIE RABBITT (Elektra 6E-181)	—	1
5 MILSAP MAGIC RONNIE MILSAP (RCA AHL 1-3563)	6	8	42 BLUE KENTUCKY GIRL EMMYLOU HARRIS (Warner Bros. BSK-3318)	38	45
6 SHRINER'S CONVENTION RAY STEVENS (RCA AHL 1-3574)	4	12	43 SPECIAL DELIVERY DOTTIE WEST (United Artists LT-1000)	43	9
7 TOGETHER THE OAK RIDGE BOYS (MCA 3220)	9	13	44 WOMEN GET LONELY CHARLY McCLAIN (Epic JE 36408)	44	5
8 IT'S HARD TO BE HUMBLE MAC DAVIS (Casablanca NBLP 7207)	10	11	45 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	47	47
9 HEART & SOUL CONWAY TWITTY (MCA 3210)	7	13	46 A RUSTY OLD HALO HOYT AXTON (Jeremiah JH-5000)	45	42
10 DOLLY, DOLLY, DOLLY DOLLY PARTON (RCA AHL 1-3546)	13	3	47 A COUNTRY COLLECTION ANNE MURRAY (Capitol ST-12039)	46	16
11 THE ELECTRIC HORSEMAN ORIGINAL SOUNDTRACK (Columbia JS 36327)	11	29	48 AUTOGRAPH JOHN DENVER (RCA AHL 1-3449)	34	12
12 KENNY KENNY ROGERS (United Artists UA-LWAK-979)	8	35	49 THE GAME GAIL DAVIES (Warner Bros. BSK 3395)	39	18
13 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	12	76	50 CRYING STEPHANIE WINSLOW (Warner/Curb BSK 3406)	48	11
14 SOMEBODY'S WAITING ANNE MURRAY (Capitol SOO-12064)	16	4	51 FAMILY TRADITION HANK WILLIAMS, JR. (Elektra/Curb 6E-194)	51	49
15 WHISKEY BENT AND HELL BOUND HANK WILLIAMS, JR. (Elektra/Curb 6E-237)	17	29	52 THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	49	54
16 THE BEST OF RIDES AGAIN STATLER BROTHERS (Mercury SRM 1-5024)	14	19	53 CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	50	59
17 WILLIE NELSON SINGS KRISTOFFERSON WILLIE NELSON (Columbia JC 36188)	15	29	54 CHANGES BILLY CRASH CRADDOCK (Capitol ST-12054)	54	3
18 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	40	2	55 PORTRAIT DON WILLIAMS (MCA-3192)	55	30
19 THE WAY I AM MERLE HAGGARD (MCA MCA-3229)	21	5	56 3/4 LONELY T. G. SHEPPARD (Warner/Curb BSK-3353)	56	53
20 FAVORITES CRYSTAL GAYLE (United Artists LOO-1034)	20	5	57 STANDING TALL BILLIE JO SPEARS (United Artists LT-1018)	57	12
21 ENCORE JEANNE PRUETT (IBC 1001)	22	22	58 THE VERY BEST OF SLIM WHITMAN SLIM WHITMAN (United Artists LM-1005)	58	3
22 LORETTA LORETTA LYNN (MCA 3217)	19	9	59 I'LL ALWAYS LOVE YOU ANNE MURRAY (Capitol SOO-12012)	52	31
23 LACY J. DALTON LACY J. DALTON (Columbia JC-36322)	23	9	60 WHEN TWO WORLDS COLLIDE JERRY LEE LEWIS (Elektra 6E-254)	53	10
24 ROSES IN THE SNOW EMMYLOU HARRIS (Warner Bros. BSK 3422)	—	1	61 MANY MOODS OF MEL MEL STREET (Sunbird S-1000)	61	11
25 STARDUST WILLIE NELSON (Columbia JC 35305)	25	108	62 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	62	126
26 DANNY DAVIS and WILLIE NELSON DANNY DAVIS and WILLIE NELSON (RCA AHL 1-3549)	26	13	63 M-M-MEL LIVE MEL TILLIS (MCA 3208)	59	16
27 STRAIGHT AHEAD LARRY GATLIN (Columbia JC 36250)	28	33	64 JUST GOOD OL' BOYS MOE BANDY & JOE STAMPLEY (Columbia JC 36202)	64	33
28 WHAT GOES AROUND COMES AROUND WAYLON JENNINGS (RCA AHL 1-3493)	18	29	65 MILLION MILE REFLECTIONS THE CHARLIE DANIELS BAND (Epic JE 35751)	60	54
29 ASK ME TO DANCE CRISTY LANE (United Artists LT-1023)	33	3	66 I WISH I WAS EIGHTEEN AGAIN GEORGE BURNS (Mercury SRM1-5025)	63	16
30 MISS THE MISSISSIPPI CRYSTAL GAYLE (Columbia JC-36203)	27	35	67 SHOULD I COME HOME GENE WATSON (Capitol ST-11947)	65	32
31 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	31	30	68 THROUGH MY EYES JOHNNY RODRIGUEZ (Epic 36274)	70	11
32 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	29	119	69 TOGETHER WE DRIFTED APART FREDDY FENDER (Starlite 36284)	66	11
33 CLASSIC CRYSTAL CRYSTAL GAYLE (United Artists LOO-982)	36	31	70 OL' T'S IN TOWN TOM T. HALL (RCA AHL 1-3459)	67	27
34 YOU CAN GET CRAZY BELLAMY BROTHERS (Warner/Curb BSK 3408)	30	14	71 DON'T LET ME CROSS OVER JIM REEVES (RCA AHL 1-3454)	68	36
35 DOWN & DIRTY BOBBY BARE (Columbia 36323)	35	11	72 ONE OF A KIND MOE BANDY (Columbia JC 36228)	69	28
36 DALLAS FLOYD CRAMER (RCA AHL 1-3613)	42	2	73 JUST FOR THE RECORD BARBARA MANDRELL (MCA MCA-3165)	71	44
37 THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	37	60	74 HEART OF THE MATTER THE KENDALLS (Ovation OV-1746)	72	63
			75 IMAGES RONNIE MILSAP (RCA-AHL 3346)	73	51

DON WILLIAMS PORTRAIT



MCA 3192

GOOD OLE BOYS LIKE ME

MCA 41205

DON'S SECOND
#1 SINGLE FROM HIS
PORTRAIT ALBUM.



RW BB CB



Produced by Don Williams and Garth Fundis On **MCA RECORDS** & Tapes.

CASH BOX TOP 100 COUNTRY

May 24, 1980

Chart	Weeks On Chart	Title	Artist	Label	Chart	Weeks On Chart	Title	Artist	Label	Chart	Weeks On Chart	Title	Artist	Label				
1	5/17	THE WAY I AM	MERLE HAGGARD	(MCA 41200)	2	11	35	IT'S TRUE LOVE	CONWAY TWITTY AND LORETTA LYNN	(MCA-41232)	43	3	67	DIM THE LIGHTS AND POUR THE WINE	RED STEAGALL	(Elektra E-46633)	78	3
2		DON'T FALL IN LOVE WITH A DREAMER	KENNY ROGERS/KIM CARNES	(United Artists UA-X1345-Y)	4	8	36	THE BLUE SIDE	CRYSTAL GAYLE	(Columbia 1-11270)	46	3	68	YOU FILL MY LIFE	JUICE NEWTON	(Capitol P-4856)	72	5
3		GOOD OLE BOYS LIKE ME	DON WILLIAMS	(MCA 41205)	7	9	37	WORKIN' AT THE CARWASH BLUES/AGE	JERRY REED	(RCA PB-11944)	37	9	69	DANCIN' COWBOYS	BELAMY BROTHERS	(Warner/Curb WBS 49241)	—	1
4		STARTIN' OVER AGAIN	DOLLY PARTON	(RCA PB-11926)	6	10	38	ARE YOU ON THE ROAD TO LOVIN' ME AGAIN	DEBBY BOONE	(Warner/Curb WBS 49176)	8	15	70	EVEN A FOOL WOULD LET GO	CHARLIE RICH	(Epic 9-50869)	70	4
5		MORNING COMES TOO EARLY	JIM ED BROWN/HELEN CORNELIUS	(RCA PB-11927)	5	12	39	LET'S GET IT WHILE THE GETTIN'S GOOD	EDDY ARNOLD	(RCA PB-11918)	13	11	71	J.R.	B.J. WRIGHT	(Soundwaves SW 4604)	81	4
6		GONE TOO FAR	EDDIE RABBITT	(Elektra E-46613)	1	11	40	MAKE MINE NIGHT TIME	BILL ANDERSON	(MCA 41212)	44	7	72	SATURDAY NIGHT IN DALLAS	KENNY SERATT	(MDJ MDJ 1003)	75	4
7		MY HEART/SILENT NIGHT	RONNIE MILSAP	(RCA PB-11952)	10	7	41	LOSING KIND OF LOVE	LACY J. DALTON	(Columbia 1-11253)	48	6	73	HERE COMES THAT FEELING AGAIN	DON KING	(Epic 9-50877)	—	1
8		IT'S HARD TO BE HUMBLE	MAC DAVIS	(Casablanca NB 2244)	11	10	42	LIKE STRANGERS	GAIL DAVIES	(Warner Bros. WBS 49199)	20	10	74	LOST IN AUSTIN	FREDDY WELLER	(Columbia 1-11266)	80	2
9		TEMPORARILY YOURS	JEANNE PRUETT	(IBC 0008)	9	7	43	COAL MINER'S DAUGHTER	SISSY SPACEK	(MCA MCA-41221)	53	5	75	A STRANGER IN MY PLACE	ORION	(Sun SI-1152)	77	6
10		TRYING TO LOVE TWO WOMEN	THE OAK RIDGE BOYS	(MCA 41217)	12	6	44	AFTER HOURS	JOE STAMPLEY	(Epic 9-50854)	21	10	76	THE ROCK I'M LEANING ON	JACK GREEN	(Frontline FLS-706)	88	2
11		HE STOPPED LOVING HER TODAY	GEORGE JONES	(Epic 9-50867)	19	7	45	RODEO EYES	ZELLA LEHR	(RCA PB-11953)	54	7	77	SOLDIER OF FORTUNE	TOM T. HALL	(RCA PB-12005)	—	1
12		SHE JUST STARTED LIKING CHEATIN' SONGS	JOHN ANDERSON	(Warner Bros. WBS 49191)	14	11	46	SHE'S MADE OF FAITH	MARTY ROBBINS	(Columbia 1-11240)	50	7	78	HAVE A GOOD DAY	HENSON CARGILL	(Copper Mountain IRDA 589)	84	5
13		I'M ALREADY BLUE	THE KENDALLS	(Ovation OV-1143)	15	9	47	FIFTEEN BEERS	JOHNNY PAYCHECK	(Epic 9-50863)	47	8	79	CHANGING ALL THE TIME	LA COSTA	(Capitol P-4830)	—	1
14		LUCKY ME	ANNE MURRAY	(Capitol P-4848)	16	8	48	EVANGELINA	HOYT AXTON	(Jeremiah JH 1005)	51	6	80	STAY UNTIL THE RAIN STOPS	KATHY CARLILE	(Frontline FLS-705)	82	5
15		SMOOTH SAILIN'	T.G. SHEPPARD	(Warner/Curb WBS 49214)	17	8	49	LET'S PUT OUR LOVE IN MOTION	CHARLY McCLAIN	(Epic 9-50873)	58	4	81	HONKY TONK STUFF	JERRY LEE LEWIS	(Elektra E-46642)	—	1
16		ONE DAY AT A TIME	CRISTY LANE	(United Artists UA-X1342-Y)	18	9	50	TEQUILA SHEILA	BOBBY BARE	(Columbia 1-11259)	62	5	82	IF YOU'RE SERIOUS ABOUT CHEATIN'	R.C. BANNON	(Columbia 1-11267)	—	1
17		YOUR BODY IS AN OUTLAW	MEL TILLIS	(Elektra E-46628)	27	5	51	I CAN SEE FOREVER LOVING YOU	FOXFIRE	(Elektra E-46625)	61	6	83	UNTIL YOU	TERRY BRADSHAW	(Benson 2001)	85	5
18		TELL OLE I AIN'T HERE, HE BETTER GET ON HOME	MOE BANDY & JOE STAMPLEY	(Columbia 1-11244)	26	7	52	IT DON'T HURT TO DREAM	SYLVIA	(RCA PB-11958)	56	5	84	ONE GOOD REASON	MELISSA LEWIS	(Door Knob DK-80-129)	86	3
19		BEDROOM BALLAD	GENE WATSON	(Capitol P-4854)	28	7	53	YOU'RE IN LOVE WITH THE WRONG MAN	MUNDO EARWOOD	(GMC GMC 109)	57	8	85	THE ARIZONA WHIZ/A REAL GOOD CIGAR	GEORGE BURNS	(Mercury 57021)	87	2
20		TOO OLD TO PLAY COWBOY	RAZZY BAILEY	(RCA PB-11954)	29	6	54	LOVIN' A LIVIN' DREAM	RONNIE McDOWELL	(Epic 9-50857)	31	10	86	I CAN'T REMEMBER	STEPHANIE WINSLOW	(Warner/Curb WBS 49201)	52	7
21		NEW YORK WINE AND TENNESSEE SHINE	DAVE & SUGAH	(RCA PB-11947)	24	8	55	IF THERE WERE ONLY TIME FOR LOVE	ROY CLARK	(MCA MCA-41208)	55	6	87	I JUST HAD YOU ON MY MIND	BILLY "CRASH" CRADDOCK	(Capitol P-4838)	63	10
22		PASS ME BY	JANIE FRICKE	(Columbia 1-11224)	22	10	56	KAW-LIGA	HANK WILLIAMS, JR.	(Elektra E-46636)	76	2	88	I CAN HEAR KENTUCKY CALLING ME	OSBORNE BROS.	(CMH CMH-1524)	84	4
23		DIANE	ED BRUCE	(MCA 41201)	23	12	57	RIVER ROAD	CRYSTAL GAYLE	(United Artists UA-X1347-Y)	60	4	89	DEALIN' WITH THE DEVIL	EDDY RAVEN	(Dimension DS-1005)	64	11
24		SHOTGUN RIDER	JOE SUN	(Ovation OV-1141)	25	10	58	A LESSON IN LEAVIN'	DOTTIE WEST	(United Artists UA-X1339-Y)	39	16	90	"DALLAS"	FLOYD CRAMER	(RCA PB-11916)	66	10
25		FRIDAY NIGHT BLUES	JOHN CONLEE	(MCA MCA-41233)	35	4	59	I'M NOT THROUGH LOVING YOU YET	PAM ROSE	(Epic 9-50861)	59	6	91	ROSES AIN'T RED	DIANE PUFFER	(Capitol P-4858)	91	3
26		MIDNIGHT RIDER	WILLIE NELSON	(Columbia 1-11257)	34	4	60	LOVE IS A WARM COWBOY	BUCK OWENS	(Warner Bros. WBS 49200)	38	8	92	SOMETHIN' 'BOUT YOU BABY I LIKE	GLEN CAMPBELL & RITA COOLIDGE	(Capitol P-4865)	—	1
27		TAKE ME IN YOUR ARMS AND HOLD ME	JIM REEVES & DEBORAH ALLEN	(RCA PB-11946)	33	7	61	THE REAL BUDDY HOLLY STORY	SONNY CURTIS	(Elektra E-46616)	41	9	93	I CAN'T CHEAT	LARRY G. HUDSON	(Mercury 57015)	67	11
28		HE WAS THERE WHEN I NEEDED YOU	TAMMY WYNETTE	(Epic 9-50868)	32	6	62	TAKING SOMEBODY WITH ME WHEN I FALL	LARRY GATLIN & THE GATLIN BROTHERS	(Columbia 1-11219)	45	12	94	TWO STORY HOUSE	GEORGE JONES AND TAMMY WYNETTE	(Epic 9-50849)	68	13
29		LOVE, LOOK AT US NOW	JOHNNY RODRIGUEZ	(Epic 9-50859)	30	8	63	IT'S OVER	REX ALLEN, JR.	(Warner Bros. WBS 49128)	—	1	95	STANDING TALL	BILLIE JO SPEARS	(United Artists UA-X1336-Y)	69	14
30		TRUE LOVE WAYS	MICKEY GILLEY	(Epic 9-50876)	36	3	64	FUNNY HOW TIME SLIPS AWAY	DANNY DAVIS & WILLIE NELSON	(RCA PB-11999)	74	2	96	CATHY'S CROWN	SPRINGER BROTHERS	(Elektra E-46622)	96	4
31		BENEATH STILL WATERS	EMMYLOU HARRIS	(Warner Bros. WBS 49164)	3	13	65	WEIGHT OF MY CHAINS	TOMPALL AND THE GLASER BROS.	(Elektra E-46595)	65	6	97	YOU LAY A WHOLE LOT OF LOVE ON ME	CON HUNLEY	(Warner Bros. WBS 49187)	71	12
32		YOU WIN AGAIN	CHARLEY PRIDE	(RCA PB-12002)	42	3	66	SAVE YOUR HEART FOR ME	JACKY WARD	(Mercury 57022)	—	1	98	IT'S LIKE WE NEVER SAID GOODBYE	CRYSTAL GAYLE	(Columbia 1-11198)	73	16
33		BAR ROOM BUDDIES	MERLE HAGGARD & CLINT EASTWOOD	(Elektra E-46634)	49	2							99	DOWN IN THE QUARTER	TOMMY OVERSTREET	(Elektra E-46600)	79	10
34		THE CHAMP	MOE BANDY	(Columbia 1-11255)	40	5							100	BULL RIDER	JOHNNY CASH	(Columbia 1-11237)	83	5

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Lesson In Leavin' (Chappell/Sailmaker/Welbeck/Blue Ouil) — ASCAP	58	Good Ole Boys Like Me (Hall-Clement — BMI)	3	Lost In Austin (Buzz Cason/Young World — ASCAP/BMI)	74	Summer Night — BMI/ASCAP	4
A Stranger In My Place (Devon/Amos/Flea Show — BMI)	75	Have A Good Day (Cross Keys Publ. — ASCAP/Andite Invasion Publ. — BMI)	78	Love Is A Warm Cowboy (Tree — BMI)	60	Stay Until The Rain Stops (Screen Gems/Colgems/INK — BMI)	80
A Real Good Cigar (Rodeo Cowboy — BMI)	85	He Stopped Loving Her Today (Tree — BMI)	11	Love, Look At Us Now (Acuff/Rose — BMI)	29	Take Me In Your Arms And Hold Me (Rightsong — BMI)	27
After Hours (Baray/Tree — BMI)	44	Here Comes That Feeling Again (Blackwood/Vector — BMI)	28	Lovin' A Livin' Dream (Tree/Strawberry Lane — BMI)	54	Taking Somebody With Me (Larry Gatlin — BMI)	62
Age (Blendingwill — ASCAP)	37	Honky Tonk Stuff (Chesnut House — BMI)	73	Lucky Me (Chappell & Co. — ASCAP)	14	Tell Ole I Ain't Here... (Tree — BMI)	18
Are You On The Road (So. Nights — ASCAP)	38	I Can Hear Kentucky Calling (House of Bryant — BMI)	88	Make Mine Night Time (Tree/Cross Keys — BMI/ASCAP)	40	Temporarily Yours (Bobby Fisher — ASCAP/Tuff — BMI)	9
Bar Room Buddies (Peso/Warner-Tamerlane — Bronco — BMI)	33	I Can See Forever Loving You (Tuningfork — BMI)	51	Midnight Rider (No Exit — BMI)	26	Tequila Sheila (Horse Hair/Evil Eye — BMI)	50
Bedroom Ballad (Tree — BMI)	19	I Can't Cheat (Larry G. Hudson — BMI)	93	Morning Comes Too Early (Pi-Gem — BMI)	5	The Arizona Whiz (WB/Warner Tamerlane — ASCAP/BMI)	85
Beneath Still Waters (Acuff-Rose — BMI)	31	I Can't Remember (Yatahey — BMI)	86	My Heart (Chess/Pi-Gem — ASCAP/BMI)	7	The Blue Side (Almo/Irving — ASCAP/BMI)	36
Bull Rider (Jolly Cheeks — BMI)	100	I Just Had You On My Mind (Ensign — BMI)	87	New York Wine And Tennessee Shine (Maplehill/Vogue — BMI)	21	The Champ (Baray — BMI/Cross Keys — ASCAP)	34
Cathy's Crown (Acuff-Rose — BMI)	96	If There Were Only Time (Mimosa/Wormwood — BMI)	55	One Day At A Time (Buchhorn — BMI)	16	The Real Buddy Holly Story (Skol — BMI)	61
Changing All The Time (Chinnichap — BMI)	79	It's Hard To Be Humble (Songpainters — BMI)	8	One Good Reason (Limmo — BMI)	84	The Rock I'm Leaning On (Window — BMI)	76
Coal Miner's Daughter (Sure Fire — BMI)	43	It's Like We Never (Cookaway/Dejamus — BMI)	98	Pass Me By (Hallnote — BMI)	22	The Way I Am (Cross Keys — ASCAP)	1
Dallas (Roliram — BMI)	90	It's Over (Boxer — BMI)	63	River Road (Chappell/Newtonville — ASCAP)	57	Too Old To Play Cowboy (House of Gold/Cross Keys — BMI/ASCAP)	20
Dancin' Cowboys (Famous/Bellamy Brothers — ASCAP)	69	It's True Love (Chappell/Sailmaker — ASCAP)	35	Rodeo Eyes (Atlantic — BMI)	45	True Love Ways (Wren/MPL Communications — BMI/ASCAP)	30
Dealin' With The Devil (Milene/Acuff-Rose — ASCAP/BMI)	89	J.R. (Hitkit — BMI)	71	Roses Aint' Red (Brightwater/MCA — ASCAP)	91	Trying To Love Two Women (Cross Keys — ASCAP)	10
Diane (Newkeys/Sugarplum/Sister John — BMI)	23	Kaw-Liga (Milene — ASCAP)	56	Saturday Night In Dallas (Saran/Millhouse — BMI)	72	Two Story House (ATV/First Lady Songs — BMI)	94
Dim The Lights And Pour The Wine (Music City — ASCAP)	67	Let's Get It While (House Of Gold — BMI)	39	Save Your Heart For Me (Hall-Clement — BMI)	66	Until You (Duchess — BMI)	83
Don't Fall In Love With A Dreamer (Appian/Almo/Ouixotic — ASCAP)	2	Let's Put Our Love (Southern Nights — ASCAP)	49	She's Made Of Faith (Mariposa — BMI)	46	Weight of My Chains (Tompalland/Glancy — BMI)	65
Down In The Quarter (Kidron/Little Windy — BMI)	99	Like Strangers (House Of Bryant — BMI)	42	Shotgun Rider (House Of Gold — BMI)	24	Workin' At The Carwash Blues (Blendingwell — ASCAP)	37
Evangelina (Lady Jane — BMI)	48	Losing Kind Of Love (Algee/AI Gallico — BMI)	41	Silent Night (After The Fight) (Chess — ASCAP)	7	You Fill My Life (Sterling/Addison Street — ASCAP)	68
Even A Fool (Chappell/Unichappell — ASCAP/BMI)	70			Soldier Of Fortune (Hallnote/Shell Drake — BMI)	15	You Lay A Whole Lot Of Love (Tree/Stickbuddy — BMI)	97
Fifteen Beers (Algee — BMI)	47			Somethin' 'Bout You Baby I Like (Colgems — EMI — ASCAP)	92	You Win Again (Fred Rose — BMI)	32
Friday Night Blues (Cross Keys/Tree — ASCAP/BMI)	25			Standing Tall (Blackwood/Ben Peters/BMI)	95	Your Body Is An Outlaw (Sawgrass — BMI)	17
Funny How Times Slips Away (Tree — BMI)	64			Startin' Over Again (Starrin/Barborne/Sweet)		You're In Love With The Wrong Man (Music West Of The Pecos — BMI)	53
Gone Too Far (DebDave/Briarpatch — BMI)	6						

= Exceptionally heavy radio activity this week = Exceptionally heavy sales activity this week



Good Show.

To those of our Music Family who received accolades on the occasion of The Fifteenth Annual Academy of Country Music Awards Show, we say congratulations, for these were your finest hours.

Entertainer of The Year
WILLIE NELSON

Song of The Year
"IT'S A CHEATIN' SITUATION"
MOE BANDY

Top New Female Vocalist
LACY J. DALTON

Top New Male Vocalist
R. C. BANNON

Top Male Vocalist
LARRY GATLIN

Single Record of The Year
"ALL THE GOLD IN CALIFORNIA"
**LARRY GATLIN & THE
GATLIN BROTHERS BAND**

Album of The Year
"STRAIGHT AHEAD"
**LARRY GATLIN & THE
GATLIN BROTHERS BAND**

Top Female Vocalist
CRYSTAL GAYLE

Band of The Year (Touring)
CHARLIE DANIELS BAND

Country Music
Movie of The Year
ELECTRIC HORSEMAN

Top Vocal Group
MOE BANDY/JOE STAMPLEY

CBS Records/The Nashville Family of Music

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COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. IT'S OVER — REX ALLEN, JR. — WARNER BROS. — 28 REPORTS
2. SAVE YOUR HEART FOR ME — JACKY WARD — MERCURY — 25 REPORTS
3. DANCIN' COWBOY — BELLAMY BROTHERS — WARNER/CURB — 23 REPORTS
4. BAR ROOM BUDDIES — MERLE HAGGARD & CLINT EASTWOOD — ELEKTRA — 19 REPORTS
5. HERE COMES THAT FEELING AGAIN — DON KING — EPIC — 19 REPORTS
6. SOLDIER OF FORTUNE — TOM T. HALL — RCA — 17 REPORTS
7. THE BLUE SIDE — CRYSTAL GAYLE — COLUMBIA — 16 REPORTS
8. KAW-LIGA — HANK WILLIAMS, JR. — ELEKTRA — 16 REPORTS
9. CHANGING ALL THE TIME — LA COSTA — CAPITOL — 16 REPORTS
10. HONKY TONK STUFF — JERRY LEE LEWIS — ELEKTRA — 15 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. TRYING TO LOVE TWO WOMEN — THE OAK RIDGE BOYS — MCA — 47 REPORTS
2. HE STOPPED LOVING HER TODAY — GEORGE JONES — EPIC — 44 REPORTS
3. FRIDAY NIGHT BLUES — JOHN CONLEE — MCA — 44 REPORTS
4. YOUR BODY IS AN OUTLAW — MEL TILLIS — ELEKTRA — 41 REPORTS
5. TOO OLD TO PLAY COWBOY — RAZZY BAILEY — RCA — 41 REPORTS
6. TELL OLE I AIN'T HERE, HE BETTER GET ON HOME — MOE BANDY & JOE STAMPLEY — COLUMBIA — 40 REPORTS
7. MIDNIGHT RIDER — WILLIE NELSON — COLUMBIA — 40 REPORTS
8. HE WAS THERE WHEN I NEEDED YOU — TAMMY WYNETTE — EPIC — 39 REPORTS
9. TAKE ME IN YOUR ARMS AND HOLD ME — JIM REEVES & DEBORAH ALLEN — RCA — 39 REPORTS
10. YOU WIN AGAIN — CHARLEY PRIDE — RCA — 36 REPORTS

'Bronco Billy' Bows

(continued from page 30)

appeal, that we shipped it to both the pop and country radio stations in the beginning," noted Feraci. "The time is right for something like this to happen, because people who would not normally consider playing this kind of music are accepting it. Country has really arrived in 1980."

Each additional single from the soundtrack will be accompanied with a four-color picture sleeve incorporating the LP graphics, with individual single identification. Singles from the album include Ronnie Milsap's "Cowboys And Clowns," Penny DeHaven's "Bayou Lullaby" and Merle Haggard's "Misery And Gin."

Country Promo Film Offered Through CMA

NASHVILLE — A special film presentation, "The Music For The Times," is now available from the Country Music Assn. to its members. The film, a promotional presentation, was designed as a vehicle for selling country music to advertisers, merchandisers and media. Videocassettes or 16 mm film copies may be purchased at cost or may be borrowed from CMA for short term use by paying the cost of postage and handling.

Scenes from movies, television shows, concerts and national ads featuring country artists are included in the presentation.

PROGRAMMERS PICKS

Sonny Victory	KXLR/Little Rock	Lost In Austin — Freddy Weller — Columbia
Ron Christian	KBBQ/Ventura	Bar Room Buddies — Merle Haggard & Clint Eastwood — Elektra
Tom Wayne	KXOL/Ft. Worth	Save Your Heart For Me — Jacky Ward — Mercury
Mike Malone	WYDE/Birmingham	Funny How Time Slips Away — Danny Davis & Willie Nelson — RCA
Steve Gary	KOKE/Austin	I Can See Forever Loving You — Foxfire — Elektra
Lee Shannon	WIRE/Indianapolis	It's Over — Rex Allen, Jr. — Warner Brothers
Ken Holley	WJQS/Jackson	Save Your Heart For Me — Jacky Ward — Mercury
Al Hamilton	KEBC/Oklahoma City	What You Think Is Fair — Rex Gosdin & Tommy Jennings — Sabre
Terry Wunderlain	WIRK/West Palm Beach	Honky Tonk Stuff — Jerry Lee Lewis — Elektra
Jeff King	WVOJ/Jacksonville	Tequila Sheila — Bobby Bare — Columbia
Don Walton	KFDI/Wichita	What You Think Is Fair — Rex Gosdin & Tommy Jennings — Sabre
Dick Buchanon	KHEY/El Paso	Dancin' Cowboys — Bellamy Brothers — Warner/Curb
Ken Sheppard	KWKH/Shreveport	Until You — Terry Bradshaw — Benson
Steve Chappell	WDOD/Chattanooga	Tennessee River — Alabama — RCA
King Ed	WSLC/Roanoke	The Blue Side — Crystal Gayle — Columbia

THE COUNTRY MIKE

JOHNNY CASH ANNIVERSARY SPECIAL — The Mutual Broadcasting System will air a two-hour Johnny Cash Silver Anniversary Special on July 4. The announcement was made by Terry Hourigan, vice president/programming, at the annual Mutual Affiliates luncheon prior to the recent National Assn. of Broadcasters Convention. The anniversary special is a 25-year retrospective of Cash's entertainment career. Cash tells the stories behind the songs and talks about memorable moments in country music, starting with his first hit, "Hey Porter," in 1955. The special is being produced by Ed Salaman, program director at Mutual-owned station WHN in New York City. Mike Fitzgerald will be the host.

PROMOTION DIRECTOR PROFILE — Gary Michaels is currently promotion director and weekend announcer at KRAK in Sacramento, Calif. After a stint with the Army as a drill sergeant, which ended in 1973, Michaels began his radio career with KGUD in Santa Barbara as a DJ. The following year the station changed ownership and he moved to Arroyo Grande, Calif. with KFYV. Michaels spent four years there as program director. In 1978 he joined KRAK. Incidentally, Michaels was originally hired at KGUD by Rick Stewart, who is now the music director at KRAK.



Gary Michaels

Ben Harold and Leland Stafford have joined the staff at KENR in Houston. Harold is from KNUZ/Texas and Stafford is from Detroit. WFAI in Fayetteville, N.C. is sponsoring a tennis tournament to help raise money to fight Cystic Fibrosis. The station already has several tennis pros volunteering, but needs country artists. Contact **Tim Williams, MD** if anyone is interested in playing in the tournament.

The jock line-up at WNRS/Ann Arbor is as follows: **Mike Lawrence** starts things off announcing the 6-11 a.m. shift, followed by MD **Mark Thomas** from 11-4 p.m. **Country Dan Dixon** closes with the 4-9 p.m. slot, and **Tony Petta** does weekends.

Radio station WEEP in Pittsburgh aired a Mothers Day show featuring past performances by **Don Williams, Billy "Crash" Craddock, Ronnie McDowell** and **Eddie Rabbitt**. The show was produced by **Barry Mardit**. **Slim Whitman** was in Pittsburgh for a concert, and appeared on the air as a guest DJ. The station also ran a contest and gave away free tickets and albums to listeners that could yodel like Whitman.

Tim Wilson, PD, at WAXX/Eau Claire, reports that **Ray Price** was recently in town for a concert sponsored by the station.

WDAF in Kansas City will sponsor a concert this week featuring **Ernest Tubb, Kitty Wells, Stonewall Jackson, the Wilburn Brothers** and **Lonzo and Oscar**. **David Lawrence** will be the MC. The station recently sponsored a **Larry Gatlin** concert.

Radio station KTOW/Tulsa line-up is as follows: **Chuck Charley** is the morning announcer, followed by **Mike Graham** from 10-3 p.m. "**Cookin'**" **Don Cook** does the 3-7 shift, and **Jerry Rogers** closes the station with the evening slot.

country mike

TV Sales Boost Slim Whitman Album

(continued from page 30)

Slim Whitman, listened to his records and wanted to sell a package because he was one of his favorite artists."

Although that decision met with dubious acceptance within the company, 18 sides were leased from Capitol/UA from the recordings Whitman had made when he was with Liberty.

The ad features Slim Whitman playing his guitar and singing over the list of hits on the screen. With his folksy approach, Whitman captures the viewer's attention and sells himself as well as his own album. The on screen appearance of Whitman had a tremendous amount to do with the success of the commercial, according to UA spokesmen.

The TV spot also caused a demand by record store consumers for Slim Whitman product and as a result, UA has packaged a "Best Of" Whitman album. According to Pete Welding at UA, "As soon as the spots began running, retailers began receiving

requests about the album. They began running the last week in December and by the first week or so in January, UA had enough demand to press an album." The album was released about a month ago and is currently at 58 on the **Cash Box** Country Album chart. There has been no single released from the album.

Scotty Turner, a close friend of Whitman, helped Suffolk get Whitman to appear on the commercial. Whitman has been living in semi-retirement in Florida, making only occasional appearances. The success of this TV package has renewed interest in his career and Whitman has just signed with Steve Popovich's CBS-distributed Cleveland International label.

The TV package has sold "over a million" units so far by direct mail, according to Huntley, although he would not release exact sales figures. The company is obviously surprised by the reaction to Slim Whitman, although there are no immediate plans to release another package.



COFFEE WITH ALL THE GANG — RCA artist **Razzy Bailey** was recently a guest on KLAC/Los Angeles morning talk show "Coffee With..." hosted by **Sammy Jackson**. After the show, Jackson and Bailey ran into some old friends in the station's record library. Pictured are (l-r): Jackson; **Kathy Hahn**, KLAC music director; **Claude Akins**, star of NBC-TV Show *The Misadventures of Sheriff Lobo*; **Carson Schreiber**, RCA regional promotion manager; RCA artist **Sylvia**; and **Bailey**.

BMI

the winner!

ACADEMY OF COUNTRY MUSIC 1979 AWARDS NOMINATIONS

1. BASS

- Tony Booth
- BMI** Billy Ginnim
- Bryn Johnston
- Curtis Stone
- Steve Wariner

2. FIDDLE

- Doug Atwell
- Byron Berline
- BMI** Phil Gumble
- Harold Hensley
- Gordon Terry

3. DRUMS

- Richie Albright
- BMI** Art Francis
- Laine London
- George Manz

4. GUITAR

- BMI** Al Bruno
- James Burton
- Dick Daniels
- Dan Miller
- Billy Walker

5. KEYBOARD

- Glen D. Hardin
- John Hobbs
- Jimmy Pruett
- BMI** Hargus "Pig" Robbins
- Danny Stonestreet

6. STEEL GUITAR

- BMI** Buddy Emmons
- Joel Harrison
- Paul Ogden
- J. J. Meness
- Ralph Mooney

7. SPECIALITY INSTRUMENT

- Danny Davis (Trumpet)
- John Hartford (Banjo)
- Jerry Johnson (Lap Steel)
- BMI** Charlie McCoy (Harmonica)
- Smokey Rogers (Banjo)

8. BAND OF THE YEAR (TOURING)

- Asleep At The Wheel
- BMI** Charlie Daniels Band
- Oklahoma Boys Playboys
- Original Texas Playboys
- The Waylors

9. BAND OF THE YEAR (NON-TOURING)

- All Stars
- Country Sunshine
- Midway Riders
- BMI** Midway Riders
- Domino Riders
- Rebel Playboys
- Sound Company

10. KFDI RADIO, WICHITA, KS.

Radio Station of the Year

11. KING EDWARD IV, ROANOKE, VA.

Disc Jockey of the Year

12. GILEY'S, PASADENA, TX

Country Night Club of the Year

13. TOP NEW FEMALE VOCALIST

- Rosanne Cash
- BMI** Loretta Lynn
- Gayle McCord
- Loretta Mandrell
- Sylvia

14. TOP NEW MALE VOCALIST

- John Anderson
- BMI** Razaq Valley
- Gary Houston
- Randy Barlow
- Big Al Downing

15. TOP VOCAL GROUP

- BMI** Moe Bandy/Joe Stampley
- Jimmie F. Brown/Helen Cornelius
- Loretta Mandrell/R.C. Bannon
- Oak Ridge Boys
- Statler Brothers

16. ALBUM OF THE YEAR

(Award to Artist-Producer-Record Company)

- "Blue Kentucky Girl" (Emmylou Harris)
- "Green Fingert-Waylon" (Kenny Rogers)
- BMI** "Straight Ahead" (Larry Gatlin)
- "Willie Sings Kristofferson" (Willie Nelson)

17. TOP MALE VOCALIST

- BMI** Moe Bandy
- Larry Gatlin
- Waylon Jennings
- Kenny Rogers
- Don Williams

18. TOP FEMALE VOCALIST

- BMI** Crystal Gayle
- Loretta Lynn
- B. J. Anderson
- Alan Murray
- Dolly Parton

19. SINGLE RECORD OF THE YEAR

(Award to Artist-Producer-Record Company)

- BMI** "All The Gold In California" (Larry Gatlin)
- "Amenda" (Waylon Jennings)
- "Coward Of The County" (Kenny Rogers)
- "Devil Went Down To Georgia" (Charlie Daniels Band)
- "Half The Way" (Crystal Gayle)

20. ENTERTAINER OF THE YEAR

- Crystal Gayle
- BMI** Waylon Jennings
- Kenny Rogers
- Dolly Parton

21. SONG OF THE YEAR

(Award to Artist-Composer-Publisher)

- "All The Gold In California" (Larry Gatlin)
- BMI** "It's A Cheatin' Situation" (Moe Bandy)
- "L.A. Cheaters Waltz" (T.G. Sheppard)
- "She Believes In Me" (Kenny Rogers)
- "You're The Only One" (Dolly Parton)

22. COUNTRY MUSIC MOVIE OF THE YEAR

- Concert Cowboy (Frankel Films)
- BMI** The Jimmie G. Coleman (Columbia Pictures)
- Elvis (Dick Clark Motion Pictures)
- Living Legend (The EO Corporation)

SPECIAL AWARDS

- BMI** BILL WARD, KLAC Radio, L.A.
- Jim Reeves Memorial Award
- BMI** PIONEER AWARD
- BMI** LORETTA LYNN
- Artist of the Decade

ACADEMY OF COUNTRY MUSIC



What the world expects from the world's largest music licensing organization.

COUNTRY

CMA Announces Fan Fair Talent, Guidelines For Exhibitor Booths

(continued from page 30)

Ridge Boys and Brenda Lee.

Elektra Records: June 12, 8:00 p.m. — Eddie Rabbitt, The Glaser Brothers and Sonny Curtis.

Songwriters Show: June 12, 10:30 p.m. — Participants will be chosen from the songwriters who were honored at the NASAI's 13th Annual Songwriters Awards Ceremony earlier this year, including Larry Gatlin, Roger Bowling and Billy Edd Wheeler, Charlie Daniels, Milton Brown and Stephen Dorff, Hank Williams, Jr., Rory Bourke, Charlie Black and Kerry Chater, David Bellamy, Randy Vanwarmer, Sonny Throckmorton (NASAI Songwriter of the Year), Don Williams, Patsy Bruce, Ed Bruce and Bobby Borchers, Sandy Mason, Bob Morrison and Debbie Hupp, Steve Gibb, Bob McDill and Rafe Van Hoy.

CBS Records: June 13, 10:00 a.m. — Janie Fricke, Don King, Louise Mandrell, R.C. Bannon, Moe Bandy, Lacy J. Dalton and Ronnie McDowell.

Mixed Label Show: June 13, 3:00 p.m. — Kelly Warren, Jeremiah Records; Billy Edd Wheeler, Radio Cinema Records; Ann J. Morton, Prairie Dust Records; Jacky Ward, Mercury Records; Jerry Wallace, Door Knob Records; The Cates, Ovation Records; Tammy Jo, Ridgetop Records; Jerri Kelly, Little Giant Records; Eddy Raven, Dimension Records; Mundo Earwood, GMC Records and Carol Chase, Casablanca Records.

Mixed Label Show: June 13, 8:00 p.m. — Jeanne Pruett, IBC Records; Hoyt Axton, Jeremiah Records; Con Hunley, Warner

Bros. Records; and Gene Watson, Capitol Records.

Cajun Show: June 13, 10:30 p.m. — Jimmie C. Newman and Cajun Country, Joel Sonnier, Joe Manuel, Allan Fontemot, Duliss Landry and Wade Benson Landry, Mona McCall and Cajun humorist Justin Wilson.

In a related development, the CMA also released a set of guidelines applicable to the more than 270 booth exhibitors participating in Fan Fair. They are as follows:

- Exhibitors may set up their booths between the hours of noon and 9:00 p.m. on Monday, June 9, and between 9:00 a.m. and 11 p.m. on Tuesday, June 10.

- No motor vehicles will be permitted inside the auditorium at any time.

- Booths must be staffed at all times during open hours. Booths may not be dismantled until 2:00 p.m. on Saturday, June 14.

- No food or beverages may be sold from the booths. Food and beverage concessions will be open in the area at all times beginning Wednesday, June 11.

- No live performances will be allowed in the exhibit area. Sound and sight displays are acceptable if operated in a manner that will not interfere with other exhibitors.

- Moore Displays, Inc. of Nashville has again been chosen as the official contractor for Fan Fair. All rental items such as furniture, carpets, signs, etc. should be ordered from them.

- Although the exhibit area does not open until 9:30 a.m. Wednesday through Saturday, booths must be staffed by 9:00 a.m.

THE COUNTRY COLUMN

TO ALL THE LITTLE PARDNERS AND BUCKEROOS — Watch out . . . **Clint Eastwood** is Bronco Billy. A latter-day hero out to raise the minds and morals of our young, Eastwood delivers a believable portrayal of a New Jersey shoe salesman caught up in the cowboy cum hero syndrome in the Warner Bros. film, "Bronco Billy." And cowboys will be the big thing this year, from Urban to Bronco. Warner Bros. threw a great bash in New Orleans last May 9-12 to premiere said flick to approximately 200 radio, press and retail people, plus various film and record label execs, and of course the stars of the film, Eastwood, **Sondra Locke** and **Scatman Crothers**.

Merle Haggard (who makes a cameo appearance in the film), **Ronnie Milsap** (who performs the title track as well as another number on the soundtrack) and **Penny DeHaven**

were also on hand to entertain and do a bit of "polliticking," as Merle Haggard so aptly described it. Probably one of the highlights of the weekend was seeing Haggard & Eastwood attempt their charted duet "Bar Room Buddies." Unfortunately, both were having a bit of a problem remembering the lyrics, and had to rely on cue cards. **Milsap** helped out by playing piano while Antoine's tuxedoed waiters helped out with a little foot stomping and hand clapping. And some members of the audience definitely did *not* help out by singing along. Needless to say, some radio people, and you know who you are, have not missed their calling in life!

SHE'S A LITTLE BIT COUNTRY? — Meanwhile, back on the home front, **Jane Fonda** made her debut appearance on the Grand Ole Opry stage, singing backup to **Dolly Parton's** "Apple Jack." There seems to be a trend here . . . Is Hollywood going country, or is country going Hollywood?

NOTABLE SIGNINGS — Ovation artist **Sheila Andrews** has signed with the Joe Taylor Agency for booking . . . MCA's **Bill Anderson** has signed with Top Billing for booking and publicity . . . Singer/songwriter **Sonny Throckmorton** has appointed **Bobby Fischer** as his personal manager.

ON THE TUBE — Warner/Curb artists the **Bellamy Brothers** and Columbia's **Bobby Bare** will be featured on *Dinah!* in July . . . Columbia's **Johnny Duncan** recently guest hosted *That Nashville Music*. Airdate has not been set.

Johnny Cash has recorded a **Marty Robbins-Shirl Millet**-penned tune. The single, "Song of the Patriot," is reportedly about a "patriotic, flag waving nephew of Uncle Sam." Robbins joins Cash on the chorus.

Charlie Daniels will be the guest of honor at the third annual Carolina Brick Festival parade and banquet scheduled for May 20. Closer to home, Daniels and band quietly donated their time and talent to the Mt. Juliet Jr. High School in Tennessee last week. Daniels' son attends the school, so dad volunteered to take an afternoon and entertain the kids. No hoopla, no fan fair. Just Charlie, band and a passle of young fans.

MCA artist **Brenda Lee** will be the special guest of the **Statler Brothers** this year when they host their Happy Birthday U.S.A. Celebration July 3-4 in Staunton, Va. The fundraising celebration is an event begun by the Statlers to benefit charities in their home town. Last year's festivities attracted over 50,000 people from 37 states and seven foreign countries.

NEW WAVE COUNTRY? — That could very well be the next big step. Sources tell us that fans might be very surprised at the new "Dillard-Hartford-Dillard" album, now being recorded at Hit City studio in Los Angeles. Producer **Mike Melford** has assembled a "new wave" rhythm section for the **Doug Dillard, John Hartford, Rodney Dillard** effort. The rhythm section will be releasing their own LP in June under the group name **The Bombers**, and will most likely release the product on the Flying Fish label.

Singer/songwriter **Byron Gallimore** dropped in the Nashville office of **Cash Box** recently to chat about his debut single on the Little Giant label, "No Ordinary Woman." The song was the Grand Prize winner in the 1979 Music City Song Festival, while Gallimore took fourth place in the vocalist competition.

IN PURSUIT OF THE WILD TURKEY — **Hank Williams, Jr.** will be featured in an upcoming segment of *Wide World of Sports* (check local listings), engaging in one of his favorite outdoor sports — turkey hunting (the feathered kind). Hank and cronies will be garbed in the latest camouflage gear and will be using specially made whistles designed to lure the unsuspecting bird within gun shot . . .

AND YOU THOUGHT HIS AMERICAN CAREER WAS OVER — **Slim Whitman** is making one of those "remarkable comebacks" State-side. One of his catalog albums entered the **Cash Box** chart a couple of weeks ago, and his mail order records are selling like crazy (see related story). What's your secret, Slim?

Juice Newton has been signed to sing six songs in the score of the upcoming mini-series *Roughnecks*, starring **Harry Morgan, Cathy Lee Crosby, Vera Miles, Sam Melville** and **Stephen McHattie**, set for a summer airdate. **Otha Young**, Newton's producer, has been signed to write the lyrics to four of the tunes, with the music being composed by **Jerrold Immel**.

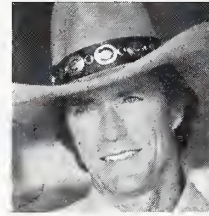
Faron Young and the Country Deputies are booked to appear at **Willie Nelson's** fourth of July picnic.

Happy Anniversary to House of Gold, celebrating its 10th year in publishing. **Bobby Goldsboro, Bob Montgomery** and **Kenny O'Dell** recently got together to celebrate that as well as the completion of Goldsboro's latest LP, produced by **Larry Butler**.

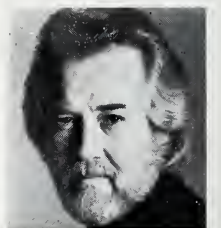
STUDIO TRACKS — In the TV studio last week, **Bill Walker** is conducting and musically directing his latest TV project for ABC, *50 Years of Country Gold*. The show is hosted by **Dennis Weaver** and features **Waylon Jennings, Barbara Mandrell, the Gatlins, Lynn Anderson, Ernest Tubb, Merle Haggard** and the **Carter Family** . . . In Sound Emporium (formerly Jack Clement Studio) — RCA artist **Jerry Reed** was in early May working on a new version of the **Charlie Daniels Band's** "The Devil Went Down To Georgia." The new recording will feature Reed playing guitar interlude in place of the fiddle playing devil . . . Warner Bros. artist **Donna Fargo** is working on a new LP with producer **Larry Butler** . . . Singer/songwriter **Roger Bowling** was at work in Waxworks and Woodland Studios, recording the theme song to *The Exterminator* for Interstar Films of New York.

Elektra artist **Tommy Overstreet** will soon embark on a promotional tour of Australia and New Zealand, which will precede a concert tour of the two countries later this summer. The week-long promotional blitz, set for May 19-25, will include appearances on several TV variety shows in Melbourne and Sydney and one show in New Zealand. Overstreet will soon have a new single release in the States, "Sue," as well as a third LP for Elektra.

jennifer bohler



Clint Eastwood



Tommy Overstreet



Jack O'Brien
Announces
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By

ERNIE ASHWORTH
With

"Little" Roy Wiggins and Larry Kirkland

"LITTLE ROSA"

OB-320

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"Little" Roy Wiggins
"What Makes My Steel Guitar Cry"
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"Just Plain Country"



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COUNTRY

SINGLES REVIEWS

MICKEY GILLEY (Full Moon/Asylum E-46640-A)

Stand By Me (3:38) (J. Lieber-M. Stoller-B.E. King) (Rightsong/Trio & ADT, BMI)

A superb remake of the old Ben E. King standard that will put Gilley right at the top of the charts. From the "Urban Cowboy" soundtrack, there's no limit to the audience for this record.

WAYLON JENNINGS (RCA JH-12007)

Clyde (2:40) (Johnny Bienstock, BMI) (J.J. Cale)

Waylon's distinctive sound and beat leaves its trademark on this record about an ole boy who plays bass, sits on the porch and sings the blues. Up tempo and infectious.

EMMYLOU HARRIS (Warner Bros. WBS 49239)

Wayfaring Stranger (3:26) (Visa, ASCAP) (Arr. B. Ahern)

This old standard is brought to life by Harris, whose love of traditional country music shines through her records. Tasteful production make this a delight for programmers and listeners.

JOHNNY CASH (Columbia 1-11283)

Song of the Patriot (3:27) (Kaysey, SESAC/Mariposa, BMI) (M. Robbins-S. Milete)

Cash reaches for Americana and the spirit of love for this country as he sings a song with a strong patriotic theme. He will find he is the voice of many Americans with this record.

DOTTIE WEST (United Artists UA-X1352-Y)

Leavin's For Unbelievers (3:28) (Chappell/Sailmaker/Welbeck/Blue Quill, ASCAP) (R. Goodrum-B. Maher)

Following up her recent number one with "A Lesson In Leaving," West comes forth with a ballad about sticking it out in love. She believes in love and programmers will believe in this record.

JOHNNY DUNCAN (Columbia 1-11280)

I'm Gonna Love You Tonight (In My Dreams) (2:48) (Maplehill/Vogue, BMI) (W. Holyfield)

A haunting melody pervades this song about a dream lover. Duncan sings this up tempo number with strength and conviction.

PEBBLE DANIEL (Elektra E-46643-A)

Goodbye Eyes (Leeds/Patchwork, ASCAP) (D. Loggins)

A super ballad from this new artist should see her find immediate acceptance at radio. Miss Daniel sings smoothly and with feeling on this Dave Loggins song.

SINGLES TO WATCH

REX GODDIN & TOMMY JENNINGS (Sabre ZSL-4520)

Just Give Me What You Think Is Fair (2:59) (Window Music — BMI) (Rex Goddin/V.L. Haywood/Jeff Twill)

ROGER BOWLING (MSD NSD 46)

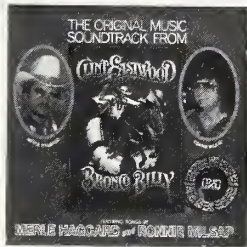
The Diplomat (4:18) (ATV Music — BMI) (Roger Bowling/Billy Edd Wheeler)

ALBUM REVIEWS



MY HOME'S IN ALABAMA — Alabama — RCA AHL1-3644 —
Producer: Harold Shedd, Larry McBride and Alabama — List: 7.98

The group's first album comes hot on the heels of their hit single, which is the title cut of the album. This collection shows off the group as writers as well as performers and the result is a bright new star on the horizon. Best cuts include "I Wanna Come Over," "Can't Forget About You," "Keep On Dreamin'" and "Tennessee River."



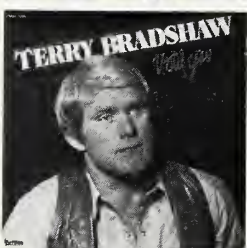
BRONCO BILLY — Soundtrack — Elektra 5E-512 —
Producer: Snuff Garrett — List: 7.98

The soundtrack from the "Bronco Billy" movie starring Clint Eastwood features performances by Ronnie Milsap, Merle Haggard, Penny DeHaven and a special duet between the Hag and Eastwood. In addition to the album being produced by Snuff Garrett, every song except two theme instrumentals features him as a writer. Best cuts include title and "Bar Room Buddies."



YOUR BODY IS AN OUTLAW — Mel Tillis — Elektra 6E-271 —
Producer: Jimmy Bowen — List: 7.98

"Your Body Is An Outlaw" looks like a solid hit single on the chart and this album should follow that pattern of success. Tillis features a fine collection of songs done in the inimitable Tillis style. Best cuts include the title cut, "Stay A Little Longer," "Cherokee Maiden," and "Whiskey Chasin'". A fffffffine album from Mmmmmmel.



UNTIL YOU — Terry Bradshaw — Benson R3702 — Producer:
Jerry Crutchfield — List: 7.98

There's always some justified skepticism when a celebrity cuts an album. However, one listen and it's obvious the Super Bowler can sing and bring his message across well. Best cuts include "Dimestore Jesus," "May The Good Lord Bless And Keep You," "River of Jordan," "Until You" and "He Was There All The Time." Bradshaw's an all-star in the singing field, too.

WARD'S OUT!



Jacky Ward's fastest moving single ever,
"Save Your Heart For Me."

#57022

CASHBOX 66

(Country Singles)





SPARS CONVENTION HIGHLIGHTS — The Society of Professional Audio Recording Studios (SPARS) held its first national convention in Los Angeles May 3-7, running concurrently with the Audio Engineering Society (AES) convention. The SPARS confab featured a Board of Directors meeting May 3, a general membership meeting May 4, a day-long audio recording conference with seminars addressing individual studio topics May 5 and a tour of Motown/Hitsville USA, the Record Plant and Filmways/Heider studio facilities May 6, as well as a private AES showing for SPARS members May 7. Pictured during the convention are (l-r): Board of Directors Terry Stark and Larry Estrin, Wally Heider

Recording; Chris Stone, Record Plant, Los Angeles; Malcolm Pierce Rosenberg, Esq., SPARS legal counsel; Joe Tarsia, Sima Sound Studios and SPARS president; Bob Littin, Regent Sound; Mack Emerman, Criteria Studios; Murray Allen, Universal Studios; Dave Tieg, Atlantic Studios; Video seminar panelists Paul Flattery, Gowers, Fields & Flattery Video; Bob Littin; Chris Stone, panel moderator; Lou Steinberg, Trans-American Video (TAV); Rush Hickman, Convergence Corp.; Basic Business panelist Art Mancinow, ARC Records vice president of finance; Tom Dowd, producer; and Malcolm Rosenberg.

Innovation, Communication Stressed At SPAR'S L.A. Studio Conference

(continued from page 20)

tape, which provided a point of controversy during the Q&A period.

Afternoon Seminars

The inherent problems of disc mastering were touched on during the afternoon's opening seminar. Frankford/Wayne Labs' Tom Steele indicated that "we're dealing with a 1946 standard in the tape to disc transfer process," adding that proper master tape preparation was needed from the studios before delivery to the disc cutter. Masterphonic's Mack Evans noted that such information as "reference level, speed and type of noise reduction used, if any" should be supplied to aid the cutting process. Capitol's Ken Perry, who has worked on approximately eight digital projects, noted that while digital-to-analog mastering was "a little harder to work with" than standard analog process, he noted that digital masters would be able to generate many more discs due to the fact that there is virtually no tape generation loss in the process. Perry also stated that "head stacks" (two-inch) and half-inch tape formats might be used in lieu of digital now.

Location Recording Service's Steve Guy indicated that facilities should pay close attention to packaging and shipping of lacquers and that "reject policies of plants vary a lot."

Perhaps the most forward-looking ses-

Picture Records Will Release New LP, Singles

LOS ANGELES — "Endangered Species" by the Canadian group Klaatu, and the first single from that LP "Knee Deep In Love," are among the first product slated for release by the newly formed Picture Records, a company formed to specialize in production, management and publishing. Principles in the new firm are artist manager Robert Raymond and record producer Christopher Bond.

Bond is set to produce the Capitol Records LP by Klaatu, which is set for release on June 16, with the single set for release later this month. Also set for release is a new digital single produced by Bond for Mercury recording artist Rob Grill, titled "Where Were You When I Needed You?" That single is also slated for release later this month.

Raymond has managed or promoted a variety of artists including Frank Sinatra, Led Zeppelin and Billy Thorpe, and now manages a stable of artists including Chris Thompson and Night and television reporter/personality David Sheehan.

Also an arranger, Bond, who earned gold and platinum for his work with Hall and Oates and Jeff Beck, has also worked with Maria Muldaur and Richie Havens, to name a few. His next project is Elektra/Asylum artist Veronique Sanson.

sion of the afternoon revolved around the marriage of audio and video within the recording studio. The Record Plant's Chris Stone moderated, pointing out that he was presently modifying one of his own rooms in Los Angeles for video use, while Convergence Corp.'s Rush Hickman expressed the common concern that, at present, more attention on the part of the video producers needed to be paid to quality audio. Regent Sound's Bob Littin said that "while video won't beat out the record business," it will play a pivotal role in the expansion of the recording studio.

Paul Flattery, a former producer for Jon Roseman Prod. and now a principal in Gowers, Fields and Flattery, felt, like most of his fellow panelists, that the ultimate future of video would lie in the videodisc. But he expressed the concern that manufacturers were "not really concerned with the technical aspects of sound." He said there would have to be a "change of attitude" on the part of corporations such as RCA to begin investing now in quality software. Louis Steinberg, vice president of operations for Trans-American Video, noted that his firm had "decided not to become involved in the audio recording business" and signed a separate business arrangement with The Record Plant.

3M's McDevitt, during his presentation on the economy, noted that "the outlook is poor but not that bad," adding that areas such as goods and services were increasing and exports are now helping to sustain the economy, accounting for almost 12% of the total Gross National Product (GNP). He also said that a 14½ rise was expected in consumer prices for next year, but indicated that would be balanced partly by a drop in raw industrial prices. He also noted that small businesses might take advantage of a National Sciences Foundation budget increase from \$2.5 to \$150 million in the new decade.

The conference closed with a seminar on recording studio design and acoustics moderated by acoustician John Woram. Panelists included George Augspurger, Perception Ltd.; Jeffrey Cooper, acoustician; Brian Cornfield, Everything Audio; and John Storyk, Sugarloaf.

A studio tour of Motown/Hitsville, USA, the Record Plant and Filmways/Heider recording facilities was held May 6 and a private showing of the Audio Engineering Society (AES) convention exhibits was held from 7-10 p.m. May 7.

Mercury Releases LPs

LOS ANGELES — Phonogram, Inc./Mercury Records has announced release of four new LPs this week, including "Love Is A Sacrifice" by Johnny and the Asbury Jukes; a self-titled Mercury debut by Peter Gabriel; a self-titled debut from the group Ronin; and "Love Jones" by Johnny Guitar Watson on DJM Records.

ON JAZZ

(continued from page 17)

by only his balafon, he conjured a recitative that might indicate the origins of Italian opera. From Zambia came vocalist **James L. Zulu** and guitarist-vocalist **Anderson L. Banda** (whose first instrument was an old pot covered with cow hide, a plank and wires). Banda played a classical guitar in an unorthodox manner, using all up strokes, but with a clarity and chordal density that was beautiful. Together they'd sing long, asymmetrical unison lines that were uniformly upbeat in mood, even when they were singing about suicides; the overall effect of their voices and Banda's freight train chording was that of country music and bluegrass. Finally, from Zaire came a trio composed of **Kalonga Mutela** on Fender Bass, **Kiandinea Pezo** on drums and **Lema-A-Nsi** on electric guitar, piano and vocals. Nsi was a polished, charming performer who led his laidback but dynamic accompanists through a set comprised of American R&B, gospel church overtones, calypso/doo wop intimations, and a jazz-influenced suite of modern harmonics that paid allegiance (unconsciously perhaps) to **Max Roach**, **Bud Powell** and **Duke Ellington**. When all the musicians returned to the stage for a jam session, joined by the American ethnomusicologist **Brother Ah (Robert Northern)** on flutes, the textures tended towards funk and free jazz, making this listener wonder who had influenced whom... The appearance of **Sheikh Muzaffer & The Jerrahi Dervishes of Istanbul** at N.Y.U.'s Cooper Union was, if possible, an even more exotic musical experience in the Suti Ceremony of Dhikr, the audience was able to experience the act of music and singing as a form of prayer — and if some listeners were reminded of Public Image Ltd. or of disco, well, it's a small world. The Ceremony of Dhikr is a spiritual experience that uses chantine, rhythm, repetition and dance to achieve a trance-like state. The evening began by introducing the musicians: three drummers playing large, tambourine-like hand drums, each with a different pitch, some with snares (later they were joined by a musician playing two hand cymbals, which offered an insight into the origins of the modern drum set): one violin, one flute, one oud (a string instrument that is a cousin of the banjo) and two singers. Together they played long vocalized unisons built on minor scales over a rock-steady backbeat: the flute and violin solos were distinguished by their ecstatic tone, speechlike urgency and spiritual depth. The next session featured Sheikh Muzaffer leading a huge chorus of singers in various call and response patterns, accented by the ever increasing movement of the dancers who circled and circled, with specific body movements for each incantation. Over this incessant drone the solo singers essayed cantorial vocals with dramatic modulations in pitch that were uncanny. The yearning of the voices and the incessant movement of the dancers continued for over two hours, leaving one pleasantly exhausted. This extraordinary experience is documented on "Journey To The Lord of Power" (Inner Traditions International Ltd. — 377 Park Ave South — N.Y.C. 10016) and is highly recommended. Those who wish to further investigate world folk music can find numerous excellent releases on Nonesuch, Lyricord, Folkways and Rounder. From time to time, we'll talk about some of the excellent releases on these labels: the records are generally cheaper than most domestic product, are well produced, and contain a wealth of creative improvisation and dance energy.

chip stern

GOSPEL NEWS

(continued from page 28)

Knott's Berry Farm in Santa Ana, Calif.

The annual Singing in the Smokies will again be sponsored by the **Inspirations**, held this year June 27-July 6. Featured acts who will be performing will be the **Primitives**, **Chuck Wagon Gang**, **Kingsmen**, **Hopper Brothers** and **Connie, Cathedral Quartet**, **Rex Nelson Singers**, **Florida Boys**, **Dixie Melody Boys**, **Singing Echoes**, **Statesmen**, **Victory Quartet**, **Singing Cookes**, **Bibletones**, **Galileans** and, of course, the **Inspirations**.

Wendell Burton, a gospel singer for Lamb & Lion Records, is also a well-known actor and his newest role will be to play the part of Tom Hamilton in the ABC mini-series "East of Eden," based on the novel by John Steinbeck. Timothy Bottoms, Warren Oates, Lloyd Bridges and Jane Seymour are also starring in "East of Eden."

The Hinson's are doing some new and exciting things musically these days and their new album should be a lot more contemporary than anything they've done yet. The group, which has been rooted in southern gospel for a number of years, is branching out and the result will be heard on their new album, set for release in early summer.

Gary McSpadden of the **Bill Gaither Trio** will soon be moving back to Nashville from Fort Worth, Tex. Gary is planning to give up his church there where he and his father are co-ministers and re-enter the gospel music business full-time. Gary left Nashville in the late '60s after singing gigs with the **Statesmen Quartet** and **Imperials**.

Word Record Group's SingTrax accompaniment tapes have proven to be so popular since their introduction in March 1979 that the company has completely revamped the program for greater sales impact. SingTrax tapes are recorded background music that a singer or singers can play while performing, thereby giving the effect of a full production performance.

don cusic

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 GO ALL THE WAY THE ISLEY BROTHERS (T-Neck/CBS FZ 36305)	1 6	38 CATCHING THE SUN SPYRO GYRA (MCA 5108)	35 8
2 LET'S GET SERIOUS JERMAINE JACKSON (Motown M7-928R1)	3 8	39 LADIES' NIGHT KOOL & THE GANG (De-Lite/Mercury DSR-9513)	32 38
3 LIGHT UP THE NIGHT THE BROTHERS JOHNSON (A&M SP-3716)	2 12	40 ANGEL OF THE NIGHT ANGELA BOFILL (GRP/Arista 5501)	33 30
4 ROBERTA FLACK featuring DONNY HATHAWAY (Atlantic SD 16013)	5 9	41 1980 B.T. EXPRESS (Columbia JC 36333)	52 3
5 THE WHISPERS (Solar/RCA BXL 1-3521)	4 22	42 NATURALLY LEON HAYWOOD (20th Century-Fox/RCA T-613)	54 2
6 SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	11 4	43 SIT DOWN AND TALK TO ME LOU RAWLS (Phila. Int'l/CBS JZ 36304)	41 22
7 TWO PLACES AT THE SAME TIME RAY PARKER JR. AND RAYDIO (Arista AL 9515)	8 7	44 PRINCE (Warner Bros. BSK 3366)	43 29
8 MOUTH TO MOUTH LIPPS INC. (Casablanca NBLP 7197)	10 8	45 TWO TONS O' FUN (Honey/Fantasy F-9 584)	50 5
9 WARM THOUGHTS SMOKEY ROBINSON (Motown T8-367M1)	6 11	46 DANCIN' AND LOVIN' SPINNERS (Atlantic SD 10256)	38 30
10 SPIRIT OF LOVE CON FUNK SHUN (Mercury SRM 1-3806)	9 7	47 BRASS CONSTRUCTION 5 (United Artists LT-977)	45 26
11 OFF THE WALL MICHAEL JACKSON (Epic FE 35745)	7 39	48 ON THE RADIO— GREATEST HITS— VOLUME I & II DONNA SUMMER (Casablanca NBLP-2-7191)	47 30
12 AFTER MIDNIGHT MANHATTANS (Columbia JC 36411)	15 6	49 8 FOR THE 80's WEBSTER LEWIS (Epic JE 36197)	48 17
13 RAY, GOODMAN & BROWN (Polydor PD-1-6240)	12 23	50 HIDEAWAY DAVID SANBORN (Warner Bros. BSK 3379)	49 7
14 HOT BOX FATBACK (Spring/Polydor SP-1-6726)	16 8	51 1980 GIL SCOTT-HERON AND BRIAN JACKSON (Arista AL 9514)	42 13
15 GQ TWO GO (Arista AL 9511)	13 9	52 SUPERCHARGED TAVARES (Capitol ST-12026)	51 13
16 POWER THE TEMPTATIONS (Gordy/Motown G8-994M1)	27 3	53 L.A. BOPPERS (Mercury SRM 1-3816)	44 13
17 THE GAP BAND II THE GAP BAND (Mercury SRM 1-3804)	14 24	54 DANCE OF LIFE NARADA MICHAEL WALDEN (Atlantic SD 19252)	53 23
18 PARADISE PEABO BRYSON (Capitol SOO-12063)	24 4	55 "NOW APPEARING" AT OLE MISS B.B. KING (MCA 2-8016)	59 4
19 THE BLUE ALBUM HAROLD MELVIN AND THE BLUE NOTES (Source/MCA SOR-3197)	21 10	56 FUN AND GAMES CHUCK MANGIONE (A&M SP-3715)	55 14
20 REACHING FOR TOMORROW SWITCH (Gordy/Motown G8 993M1)	20 7	57 SPLASHDOWN BREAKWATER (Arista AB 4264)	— 1
21 SKYWAY SKYY (Salsoul/RCA SA 8532)	17 12	58 MASTERJAM RUFUS & CHAKA (MCA-5103)	58 28
22 CAMEOSIS CAMEO (Casablanca CCLP 2011)	40 3	59 KWICK (EMI-America SW-17025)	64 2
23 SKYLARKIN' GROVER WASHINGTON, JR. (Motown M7-933R1)	19 12	60 BACK FOR MORE AL JOHNSON (Columbia NJC 36266)	62 4
24 THE GLOW OF LOVE CHANGE (RFC/Warner Bros. 3438)	36 5	61 GLORYHALLASTOOPID PARLIAMENT (Casablanca NBLP 7195)	57 23
25 DREAM COME TRUE EARL KLUUGH (United Artists LT-1026)	25 7	62 SYREETA (Tamil/Motown T7-3721)	— 1
26 LADY T TEENA MARIE (Gordy/Motown G7-992R1)	30 11	63 JERRY KNIGHT (A&M SP-4788)	65 3
27 LOVE SOMEBODY TODAY SISTER SLEDGE (Cotillion/Atlantic SD 16012)	18 13	64 AFTER THE RAIN SIDE EFFECT (Elektra 6E-261)	61 5
28 10½ THE DRAMATICS (MCA 3196)	23 12	65 THE INVISIBLE MAN'S BAND (Mango MLPS 9537)	71 2
29 YOU'LL NEVER KNOW RODNEY FRANKLIN (Columbia NJC 36122)	31 8	66 HIROSHIMA (Arista AB 4252)	56 20
30 MASSTERPIECE MASS PRODUCTION (Cotillion/Atlantic SD 5218)	28 9	67 MIDNIGHT DESIRE RANDY BROWN (Chocolate City/Casablanca CCLP 2010)	66 8
31 AND ONCE AGAIN ISAAC HAYES (Polydor PD-1-6269)	46 2	68 IN "N" OUT STONE CITY BAND (Gordy/Motown G7 991R1)	60 11
32 WINNERS KLEER (Atlantic SD 19262)	34 13	69 YELLOW MAGIC ORCHESTRA (Horizon/A&M SP 736)	63 16
33 BIG FUN SHALAMAR (Solar/RCA LX1-3479)	26 33	70 SURE SHOT CROWN HEIGHTS AFFAIR (De-Lite/Mercury DSR-9517)	67 9
34 EVERY GENERATION RONNIE LAWS (United Artists LT1001)	22 16	71 CAT IN THE HAT BOBBY CALDWELL (Clouds/T.K. 8810)	— 1
35 MONSTER HERBIE HANCOCK (Columbia JC 36415)	39 6	72 YOU KNOW HOW TO LOVE ME PHYLLIS HYMAN (Arista AL 9509)	69 28
36 RELEASED PATTI LABELLE (Epic JE 36381)	37 7	73 WHERE THERE'S SMOKE SMOKEY ROBINSON (Tamil/Motown T-7-366R1)	72 49
37 THE SUGARHILL GANG (Sugarhill FH 245)	29 12	74 RISE HERB ALPERT (A&M SP-4790)	68 33
		75 LIVE AND UNCENSORED MILLIE JACKSON (Spring/Polydor SP-2-6725)	70 25



SIDE EFFECT SIDEKICKS — Elektra/Asylum recording group Side Effect recently performed a showcase date at the Roxy in Los Angeles to support its debut E/A LP, "After The Rain," and was later joined by fellow artists and friends. Pictured backstage after the show are (l-r): Miki Howard of Side Effect; Oscar Fields, vice president of special markets, E/A; Dee Dee Bridgewater, E/A recording artist; and Jalila Larsuel, national promotion coordinator of special markets, E/A.

THE RHYTHM SECTION

BMA AND BLACK RADIO MAKE PACT — George Ware, who is heading up the communications division of the Black Music Association (BMA), has been traveling throughout the south and southwest, carrying the message of the BMA and encouraging more black programmers and air personalities to become involved in the organization. "I have been getting excellent acceptance from the people I speak with. I am not only going to radio stations in the cities I am visiting, but I am also going to other organizations and have particularly been working with several black colleges, making them aware of careers in the industry, and encouraging them to upgrade their communications departments. It has been my finding that once people understand the inner workings of the BMA and what we are trying to accomplish and how they can become involved, I am meeting very little resistance," Ware said.

Reg Henry, president of the Young Black Programmers Coalition, and program director for the Security Broadcasting chain, said "We are planning to send four people from our chain to the BMA conference in June. Now that I have gotten more involved in the workings of the BMA, and see what it is planning to do, I have been successful in turning around the thinking of the people at Security."

The tentative workshop schedule for the BMA conference being held at the Sheraton Washington Hotel in Washington, D.C. June 26-30 includes: Programming black music in the '80s, co-chaired by Jim Maddox and Bill Speed; Improving the distribution system for black music, co-chaired by Joe Simone, NARM president, and Jim Schwartz; Ownership by minorities of broadcast properties, chaired by Dwight Ellis of the National Association of Broadcasters (NAB); and Music industry trade associations and how they mesh, chaired by Joe Cohen of NARM. These are a few of the panels presently on the tentative BMA agenda.

BMA has also lined up several top entertainers to do public service announcements for Black Music Month. Those who have made comments so far are Teddy Pendergrass, Stephanie Mills, Isaac Hayes, Millie Jackson, Billy Eckstine, Sarah Dash, Patrice Rushen, Smokey Robinson, Betty Wright and Jerry Butler.

BILL COSBY JOINS STACY LATTISAW CAMPAIGN — Reinforcing his image of always taking the time for the children of the world, Bill Cosby has decided to lend his name and a great deal of his time to assist in Stacy Lattisaw's promotional campaign. Having taken a special interest in the thirteen-year-old recording artist, Cosby has agreed to appear with her on several upcoming television shows and has finished a photo session with Stacy. Atlantic/Cotillion Records is including a poster of the two together in its marketing/merchandising campaign for her recently released album, "Let Me Be Your Angel." Lattisaw will be opening for the Spinners on several dates during the summer and a few with Smokey Robinson.

A TRIBUTE TO WILLIE DAVIS — Willie Davis, president of All-Pro Broadcasting, which include KACE in Los Angeles and WAWA/WLUM in Milwaukee, is being honored, "celebrity roast" style, June 8, at the Los Angeles Hilton Hotel in Los Angeles, Calif. Proceeds from the event will be donated to the Inglewood (Calif.) Jr. All America Football League, which has been in existence since 1969 and has over 400 children participating in the organization. Over 1,000 people are expected at the gathering, with Mrs. Vince Lombardi, George Sanford Brown, actress Berlinda Tolbert, Los Angeles city councilman Dave Cunningham and Rosey Grier among those on the dias. H.B. Barnum will be the musical director, and Kellee Patterson will entertain at the event.

GET READY FOR C.L. BLAST — An artist on the move would be Atlantic/Cotillion's C.L. Blast, who has gained a reputation in the south for his very entertaining stage performance. His first effort for the label, "I Wanna Get Down," was released this week. An album by the same name will be released mid-June. Blast can be compared to blues great Bobby Bland and has followed the Percy Sledge tradition of featuring background singers Rhodes-Chalmers-Rhodes, who enhance his brand of blues and an uptempo contemporary sound.

MINORITY FUND NAMES EWING — Sam Ewing is the new president and chief executive officer of the Minority Broadcast Investment Fund Inc., which is an arm of The National Association of Broadcasters (NAB). Ewing will be in his office at the NAB starting June 1, and will restructure the system under which he will operate. He will start accepting loan applications for review around August.

cookie amerson

POP CROSSOVER POTENTIAL

A Lover's Holiday • Change • RFC/Warner Bros.
Back Together Again • Roberta Flack with Donny Hathaway • Atlantic
Take Your Time (Do It Right) • The S.O.S. Band • Tabu/CBS

INTERNATIONAL

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — **Alberto Caldeiro** has been appointed commercial director at the local branch of EMI, replacing **Norberto Tejero**, who remains as sales manager of the company. Caldeiro was associated with CBS until late last year, and entered EMI in February in the A&R field. EMI has also received the visit of **Helmut Fest**, international vice president of Capitol/EMI/UA in the U.S.A., who came to discuss business in this market.

RCA had arranged a welcome party for Mexican group **Los Hermanos Rigual**, who were scheduled to start a tour of two months covering several provinces. However, some unexpected difficulties in the departure forced postponement of the gathering, arranged for the Elevage Hotel.

The visitor of the week has been Brazilian artist **Ney Matogrosso**, who is considered one of the leading names in his country's contemporary music. He appeared at the Bauen Hotel (where a press conference was also held) and the Coliseo Theater.

Microfon's new bet for the charts is the third volume of **Estilo Nuevo**, a disco-oriented series based on selections from the Ariola, Arista and Motown catalogs, and appealing to English language-oriented young customers. For the Spanish music fans, Microfon recently released its "Autumn Hits," which is currently enjoying Top Three status in the charts.

Phonogram's **John Lear** reports very good sales for a series of budget cassettes launched recently with the equivalent of two albums in each of them. The selections include some of the best artists of the catalogs and are a good buy for price-minded customers. The company is also selling very strongly the *Midnight Express* soundtrack album, one of the big surprises of the season.

CBS re-released the "Eldorado" album by the **Electric Light Orchestra**, reflecting the interest in this group that followed the success of its latest album and a compilation of hits. There is also a new album by melodic chanter **Leo Dan**, a strong seller 15 years ago and recently returned from Mexico, where he had established himself later.

Tonodisc is reinforcing its position in the budget LP field with a series of 60 releases under its "Impacto" series, with a suggested retail price of six dollars, which is low for this market. **Atahualpa Yuanqui**, **Paco de Lucia**, **Jorge Cafrune** and other popular names appear in these waxings, released under license from Belter of Spain. Several local recordings are also being added to these names.

miguel smirnoff

Italy

MILAN — The tour season here is lively, with **Donovan**, **Lene Lovich**, **Joe Jackson** and **Ian Carr's Nucleus** currently in the

country. Upcoming tours include **Chuck Berry** (probably in Milan on May 20), **Iggy Pop**, **Steppenwolf**, the **Clash** and many others in May; and **Lou Reed**, **Devo** and a Woodstock-style concert by **Bob Marley** (scheduled for Rimini on June 26) in June. July tours include **Peter Tosh**, **Dr. Feelgood**, **Roxy Music** and **Talking Heads**.

RCA has released an album, "Disco/Rock FM Radio Station," including a compilation of hits chosen by 99 radio stations from all parts of Italy. The album, the first one of this type in Italy, includes recordings by **Amil Stewart**, **Ian Dury**, **Three Degrees**, **Ramones** and other contemporary stars.

Giuseppe De Rilo has been named chairman of Ri-Fi Record . . . **Carlo Barbareschi** left his post of pressing plant manager at Ariston group . . . **Aldo Patriarca**, formerly with Polygram, has been named manager of the Roman offices of CBS. He replaces **Ugo Porcellii** . . . **Franco Zanetti**, previously with EMI, has been named press manager of CGD-Dischi, replacing **Roberto Filippi** . . . Dischi Ricordi announced the appointments of **Diego Ando** to legal office manager and **Rolando Bacherini** to sales manager.

Eleven label has renewed its distribution agreement with Fonit-Cetra. Announcement was made by **Aldo Paganì**, chairman of the company.

mario de luigi

The Netherlands

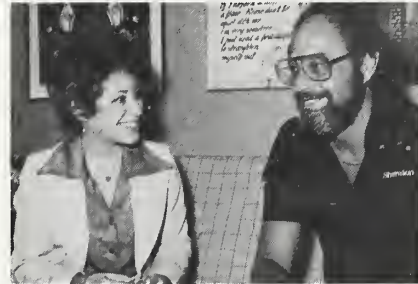
AMSTERDAM — **Urban Heroes** is the name of the group and "Not Another World War" the title of the band's first single. The Heroes are taking off rapidly, with Ariola distributing this ominous track in Britain.

Former A&R manager of RCA Netherlands, **Dennis Kloeth**, has started his own production company, Crisis Productions. First production by Crisis is the debut album "Rough 'n' Tough" by **The Free Lance Band**. Whose crisis is this?

EMI Holland and rock group **Vitesse** have ended their three year contract after only one year due to a low R.O.I. according to EMI. Manager **Van de Pavert** is now looking for a new contract both in Holland and Germany . . . Female hit singer **Anita Meijer**, a raving blonde country type, is back in business again. She signed with Ariola and is recording her first single with producer **Martin Duiser**. Teldec, Sonet and Inelco, three independent European record companies, are planning an integration of their distribution, pressing and promotion activities. Inelco director **Wim Brandsteder** is convinced that the multi-national record companies are too powerful and he expects the new combination to be a worthwhile alternative.

He used to be extremely popular with the girls, dark-curved singer **Albert West**. After contracts with CBS and Phonogram, his

(continued on page 50)



IAN IN ISRAEL — Columbia recording artist **Janis Ian** recently toured Israel in support of her "Night Rains" LP. Pictured are **Ian (l)** and **Harold Richman**, manager of the Tel Aviv Sheraton Hotel.

Sanyo Licenses Philips Videodisc Player

NEW YORK — N.V. Philips of the Netherlands has entered into a licensing agreement with Sanyo Electric Co. of Osaka, Japan for the latter to manufacture and sell the videodisc player developed by Philips and MCA Inc.

At present, the system is being marketed under the MagnaVision brand, which is a division of Philips, in 16 major U.S. markets. According to Philips, Magnavox expects to market the system nationwide by year-end.

Other Japanese licenses for the Philips unit include Sharp Corp., Sony Corp. and Trio Kenwood Corp.

ITA Executives Set For Video Meet In Europe

NEW YORK — Top executives from the International Tape Association, Inc. (ITA) will be the featured speakers at the "Eurotape" video seminar, which will be held on June 19 at the Bella Center, in Copenhagen. According to ITA, the conference is expected to attract some 300 leading executives of European companies involved in video hardware and software.

Larry Finley, vice president of events and membership for ITA, is the conference chairman. Other speakers will include: **Henry Brief**, executive director of ITA; **William den Tuinder**, deputy manager of video for N.V. Philips' Gloeilampenfabriek, and a member of the ITA board; **Arnold Norregaard** of the Bellevue Studio in Copenhagen, who is the newly elected vice president for Europe of ITA; **Brian Payne**, director of European sales for Magnetic Video Corporation; **Brian Norris**, European legal affairs counsel for the London-based Motion Picture Export Association of America; **Fred Richards**, director of international marketing for Time-Life Video; and **Ken Winslow**, a noted writer, speaker and consultant on video.

For more information, contact ITA at 10 W. 66th Street, New York, N.Y. 10023. Telephone (212) 787-0910.



BOSSA BRAZIL — International recording artist **Roberto Carlos**, who is touted as the best selling artist, foreign or domestic, in Brazil, has already started on his first U.S. project with CBS. CBS Records International (CRI) celebrated the event in Los Angeles. Pictured standing are (l-r): **Joe Senkiewicz**, vice president of artist development, CRI; **Shirley Brooks**, west coast administration, CRI; **Adalberto Ribeiro**, International A&R, CBS Brazil; **Carlos**; **Beatriz Garcia**, CBS Discos on the west coast; and **Jim Moreno**, manager of creative services on the west coast, CRI. Pictured kneeling is **Dennis Killeen**, vice president of creative operations on the west coast, CRI.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Hot Summer Nights** — Night — EMI
- 2 **Desde El Abismo** — Tormenta — Microfon
- 3 **Montes De Katmandu** — Tantra — Phonogram
- 4 **Another Brick In The Wall, Pt. 2** — Pink Floyd — CBS
- 5 **He Nacido Cantando** — Franco Simone — Microfon
- 6 **Sexy Girl** — Bob McGilpin — Interdisc
- 7 **Quiereme** — Angela Carrasco — Microfon
- 8 **No Pares Hasta Conseguirlo** — Michael Jackson — Epic
- 9 **Wake Up** — Ian Dury — CBS
- 10 **Pedro** — Raffaella Carra — CBS

TOP TEN LPs

- 1 **17 Top Hits 80** — various artists — Phonogram
- 2 **Hey** — Julio Iglesias — CBS
- 3 **Exitos Del Otono** — various artists — Microfon
- 4 **Estilo Nuevo, vol. 3** — various artists — Microfon
- 5 **Midnight Express** — soundtrack — Casablanca
- 6 **Locos Por La Musica** — soundtrack — RCA
- 7 **Lo Mejor De . . .** — Franco Simone — Microfon
- 8 **The Wall** — Pink Floyd — CBS
- 9 **Rapper's Delight** — Sugarhill Gang — RCA
- 10 **Dinasty** — Kiss — Philips

—Prensario

Australia

TOP TEN 45s

- 1 **I Got You** — Split Enz — Mushroom
- 2 **Another Brick In The Wall, Pt. 2** — Pink Floyd — CBS
- 3 **Brass In Pocket** — The Pretenders — Sire
- 4 **Rock Lobster** — The B-52's — Warner Bros.
- 5 **Crazy Little Thing Called Love** — Queen — Elektra
- 6 **Space Invaders** — Player — WEA
- 7 **Rock With You** — Michael Jackson — Epic
- 8 **He's My Number One** — Christie Allen — Mushroom
- 9 **Fly Too High** — Janis Ian — Interfusion
- 10 **People** — Mi-Sex — CBS

TOP TEN LPs

- 1 **True Colours** — Split Enz — Mushroom
- 2 **The Wall** — Pink Floyd — CBS
- 3 **Greatest Hits** — KC & The Sunshine Band — Epic
- 4 **Off The Wall** — Michael Jackson — Epic
- 5 **The Rose** — soundtrack/Bette Midler — Atlantic
- 6 **Glass Houses** — Billy Joel — CBS
- 7 **Against The Wind** — Bob Seger & The Silver Bullet Band — Capitol
- 8 **The B-52's** — Warner Bros.
- 9 **Regatta De Blanc** — The Police — A&M
- 10 **The Pretenders** — Sire

—Kent Music Report

Italy

TOP TEN 45s

- 1 **Video Killed The Radio Star** — Buggles — Island
- 2 **Una Giornata Uggiosa** — Lucio Battisti — Numero Uno
- 3 **Solo Noi** — Toto Cutugno — Carosello
- 4 **Another Brick In The Wall, Pt. 2** — Pink Floyd — Harvest
- 5 **Su Di Noi** — Pupo — Baby Records
- 6 **Meravigliosamente** — Cugini di Campagna — Pull
- 7 **Spacer** — Sheila & B. Devotion — Carrere
- 8 **Il Tempo Se Ne Va** — Adriano Celentano — Clan
- 9 **L'Ape Maja** — Katia Svizzero — Fonit-Cetra
- 10 **Monkey Chop** — Dan I — Island

TOP TEN LPs

- 1 **Una Giornata Uggiosa** — Lucio Battisti — Numero Uno
- 2 **The Wall** — Pink Floyd — Harvest
- 3 **Uffal Uffa!** — Edoardo Bennato — Ricordi
- 4 **Un Po' Artista Un Po' No** — Adriano Celentano — Clan
- 5 **Sono Solo Canzonette** — Edoardo Bennato — Ricordi
- 6 **Sensitive And Delicate** — Stephen Schlaks — Baby Records
- 7 **Inferno** — Keith Emerson — Cinevox
- 8 **Innamorarsi Alla Mia Eta** — Julio Iglesias — CBS
- 9 **Nero A Meta** — Pino Daniele — EMI
- 10 **Viva** — Pooh — CGD

—Musica E Disci

INTERNATIONAL



A FITTING FINISH — Capping a positive concert tour of the U.K., Nipper recording artist Steve Forbert performed to a sold-out crowd at London's Drury Lane Theatre. Pictured following the show are (l-r): David Betteridge, managing director, CBS U.K.; Forbert; and Linda Stein, Forbert's co-manager.

Japanese Firm Seeks Action Over Royalties

LOS ANGELES — Victor Musical Industries, Inc., a Japanese corporation, filed suit recently in Los Angeles Superior Court seeking declaratory and preliminary injunctive relief against proceedings brought by MCA Records, Inc. to retrieve royalty underpayments from Victor, allegedly totalling \$2.5 million.

Victor, which contracted with MCA in 1973 to distribute MCA record and tape product in Japan, brought the action following MCA's filing of a request for arbitration, which sought to settle the alleged contract dispute.

The Japanese company contends that pursuant to various Civil Procedure Codes of California law, MCA had already waived its right to arbitrate for the alleged royalty shortages.

Phonogram Int'l Signs Williams, Boston Pops

NEW YORK — Phonogram International has signed John Williams and the Boston Pops Orchestra to exclusive recording contract. Under the terms of the contract, which was negotiated by Dr. Ernst van der Vossen, vice president of Phonogram International, and Guenter Hensler, president of Polygram Classics, Williams will record seven digital recordings over a two-year period that commences this June. Titles currently under discussion are "Film Music of John Williams," "English and American Marches," "A Tribute to Richard Rogers," "Ain't Misbehavin' at the Pops" and "John Williams at the Piano."

MUSEXPO Alumni Confirm Reservations

NEW YORK — Over 90 percent of last year's participants have confirmed their reservations for MUSEXPO '80, the Annual International Record and Music Industry Market event which will be held September 26-30 at the Americana Bal Harbour Hotel in Miami Beach, Fla.

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fame seemed to be over. Now he's back on RCA and his first single is titled "Girls And Cadillacs."

Disappointment all over Holland after Kiss cancelled its European tour. Preparations were made, the record company ready and the promoter had sold thousands of tickets, mainly to members of the Dutch Kiss Army whose president stated that it's all over now for the group.

Johnny Logan was the surprise winner of the 1980 Eurovision Song Contest. After the first juries distributed their points, Holland's Maggie McNeal came out miles ahead of the other contestants. In the end, she reached the fifth position with her song "Amsterdam."

After many problems over the last position on the bill (it used to be the other way around), The Jam will close down the 1980 Pinkpop Festival at Geleen. Van Halen and the J. Geils Band are other highlights of this open air spectacle.

Jazz musician, bandleader, composer, arranger and physician Boy Edgar died unexpectedly at age 65. The Boy Edgar Big Band (1961-1971) was during its playtime honored with the Wessel Icken Award in '64 and the Edison Award in '67.

Dutch singer and composer Hans Bouwens, aka George Baker, received a Golden Europe Award for his song "Una Paloma Blanca." Together with 19 other classics, Bouwens' song was chosen one of the best 20 songs of the past 50 years.

All the way from L.A. came Michael Kliefner to present the Dutch rock press an untethered 15 minutes work reel of Urban Cowboy. During dinner at the beautiful Garden Wing Hotel Restaurant, he grabbed a white linen tablecloth and joined two hesitating youngsters in matrimony assisted by some Japanese businessmen.

constant meyers

Spain

MADRID — British trio The Police (Epic) gave a concert in Barcelona to a full house on April 11. The band, currently a favorite of Spanish rock fans, had a new single from its second album, "Walking On The Moon," released to coincide with the visit... Billy Joel (CBS) made his first visit to Spain, performing in Madrid on April 22 and Barcelona (April 24). In spite of a lack of promotional support from his label, Joel was well-received. His concert featured all of the hit songs from his career, and he also performed his latest LP, "Glass Houses," almost in its entirety.

Columbia Records is in the midst of a heavy promotional campaign for Matchbox, Lene Lovich, Rachel Sweet and Madness. Madness is scheduled to come to Spain in May... Leif Garrett's new record is enjoying strong promotional backing through a TV spot for athletic

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footwear. Garrett is featured singing "Memorize Your Number" with a gigantic shoebox full of fans in the background. Garrett's salary for the ad has been reported to have gone as high as \$300,000.

Fischer-Z (EMI-Odeon) did a show at the University of Madrid.

Miguel Bose's new LP on CBS, entitled "Miguel," was recorded in Los Angeles with such top musicians as Jeff Baxter, Mike Porcaro, Lenny Castro, Lee Sklar, Mike Baird, Ed Green and Jal Winding... "Hey," the new album by Jullo Iglesias (CBS), was recorded in Miami. Ramon Arcusa made the arrangements... Andalusian guitarist Manolo Sanlucar (RCA) has just released a new LP, "Candela." A perfect blend of typical flamenco rhythms with pop, the best song is the title cut.

Golden Hours, a new TV show filmed in Canada, debuted recently. Some of the most important figures in Spanish show business (Rocio Jurado, Mocedades, Miguel Rios, etc.) are featured as hosts/hostesses in the series of 13 programs, presenting such artists as Aretha Franklin, Mel Tillis, Roger Miller, B.B. King and Donny Osmond... September premiere of the musical Evita at the Teatro Monumental of Madrid has been confirmed. Rocio Jurado (RCA) and Paxti Andion (CBS) have the leading roles. Backers of this production include Jurado's husband, Pedro Carrasco, former boxing champion of Europe, and Angel Nieto, world champion motorcycle racer.

Caravana, the longest running of all radio programs in Spain, celebrated its 20th anniversary on April 24. This program gave Spanish listeners the opportunity to hear the latest international hits when releases of the same were irregular.

Joe Jackson is expected here shortly... The Jam will be here in June on a promotional tour... Ariola has three acts coming to Madrid for concerts — Iggy Pop on May 20, Lou Reed on June 20 and Bob Marley & The Wailers on July 20... Roxy Music (Polydor) is coming here in July... The Buggles (Island) and Amli Stewart (Ariola) will perform at the gala closing of this year's Benidorm Festival, to be held in June. It is the oldest festival of its kind in Spain.

Miguel Rios has a new LP release on Polydor titled "Rocanrol Bumerang." It's Rios' best work since the hit "Song Of Joy." The LP, produced by Rios, Carlos Narea and Tato Gomez, was recorded in February and March in the Eurosonic studios of Madrid and the Sound Studio "N" of Cologne. Musicians participating on the LP included Willy Ketzler of Passport, John Parsons of Boney M, Salvador, Roque Narvaja, Narea and Gomez. "Rocanrol

Bumerang" is a return to the roots of rock 'n' roll, with some touches of disco and new wave. Best cuts are the single "Nueva Ola," "Lua Lua Lua," "Santa Lucia" and "El Sueno Espacial."

angel alvarez

United Kingdom

LONDON — Rock joined politics last week at London's Drury Lane theatre when The Blues Band (Paul Jones, Tom McGuinness, Hughie Flint, Dave Kelly and Gary Fletcher) played in a special event organised by the TUC (Trade Union Congress). The concert was in defense of the Thatcher government spending cuts in education and the arts and was billed "Bread and Roses." MP Clive Jenkins hosted the evening, which included entertainers George Melly, William Rushton, John Wells, The Royal Shakespeare Company Players and speakers Len Murray (TUC) and MP Neil Kinnock.

Heavy metal band Rush, from Canada, had its upcoming June U.K. tour confirmed... Reggae king Bob Marley & The Wailers, who recently played at the Rhodesia Independence celebrations in Salisbury, are to play their first London date in three years at the South London Garden Party concert, which also features the Average White Band on June 7.

Hugh Cornwell, lead singer with The Stranglers, was released from a short stint in jail recently over drug offenses, having earned full remission, and has now launched himself into a heavy work schedule with The Stranglers. The night before he was jailed, Cornwell had just finished producing a single for Ouida & The Numbers titled "Runaway," which was set for May 16 release on the new Black & Modern Records label through Liberty-United.

Polydor Records are releasing a boxed set of all of Jimi Hendrix's records in September to commemorate the rock hero's death ten years ago. The package will consist of 12 albums and a 12" pressing featuring "Gloria" and "Hey Joe," plus a color booklet and poster.

A country and western festival is now confirmed to take place at Portsmouth Airport, Hampshire, in August. The three-day event is being co-promoted by the local council and Radio Victory and the site will accommodate 150,000 people with camping areas provided. Though Dolly Parton has dropped out of the original list of artists confirmed, artists appearing include Glen Campbell, Johnny Paycheck, Jeannie C. Riley, Hank Williams' Drifting Cowboys, Johnny Cash, Billie Jo Spears and The Nashville Superpickers.

nick underwood

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

- 1 Run Away — Shameles — Epic/Sony
- 2 Okuru Kotoba — Kayientai — Polydor
- 3 Shinkiro — Crystal King — Canyon
- 4 Shiawase Sagashite — Hiroshi Itsuki — Tokuma
- 5 Song For Coca Cola — Eikichi Yazawa — Warner/Pioneer
- 6 Hige No Theme — Akihiko Takashima & Electric Shavers — Alfa
- 7 Ai No Sono — Hideki Saijo — RVC
- 8 Shanikusayi — Momoe Yamaguchi — CBS/Sony
- 9 Fushigina Peach Pie — Mariya Takeuchi — RVC
- 10 Kuchibiruyo Atsuku... — Machiko Watanabe — CBS/Sony

TOP TEN LPs

- 1 Ikiteyitemo Idesuka — Miyuki Nakajima — Canyon
- 2 Solid State Survivor — Yellow Magic Orchestra — Alfa
- 3 Love Songs — Mariya Takeuchi — RVC
- 4 Tiny Bubbles — Southern All Stars — Victor
- 5 Greatest Hits, vol. 2 — ABBA — Disco
- 6 Glass Houses — Billy Joel — CBS/Sony
- 7 Public Pressure — Yellow Magic Orchestra — Alfa
- 8 The Heart Rock Party — Twist — Canyon
- 9 Mayo Last Show — Mayo Shono — Columbia
- 10 Middle Man — Boz Scaggs — CBS/Sony

—Cash Box of Japan

The Netherlands

TOP TEN 45s

- 1 Sun Of Jamaica — Goombay Dance Band — CBS
- 2 An American Dream — The Dirt Band — EMI
- 3 You And Me — Spargo — Inelco
- 4 I'm In The Mood — Nolan Sisters — CBS
- 5 The End Of The Show — The Cats — EMI
- 6 Funkytown — Lipps Inc. — Phonogram
- 7 Sajang e — Massada — Telstar
- 8 Special Lady — Ray, Goodman & Brown — Phonogram
- 9 We Believe In Love — Dolly Dots — WEA
- 10 Song For The Children — Oscar Harris — Ariola

TOP TEN LPs

- 1 Hun Grootste Hits — B.Z.N. — Phonogram
- 2 20 Greatest Hits — Hot Chocolate — Arcade
- 3 Gevecht met de engel — Flairck — Phonogram
- 4 Homo Sapiens — Robert Long — EMI
- 5 Duke — Genesis — Phonogram
- 6 Women And Children First — Van Halen — WEA
- 7 Met je ogen dicht — Rob de Nijs — EMI
- 8 Romantici Popsongs — various artists — Grammophon
- 9 Dromentrein — Lenny Kuhr — CNR
- 10 My Favourites — Janis Ian — CBS

—Nationale Hitkrant Producties

Spain

TOP TEN 45s

- 1 Video Killed The Radio Star — Buggles — Ariola
- 2 One Step Beyond — Madness — Columbia
- 3 Rapper's Delight — Sugarhill Gang — Fonogram
- 4 Quien puso mano — Victor Manuel — CBS
- 5 Message In A Bottle — The Police — Epic
- 6 Please Don't Go — KC & The Sunshine Band — Epic
- 7 Another Brick In The Wall, Pt. 2 — Pink Floyd — EMI
- 8 Memorize Your Number — Leif Garrett — Hispavox
- 9 All For Leyna — Billy Joel — CBS
- 10 I Pledge My Love — Peaches & Herb — Polydor

TOP TEN LPs

- 1 The Wall — Pink Floyd — EMI
- 2 The Age Of Plastic — Buggles — Ariola
- 3 Reggatta De Blanc — The Police — Epic
- 4 Same Goes For You — Leif Garrett — Hispavox
- 5 Rapper's Delight — Sugarhill Gang — Fonogram
- 6 Luna — Victor Manuel — CBS
- 7 Glass Houses — Billy Joel — CBS
- 8 Greatest Hits — KC & The Sunshine Band — Epic
- 9 Tiempo de Otono — Jose Luis Perales — Hispavox
- 10 One Step Beyond — Madness — Columbia

—Cash Box of Spain

Atlantic Taps Vogel, Morris, Glew For Key Executive Posts

(continued from page 7)

awareness of the business of music, has made him a key member of our executive team. His presence has been a major contributing factor in the elevation and expansion of Atlantic into the top position we occupy today. It gives me a great deal of personal pleasure to announce this promotion of a trusted and close partner."

Vogel, 48 years old, joined Atlantic as controller in 1962. He was named financial vice president in 1967 and was promoted to senior vice president of finance four years later. In October 1974, Vogel was named executive vice president. He is a graduate of the Wharton School with a degree in economics.

Extensive Background

Morris, 41, said Ertegun, "is absolutely one of the very best executives in our industry. With a background that encompasses virtually every facet of the business, from promotion to producing to

'Gift Of Giving'

(continued from page 16)

vertising that stressed the NARM campaign and the giveaway of a pair of tickets to Kenny Rogers concert in Chicago.

In some cases, gift-related promotions resulted in strong sales before the Mother's Day weekend. Tom Manoogian, the Denver-based assistant advertising director for Danjay Music, which distributes to 45 Budget Tapes and Records outlets in the midwest, reported a "quite successful" promotion for Secretaries' Week. "Sales during last year's Secretaries' Week were nothing like this year's," said Manoogian, who noted that a radio advertising campaign that compared the lasting enjoyment afforded by music to flowers or candy produced a strongly favorable public reaction in terms of both sales and spontaneous phone calls from listeners.

Long-Range Results

Retailers who have just begun to implement promotions linked to the NARM gift campaign expect positive long-range results. Clyde McElveny, general merchandising manager for the 21 Harmony Hut stores in the Washington, D.C. area, said that in-store displays featuring the NARM slogan and logo had played a part in the chain's "good" Mother's Day sales. "We will use the campaign theme every chance we get in the future," McElveny said. "Those of us in the industry have to keep pounding the message across that a record is a good gift."

Mort Barnett, president of the seven Record & Tape Collector stores in the Baltimore area, and Joe DeMartino, the New York City-based director of advertising for the Sam Goody chain, which has 29 stores on the east coast, both voiced strong support for the NARM campaign and said that their stores would be actively involved in gift-related promotions. DeMartino pointed out that Goody has used the gift approach on its own "for quite a while." Barnett stressed the importance of sustaining the campaign, saying that "it will take a lot of time to penetrate public awareness."

Pat Gorlick, director of special projects for NARM, said that sustaining the gift campaign on a long-term basis would result in a "snowballing" effect, which would produce higher profits for participating retailers. Gorlick said that, according to a NARM study, 25% of its members have begun to implement participation in the "Give the Gift of Music" campaign, and expressed the hope that manufacturers would disallow charge-backs on ads that did not use the slogan and logo. "As the campaign continues," Gorlick said, "we are confident that retailers will find that the return on their investment makes continued participation well worth their while."

songwriting to label management and much more, he is one of those rare and ultra-valuable all-around music people. Over the past six years, I have worked very closely with Doug, first when he was president of Big Tree Records and most recently as president of the revitalized Atco arm of Atlantic. During this time, I have come to have the greatest respect and appreciation for Doug's abilities. His remarkable skill and knowledge in this business make him the perfect choice to take over as our new president. I look forward to a continued fruitful relationship and welcome him enthusiastically."

In mid-1978, Morris was named president of Atco Records and Custom Labels. During his presidency, the label signed such groups as Humble Pie, Gary Numan and Roxy Music, in addition to Peter Townshend and Stevie Nicks.

Glew, 39, has had extensive experience in the record industry. He joined Dot Records as a salesman in 1961, and later became Cleveland branch manager. He moved to Seaway Distributors in 1963 and was promoted to general manager in 1966. At Seaway, Glew began his association with Atlantic, which was independently distributed prior to the formation of the WEA organization. He joined Atlantic as national sales manager in 1969 and was promoted to vice president and director of marketing in 1971. He was named senior vice president of marketing three years later, and in late 1976, he was appointed senior vice president and general manager.

51 West Label

(continued from page 14)

should determine what price is right for their market.

While it is too soon to gauge retail reaction to the 51 West line, distributors felt that list price was much less important to dealers than cost. Pointing, for instance, to the recent rise in Polygram wholesale prices, Michael J. Spector of M.J.S. Entertainment said that, in his wholesale business, he has had to charge a higher price for Polygram product than for other major label product. Consequently, his customers have to charge more at retail. Even if they have a single shelf price for a particular list price category, he noted, "they're looking at it mentally in terms of what they're selling a \$4.20-cost item for."

Similarly, based on cost, said Silver, his accounts will sell 51 West product for the same price as \$4.98 list LPs. "You can't get a \$5.98 or \$6.98 price for it," he stated. "The merchandise doesn't warrant it. It's a promotional item and it's got to be used as such."

Forbes, Fortune

(continued from page 12)

up 14.3%. MCA was rated 241 by *Fortune* and 362 by *Forbes*. Net profits of \$178.5 million (which includes an extraordinary credit of at least 10%) was rated 97 by *Fortune* and 204 by *Forbes*.

20th Century-Fox

20th Century-Fox' total sales for 1979 were \$658 million and given a rating of 371 by *Fortune* and was unranked by *Forbes*. Net profits of \$57.3 million, down 1.9% from last year, were rated 371 by *Fortune* and 469 by *Forbes*. Total assets of \$633 million were rated 269 by *Fortune* and not ranked on the *Forbes* chart.

Broadcast Corporations

Several broadcasting corporations were also listed in this year's *Forbes* and *Fortune* 500s, and their names and rankings are as follows: Gannett, rated 272 by *Fortune* and 436 by *Forbes*; American Broadcasting, ranked 169 by *Fortune* and 258 by *Forbes* and Metromedia, rated 495 by *Fortune* and not ranked by *Forbes*.



FOOLING AROUND — EMI America recording artists *The Fools* recently played a date at the Whisky in L.A. to support the LP "Sold Out." Pictured **standing** backstage following the performance are (l-r): Joe Petrone, vice president of marketing, EMIA/UA; Charlie Minor, vice president of promotion, EMIA/UA; Dale White local promotion, L.A., EMIA/UA; Don Grierson, vice president of A&R, EMIA/UA; Ken Benson, national album promotion director; EMIA/UA; Rich Bartlett of *The Fools*; Lazlo Trgovich and Jacek Frmziel of *The Smoothies*; Stacey Pedrick of *The Fools*; Peter Casperson, *Castle Music*, *The Fools*' manager; Don Zimmermann, president of Capitol/EMIA/UA Records Group; Frenchy Gauthier, director of merchandising, EMIA/UA, and Dick Williams, national singles director, EMIA/UA. Pictured **kneeling** are (l-r): Chris Pedrick, Mike Girard and Doug Forman of *The Fools*; Ellen Feldman, director of secondary promotion, EMIA/UA and Gary Gersh, manager of A&R, west coast, EMIA/UA.

Tape Cutouts Flood Market, Few Current Titles Included

(continued from page 7)

recorded cassettes rose significantly. Unit shipments were up 28% to 78.5 million units, although total tape shipments declined seven percent to 180.8 million, with the dollar value of the shipments list price down 10% to 1.26 billion.

In response to this diminishing demand, major manufacturers are exercising greater selectivity in deciding which titles to release as eight-tracks. Lou Dennis, vice president of sales for Warner Bros., said that the label was issuing eight-tracks "on a case by case basis." He pointed out that the eight-track market was declining both here and in Canada, a fact which he attributed in large part to the auto industry's conversion to cassette players.

At Polydor Records, Mario DeFilippo, vice president of sales, noted that the label was not releasing eight-track tapes on new and developing artists, but that when a record "breaks," the configuration pressed and distributed. Similarly, a spokesman for Atlantic Records indicated that the label "has always maintained a selective policy" about eight-track tapes. However, he stressed that product from all of the label's major acts is released in eight-track form. The label "usually" holds back on newer and developing artists until there is evidence that a demand exists for their product, he said.

Diverse Attitudes

A cross-section of cutout distributors and retailers contacted by *Cash Box* expressed different reasons for their interest, or lack of it, in the cutout arena. For example, Sam Crowley, regional manager for Disc Records, said that six weeks ago, the chain embarked on an eight-track cutout promotion with Sound City Distributing, a Dallas-based cutout distributor. The results, he said, were very successful.

"We had been stocking primarily cutout LPs in our 13 Texas stores," he said, "but based on the success we experienced with the CBS' \$5.98 eight-tracks, we decided to put about 300-400 eight-track titles into the stores. The sell-off was excellent, and now we feel as if we can continue to move more cutout eight-tracks based on the incredible availability of older eight-track product."

In contrast, Don Simpson of Father's and Sun's, the Indianapolis-based wholesaler, said that, while he was handling the configuration on a limited basis, "we're not selling them at anywhere near the rate we should be." Simpson said that last year, "a

major supplier got in some outstanding import titles by such artists as Jackson Browne, the Eagles, and Crosby, Stills, and Nash. These were titles that were selling daily at full price, and here we were wholesaling them at around \$3 less and we couldn't even give them away. At that point, we came to the realization that if we couldn't sell home run titles that were heavily discounted, the likelihood of moving mediocre product at any price was pretty nil.

Added one northeastern cutout dealer, "I can't think of any one customer who's moving eight-tracks any more than a couple per week. Ostensibly, the market has bottomed out. People are taking ones and twos from me, and half the time they're unhappy they even took that many."

"The manufacturers don't seem to have any faith in the eight-track anymore," concluded a west coast cutout broker. "50% of my business is in the eight-track area, and in the major industrial cities like New York, Cleveland, and Chicago, there's little to no movement. But wherever people are traveling in their autos — Los Angeles, the Rockies, mid-America — I can't move enough titles."

Ovation To Distribute Regency Releases

NEW YORK — Ovation Records has signed the Los Angeles-based Regency label to an exclusive distribution arrangement. According to Ovation's president, Dick Schory, his Chicago-based company will distribute all the new Regency releases in the U.S. and Canada.

The first album to be released under this arrangement will be "Hail To The Modern Hero," the debut effort by the Minneapolis-based Sussman Lawrence Band. Scheduled for June release is the debut LP by Duffo, a British act. In July, Regency will issue the latest album by singer/songwriter James Lee Stanley.

The previous initial Regency releases, the Flying Burritos' "Live From Tokyo," and Steve Gillette's "A Little Warmth," will continue to be distributed by Flying Fish Records. Another Regency LP, the Dixie Dregs' "Dregs of The Earth," is distributed by Arista.

Commenting on the new distribution arrangement, Schory said that the agreement with Regency "represents another expansion of Ovation into new areas of music, including new wave, not previously supplied by the label."



PIL ON THE BANDSTAND — The unorthodox Island Records group Public Image Ltd. recently taped an episode of *American Bandstand* with host Dick Clark, which is set to air this week. Pictured are members John Lydon (center) and Keith Levine (guitarist) cutting up with some of the regulars on the show.

Motown, OPROC Testing New Anti-Counterfeiting System

(continued from page 7)

label we approached, and they subjected it to intensive testing over a period of months, trying to break it. They couldn't do it."

Roshkind agreed, adding, "The system is absolutely foolproof and is so clever that I could invite a counterfeiter to our meetings when we discuss the whole idea, and there would be nothing he could do about it."

"Even if it was stolen from the pressing plant," Pichinson noted, "once we knew it was stolen, it wouldn't make any difference."

Once the record labels are convinced the system works, Pichinson added that the next step will involve selling it to distributors and retailers. "Our system is so simple that you can use it to check product anywhere," he said. "It's relatively inexpensive, but most of all, we feel it can stop piracy. We'd be happy to have any distributor contact us."

(OPROC is located at 518 N. La Cienega Blvd., Los Angeles, Calif. 90028. The telephone number is (213) 659-7491.)

Retail Reaction

Retail reaction to Motown's announcement was generally favorable to both the concept and the possibility of company representatives going to individual stores to check for counterfeit product.

"We'd welcome it," said Tom Keenan, president of the eight-store, Portland-based Everybody's Records chain. "We personally feel we have counterfeits in our store in our returns from customers. It sounds great to me, and we're certainly willing to cooperate."

Bill Golden, vice president of the 96-store, Durham, N.C.-based Record Bar chain, agreed that a reliable anti-counterfeit detector would be valuable, but expressed concern with being labelled a counterfeiter if such product was found in his stores. "We buy all of our product from the manufacturers," Golden said. "What happens if they (Motown representatives) find counterfeits in our stores? Will they label us as counterfeiters?"

That concern was dismissed by Joe Bressi, purchasing vice president for the 97-store, Canton, Ohio-based Stark/Camelot chain. "I think it's great if it (the OPROC system) is legitimate. If it's something a counterfeiter can't get, it's a great stride forward. Even if counterfeits were found in our store, it would still provide information on where it's coming from."

Further endorsement of on-site inspec-

tion of product was expressed by Charlie McSweeney, accessory buyer for the eight-store, Indianapolis-based Karma Records chain. "Yes, it's definitely OK with us at our retail stores," McSweeney said, adding that "in our distributing arm, we probably do lose some sales due to counterfeiting."

Rack Endorsements

Rack giants Lieberman and Handleman also agreed that the new system could prove to be a boon to the industry. John Kaplan, executive vice president at Handleman, said, "I've no objection to it (on-site inspection). In fact, I would welcome it. I just wish they would come up with something else to stop tape duplicating."

David Lieberman, chairman of Lieberman Enterprises, added that "anything that helps in the identification of counterfeit material is good. Counterfeiting is so good today that you often can't tell the real from the unreal. We have a big stake in trying to combat it, so anything that helps, I applaud it."

Lieberman also indicated that he would be open to using a reliable anti-counterfeiting system within his own organization. "The thing I need most is one for me," he said. "When I get returns from some of my customers, I probably do get some counterfeits. I need something that would help me identify counterfeits."

The unanimous retail/distributor support for a workable anti-counterfeit system was summarized by Russ Solomon, president of the 28-store, Sacramento-based Tower Records chain. "I think it's wonderful," he said. "I could even name a few places where they should go and check."

Music From 'Barnum' In New Gryphon LP

NEW YORK — Gryphon Records has released composer Cy Coleman's interpretations of the songs he wrote for the Broadway musical *Barnum*, which has been nominated for a Tony Award.

For The Record

In the article "LP Certifications Up, 45 Awards Down During '80" in the May 17, 1980 issue of *Cash Box*, it was incorrectly stated that the RIAA had reduced its post-release qualification period from 120 days to 60 days on Jan. 4, 1980. The RIAA revised its policy on March 4, thereby qualifying records released on or after Jan. 4 for certification. From Jan. 4-March 3, the post-release qualification period was still 120 days.

Jackson, Rogers Top DJ Awards

(Continued from page 10)

Rudy Vallee, Lou Ferrigno, Greg Harrison, Barbi Benton, Hoyt Axton, Bonnie Pointer, Rick James and Barry White.

Winners of the 1980 DJ Music Awards were selected by music and program directors throughout the country using the criteria of which artists had gained the most popularity during the previous year. Ballots were tallied by the Los Angeles accounting firm of Kern and Levy.

The awards program, which was produced by Wolfman Jack Productions in tandem with Harrison/Siegman productions, was distributed internationally by On Air, Inc. for both live and taped broadcast.

Wolfman Jack also hosted the show, which the previous year was called the "Disco Music Awards."

The following is a complete list of winners in each category:

Best Female Artist

Country: Crystal Gayle, Columbia

Soul: Donna Summer, Casablanca

Pop: Barbra Streisand, Columbia

Feist's Book Is Good Intro To Publishing

by Ken Terry

NEW YORK — As an introduction to the world of song publishing, "Popular Music Publishing In America" by Leonard Feist is highly recommended.

Feist, of course, is the president of the National Music Publishers' Association and an internationally known figure in the publishing community. The son of Leo Feist, the noted Tin Pan Alley publisher, Feist worked in the family firm until it was sold to MGM, and then continued with his own publishing company. From 1956 through 1964, he was president of Associated Music Publishers, Inc., and he joined the NMPA in 1966.

As might be expected from an author with such formidable qualifications, Feist's 112-page treatise is thoroughly knowledgeable and well-researched, with a useful bibliography at the end. What makes his book especially readable are the numerous historical anecdotes sprinkled throughout, which place various aspects of today's publishing business in a clearer perspective.

In a recent *Cash Box* interview, Feist pointed out that his book is aimed primarily at three groups of readers: new people coming into the music business; those who are already in the business who may not be too familiar with publishing; and students attending one of the several degree courses in music publishing that are offered at U.S. colleges.

With this audience in mind, Feist explores a number of vital areas in an introductory manner. For instance, he notes that the intangibility of the publisher's product makes it peculiarly vulnerable to theft; he outlines the income sources of today's songwriter; he summarizes the key provisions of the 1976 U.S. copyright law; he offers a short history of performing and mechanical royalties in America; and he discusses the current functions of song publishers.

All of these things will undoubtedly appeal to those who are interested in or are currently pursuing a music business career. But, in addition, there is a facet of this book that should draw many general readers as well. Written in clear, concise terms, with handsome illustrations, Feist's history of the publishing business from its 16th Century beginnings in Venice makes fascinating reading. Of particular interest are his reflections on Tin Pan Alley and on the radical change in publishing wrought by the inception of radio.

The book is available in hardcover (\$5.95) and softcover (\$2.95) editions from the National Music Publishers' Association at 110 East 59th St., New York, NY 10022.

Best Male Artist

Country: Kenny Rogers, UA

Soul: Michael Jackson, Epic

Pop: Billy Joel, Columbia

Best Single

Country: "Coward Of The County" — Kenny Rogers, UA

Soul: "Rock With You" — Michael Jackson, Epic

Pop: "What A Fool Believes" — Doobie Brothers, Warner Bros.

Best Album

Country: "The Gambler" — Kenny Rogers, UA

Soul: "Off the Wall" — Michael Jackson, Epic

Pop: "Minute By Minute" — Doobie Brothers, Warner Bros.

Best Group or Duo

Country: Oak Ridge Boys, MCA

Soul: The Commodores, Motown

Pop: The Doobie Brothers, Warner Bros.

Best Songwriter

Country: Sonny Throckmorton,

Phonogram/Mercury

Soul: Stevie Wonder, Motown

Pop: Billy Joel, Columbia

Best Producer

Country: Larry Butler

Soul: Quincy Jones

Pop: Barry Manilow

Best Label

Country: RCA

Soul: Motown

Pop: Columbia

Most Promising Female Artist

Country: Gail Davies, Warner Bros.

Soul: Patrice Rushen, Elektra/Asylum

Pop: Nicolette Larson, Warner Bros.

Most Promising Male Artist

Country: George Burns, Phonogram/Mercury

Soul: Prince, Warner Bros.

Pop: Rupert Holmes, MCA

Most Promising Group or Duo

Country: The Bellamy Brothers, Warner/Curb

Soul: Shalamar, Solar

Pop: The Knack, Capitol

Hermine Hamlin

(continued from page 10)

WABC, Hamlin reflected that "many stations across the country did not even give us the courtesy of listening to the follow-up. We assumed that the hit would make us a force to be reckoned with at most stations. But because it did not happen like that, we had to, in effect, start all over again."

Consistent Group

Nonetheless, she said, Columbia continued to stick with the group, "not only because Mickey believed in them, but also because of their consistency. There was never any flash-in-the-pan connotation with the Manhattans at CBS." The follow-up to "The Manhattans," an album called "It Feels So Good," did reach the gold plateau, but the group's next records for the label, "There's No Good In Goodbye," and "Love Talk," sold disappointingly. Hamlin remained undaunted, however, and set out to record "something better than just plain good, because when you've been at it for 10 years, good is not good enough."

That project culminated in the release of the current "After Midnight" LP, which has already sold more than 250,000 units in five weeks on the pop charts. The single, "Shining Star," has sold approximately 400,000 copies to date.

"The 'Kiss And Say Goodbye' experience has really made me want to pull out all of the stops in promoting the new record to press and radio people," she said. "We are in a romantic era, and when the dancing is over, a couple wants something nice and soft and sweet to listen to. I happen to have a lead singer who has a gorgeous voice for ballads, and now I intend to make sure that the country knows they have a gorgeous group that should be taken seriously."

CASHBOX TOP 100 ALBUMS

May 24, 1980

	8.98	5/17	Weeks On Chart		8.98	5/17	Weeks On Chart		8.98	5/17	Weeks On Chart
1 AGAINST THE WIND BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	8.98	1	11	36 WARM THOUGHTS SMOKEY ROBINSON (Tamlia/Motown T8 368M1)	8.98	32	11	67 CORNERSTONE STYX (A&M SP 3711)	8.98	58	33
2 GLASS HOUSES BILLY JOEL (Columbia FC 36384)	8.98	3	10	37 ONE EIGHTY AMBROSIA (Warner Bros. BSK 3368)	7.98	49	6	68 GQ TWO GQ (Arista AL 9511)	7.98	51	9
3 THE WALL PINK FLOYD (Columbia PC2 36183)	15.98	2	24	38 THE PLEASURE PRINCIPLE GARY NUMAN (Atco SD 38-120)	7.98	41	17	69 POWER THE TEMPTATIONS (Gordy/Motown G8-994M1)	7.98	89	2
4 MAD LOVE LINDA RONSTADT (Asylum 5E-510)	8.98	4	12	39 LONDON CALLING THE CLASH (Epic E2 36328)	9.98	33	17	70 EAT TO THE BEAT BLONDIE (Chrysalis CHE 1225)	8.98	61	43
5 WOMEN AND CHILDREN FIRST VAN HALEN (Warner Bros. HS 3415)	8.98	5	6	40 IN THE HEAT OF THE NIGHT PAT BENATAR (Chrysalis CHR 1236)	7.98	37	35	71 EXTENSIONS MANHATTAN TRANSFER (Atlantic SD 19258)	7.98	82	26
6 GO ALL THE WAY THE ISLEY BROTHERS (T-Neck/CBS FZ 36385)	7.98	6	6	41 KENNY KENNY ROGERS (United Artists LWAK-979)	8.98	38	35	72 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	7.98	73	33
7 JUST ONE NIGHT ERIC CLAPTON (RSO RS-2-4262)	13.98	10	4	42 RAY, GOODMAN & BROWN (Polydor PD-16240)	7.98	36	23	73 AFTER DARK ANDY GIBB (RSO RS-1-3069)	7.98	71	13
8 GIDEON KENNY ROGERS (United Artists LOO-1035)	8.98	8	7	43 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934)	7.98	44	75	74 LADY T TEENA MARIE (Gordy/Motown G7-99261)	7.98	85	12
9 CHRISTOPHER CROSS (Warner Bros. BSK 3383)	7.98	9	17	44 TRILOGY: PAST, PRESENT & FUTURE FRANK SINATRA (Reprise 3FS 2300)	20.98	52	7	75 ON TO VICTORY HUMBLE PIE (Atco SD 38-122)	7.98	79	7
10 OFF THE WALL MICHAEL JACKSON (Epic FE-35745)	8.98	7	39	45 KEEP THE FIRE KENNY LOGGINS (Columbia JC 36172)	7.98	46	32	76 LET THE MUSIC DO THE TALKING THE JOE PERRY PROJECT (Columbia JC 36388)	7.98	66	8
11 MIDDLE MAN BOZ SCAGGS (Columbia FC 36196)	8.98	12	6	46 DREAMS GRACE SLICK (RCA AFL 1-3544)	7.98	35	8	77 LOST IN LOVE AIR SUPPLY (Arista AB 4268)	7.98	102	2
12 PRETENDERS (Sire SRK 6083)	7.98	14	18	47 PERMANENT WAVES RUSH (Mercury SRM 1-4001)	7.98	40	17	78 REACHING FOR TOMORROW SWITCH (Gordy/Motown G8 993M1)	7.98	80	7
13 LIGHT UP THE NIGHT BROTHERS JOHNSON (A&M SP-3716)	7.98	11	12	48 ON THE RADIO GREATEST HITS VOLUMES I & II DONNA SUMMER (Casablanca NBLP-2-7191)	13.98	47	30	79 LADIES' NIGHT KOOL & THE GANG (De-Lite/Mercury DSR-9513)	7.98	69	37
14 DEPARTURE JOURNEY (Columbia FC 36339)	8.98	13	10	49 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	7.98	48	57	80 GOLD & PLATINUM LYNYRD SKYNYRD BAND (MCA 2-11003)	12.98	74	24
15 THE LONG RUN THE EAGLES (Asylum 5E-508)	8.98	15	32	50 UNDERTOW FIREFALL (Atlantic SD 16006)	7.98	53	7	81 THE EMPIRE STRIKES BACK ORIGINAL SOUNDTRACK (RSO RS 2-4201)	13.98	—	1
16 DUKE GENESIS (Atlantic SD 16014)	8.98	18	6	51 AFTER MIDNIGHT MANHATTANS (Columbia JC 36411)	7.98	63	6	82 THE B-52's (Warner Bros. BSK 3355)	7.98	76	8
17 AMERICAN GIGOLO ORIGINAL SOUNDTRACK (Polydor PD-1-6259)	8.98	16	14	52 FUN AND GAMES CHUCK MANGIONE (A&M SP-3715)	8.98	43	14	83 SKYWAY SKYY (Salsoul/RCA SA 8532)	7.98	62	12
18 MICKEY MOUSE DISCO (Disneyland 2504)	4.98	22	14	53 BACKSTAGE PASS LITTLE RIVER BAND (Capitol SWBK-12061)	13.98	55	7	84 BEE GEE'S GREATEST THE BEE GEES (RSO RS 2-4200)	13.98	72	28
19 MOUTH TO MOUTH LIPPS INC. (Casablanca NBLP 7197)	7.98	26	13	54 PROGRESSIONS OF POWER TRIUMPH (RCA AFL 1-3524)	7.98	42	9	85 BAD LUCK STREAK IN DANCING SCHOOL WARREN ZEVON (Asylum 5E-509)	8.98	70	13
20 LET'S GET SERIOUS JERMAINE JACKSON (Motown M7-928R1)	7.98	24	8	55 WELCOME TO THE CLUB IAN HUNTER (Chrysalis CH2 1269)	11.98	60	6	86 ROSES IN THE SNOW EMMYLOU HARRIS (Warner Bros. BSK 3422)	7.98	—	1
21 DAMN THE TORPEDOES TOM PETTY & THE HEARTBREAKERS (Rackstreet/MCA-5015)	8.98	21	29	56 A DECADE OF ROCK AND ROLL 1970 TO 1980 REO SPEEDWAGON (Epic KE2 36444)	13.98	64	6	87 CAMEOSIS CAMEO (Casablanca CCLP 2011)	7.98	110	3
22 PHOENIX DAN FOGELBERG (Full Moon/Epic FE 35634)	8.98	19	26	57 URBAN COWBOY ORIGINAL SOUNDTRACK (Asylum DP-90002)	15.98	75	2	88 STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	7.98	91	105
23 SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)	7.98	28	4	58 DREAM COME TRUE EARL KLUGH (United Artists LT-1026)	7.98	59	7	89 FLIRTIN' WITH DISASTER MOLLY HATCHET (Epic JE 36110)	7.98	81	35
24 LOVE STINKS THE J. GEILS BAND (EMI-America SOO-17016)	7.98	23	26	59 SKYLARKIN' GROVER WASHINGTON, JR. (Motown M7-933R1)	7.98	54	12	90 DREGS OF THE EARTH DIXIE DREGS (Arista AL 9528)	7.98	105	3
25 CRASH AND BURN PAT TRAVERS BAND (Polydor PD-1-6262)	7.98	25	8	60 GET HAPPY!! ELVIS COSTELLO & THE ATTRACTIONS (Columbia JC 36347)	7.98	50	10	91 THE CARS (Elektra 6E 135)	7.98	95	99
26 ROBERTA FLACK featuring DONNY HATHAWAY (Atlantic SD-16013)	7.98	27	9	61 HOT BOX FATBACK (Spring/Polydor SP-1-6728)	7.98	67	8	92 HIDEAWAY DAVID SANBORN (Warner Bros. BSK 3379)	7.98	88	14
27 EMPTY GLASS PETE TOWNSHEND (Atco SD 32-100)	8.98	45	2	62 COAL MINER'S DAUGHTER ORIGINAL SOUNDTRACK (MCA-5107)	7.98	65	9	93 DARK SIDE OF THE MOON PINK FLOYD (Harvest/Capitol SMAS 11163)	7.98	93	22
28 THE WHISPERS (Solar/RCA BXL 1-3521)	7.98	17	21	63 TENTH THE MARSHALL TUCKER BAND (Warner Bros. HS 3410)	8.98	57	10	94 LATE AT NIGHT BILLY PRESTON (Motown M7-925R1)	7.98	97	14
29 SPIRIT OF LOVE CON FUNK SHUN (Mercury SRM 1-3806)	7.98	30	7	64 ALL THAT JAZZ ORIGINAL SOUNDTRACK (Casablanca NBLP 7198)	7.98	68	12	95 ON THROUGH THE NIGHT DEF LEPPARD (Mercury SRM 1 3828)	7.98	108	6
30 TWO PLACES AT THE SAME TIME RAY PARKER JR. & RAYDIO (Arista AL 9515)	7.98	34	7	65 THE GLOW OF LOVE CHANGE (RFC/Warner Bros. RFC 3438)	7.98	84	5	96 DREAM STREET ROSE GORDON LIGHTFOOT (Warner Bros. HS 3426)	7.98	78	8
31 RARITIES THE BEATLES (Capitol SHAL-12060)	8.98	20	7	66 PARADISE PEABO BRYSON (Capitol SOO-12063)	7.98	77	4	97 RELEASED PATTI LABELLE (Epic JE 36381)	7.98	103	8
32 BEBE LE STRANGE HEART (Epic FE 36371)	8.98	29	13					98 FLUSH THE FASHION ALICE COOPER (Warner Bros. BSK 3436)	8.98	—	1
33 THE ROSE ORIGINAL SOUNDTRACK (Atlantic SD 18010)	8.98	39	23					99 YOU'LL NEVER KNOW RODNEY FRANKLIN (Columbia NJC 36122)	7.98	104	9
34 CATCHING THE SUN SPYRO GYRA (MCA-5108)	7.98	31	10					100 THE ELECTRIC HORSEMAN ORIGINAL SOUNDTRACK (Columbia JS 36327)	8.98	92	20



Shalamar

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"THE SECOND TIME AROUND" the single.
YB-11709

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Darkest Hour Is Just Before Dawn

EMMYLOU HARRIS
ROSES IN THE SNOW



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