

CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL A Joint Effort

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

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

While such observations are certainly true to an extent in the record industry, dealers also have a

wealth of knowledge in the field of actually bringing the product to the public on a large-scale level. While video top sellers are measured in tens of thousands, record dealers routinely move millions of pieces of product annually.

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

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

NEWS HIGHLIGHTS

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

TOP POP DEBUTS

SINGLES

71

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

ALBUMS

28

TIME — ELO — Jet/CBS

POP SINGLE

ENDLESS LOVE

Diana Ross and Lionel Richie
Motown

B/C SINGLE

ENDLESS LOVE

Diana Ross and Lionel Richie
Motown

COUNTRY SINGLE

(THERE'S) NO GETTIN' OVER ME

Ronnie Milsap
RCA

JAZZ

THE MAN WITH THE HORN

Miles Davis
Columbia

NUMBER ONES



Alabama

POP ALBUM

PRECIOUS TIME
Pat Benatar
Chrysalis

B/C ALBUM

STREET SCNGS
Rick James
Gordy/Motown

COUNTRY ALBUM

FEELS SO RIGHT
Alabama
RCA

GOSPEL

CLOUDBURST
Mighty Clouds Of Joy
Myrrh

CASH BOX NEWS



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

No Drop In Costs Of Returns Processing Seen By Retailers

by Michael Glynn

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

A **Cash Box** survey of 15 key retail accounts revealed that while the actual amount of returns has dropped since the beginning of the year, processing costs, including shipping, warehousing and

Dreamland Sues RSO To Terminate Label Contracts

by Michael Martinez

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

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

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

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

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

The Dreamland suit claims that attorneys for the label, which became a custom label acquired by RSO, had repeatedly asked

(continued on page 12)

salaries, have all risen. The result, in some cases, is that inflation has eaten away any savings that the chains may have derived under the new returns ceilings.

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

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

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

Smaller Buys

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

Grandoni added that "a much keener eye is kept on inventory controls" as well, but he also bemoaned the fact that "inconsistent" returns policies had made processing "hard and confusing." Ira Heilicher, president of the six-store Great American Music Co. in Minneapolis, also indicated that differing methods for handling returns have posed a number of problems for retailers.

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

Heilicher added that one positive outgrowth of the returns ceilings has been that retailers now receive credits "a lot faster than we used to," due to the fact that each

(continued on page 6)

First NARM Video Convention Draws 400+ To New York

by Fred Goodman

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

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

'Lack Of Enthusiasm'

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

Despite NARM's desire to embrace home video software dealers, keynote speaker Morowitz surprised conventioners by using the forum to call for the formation of a separate video retailers organization. "This is a brand new industry," said Morowitz. "If NARM wants to be an administrative body for us, that's fine; but we need our own body."

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

has to be better than having no voice or goals."

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

(continued on page 36)

Increased Label Participation For NAB Conference

by Mark Albert

CHICAGO — The inclusion of record company participation, the latest engineering and technological advances and a political atmosphere set by the presence of Federal Communications Commission (FCC) officials, as well as additional features including a Research Fair and an engineering day, promise to highlight the National Assn. of Broadcasters (NAB) Radio Programming Conference (RPC) being held here at the Hyatt Regency Downtown Aug. 16-19. Other highlights of the fourth RPC include a luncheon featuring veteran air personalities from across the country, a special address by new FCC chairman Mark Fowler, numerous workshops and forums devoted to programming, new technology and management and a dinner concert by Willie Nelson.

Despite the current air controller strike, the NAB is expecting record breaking attendance, with pre-registration of 1,273 already committed, compared with 1,121 at this time last year, according to Wayne Cornils, NAB radio vice president. With on-site registration, Cornils anticipates 2,000 registrants, which would exceed last year's total of more than 1,600. In addition, hospitality suites are already sold out, with more than 60 reserved, and 70,000 square feet of exhibition space has also been sold out.

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

(continued on page 15)



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

No Drop In Costs Of Returns Processing Seen By Retailers

(continued from page 5)

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

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

No Help

"Central returns depots haven't actually cut down on the costs of handling," said Dick Hauser, supervisor of the returns department for the 165-store Camelot Music chain, including Grapevine stores. "In some cases, our freight costs have even increased because we'll have to ship certain product to one place and other product to another."

John Cohen, president of the 33-store Disc Records chain, added that central

depots "help (the labels), but they don't help us, really." Tower's Valerio added that although he can still ship CBS product to the company's Santa Maria, Calif. facilities, "RCA, MCA, PolyGram and WEA all go back east, which is another increase in costs for us."

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

Hauser said that Camelot has four full-time employees in its returns department, a significant cost factor for the chain. Presently, Hauser noted that Camelot, like other retailers, is processing a large number of eight-track tapes for return, although actual defectives are down from a year ago.

Cartridges Going Out

"Eight track tapes have been fading out of the picture for some time now so we're seeing a large volume of that product coming through here," stated Hauser. "A year ago, we were pretty alarmed at the number of defectives we were receiving, but that seems to have tapered off a bit."

Inflation and cost increases on the manufacturers' end have affected some retail chains to the extent that they've had to close down central warehouses, thus mak-

(continued on page 33)

MCA Records Group Profits Soar In Second Quarter, First Half Of '81

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

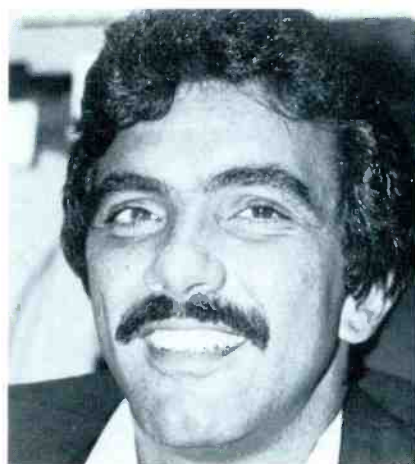
Despite a slight decline in the record

was director of promotion for Pip Records, a division of Pickwick Records.

Singer came to PolyGram in 1977 as national album manager for PDI and rose to the position of national merchandising manager before his promotion. Prior to that, he was national field marketing manager for Arista Records.

Roberts has been with PolyGram for seven years. In his new post, he will be responsible for singles sales and retail store reports, working closely with the label's promotion department. Before coming to PolyGram, he served as local promotion manager for United Artists Records.

Green came to PolyGram in 1978 from WEA, where he served as local promotion representative for the Boston area. He rose from national singles coordinator to national singles sales manager, his most recent post.



Vince Pellegrino

Pellegrino Named VP Of Promotion At PolyGram Label

LOS ANGELES — Vince Pellegrino has been named vice president of promotion for PolyGram Records in a reorganization of the label's promotion department.

Pellegrino fills the post vacated by Don Colberg, who had been on medical leave and returned to the company in a part-time advisory/consultant position. In addition, Bill Cataldo, formerly vice president of pop promotion and acting promotion department head, has left the company.

Pellegrino, formerly director, national promotion, joined PolyGram earlier this year after four years at Columbia Records. Most recently, he was Columbia's director of national promotion. He began his career in the music business with ABC Records.

In his new position, Pellegrino will report to Bob Sherwood, executive vice president and general manager of PolyGram.

group's sales, MCA Inc. recorded the largest second quarter and first half sales in its history. Overall sales were \$329.6 million for the quarter and \$669.5 for the half. Record division sales dipped by 5% to \$38.1 million for the quarter and were about flat at \$81 million for the half.

Records and music publishing profits soared by 98% and 353% to \$4.3 million and \$11.1 million for the second quarter and first half, respectively, contributing to overall net profits of \$30.9 million, or \$1.30 a share, for the quarter and \$55.1 million, or \$2.31 a share, for the half.

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

Home Video Is Focus Of ITA Seminar

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

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



Germinal Man. Yeah. That's an apt description of Miles Davis, because when he plays his trumpet, trends seem to come alive and ideas flower in the minds of other musicians. And whether it be strict jazz, a hybrid of music arts or another idiom entirely, Davis has started the pulse for many new perceptions of music.

But Davis can also display his equally capable skills at tapping the pulse of contemporary music, something evident in the current success of his latest Columbia LP, "The Man With The Horn."

Following a seven-year absence from recording or touring, Davis' album hit #1 after five weeks on the **Cash Box** Jazz Album chart; #25 bullet after four weeks on the **Cash Box** Black Contemporary Album chart and #40 bullet on the **Cash Box** pop album chart after it debuted at #106 bullet five weeks ago.

But this is no overnight sensation. Davis has made craftsmanlike toil out of becoming a popular success. Perhaps his boundless experience can be explained by the fact he has been blowing his axe over four decades, a craft he's taken up with nearly every major artist in jazz past or present.

He first forged his one unique style while playing with Charlie Parker, Billy Eckstine, Gerry Mulligan, John Coltrane and Max Roach.

Miles later played an influential role in the development of music played by Wayne Shorter, Joe Zawinul, Herbie Hancock, John McLaughlin and Mtume, who went on from Davis bands to successful solo careers. The music fusion of those who influenced Miles and of musicians the trumpeter has influenced is evident in the Davis sound, which rocks as easily as it swings.

The music experience is eclectic, but the trademark is Miles. From albums such as "Sketches Of Spain," "Kinda Blue" and "Birth Of The Cool" to more contemporary offerings like "Bitch's Brew," "On The Corner" and "Big Fun," the music has changed, but also carried the unmistakable, personal and enigmatic identity of Miles Davis, "The Man With The Horn."

First American Bows Jazz Man

LOS ANGELES — First American Records president Jerry Dennon recently announced that the Seattle-based label will soon bow the new Jazz Man label Sept. 1. The 4 year old name of Jazz Man Records was originated by David Hubert and Assoc.

Between 50 and 60 titles are planned for release during the label's first year although a release schedule has not yet been set.

The label will be distributed in the U.S. and Canada only at a list price of \$8.98, featuring artists like Charlie Mingus, Phil Woods, Count Basie, Ben Webster, Dizzy Gillespie, Carmen McRae, Dexter Gordon and others.

Material for the albums was gathered by a search through Japan, Europe and Australia, drawing both from previously-unreleased studio dates and live tapings of renowned festival performances.

Promotions Announced At PolyGram

LOS ANGELES — Rick Bleiweiss has been named vice president of marketing and product development for PolyGram Records as four members of the label's sales and marketing teams have been given additional responsibilities.

Also given increased responsibilities were Rob Singer, who was named director of merchandising; Randy Roberts, who has been promoted to national singles sales director, and Herb Green, who is now national singles sales manager. Bleiweiss and Singer both report to Harry Losk, senior vice president, marketing; while Roberts reports to Shelly Rudin, vice president national sales, and Green reports to Roberts.

Prior to his current position, Bleiweiss was vice president, product development for PolyGram Distribution, Inc. (PDI). He came to the PolyGram organization in 1976 as national singles manager. Previously he



Bleiweiss



Singer



Roberts



Green

Index

| | |
|-------------------------|----|
| Album Reviews | 13 |
| Black Contemporary | 27 |
| Classified | 33 |
| Coin Machine | 30 |
| Country Album Chart | 21 |
| Country | 20 |
| Country Radio | 25 |
| Country Singles Chart | 22 |
| East Coastings | 12 |
| Gospel | 26 |
| International | 35 |
| Jazz | 34 |
| Merchandising | 36 |
| Points West | 14 |
| Pop Album Chart | 38 |
| Pop Singles Chart | 4 |
| Radio | 15 |
| Radio Chart | 18 |
| Rock Album Radio Report | 16 |
| Singles Reviews | 11 |

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HIT**

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**MOTOWN
RECORDS**

FROM

EXECUTIVES ON THE MOVE

Golden Appointed As Vice President At Management III

LOS ANGELES — Jim Golden has been named vice president of Management III's management division. In his new post he will be working closely with division president Sal Bonafede at Management III's offices here.

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

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

Joe Gibbs Records Launches U.S. Arm

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

Joe Gibbs Records will offer an extensive Jamaican reggae catalog at domestic wholesale and retail prices. The records will be pressed at the company's own facilities in Opalocka, Fla. The label's album catalog will be distributed through Rounder Records in the northeast. The catalog of 12" disco records will be sold direct by Joe Gibbs Records.

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

Rosen, Urso Named WB Promotion VPs

LOS ANGELES — Howard Rosen and David Urso each have been named vice president of promotion for Warner Bros. Records following Russ Thyret's recent promotion to senior vice president, marketing for the label.

Both Urso and Rosen will be responsible for the entire scope of the company's national, regional and local promotion activities including direction of the nationwide field force.

Rosen most recently was vice president and general manager of Bearsville Records. Previously he was vice president of promotion for Casablanca Records and



Virgil Roberts

Roberts Appointed Executive VP, GM Of Griffey Group

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

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

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

PDQ Signs Agreement With German MBK Co.

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

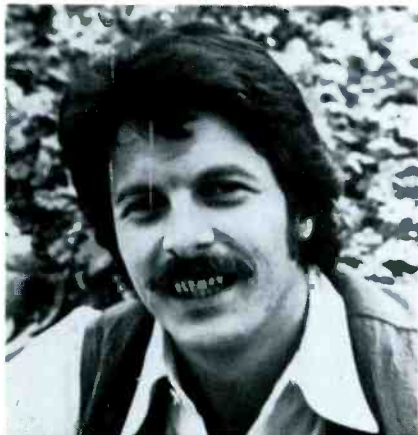
held the similar post earlier with Private Stock Records.

Urso rejoins Warner Bros. after serving as vice president and general manager of Planet Records. Prior to that, he was a national promotion director at Warner Bros. after having been assistant to the director of promotion.

Commenting on the appointments, Thyret said, "The track record of the Warner Bros. promotion team has been incredibly strong and the addition of these two talented executives should insure continued success."



Howard Rosen



David Urso



Edmonds

Mitchell

Newman

Johnson

Edmonds Promoted — EMI America/Liberty Records has announced the promotion of Ben Edmonds to director, talent acquisition, A&R. He had served as A&R manager for EMIA/Liberty for the past year. Prior to that he was senior A&R manager for EMI Records in London.

Changes At Capitol — Steve Hershfield has been promoted to director, financial reporting, and John Avila to director of internal accounting at Capitol Records, Inc. Hershfield joined Capitol in February 1975 as an accountant and has held various positions within the corporate accounting area, most recently that of manager, internal reporting. Avila joined Capitol in July 1974 as an internal auditor and most recently was manager of accounting systems.

Mitchell Joins Total Experience — Total Experience has announced the addition of Janice Mitchell to the Total Experience radio promo staff. Formerly a radio announcer and engineer with WEAA-FM, Baltimore, she was recently with the Los Angeles-based national promo company of Gorov & Kaplan Associates.

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

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

Sherman Named At CRI — Ira Sherman has been named director of product management for CBS Records International. He first joined CBS Records in 1971, and held a number of marketing positions until he left to become director of national product management for Infinity Records in 1978. He rejoined CBS in 1980 as a member of CBS Records International's product management department.

Johnson To MCA — Brenda Johnson has been named west coast regional promotion manager of black product for MCA Records. Prior to joining MCA, she was with A&M Records for three and a half years. Her most recent position with A&M was also in the capacity of west coast regional promotion manager.

Cussen Named At CRI — CBS Records International has announced the appointment of Phil Cussen as director of contract administration, royalty department, CBS Records International. He has been with CBS since 1976 and transferred to CRI Accounting as manager of reports and consolidations in May of 1979. Subsequently, he was promoted to manager of accounting in December of 1979.

Myers Named At Magnetic Video — Phillip I. Myers has been named director of public relations for Magnetic Video Corporation. He formerly was director of corporate communications for Twentieth Century-Fox Film Corporation.

Lippin Forms Ronnie Lippin Public Relations — Ronnie Lippin, formerly director of national publicity for RSO Records, has announced the formation of Ronnie Lippin Public Relations. During her 12 year career in the entertainment business, she has handled film, personality, corporate and music public relations.

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

Two Named At Arista — Tom Sturges and Gary Mittman have been named professional managers for Arista/Interworld Music. Sturges came to the company in 1980 as an administrative assistant. Mittman joined the company the same year as a trainee at Arista Records.

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

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

Weiss Appointed — Dave Weiss has been appointed director of marketing for Bread N' Honey Records. He will be responsible for direct response advertising as well as bookstore relations and distribution.

Triangle Distributors Formed In Philadelphia

NEW YORK — Philadelphia retailers Bruce C. Webb and King James and producer David Brown have formed Triangle Distributors to distribute and promote black product in the Delaware Valley area. The company will provide labels with a complete service center located in West Philadelphia, which will enable them to promote, service and track local radio stations, discos, night clubs, record one-stops and retail outlets.

The company's initial distribution venture will be TSOB Records of Brooklyn, N.Y., whose roster includes Wild Sugar, Blanche Carter, Live, Ronnie Goodman, TSOB Band, and Mink and Kavir. The company is located at 662 N. 52nd St., Philadelphia, Pa. 19139. The telephone number is (215) 477-1631.

Lippin & Grant Bow

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

Headquartered in Los Angeles, the firm also has offices in New York and London. The Los Angeles office is located at 8124 W. 3rd St., 90042. The telephone number is (213) 653-5910. The New York office is located at 46 E. 61 St., 10021. The telephone number is (212) 838-6140. The New York office is headed by Daniel S. Leinweber, vice president, corporate affairs, and Evelyn Shriver, vice president, entertainment. Both were formerly with Stone Assoc.

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

MIKE POST (Elektra E-47186)

The Theme From Hill Street Blues (3:05) (MGM Music — ASCAP) (M. Post) (Producer: M. Post)

Guitar ace Larry Carlton is featured on this keyboard-laden instrumental theme from the critically acclaimed TV series. Post's arrangement focuses on a light yet memorable piano melody, surrounded by soft synthesizer and woodblock percussion. Entering the pop singles chart at #90 bullet, this could be a sleeper like *Rockford Files*.



JIM PHOTOGLO (20th Century Fox TC-2498)

More To Love (3:47) (20th Century Music Corp./Nearytunes Pub. Co./Diamond Mine Music/WB Music Corp. — ASCAP/Fox Fanfare Music, Inc./Nearysongs Publishing — BMI) (Neary, Photoglo, Diamond) (Producer: B.F. Neary)

Adult pop and A/C programmers will surely welcome the second serving of simple, unpretentious mid-tempo pop from Photoglo's "Fool In Love With You" LP.



GEORGE WALLACE (Portrait 24-02458)

Romeo's Home At Last (3:15) (LTL Music, Inc., admin. by Colgems-EMI Music, Inc. — ASCAP) (G.A. Wallace) (Producers: G. Wallace, L. Petze)

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



TAFFY McELROY (MCA MCA-51160)

Then You Can Tell Me Goodbye (3:12) (Acuff-Rose Publications, Inc. — BMI) (J.D. Loudermilk) (Producer: R. Galbraith)

First recorded in 1962 by Don Cherry on the Verve label, this oft-covered chestnut, done by everyone from Solomon Burke to Glen Campbell, gets a velvety treatment from young McElroy. Soft string arrangements bring it into A/C territory, while the guitar is pure country.



LONNIE JORDAN (Boardwalk NB7-11-120)

The Affair (3:04) (Far Out Music, Inc./River Jordan Music, Inc. — ASCAP) (C. Heller, L. Hicks, L. Jordan, J. Laster, E. Valdez, M. Wheelock) (Producer: L. Jordan)

Keyboardist Lonnie Jordan, often described as the "lover" in War for his mellow influence on such tracks as "All Day Music" and "Summer," lives up to that moniker on his first solo single for Boardwalk.



KURTIS BLOW (Mercury 76116)

It's Gettin' Hot (4:10) (Neutral Gray Music/Original JB Music — ASCAP) (J.B. Moore, R. Ford) (Producers: J.B. Moore, R. Ford, Jr.)

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



TOM GRANT (WMOT WS8 02128)

Heaven Is Waiting (3:30) (Framingreg Music/Frontwheel Music/Weird Willie Music/Easy Landing Music — BMI) (T. Grant, G. Tripp) (Producer: T. Grant)

Jazz-rooted keyboardist Grant displays a lyrical style on this crisp R&B-flavored single from the forthcoming "You Hardly Know Me" LP. The Oregon native gets some expert vocal assistance from a passionate Patrice Rushen on the duet.



THRILLS (G&P GP 20007)

Not Gonna Run (3:00) (Beautiful Day Music/Great People Music — BMI) (Ingegno) (Producer: M. Frenchik)

Thrills exhibits a flair for stylish pop harmonies and tight electric guitar-keyboard interplay on this track from the "First Thrills" LP. The overall sound is definitely in the Styx mode of midwestern pop/rock, with an emphasis on a bright group sound. In the AOR groove.



FEATURE PICKS

RUSS MASON (Nemperor ZS5 02447)

Prep Rap (3:42) (Eclectic Songs — BMI) (R. Mason) (Producers: D. MacDonald, D. Chesky)

A jam for the upper crust, this novelty record is a satire both of the rap genre and the snobbish prep lifestyle. Along with the standard funk beat, there is a quasi-classical interlude, and Mason invokes every nuance of prep he can fit into less than four minutes.

ATLANTA RHYTHM SECTION (Columbia 18-02471)

Allen (3:30) (Low Sal Music — BMI) (B. Buie, S. McRay, R. Lewis) (Producer: B. Buie)

ARS is back on the track, after a label move, and should easily parlay this thick slab of southern pop into a chart winner. Dean Daughtry's rich, resounding keyboards and Ronnie Hammond's blue-eyed soulful vocals are the key ingredients in this Steely Dan-styled number from the "Quinella" LP. A pop, A/C bet.

LITTLE FEAT (Warner Bros. WBS 49801)

Easy To Slip (3:19) (Naked Snake Music — ASCAP) (L. George) (Producer: T. Templeman)

Vintage Little Feat, from the "Feats Don't Fail Me Now" period, this is a classic track and a perfect vehicle to introduce the uninitiated to the fat, soulful Feat sound. Lowell George may be gone, but the music lives on.

ONE WAY (MCA MCA-51165)

Pull Fancy Dancer/Pull-Part 2 (3:07) (Duchess Music Corp.) (MCA/Perk's Music — BMI) (Producers: ADK, A. Perkins)

A slow, deliberate and straight-ahead bass/handclap beat sets the groove of this rhythm march. The title says it all, and One Way fans the fires of funk for this B/C and club-oriented item.

DENNIS YOST (Robox RBS 1802)

Lover In My Mind (2:48) (Hermitage Music — BMI) (B. South, R. Law) (Producers: S. Clark, B. Reneau)

Light, bluesy piano melody on Yost's latest from the "Going Through The Motions" LP is reminiscent of his prior work with the Classics IV. A/C should be particularly interested in this.

STATES (Boardwalk NB7-11-114)

Picture Me With You (3:00) (ATV Music Corp./Wooded Lake Music Publishing, Inc. — BMI) (J. McDonnell, S. Chandler) (Producer: J. Ryan)

Jumpy pop/rock with a three-chord hook, this cut from States hardly breaks new musical ground, but it's just the sort of frothy fare that AOR eats up.

ARLO GUTHRIE (Warner Bros. WBS 49796)

If I Could Only Touch Your Life (4:13) (Rachel's Own Music — ASCAP/Super Songs — BMI) (A. Schroeder, D. Grover) (Producer: J. Pilla)

Folk is still very much alive and well in Arlo Guthrie's heart, and this charming duet with Leah Kunkel proves it. Simple acoustic guitar and string arrangements frame the touching lyrics perfectly. Zero in on A/C, adult pop.

RITA LEE & ROBERTO (Pavillion ZS5 02452)

Laoca Perfume (4:06) (Anonymous Music, Inc. — BMI) (R. Lee, R. de Carvalho) (Producers: G. Graco Mello, R. de Carvalho)

Brazilian superstar Lee, together with producer/composer Roberto de Carvalho, deliver a Doobie Bros.-like pop/dance song with a dose of that breezy South American rhythm.

HELEN REDDY (MCA MCA-51143)

The Stars Fell On California (3:17) (Bushka Music — ASCAP) (J. Bristol) (Producer: J. Diamond)

Reddy handles the breezy swing arrangements on this jazzy uptempo tune with her usual showroom vocal panache. The bright brass touches should keep the fingers poppin' for A/C and Top 40 lists.

CHAKA KHAN (Warner Bros. WBS 49804)

Any Old Sunday (3:35) (Island Music/Restless Music/Youngstown Music — BMI/Ackee Music, Inc. — ASCAP) (A. McCrary, L. McCrary, A. Fraser, D. Ironstone) (Producer: A. Mardin)

A sunny slice of jazzy soul, this tune from the McCrarys captures the essence of a lazy Sunday afternoon, and Chaka sounds perfectly comfortable performing it. Bright B/C.

HITS OUT OF THE BOX

HALL & OATES (RCA JH-12296)

Private Eyes (3:29) (Fust Buzza Music/Hot-Cha Music Co./Six Continents Music Pub., Inc. — BMI) (D. Hall, W. Pash, S. Allen, J. Allen) (Producers: D. Hall, J. Oates)

DAN FOGELBERG (Full Moon/Epic 14-02488)

Hard To Say (3:56) (Hickory Grove Music, admin. by April Blackwood Music, Inc. — ASCAP) (D. Fogelberg) (Producers: D. Fogelberg, M. Lewis)

CHEAP TRICK (music from the motion picture *Heavy Metal*) (Full Moon/Asylum E-47187)

Reach Out (3:35) (Adult Music — BMI) (R. James, P. Comita) (Producer: none listed)

THE FOUR TOPS (Casablanca/PolyGram NB 2338)

When She Was My Girl (3:25) (MCA Music, a div. of MCA, Inc. — ASCAP) (M. Blatte, L. Gottlieb) (Producer: D. Wolfert)

JOE WALSH (Asylum E-47197)

Made Your Mind Up (3:50) (Wow & Flutter Publ. — ASCAP) (J. Walsh) (Producer: J. Walsh)

EAST COASTINGS



WEATHER'S RIGHT AT MIRAGE — Mirage Records recently signed film star Carl Weathers to a longterm, exclusive worldwide recording contract. Weathers, best known for his performances in Rocky and Rocky II, had his first single, "You Ought To Be With Me," released this week. Pictured at the signing are (l-r): producer Hadley D. Murrell, Hdm Records, Inc.; Weathers; and Bob Greenberg, executive vice president, Mirage.

Dreamland Sues RSO To End Contract

(continued from page 5)

RSO officials to explain how they intended to meet the terms of the contract given the cutback in staffing. The suit said that RSO answered such queries with assurances that it would be able to meet terms of the contract. The suit further claimed that when

Bottom Line Is Topic Of SPARS Luncheon

NEW YORK — Record Company/Recording Studio — How They Help Each Other's Bottom Line" will be the topic of the next New York regional luncheon of the Society of Professional Audio Recording Studios (SPARS) on Aug. 18 at 12:30 p.m. Arista A&R vice president Paul Sloman will be the guest speaker. The luncheon, to be held at Gallagher's Restaurant at 52nd Street and Broadway, is open to SPARS members at \$20 a person.

In addition, there will be a SPARS meet at the Bullet Recording Studios in Nashville Sept. 17-18, where a seminar on studio diversification will be held. Part One will focus on the technical and creative requirements of record, movie, video and jingle clients. Part Two will center on the various needs of artists.

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

Chrysalis Offers Merch Aids For Harry Album

LOS ANGELES — In support of Debby Harry's new solo LP, "KooKoo," Chrysalis has made available a number of in-store merchandising aids and will embark on a radio and TV advertising campaign.

In addition to planned radio and TV buys throughout key markets, Chrysalis has shipped a variety of flats, four-color posters, streamers, special lighted units and display boxes, all featuring the LP cover art.

A video for in-store use in selected markets will also be made available "within a couple of weeks," according to a Chrysalis spokesman.

Harry's LP, released last week, is the #3 Most Added on this week's **Cash Box** Rock Album Radio Report, and the first single from the album, "Backfired," is currently at #57 bullet on the **Cash Box** Top 100 Singles chart.

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

Dreamland asked how RSO would fulfill the pact, there was no reply.

The suit said that RSO also wrongly threatened Dreamland with a suit if it did not deliver product promised under the suit. In a rebuttal letter entered as an exhibit in the suit, RSO, represented by Burt Weixler of Manatt & Phelps, said that it doubted Dreamland's willingness to meet the terms of Chapman's exclusive obligations to RSO as the real basis for the suit.

Answering the claim that it had diminished its own resources for promotion and marketing of Dreamland product, RSO replied in the letters that it was employing the entire national promotion staff of PolyGram, estimated at about 20 strong, to promote Dreamland's latest album by Spider, in addition to five RSO regional staffers and 20 indie promo men, more, according to the label, than was used in promotion of the Bee Gees' *Saturday Night Fever* album.

But the concern of the suit was that the same efforts would not be employed for all Dreamland artists. Other artists on the Dreamland label include Shandi, Holly Penfield, Michael Des Barres, Consenting Adults and Nervus Rex.

N.Y. Colleges Offer Courses On Industry

NEW YORK — Courses on the music business will be offered by two colleges in the New York region beginning in September.

"All About the Music Business," an eight week course beginning at the New School in September, will be taught by Sid Bernstein. Bernstein, best known for bringing the Beatles to Carnegie Hall and Shea Stadium, is presently managing Ornette Coleman. Guest lecturers will include David Braun, president, PolyGram Records; Ron Alexenburg, president, Handshake Records; Jim Tyrrell, former vice president, Columbia Records; and Mort Wax, public relations consultant.

"The Business of Hit Records," a four-week course being offered by Five Towns College in Merrick, L.I., will also start in September. The course will be taught by entertainment attorney Larry Lighter.

Chicago NARAS Board Elects New Officers

NEW YORK — The Board of Governors of the Chicago chapter of the National Academy of Recording Arts and Sciences (NARAS) has elected its new roster of officers for the 1981-82 term. The new officers are Robin McBride, president; Paul David Wilson, first vice president; David Webb, second vice president; Tony Rufo, secretary; Hank Neuberger, treasurer; Chuck Suber, Chuck Colbert and Murray Allen, trustees; and Paul David Wilson, David Webb and Marty Feldman, alternate trustees.

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

SUNSPASH FILM IN THE WORKS — A feature film of last week's International Reggae Sunsplash, held in Jarrett Park, Montego Bay, Jamaica, is now in production. **Michael Butler** and **Robert H. Peltcher** are co-producing the project, which is being directed by **Paul McShane**. The film will combine live performances by such reggae artists as **Toots and the Maytals**, **Dennis Brown**, **Carlene Davis**, **Black Uhuru**, **Third World**, **Culture** and the **Mighty Diamonds**. Also included will be the **Wailers** and the **I-Threes**, both of whom performed with the late **Bob Marley**, to whom the festival was designated a tribute, and **Nadine Sutherland**, a 12-year-old Marley discovery.



LISTENING TO GILLEY — Epic Records recently held a listening party introducing Mickey Gilley's new LP "You Don't Know Me". Pictured are (l-r): Roy Wunsch, vice president, marketing, CBS Records Nashville; Gilley; Don Dempsey, senior vice president and general manager, Epic/Portrait/CBS Associated Labels.

... From even farther East comes **Earthing**, a Japanese trio that will be making its Western Hemisphere debut at New York's Underground this coming week. The group consists of **John**, who is concurrently the group's guitarist, lead vocalist and songwriter, as well as a fashion and textile designer and Buddhist priest; his wife **Yoko Fujiwara** on bass and **Jim Haijama** on drums. They'll be both videotaping their shows here and recording a live album for release by Japan's King Records. The group's first Japanese album, "Dance," sounds to us a bit like an updating of the British progressive sound of the early '70s, as purveyed by such artists as **Roxy Music** and **Kevin Ayers**.

STUDIO NEWS AND OTHER DELIGHTS — **Joan Armatrading** has just finished her new album, "Walk Under Ladders," produced by **Steve Lillywhite**, for September release on A&M. Musicians helping include **Ray Cooper**, **Sly** and **Robbie**, ex-**Joe Jackson** guitarist **Gary Sanford**, **Tony Levin** and **Jerry Marotta**. . . **Wayne Kramer**, currently touring with the **James Montgomery Band**, has finished a four-song EP for fall release. . . **Beach Boy Mike Love** has signed a solo deal with Boardwalk. Does this, following in the wake of **Carl Wilson's** burgeoning solo career and recent disastrous concerts, add more fuel to rumors of an impending breakup of the group? . . . **Iron City Houserockers'** new one will be called "Blood on the Bricks." It's due in late September. . . **Bob Dylan's** "Shot of Love" LP, out this week, features **Ringo Starr** and **Ron Wood** on a track called "Heart of Mine." Dylan just did his first radio interview in years with WNEW's **Dave Herman**. . . **Cheryl Lynn's** Columbia Music Machine mobile show drew 4,000 people in front of Yankee Stadium. . . **Robert Palmer** will co-produce the next **Moon Martin** LP at Compass Point Studios in Nassau in September. Palmer, of course, had a hit with Martin's "Bad Case of Lovin' You" . . . **The Motel's** third LP, "Apocalypse," is being produced by **Val Garey** for Sept. 8 release. . . Ex-**Buzzcock Steve Garvey** has formed a band called **Motivation**. . . **Levon Helm's** MSS/Capitol debut album is being produced at Muscle Shoals by **Jimmy Johnson** and **Barry Beckett**. Beckett just finished **Bonnie Bramlett's** disc for the same label. . . **Eagle Glenn Frey** and **Jerry Wexler** are co-producing **Lou Ann Barton** for Elektra at Muscle Shoals as well. . . **Teddy Pendergrass** is finishing up his next LP, "It's Time for Love," in Philadelphia. The cover is being shot by **Richard Avedon**. . . **Arthur "Fire" Brown** is alive and currently living deep in the heart of Texas and, we're informed, shopping demos. . . The producers of *The First*, an upcoming Broadway musical about baseball's color-line breaker **Jackie Robinson**, have approached **Linda Greene** of PolyGram's **Peaches & Herb** to play the role of Rachel, Robinson's wife. One of the producers is Boardwalk's **Nell Bogart**. Look for a fall Broadway opening. **dave schulps**

DANCE DANCE DANCE — Top selling dance music records compiled from sales reports of northeast area retailers specializing in 12" singles.

Top Ten

- Gonna Get Over You** — Françoise Joli — Prelude 610
- Give It To Me Baby** — Rick James — Gordy 35001
- Square Biz** — Teena Marie — Gordy 3500
- Get On Up Do It Again** — Suzi Q — RFC/Atlantic DM 4813
- First True Love Affair** — Jimmy Ross — RFC/Quality QRFC 002
- Dancin' The Night Away** — Voggue — Atlantic DK 4815
- She's A Bad Mama Jama** — Carl Carlton — 20th Century Fox 129
- A Little Bit of Jazz** — Nick Straker Band — Prelude 612
- I'll Do Anything for You** — Denroy Morgan — Becket BKD 502
- Zulu** — Quick — Pavillion 429-02433

Top Breakout

- Love Rhythm** — Bobbettes — Atlantic DM 4816

Breakouts

- Cast My Faith To the Wind** — Snaps Montego — Tin Wizard TW 002
- Don't Stop The Train** — Phyllis Nelson — Carrerre (import)
- Let's Dance** — West Street Mob — Sugar Hill SH5559A
- Maglc Number** — Herbie Hancock — Columbia 02461
- As Time Goes By** — Funkopolitan — Sound of Young London X001 (import)
- General Hospit-tale** — Afternoon Delights — MCA 13955
- Why'd You Have To Be So Sexy** — Amii Stewart — Handshake 02438
- Dance Part I & II** — Night Force — Ibach (import)
- Do It, Do It** — Disco Four — Enjoy
- Margarita** — Masara — First American 1204

SHOT OF LOVE — Bob Dylan — Columbia TC 37496 — Producer: Bob Dylan and Chuck Plotkin — List: None — Bar Coded

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



STIMULATION — Billy Thorpe — Pasha ARZ 37499 — Producers: Spencer Proffer and Billy Thorpe — List: None — Bar Coded

The first release on the new Pasha label features the enduring team of Australian rock veteran Billy Thorpe and producer/label head Spencer Proffer. "Stimulation" reflects the long working relationship between Thorpe and Proffer, with the Australian's hard driving rock produced to perfection — tight, with enough, but not too much embellishment. Thorpe has come up with a gem for AOR, full of sheer rock 'n' roll energy harnessed with finesse by a solid veteran. Top cuts include the title, "No Rules On The Road," "Syndrome D.O.A." and "L.K.O."



RONNIE MILSAP — There's No Gettin' Over Me — RCA AHL1-4060 — Producers: Ronnie Milsap and Tom Collins — List: 8.98 — Bar Coded

Ronnie Milsap's current single, "(There's) No Gettin' Over Me," is a good indication of the direction his new album of the same name takes — a very pop, A/C feel that should broaden the initial crossover appeal begun with winter's surprise pop hit, "Smoky Mountain Rain." Though the pop sound is prevalent, Milsap has certainly not turned his back on his country base. "It's Written All Over Your Face" boasts country hit with every line.



LIVE — Barbara Mandrell — MCA MCA-5243 — Producer: Tom Collins — List: 8.98

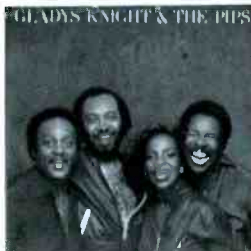
Barbara Mandrell, the superwoman of the entertainment world, has released her first live album, a waxing that more than captures the diverse and multiple talents of the CMA's Entertainer of the Year. She moves from lead vocals to demonstrating her prowess on a number of instruments, as she flits from banjo to guitar to saxophone to mandolin and several other instruments. Recorded at the Roy Acuff Theater in Nashville, the package features Mandrell's recent hit, "I Was Country When Country Wasn't Cool," as well as others.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

TOUCH — Gladys Knight & The Pips — Columbia FC 37086 — Producers: Nickolas Ashford/Valerie Simpson and Gladys Knight — List: None — Bar Coded

Gladys Knight & The Pips just keep getting better and better. The veteran group, coupled with the writing/producing team of Nickolas Ashford and Valerie Simpson, comes up with a well-balanced effort, with material that will appeal to a variety of formats. Perky, upbeat numbers like "I Will Fight" and "Baby, Baby Don't Waste My Time" are complemented by smooth ballads, dance numbers and a sparkling interpretation of "I Will Survive."



FREETIME — Spyro Gyra — MCA MCA-5238 — Producers: Jay Beckenstein and Richard Calandra — List: 8.98

One of the most successful acts to emerge from the now defunct Infinity label, Spyro Gyra follows up last year's "Carnival" LP with another tasty effort. Featuring the bright, pop-oriented jazz sound of its previous recordings, Spyro Gyra's newest effort is a bit more sophisticated, with more subtle stylings and compositions that highlight some effective soloing by the band members.



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

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



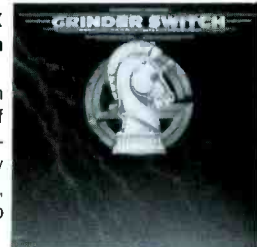
SCISSORS CUT — Art Garfunkel — Columbia FC 37392 — Producers: Roy Halee and Art Garfunkel — List: None — Bar Coded

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



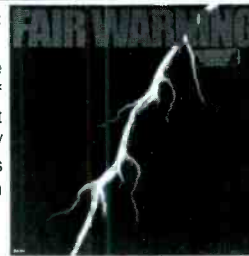
HAVE BAND, WILL TRAVEL — Grinder Switch — Robox RBX 8101 — Producers: Bud Reneau, Dru Lombar and Stephen Miller — List: 7.98

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



FAIR WARNING — Sweet City/MCA MCA-5236 — Producers: Mark Avsec and Carl Maduri — List: 8.98

The debut effort from this Akron-based sextet wafts from the turntable like a Top 40 rock collage, alternately reminiscent of roots R&B/rock and the Brit and American pop rock that revolutionized '60s music. It all adds up to a neat, slickly produced package by Carl Maduri and Mark Avsec, who is responsible for much of the group's material. This album can find its way to pop and A/C playlists.



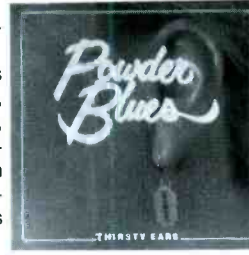
THE TIME — Warner Bros. BSK 3598 — Producers: Morris Day and Jamie Starr — List: 8.98

Minneapolis/St. Paul has become a thriving hotbed of club gigging for area musicians, and with locals like Prince trailblazing a path into the record industry, The Time has come right along with a strong self-titled debut offering. From prog funksters like "Get It Up" and "Cool" to R&B love noirs like "Girl" and on to new waver anthems like "After Hi School," this group does not have a redundant vibe among its lead sheets, produced by group frontman Morris Day and Jamie Starr.



THIRSTY EARS — Powder Blues — Liberty/EMI LT-1105 — Producer: Tom Lavin — List: 8.98

This Canadian-based septet, which scored last year with its "Uncut" debut LP, has come back with a blend of honky-tonk, blue-eyed soul, with a dash of rockabilly for seasoning. Tight, synchronous horn blasts and tasty sometimes-blues-sometimes-R&B-sometimes-rock guitar harken to the Northern California East Bay grease of Cold Blood. Jack Lavin's well-paced vocals will not remind you of Lydia Pense, but the soul is in the music for AOR and Top 40.



LOVE ACTION — Sniff 'N' The Tears — MCA MCA-5242 — Producer: Mike Howlett — List: 8.98

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



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

A quality group from Canada, Toronto follows up nicely on the buzz created by last year's self-titled debut LP. Lead singer Holly Woods provides driving vocals a la Anne Wilson of Heart, and the band is tight in its rocking back-up. Woods has been touted as one of the best rock singers to come out of Canada in some time, and she does nothing to discourage that notion here. AOR programmers, take your pick.





KNOCKIN'EM OUT AT THE GREEK — Millennium recording group Franke and the Knockouts recently performed at the Los Angeles Greek Theatre. Pictured knocking around backstage after the show are Jack Craig, RCA division vice president, U.S. and Canada, and lead singer Franke Previte.

Hal David: ASCAP's Chief Looks Towards The Future

(continued from page 8)

only ASCAP since the '40s," he says. "I was always proud to be part of an organization that represented the Gershwins, Rodgers and Hammerstein, Jerome Kern and so many other greats."

Although he "never wanted to be president of ASCAP," David's present role is a natural outgrowth of his long and active involvement with the Society. "At one point in my life, I was one of the dissidents within the organization," he recalls. "I was part of a group of pop writers who sought a respite from the procedures of the day." Many of the changes David sought have since become incorporated into ASCAP, and he later continued to give vent to his views as a member of the organization's board of directors beginning in 1974, and became ASCAP's vice president in 1979. His in-

volvement at all levels of the Society has made him a sympathetic executive, and he goes to great lengths to stay intimately aware of all facets of the organization.

"I'd like to think I'm an open person," reflects David, "and that this is an open office. Anybody can see me, and I make it a point to answer all my mail and phone calls. I try to communicate with ASCAP members in the same way that I write a song: I try to break down complex things into simple, direct statements. I don't present things I don't believe in. Hopefully, people know that I mean what I say."

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

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

Nor will ASCAP's open and probing approach to membership interests. David makes it clear that the continued growth and development of ASCAP is a personal as well as organizational issue. "Since I took office last year, I've been writing to members," says David. "The most gratifying thing is that they've been responding. When you have great expectations, people rise to them. I think people believe in us."

Springsteen, Daniels To Perform Benefits

NEW YORK — Bruce Springsteen and the E Street Band will perform the lead-off benefit concert in a series of shows aimed to provide funds to enable the Vietnam Veterans of America, Inc. to launch a full-scale membership drive this fall. In addition, the Charlie Daniels Band has pledged the proceeds of an upcoming concert to the national Vietnam veterans' group.

The Springsteen show is slated for the Los Angeles Sports Arena on August 20, with the majority of the proceeds pledged to the organization.

The Vietnam Veterans of America, a non-profit corporation founded in 1978, is the only national organization representing the interests of those who served in the U.S. Armed Forces during the Vietnam War. Membership is currently about 8,000, with 120 chapters nationwide in various stages of development.

ALARM Formed; Richardson To Serve As Director

LOS ANGELES — During a meeting where the final details establishing the Assn. of Latin American Record Manufacturers (ALARM) were discussed, M.L. Bud Richardson was elected director of the newly formed association.

Richardson brings to his new role more than 30 years of work in law enforcement, particularly in the area of anti-piracy. He currently heads Business Consultancy.

Other officers elected during the meeting include president — Ron Sproehle, vice president of Fama World Circles, Inc.; vice president — Jose Garcia, president of Discos Latin International; secretary — Guillermo Santisco, president of Profono International, Inc.; and treasurer — Valentin Velasco, west coast general manager of Musical Tapes, Inc.

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

Offices for ALARM are located at 2958 W. Pico Blvd., Los Angeles, Calif. 90006. The telephone number is (213) 368-1794.

Alpha Names Officers

NEW YORK — Alpha, the New York-based independent distributor, has appointed several new officers. The new officers, who will be reporting to Alpha board chairman Harry N. Apostoleris, are: John E. Cassetta, president; Murray Viscoso, executive vice president, purchasing; and Nick Campanella, executive vice president, marketing. Also joining the company is Nicholas H. Apostoleris.

WESTWORDS — It's Almost Official Dept.: By the time you read this, one of L.A.'s best new bands, **The Unknowns**, should be signed to Sire Records. First product under the pact will be a six-song 12" EP entitled "Dream Sequence," which the band has been working on in conjunction with indie Bomp Records. Bomp staffers will most likely aid Sire in working the record and a midwest and east coast tour is currently being planned. . . . Legendary **13th Floor Elevators** leader **Roky Erickson** has been signed to San Francisco's 415 Records and has recorded an album, entitled "The Evil One," which is scheduled for a Sept. 10 release. The album was produced by former **Creedence Clearwater Revival** bassist **Stu Cook**. **Doug Sahm** has been including Erickson's classic "You're Gonna Miss Me" (found on the great double-pocket "Nuggets" LP, for you collectors) in his **Sir Douglas Quintet** sets lately, rekindling interest in the enigmatic Texas rocker. . . . **Black Flag** has added a new singer, 20-year-old Washington, D.C. native **Henry Garfield**, to its line-up, augmenting the vocal attack (and we do mean attack) of **Dez Cadena**. The punkers are due to have a new single out on the I.R.S.-distributed Time Coast label shortly. . . . The Berkeley-based U.S. offices of Rough Trade have released two new 12" singles by New Romantics **Depeche Mode** (a re-mix of "New Life" and the "rio-mix" of "Shout!") and **Scritti Politti**. On tap from the Rough Tradesters is **Cabaret Voltaire's** "Red Mecca," **Throbbing Gristle's** "Greatest Hits" (all the band's Industrial releases have now been deleted) and the first solo LP from **Pere Ubu** lead singer **David Thomas**, entitled "Birds Are A Good Idea" . . . The Jem-distributed PVC label has licensed "Can You Hear Me?," a live compilation of various bands (mostly punk) recorded at The Deaf Club in San Francisco, from Gammon Records. Live renditions of songs by Northern California's most eccentric and eclectic outfits, including **Tuxedomoon**, **K.G.B.**, **The Dead Kennedys**, the **Mutants** and **Pink Section**, are included on this package from perhaps the most unusual rock venue ever,



IDOLATRY — *Chrysalis* recording artist **Billy Idol** (l) stopped by radio station **KROQ-FM** recently to tape an interview with air personality **Rodney Bingenheimer** (r). The former lead singer of **Generation X** was in L.A. to finish up work on a forthcoming EP with producer **Keith Forsey**.

a real club for the deaf! . . . An extra date, Sept. 25, has been added to **The Jacksons'** Sept. 18-19 performance at the Forum in Inglewood. The band is slated to record the show for a possible live album.

IDOL THOUGHTS — When the punk rock scene in England exploded in 1977, **Generation X** was right there at the vanguard of the movement, along with the **Sex Pistols** and **The Clash**, providing some bristling three-minute anthems for the times with the U.K. hits "Your Generation," "Wild Youth" and "Ready Steady Go." Unlike the Pistols and The Clash, though, **Generation X** never made it to the U.S. for a tour and, thus, its cult was limited here to those who'd heard the self-titled debut LP, a minor masterpiece for its time, or the **Ian Hunter**-produced follow-up, "Valley Of The Dolls." However, a somewhat truncated version of **Generation X**, titled **Billy Idol & Gen X**, recently surfaced with an import LP and U.S. single, "Dancing With Myself," which has become an immediate dance rock club fave. The record has also set the stage for a solo career by lead singer **Billy Idol**, who has moved here from London to make his mark. In Los Angeles to finish up work on an EP for **Chrysalis**, due out next month, an affable Idol stopped by **Cash Box** to chat about the halcyon days of punk in England, why **Generation X** broke up and his hopes for the future. "In England, you see, you were always on a Big Mission to change the economy of the country or whatever, if you were in a rock 'n' roll band," said Idol. "At least that was the idea behind the punk thing . . . there was always a Mission. People over there didn't seem to feel that the same sort of thing existed over here, that there were Missions in the U.S. as well, which is one reason why a lot of English bands never came here." Other reasons included downright chauvinism or simply a lack of organization, according to Idol. Managerial hassles prevented a U.S. **Generation X** tour and by the time "Valley Of The Dolls" was recorded, Idol indicated that the band's music was getting "too complicated" and the inevitable musical differences between the members arose. "(Bassist) **Tony James** and I weren't getting on too well towards the end there," noted Idol. "We changed the name to **Gen X** because some of the old members played on the album, while a bunch of other people were brought in, like guitarist **John McGeoch** from **Siouxsie and the Banshees**. It was the same band, but it wasn't." Bouyed by the response "Dancing With Myself" has gotten here, Idol is now set to tackle America with a new LP planned for as early as November and, hopefully, conquer the airwaves here. "I thought 'Blimey, I really hated Radio One (in England), but when I got here I found it was even worse,'" a wide-eyed Idol said. "So, my being here really is sort of a Mission. My attitude is let's have a whack at (radio)."

BLUE MONDAYS — Monday night in L.A. has been turning into an institution for R&B revivalists, with **Jack Mack and The Heart Attack** jamming The Central regularly on the west end of Sunset Strip, while in the Vine area, **Top Jimmy & The Rhythm Pigs** have been playing sweat drenched sets on **Blue Mondays** at the **Cathay de Grande**. Celebs frequently stop by to see **James Harmon** and co. dishing up the hot soul, and Aug. 10, Hollywood expatriate **Tom Waits** (who is rumored to be moving back from N.Y.) was seen dancing up a storm with his new wife. Also in attendance were ex-**Door** **Ray Manzarek** and X newlywed **Billy Zoom**, who sat in with the Pigs (Ray even sang!), as well as English rockabilly sensation **Tony Conn**.

WHAT DECADE IS THIS, ANYWAY? — Hard to tell if it was the '70s or the '80s at The Veil Aug. 10, when Club Lingerie was filled with the sounds of early **Bowie**, **Mott the Hoople**, **Slade**, **T. Rex**, **Suzi Quatro** and **New York Dolls**, among others, for **Glitter Night**. Although the usual Veil diet of New Romantic rock cum disco was temporarily abandoned for the theme evening, many of the regulars came decked in trendy English-styled threads and Melrose Ave. thrift store chic outfits anyway, which made for a rather odd mix with the more appropriate period platform shoes, feather boas and satin 'n' sequins donned by hard-line patrons. **Glitter** (or glam) rock never really took off commercially in the U.S., mostly due to the dearth of quality groups (many of which were glorified bubblegum), as well as its sheer outrageousness. Perhaps for this reason, a number of the tunes were repeated by the DJs through the course of the evening. To the spinners' credit, though, only the best glitter sides were kept in hot rotation, such as Quatro's Chinnichap U.K. hits "Can The Can" and "48 Crash," **Marc Bolan** and T. Rex's "Telegram Sam" and "Bang A Gong," a slew of Ziggy Stardust-period **Bowie**, **Sweet's** "Wig Wam Bam" and "Ballroom Blitz" and **Slade's** "Mama Weer All Crazee Now," to name a few.

Michael Glynn

AIR PLAY

SATELLITE DISHES FOREVER? — Now that broadcasters are on the eve of an era of live satellite broadcasting networks, there will be more than just music, news, sports and weather buzzing through the airwaves. Many, many questions are also in the air. There seems to be so many new companies and networks offering everything under the sun in terms of programming, that many broadcasters simply do not know what to do with it all, if anything. Should they choose a particular service? How much of it should they use? Will it affect or enhance local content? Will satellite-originated programming be more economically viable and will this new wave of technology maintain radio's competitive strength of immediacy in a marketplace that is being deluged with dozens of new forms of home entertainment? The NAB's Radio Programming Conference in Chicago this week is a perfect opportunity to get first hand knowledge of all the new satellite companies and networks with their key people on hand to answer any and all questions. Add to that the dozens more syndicators with their new products and services, and it's easy to see why broadcasters' heads might be swimming. But it is also a time to view it all, to catch your breath and put the matter into perspective and gauge what is best for your individual station's needs.

STRIKE FEVER — The latest craze these days is strikes, and radio announcers are no exception. The New York local of the American Federation of Television and Radio Artists (AFTRA) struck **WTFM**/New York on Aug. 1 over issues of pay parity, the use of part-time employees in an apparent disregard for the terms of an agreement with AFTRA and management's unlimited exclusivity requirements. On Aug. 12, the board of the New York local voted unanimously to mobilize a full-scale support of 12 announcers who are represented by the union presently on strike. A campaign is being mounted to urge advertisers to withdraw their commercials at WTFM until the strike is settled and the announcers are back at work and on-the-air. Stay tuned.



ON THE SOUTHSIDE, BRO — Mercury/PolyGram artist Southside Johnny (l) recently appeared on Robert Klein's (r) nationally syndicated radio talk show with Blue Oyster Cult guitarist Buck Dharma.

lets, **WEFM**/Chicago and **WIFI**/Philadelphia. WEFM was sold to First Media Corp. for \$9.2 million and WIFI was sold to Broadcast Enterprises National Inc. for \$6.8 million.

RECORDS FOR RADIO ONLY — This week, Epic Records is shipping a special extended 12-inch single of **Meat Loaf's** new single "I'm Going To Love Her For The Both Of Us," which is the first record culled from his forthcoming LP "Dead Ringer," due to be shipped on Aug. 24. The B-side to this special radio-only 12-inch will be "Peel Out" . . . Columbia Records has prepared a very special LP entitled "**Bruce Springsteen** As Requested Around The World." The limited edition album will not be made available for sale to the public but will instead be given to radio stations and to certain retail outlets for give-away contests. Radio stations will undoubtedly be flooded with contest participants for this one.

TIME HAS COME TODAY — There's a small area in Minneapolis that has been giving the country some great music lately. Who knew? First **Prince**, then **Sue Ann**, and now a new group **The Time**, is making some noise. The Time is a sextet featuring **Morris Day** and the group is apparently breaking out of Detroit. While doing an interview at **WGPR**/Detroit, a crowd began building outside the station to greet group members when they emerged from the station facilities. According to sources close to The Time, a large crowd remained outside the WGPR building for over an hour unaware that the group had already gone back to their hotel room.

FOR YOUR INFORMATION — Musico, Inc., a new company designed to provide a range of services specializing in club and radio promotion, A&R development and consultations on special projects, has been formed by **J.G. Knapp**, former music director at **WXLO-FM**/New York. WXLO recently changed its call letters to **WRKS-FM** on Aug. 1. Musico's radio promotion will consist of the distribution to and tracking of radio stations that are playing clients' product. Knapp says that special attention will be given to those stations that are essential in creating crossover material. Musico is located at 21 West 58th St., Suite 5E, New York, N.Y. 10019; and the phone number is (212) 980-0097.

IMPROV RADIO — On Aug. 8, **KLOS**/Los Angeles debuted "Hollywood Niteshift," a one-hour improvisational comedy show starring **KLOS** morning personality **Frazier Smith**, actor **Michael Gwynne** and **Firesign Theater** member **Philip Austin**. According to **Al Ramirez**, **KLOS** air personality and co-producer of the show, "It is totally unscripted and unrehearsed. No one knows what will happen from moment-to-moment."

NEW JOBS — **Connie Kiernan**, director of advertising and promotion, and **Ron Werth**, director of research, have been promoted to vice presidents of the Mutual Broadcasting System. Kiernan came to Mutual in January from Metroplex Communications' **WVKX/WPKX-FM**/Alexandria, Va., where she was promotion manager and retail development coordinator. Werth joined Mutual as director of research in February 1980 . . . **Jim Herron** was named vice president of programming for Jeff Pollack Communications, Inc. . . . **Marc Coppola**, former afternoon drive personality and music director at **WBAB**/Long Island, has joined **WPLJ**/New York and is handling the 10:00 p.m.-2 a.m. airshift . . . **Michael Faherty** is the new general manager at **WSB-AM**/Atlanta. Previously, he served as vice president for Group W (Westinghouse Broadcasting) in Chicago. He replaces **Elmo Ellis**, who will continue to serve as a vice president of Cox Broadcasting, which owns **WSB**. mark albert



DELIVERING THE FURS — The Psychedelic Furs' new LP, "Talk Talk Talk," was recently delivered to **WNEW-FM** by a model dressed in a psychedelic fur. Pictured are (l-r): **Matty Matthews**, manager, station relations, **CBS Records**; **Richard Neer**, assistant PD, **WNEW-FM**; **Pete Larkin**, **WNEW-FM** DJ; **psychedelic model**; **Scott Muni**, PD, **WNEW-FM**; **Bernie Bernard**, MD, **WNEW-FM**; and **Gayle Compton**, local promotion manager, **New York, Columbia**.

Increased Label Participation Expected At NAB Conference

(continued from page 5)

and A Radio Station." The session, scheduled for Aug. 18, will feature **Harold Childs**, senior vice president of sales and promotion, **A&M Records**; **Stan Monteiro**, vice president, **Columbia** label promotion-**Columbia Special Projects**; **Andy Bickell**, national program director for **Jefferson Pilot Broadcasting** based in **Charlotte**; and will be moderated by **FCC** attorney **Jason Shrinky**.

The 75-minute meeting will focus on the working interrelationship between radio and records with an emphasis on maintaining a rapport that is moral and mutually beneficial. Although record companies will be participating in this year's **RPC**, they will not be hosting hospitality suites by mutual agreement with the **NAB**, according to **Cornils**.

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

There will be four concurrent workshops on the morning of Aug. 17. One, "The New Wonderful World of 24-Hour Satellite Programming," should be of special interest with the advent of live satellite programming beginning this Fall. **Rick Sklar**, **ABC Radio**, will be moderating a panel consisting of **Dwight Case**, president of **Sunbelt Broadcasting** and **Transtar**; **Craig Hodgson**, **Continental Radio**; **Kent Burkhart**, **Satellite Music Network**; and **Marlin Taylor**, **Bonneville Broadcast Consultants**. The big question here will be how a station programmer/manager can best utilize these new services and remain competitive on a local level. Of equal importance will be a continental breakfast where more than 50 syndicators will be present to discuss their new products.

An area of federal business on every broadcaster's mind, radio deregulation, will be the subject on an Aug. 18 morning workshop entitled "Radio Deregulation for Programmers." While radio deregulation has been welcomed by broadcasters, it is an issue that became a source of conflict between House and Senate leaders in recent weeks. Discussing the matter at length will be **FCC** commissioner **James Quello**; attorney **Michael Bater**; **Wade Hargrove**, executive director of the **North Carolina Broadcasters Assn.**; and will be moderated by **Barry Umansky**, **NAB** legal participant.

Deregulation, as well as other topics like extended licenses and the reduced AM

spacing plan from 10 to nine kHz, will undoubtedly re-surface at the closing general session Aug. 19 that will feature **FCC** chairman **Mark Fowler**, the first chairman who was ever a DJ. For many, it will be their first encounter with the new **FCC** chief and **Cornils** said that there will be a question and answer period.

Immediately preceding **Fowler's** speech, there will be a **21st Century Technologies** Session featuring **Warner-Amex Satellite Entertainment Company's** "The Music Channel," which combines cable TV with 24-hour stereo music. In addition, digital recording techniques, cable radio, videodiscs and tapes, as well as other forms of competition awaiting radio in the near future, will be on display for demonstration and discussion purposes.

The Aug. 18 luncheon, themed "Making Money With Your Mouth," will feature some of the best air personalities in the country and was one of the most popular **RPC** events last year. This year, **Gary Owens** will be moderating a panel consisting of **Larry Lujack**, **WLS/Chicago**; **Deano Day**, **WX-CI/Detroit**; and **Dick Purtan**, **CKLW/Detroit**.

- Other highlights include:
- The Best Radio Spots on Television seminar.
 - An Aug. 18 promotion and positioning forum with **Jack Trout**, **Trout & Reis Advertising**, who coined the "Radio Is Red Hot" theme.
 - Several format room workshops.
 - Sessions on how to best utilize outside sources of programming.
 - Tuesday night's **RPC** dinner concert featuring **Willie Nelson**.



MUTUAL LABOR DAY — **Mutual Broadcasting** has scheduled the "**Dick Clark Presents Barry Manilow**" special for **Labor Day**, **Sept. 7**. **Clark** (r) joined **Manilow** during the recording of his forthcoming album. This will be **Clark's** third special for **Mutual**; the first two featured the **Beach Boys** on **Memorial Day** and **Elton John** on the **Fourth of July**.

LP Chart Position

— **THE A's • A WOMAN'S GOT THE POWER • ARISTA**
ADDS: None. **HOTS:** WRNW, WMMS. **MEDIUMS:** KNKN, KZEL, KOME, WBCN, KROQ, WGRQ, WNEW, KNAC, WWWM, KMGN. **PREFERRED TRACKS:** Title.
SALES: Fair in Midwest; weak in others.

23 **AC/DC • DIRTY DEEDS DONE DIRTY CHEAP • ATLANTIC**
ADDS: None. **HOTS:** WLIR, KROQ, KMET, KMGN. **MEDIUMS:** WBLM, WCOZ. **PREFERRED TRACKS:** Problem, Balls, Title.
SALES: Moderate in all regions.

#10 MOST ADDED

— **BRYAN ADAMS • YOU WANT IT, YOU GOT IT • A&M**
ADDS: KMGN, WHFS, WNEW, KSHE. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Weak initial response in all regions.

7 MOST ADDED

121 **THE ALLMAN BROTHERS BAND • BROTHERS OF THE ROAD • ARISTA**
ADDS: KMET, WBCN, WABX, KOME, WCOZ. **HOTS:** KZAM, WLIR, WRNW, KZEL, KEZY, WGRQ, WNEW. **MEDIUMS:** WBCN, KZEW, WKLS, WSHE, KBPI, KSHE, WAAF, WAAL, WWWM. **PREFERRED TRACKS:** Straight, Two, Title.
SALES: Moderate breakouts in all regions; weakest in East.

148 **JON & VANGELIS • THE FRIENDS OF MR. CAIRO • POLYDOR/POLYGRAM**
ADDS: KBPI, KLOL. **HOTS:** None. **MEDIUMS:** WLIR, WKLS, WSHE, WGRQ, WWWM. **PREFERRED TRACKS:** Title, School.
SALES: Weak in South; fair in others.

153 **BALANCE • PORTRAIT/CBS**
ADDS: None. **HOTS:** WWWM. **MEDIUMS:** KZAM, WLIR, WMMS, KBPI, WOUR, WAAL. **PREFERRED TRACKS:** Breaking.
SALES: Fair in Midwest; weak in others.

4 MOST ACTIVE

1 **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**
ADDS: None. **HOTS:** KMGN, KMET, WAAL, WGRQ, WAAF, KROQ, WBLM, KLOL, KMET, WLIR, WRNW, WCOZ, KZEW, KNKN, WMMS, WKLS, WSHE, KZEL, KBPI, KOME, KEZY, WABX, KSHE, WBCN. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Fire, Helter.
SALES: Good in all regions.



43 **BLACKFOOT • MARAUDER • ATCO**
ADDS: None. **HOTS:** WBLM, KNKN, WKLS, WSHE, WAAF, WGRQ. **MEDIUMS:** KMGN, WWWM, WLIR, WCOZ, KZEW, WMMS, KZEL, KBPI, KOME, KSHE, WBCN, WNEW, KMET. **PREFERRED TRACKS:** Fly Away.
SALES: Moderate to fair in all regions.

7 MOST ACTIVE

30 **BLUE OYSTER CULT • FIRE OF UNKNOWN ORIGIN • COLUMBIA**
ADDS: None. **HOTS:** KMGN, KMET, WAAL, WNEW, WGRQ, WAAF, WBCN, KLOL, WLIR, WRNW, KZEW, KNKN, WMMS, WSHE, KZEL, KBPI, WOUR, KOME, KEZY. **MEDIUMS:** WWWM, WBLM, KZAM, WCOZ, WKLS, WABX, KSHE. **PREFERRED TRACKS:** Burning, Joan, Title.
SALES: Moderate to fair in all regions; weakest in South.

— **DANNY JOE BROWN & THE DANNY JOE BROWN BAND • EPIC**
ADDS: None. **HOTS:** WBLM, WCOZ. **MEDIUMS:** KZEW, KNKN, KBPI, WAAF, KMGN. **PREFERRED TRACKS:** Edge.
SALES: Weak in all regions.

21 **PHIL COLLINS • FACE VALUE • ATLANTIC**
ADDS: None. **HOTS:** KZAM, WLIR, WRNW, WMMS, KOME, WABX. **MEDIUMS:** WBLM, KMET, KBPI, KEZY, WNEW. **PREFERRED TRACKS:** In The Air, I Missed.
SALES: Good to moderate in all regions.

LP Chart Position

134 **TIM CURRY • SIMPLICITY • A&M**
ADDS: WOUR. **HOTS:** WRNW, WBCN. **MEDIUMS:** WMMS, KZEL, KROQ, WNEW, WWWM, KMGN. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions; weakest in South.

82 **DEF LEPPARD • HIGH 'N' DRY • MERCURY/POLYGRAM**
ADDS: WGRQ, KSHE. **HOTS:** WMMS, KMGN. **MEDIUMS:** WBLM, WLIR, KZEW, KMET, KNKN, KZEL, KOME, KROQ, WAAF. **PREFERRED TRACKS:** Mirror, Let It, Title.
SALES: Moderate in all regions.

— **DIESEL • WATTS IN A TANK • REGENCY**
ADDS: WAAF, KLOL. **HOTS:** WOUR, WGRQ. **MEDIUMS:** WBLM, WCOZ, KZEW, KZEL. **PREFERRED TRACKS:** Open.
SALES: Weak in all regions.

2 MOST ADDED

— **THE DIRT BAND • JEALOUSY • LIBERTY**
ADDS: KNX, WWWM, WAAL, WNEW, KSHE, WABX, KEZY, WOUR, KBPI, KZEL, WKLS, KNKN, WRNW. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



5 MOST ADDED

28 **ELO • TIME • JET/CBS**
ADDS: KMET, WGRQ, WABX, WSHE, KNKN. **HOTS:** KMET, WRNW, WMMS, WKLS, KSHE, WBCN, WNEW, WAAL, WWWM, KNX. **MEDIUMS:** KZAM, KZEW, KZEL, KBPI, WOUR, KOME, KEZY, KROQ. **PREFERRED TRACKS:** Hold On.
SALES: Major breakouts in all regions.



78 **MICK FLEETWOOD • THE VISITOR • RCA**
ADDS: None. **HOTS:** KNX. **MEDIUMS:** WBLM, WMMS, KZEL, KOME, KEZY, WBCN, WAAF, WGRQ, WHFS. **PREFERRED TRACKS:** Rattlesnake.
SALES: Weak in Midwest; fair in others.

96 **FOGHAT • GIRLS TO CHAT & BOYS TO BOUNCE • BEARSVILLE**
ADDS: None. **HOTS:** WAAF, WGRQ, KMGN. **MEDIUMS:** WBLM, WCOZ, KZEW, KNKN, WMMS, WKLS, WSHE, KZEL, KBPI, WOUR, KOME, KSHE, KMET, WWWM. **PREFERRED TRACKS:** Open.
SALES: Fair in Midwest and West; weak in others.

1 MOST ACTIVE

2 **FOREIGNER • 4 • ATLANTIC**
ADDS: None. **HOTS:** KMGN, WWWM, KMET, WAAL, WNEW, WGRQ, WAAF, KROQ, WBCN, KSHE, WBLM, KLOL, KMET, KZAM, WLIR, WRNW, WCOZ, KZEW, KNKN, WMMS, WKLS, WSHE, KZEL, WOUR, KOME, KEZY. **MEDIUMS:** KNX, KBPI, WABX. **PREFERRED TRACKS:** Urgent, Night Life, Juke Box.
SALES: Good in all regions.



— **PETER FRAMPTON • BREAKING ALL THE RULES • A&M**
ADDS: None. **HOTS:** WRNW, KNKN, KSHE. **MEDIUMS:** WBLM, WCOZ, KZEW, KBPI, WNEW. **PREFERRED TRACKS:** Title.
SALES: Weak in all regions.

75 **THE GO-GO's • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: WSHE. **HOTS:** WRNW, WBCN, KROQ, WHFS, KNAC. **MEDIUMS:** KZAM, WLIR, WNEW, KMGN. **PREFERRED TRACKS:** Lips, Beat, Town.
SALES: Weak in Midwest; fair in others.

LP Chart Position

3 MOST ADDED

— **DEBBIE HARRY • KOOKOO • CHRYSALIS**
ADDS: WRNW, KNKN, WMMS, KZEL, KOME, WBCN, KROQ, WHFS, KNAC, WAAL. **HOTS:** WRNW, WBCN. **MEDIUMS:** KZEL, KOME, WNEW, KNAC. **PREFERRED TRACKS:** Backfired.
SALES: Just shipped.



8 MOST ACTIVE

39 **HEAVY METAL • ORIGINAL SOUNDTRACK • FULL MOON/ASYLUM**
ADDS: None. **HOTS:** KMGN, KNX, WWWM, WAAL, WNEW, WGRQ, WAAF, KROQ, WBCN, KMET, WLIR, WRNW, KNKN, WMMS, WKLS, KZEL, KOME. **MEDIUMS:** KMET, WBLM, KZAM, WCOZ, KZEW, WSHE, KBPI, WOUR, KSHE. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions; weakest in East.

1 MOST ADDED

— **IAN HUNTER • SHORT BACK N' SIDES • CHRYSALIS**
ADDS: WBLM, KLOL, WLIR, WRNW, KNKN, WMMS, KZEL, KOME, KROQ, WNEW, WHFS, KNAC, WAAL. **HOTS:** WRNW, WNEW. **MEDIUMS:** WLIR, KZEL, KOME, KNAC. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



99 **ICEHOUSE • CHRYSALIS**
ADDS: None. **HOTS:** WRNW, KZEW, WBCN, WHFS, WWWM, KMGN. **MEDIUMS:** WBLM, WLIR, KNKN, WMMS, WSHE, KZEL, KOME, KEZY, KROQ, KNAC, WAAL. **PREFERRED TRACKS:** We Can.
SALES: Moderate in West and Midwest; weak in others.

69 **IRON MAIDEN • KILLERS • HARVEST/CAPITOL**
ADDS: None. **HOTS:** WLIR, KNKN, WAAF. **MEDIUMS:** WBLM, WMMS, WSHE, WGRQ, KMGN. **PREFERRED TRACKS:** Open.
SALES: Weak in West; fair in others.

55 **JOE JACKSON • JUMPIN' JIVE • A&M**
ADDS: None. **HOTS:** WRNW, WHFS, KNAC. **MEDIUMS:** WLIR, KZEL, WNEW. **PREFERRED TRACKS:** Title.
SALES: Moderate in East and West; fair in others.

38 **JEFFERSON STARSHIP • MODERN TIMES • GRUNT/RCA**
ADDS: None. **HOTS:** KZEW, KOME, KSHE, KMET, KMGN. **MEDIUMS:** WBLM, WLIR, KBPI. **PREFERRED TRACKS:** Stranger, Way Back.
SALES: Moderate to fair in all regions.

12 **RICKIE LEE JONES • PIRATES • WARNER BROS.**
ADDS: None. **HOTS:** KZAM, WRNW, KNKN, WMMS, KZEL, KEZY, WNEW, WHFS, WWWM, KNX. **MEDIUMS:** WOUR, WBCN, WAAL. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions; strongest in West.

2 MOST ACTIVE

3 **JOURNEY • ESCAPE • COLUMBIA**
ADDS: None. **HOTS:** KMGN, WWWM, KMET, WAAL, WGRQ, WAAF, WBCN, KSHE, WBLM, KLOL, KMET, KZAM, WLIR, WRNW, WCOZ, KZEW, KNKN, WMMS, WKLS, WSHE, KZEL, KBPI, KOME, KEZY, WABX. **MEDIUMS:** WNEW, KROQ. **PREFERRED TRACKS:** Crying, Stone, Title.
SALES: Good in all regions.



LP Chart Position

37 THE GREG KIHN BAND • ROCKINROLL • BESERKLEY/ELEKTRA
ADDS: None. **HOTS:** KLOL, WLIR, KZEW, WSHE, KOME, WGRQ, WNEW, WWWM. **MEDIUMS** KZAM, KNCN, WKLS, KBPI, WABX, WAAF. **PREFERRED TRACKS:** Breakup, Hurting.
SALES: Moderate in West; fair in others.

8 MOST ADDED

86 LITTLE FEAT • HOY-HOY! • WARNER BROS.
ADDS: KMGH, WAAL, WAAF, KZEL, KNCN. **HOTS:** WLIR, WHFS, WWWM, KNX. **MEDIUMS** WSHE, WOUR, KEZY. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.

6 MOST ACTIVE

5 THE MOODY BLUES • LONG DISTANCE VOYAGER • THRESHOLD/POLYGRAM
ADDS: None. **HOTS:** KNX, WWWM, KMET, WAAL, WNEW, WGRQ, WBCN, KSHE, WABX, WLIR, WRNW, KZEW, KNCN, WMMS, WKLS, WSHE, KBPI, WOUR, KOME, KEZY. **MEDIUMS** WAAF, WBLM, KMEL, WCOZ, KZEL. **PREFERRED TRACKS:** Voice, Gemini, 22,000.
SALES: Good in all regions.

3 MOST ACTIVE

10 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC
ADDS: None. **HOTS:** KMGH, KNX, WWWM, KMET, WAAL, WNEW, WGRQ, WAAF, KROQ, WBCN, KEZY, KLOL, KMEL, KZAM, WLIR, WRNW, KZEW, KNCN, WMMS, WKLS, WSHE, KZEL, WOUR, KOME. **MEDIUMS** WHFS, KSHE, WABX, WBLM, WCOZ, KBPI. **PREFERRED TRACKS:** Draggin'.
SALES: Good in all regions



32 OZZY OSBOURNE • BLIZZARD OF OZZ • JET/CBS
ADDS: None. **HOTS:** WLIR, KZEW, KNCN, WSHE, KOME, WAAF, KMET. **MEDIUMS** WBLM, WMMS, WAAL, KMGH. **PREFERRED TRACKS:** Crazy.
SALES: Moderate in Midwest; fair in others.

61 PABLO CRUISE • REFLECTOR • A&M
ADDS: None. **HOTS:** KBPI, KEZY, WAAL. **MEDIUMS** KZAM, KNCN, KZEL, WOUR, KOME, WWWM. **PREFERRED TRACKS:** Open.
SALES: Moderate in West and South; fair in others.

138 THE JOE PERRY PROJECT • I'VE GOT THE ROCK'N' ROLLS AGAIN • COLUMBIA
ADDS: None. **HOTS:** WBLM, WCOZ, WBCN, WAAF, KMGH. **MEDIUMS** WLIR, WMMS, KOME, WABX, KMET. **PREFERRED TRACKS:** East Coast, Title.
SALES: Fair in West and East; weak in others.

5 MOST ACTIVE

11 TOM PETTY & THE HEARTBREAKERS • HARD PROMISES • BACKSTREET/MCA
ADDS: None. **HOTS:** KMGH, WWWM, KMET, WHFS, WNEW, WGRQ, WAAF, KROQ, WBCN, KZAM, WLIR, WRNW, KZEW, KNCN, WMMS, WKLS, KZEL, KBPI, WOUR, KOME, KEZY. **MEDIUMS** KSHE, WBLM, KMEL, WCOZ, WABX. **PREFERRED TRACKS:** Woman In Love, Nightwatchman, Waiting.
SALES: Good to moderate in all regions.



LP Chart Position

81 POCO • BLUE AND GRAY • MCA
ADDS: KMET. **HOTS:** KZAM. **MEDIUMS** KZEW, KNCN, KZEL, KBPI, WWWM, KMGH. **PREFERRED TRACKS:** Open.
SALES: Moderate in West; fair in others.

114 POINT BLANK • AMERICAN EXCESS • MCA
ADDS: None. **HOTS:** WBLM, KLOL, KZEW, WGRQ. **MEDIUMS** KZAM, WCOZ, KOME, KMGH. **PREFERRED TRACKS:** Nicole.
SALES: Moderate in South; fair in others.

6 MOST ADDED

67 PRETENDERS • PRETENDERS II • SIRE
ADDS: KSHE, WABX, KOME, KZEL, KNCN. **HOTS:** WLIR, WRNW, WMMS, WBCN, KROQ, WNEW, WHFS, KNCN, KMGH. **MEDIUMS** KZEW, WSHE, WOUR, KOME, KEZY, WGRQ, WWWM. **PREFERRED TRACKS:** Jealous, Louie, Adultress, Spanked.
SALES: Major breakouts in all regions.

119 THE PSYCHEDELIC FURS • TALK TALK TALK • COLUMBIA
ADDS: KROQ. **HOTS:** WLIR, WRNW, WHFS, KNCN. **MEDIUMS** WBCN. **PREFERRED TRACKS:** Pretty, Dumb.
SALES: Fair in East and West; weak in others.

83 THE RAMONES • PLEASANT DREAMS • SIRE
ADDS: None. **HOTS:** WRNW, WBCN, KROQ, WHFS, KNCN. **MEDIUMS** WLIR, WKLS, WSHE, KZEL, WNEW, KMGH. **PREFERRED TRACKS:** Airwaves, My Place.
SALES: Moderate in East and West; fair in others.

4 REO SPEEDWAGON • HI INFIDELITY • EPIC
ADDS: None. **HOTS:** KZEW, KOME, KMET, KMGH. **MEDIUMS** KMEL, WLIR. **PREFERRED TRACKS:** Letter, Let Him, Run, Tough.
SALES: Good to moderate in all regions.

— RED RIDER • AS FAR AS SIAM • CAPITOL
ADDS: KZAM, KLOL. **HOTS:** None. **MEDIUMS** WBLM, WCOZ, KZEW, WMMS, WSHE, KZEL, WBCN, WAAF, WWWM, KMGH. **PREFERRED TRACKS:** Cowboys.
SALES: Fair in Midwest and West; weak in others.

9 MOST ADDED

— RIOT • FIRE DOWN BELOW • ELEKTRA
ADDS: KMGH, WKLS, WMMS, KNCN, WLIR. **HOTS:** None. **MEDIUMS** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

— THE ROCKETS • BACK TALK • ELEKTRA
ADDS: WAAF. **HOTS:** WABX. **MEDIUMS** WBLM, KZEL, KROQ, KMET, WWWM, KMGH. **PREFERRED TRACKS:** Open.
SALES: Fair in Midwest; weak in others.

27 SANTANA • ZEBOP! • COLUMBIA
ADDS: None. **HOTS:** WLIR, WMMS, KOME. **MEDIUMS** KMEL, KZAM, KSHE, WNEW, KMET. **PREFERRED TRACKS:** Sensitive, Winning, Searchin'.
SALES: Good to moderate in all regions; strongest in West.

147 SHOOTING STAR • HANG ON FOR YOUR LIFE • VIRGIN/EPIC
ADDS: WBCN, WOUR, KNCN. **HOTS:** WCOZ. **MEDIUMS** WBLM, WAAF. **PREFERRED TRACKS:** Open.
SALES: Moderate in West and Midwest; weak in others.

175 SILVER CONDOR • COLUMBIA
ADDS: None. **HOTS:** WOUR, WWWM. **MEDIUMS** KZEW, KNCN, KEZY, KMGH. **PREFERRED TRACKS:** You Could.
SALES: Fair in Midwest; weak in others.

54 SQUEEZE • EAST SIDE STORY • A&M
ADDS: KZEW. **HOTS:** WLIR, WRNW, WMMS, WBCN, KROQ, WGRQ, WNEW, WHFS, KNCN, WWWM. **MEDIUMS** KMGH, KZEW, WBLM, WCOZ, KNCN, WKLS, KOME, KEZY. **PREFERRED TRACKS:** Tempted, Is That.
SALES: Moderate to fair in all regions; strongest in East.

LP Chart Position

#10 MOST ACTIVE

8 BILLY SQUIER • DON'T SAY NO • CAPITOL
ADDS: None. **HOTS:** KMGH, WWWM, KMET, WAAF, WBCN, WBLM, KLOL, WLIR, WRNW, WCOZ, KZEW, WMMS, WKLS, WSHE, WOUR, KOME. **MEDIUMS** KROQ, WABX, KMEL, KNCN, KZEL, KBPI. **PREFERRED TRACKS:** Stroke, Daze, Dark.
SALES: Good in all regions.

79 THE MICHAEL STANLEY BAND • NORTH COAST • EMI-AMERICA
ADDS: WCOZ. **HOTS:** WWWM, WBLM, WRNW, KNCN, WMMS, KSHE, WBCN, WAAF, WNEW, WAAL. **MEDIUMS** KMGH, KMET, WLIR, WSHE, KZEL, KOME, KEZY, WABX, WGRQ. **PREFERRED TRACKS:** Open.
SALES: Good in Midwest; moderate in others.

141 RACHEL SWEET • ... AND THEN HE KISSED ME • COLUMBIA
ADDS: WAAL. **HOTS:** WBCN. **MEDIUMS** WMMS, KZEL, KROQ, WNEW, WHFS, KNCN, WWWM. **PREFERRED TRACKS:** Open.
SALES: Moderate breakouts in East and West; fair in others.

60 THE TUBES • THE COMPLETION BACKWARD PRINCIPLE • CAPITOL
ADDS: None. **HOTS:** KZAM, WRNW, WMMS, WOUR, KOME, KEZY, WBCN, WGRQ. **MEDIUMS** KMGH, WBLM, WCOZ, KNCN, KZEL, KSHE, KROQ, WAAF, KNCN, WWWM. **PREFERRED TRACKS:** Talk To Ya, Wait.
SALES: Fair in all regions; strongest in Midwest.

49 VAN HALEN • FAIR WARNING • WARNER BROS.
ADDS: None. **HOTS:** KLOL, WLIR, KZEW, KNCN, WMMS, WSHE, KOME, WGRQ, KMET, KMGH. **MEDIUMS** WBLM, KZEL, WABX, WBCN, WAAF. **PREFERRED TRACKS:** Sinners, Love.
SALES: Moderate to fair in all regions; weakest in Midwest.

70 JOE WALSH • THERE GOES THE NEIGHBORHOOD • ASYLUM
ADDS: None. **HOTS:** KZEW, KNCN, WMMS, KBPI. **MEDIUMS** WBLM, KZAM, WLIR, WCOZ, WNEW, KMGH. **PREFERRED TRACKS:** Illusion.
SALES: Moderate in Midwest; fair in others.

4 MOST ADDED

— BRAD WHITFORD/DEREK ST. HOLMES • COLUMBIA
ADDS: KMET, WAAL, WNEW, WAAF, KZEW, WLIR. **HOTS:** None. **MEDIUMS** KSHE, KMGH. **PREFERRED TRACKS:** Open.
SALES: Fair in South; weak in others.



102 GARY WRIGHT • THE RIGHT PLACE • WARNER BROS.
ADDS: KLOL. **HOTS:** KZAM, KBPI, KEZY, KSHE, WWWM, KNX. **MEDIUMS** WBLM, KNCN, WKLS, KZEL, KOME, KROQ, WNEW. **PREFERRED TRACKS:** Really Wanna.
SALES: Moderate to fair in all regions; weakest in Midwest.

9 MOST ACTIVE

25 ZZ TOP • EL LOCO • WARNER BROS.
ADDS: None. **HOTS:** WWWM, KMET, WAAL, WGRQ, WAAF, KLOL, WRNW, KZEW, KNCN, WMMS, WSHE, KZEL, WOUR, KEZY, KSHE, WBCN. **MEDIUMS** KMGH, WNEW, WBLM, WLIR, WCOZ, WKLS, KOME, KROQ. **PREFERRED TRACKS:** Tube Snake.
SALES: Good to moderate in all regions; strongest in South.

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|------------------------------------------------------------------------------------------|----------------|
| 1 | 1 | ENDLESS LOVE DIANA ROSS and LIONEL RICHIE | 8 |
| 3 | 2 | SLOW HAND POINTER SISTERS | 13 |
| 2 | 3 | THEME FROM "THE GREATEST AMERICAN HERO" JOEY SCARBURY | 15 |
| 4 | 4 | JESSIE'S GIRL RICK SPRINGFIELD | 22 |
| 5 | 5 | ELVIRA THE OAK RIDGE BOYS | 16 |
| 6 | 6 | I DON'T NEED YOU KENNY ROGERS | 11 |
| 7 | 7 | THE ONE THAT YOU LOVE AIR SUPPLY | 15 |
| 10 | 8 | QUEEN OF HEARTS JUICE NEWTON | 13 |
| 8 | 9 | BOY FROM NEW YORK CITY MANHATTAN TRANSFER | 14 |
| 12 | 10 | LADY (YOU BRING ME UP) COMMODORES | 10 |
| 15 | 11 | URGENT FOREIGNER | 8 |
| 9 | 12 | HEARTS MARTY BALIN | 14 |
| 20 | 13 | WHO'S CRYING NOW JOURNEY | 6 |
| 16 | 14 | (THERE'S) NO GETTIN' OVER ME RONNIE MILSAP | 9 |
| 11 | 15 | BETTE DAVIS EYES KIM CARNES | 22 |
| 22 | 16 | STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) | 5 |
| 18 | 17 | THE STROKE BILLY SQUIER | 15 |
| 24 | 18 | FIRE AND ICE PAT BENATAR | 6 |
| 21 | 19 | THE BREAKUP SONG (THEY DON'T WRITE 'EM) GREG KIHN BAND | 14 |
| 17 | 20 | TOUCH ME WHEN WE'RE DANCING CARPENTERS | 10 |
| 23 | 21 | COOL LOVE PABLO CRUISE | 8 |
| 32 | 22 | HOLD ON TIGHT ELO | 5 |
| 38 | 23 | THE BEACH BOYS MEDLEY THE BEACH BOYS | 5 |
| 28 | 24 | LOVE ON A TWO WAY STREET STACY LATTISAW | 10 |
| 33 | 25 | STEP BY STEP EDDIE RABBITT | 5 |
| 40 | 26 | FOR YOUR EYES ONLY SHEENA EASTON | 5 |
| 41 | 27 | THE VOICE THE MOODY BLUES | 3 |
| 30 | 28 | DON'T GIVE IT UP ROBBIE PATTON | 7 |
| 31 | 29 | YOU'RE MY GIRL FRANKE & THE KNOCKOUTS | 8 |
| 34 | 30 | FEELS SO RIGHT ALABAMA | 11 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 36 | 31 | PRIME MOVER REALLY WANNA KNOW YOU GARY WRIGHT ADDS: KXOK-20, WBBF, WTIC-FM. JUMPS: 96KX Ex To 36, KFYW 22 To 18, WSPT 23 To 15, WCAO 28 To 22, WSEZ 21 To 15, WIKS 28 To 24, WANS 20 To 16, KEZR 8 To 6, WWKX 21 To 17, KZZP 28 To 25, WZZR 16 To 13, WMC-FM Ex To 23, WSKZ 15 To 11, WISM 12 To 5, KEYN 22 To 19, KYYX 14 To 8, WPRO-FM Ex To 22, KOFM 24 To 19, 14Q 19 To 15, WAYS 21 To 18, FM102 25 To 20, WTRY 29 To 26, WSGN 9 To 7, KRQ 22 To 19, WMAK 25 To 22, BJ105 36 To 31, KJRB 21 To 16, KJR 18 To 14, KIQQ Ex To 39, KRTH Ex To 25, B97 Ex To 30, 92X Ex To 23, WRVQ 23 To 12, Z93 Ex To 29, WZUU Ex To 25, B97 Ex To 30, 92X Ex To 23, WRVQ 23 To 12, Z93 Ex To 29, WZUU 20 To 17, KDWB 15 To 10, WTX 28 To 23, WYYS 21 To 15, KNUS 25 To 22, KEEL 31 To 27, KCPX 19 To 14. SALES: Moderate in the West and Midwest. Weak in the East and South. | 8 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 42 | 32 | HIT BOUND I COULD NEVER MISS YOU (MORE THAN I DO) LULU ADDS: WSKZ-23, 14Q-23, WZZR, WPGC, KFMD, KEYN, KRQ, WHBQ, WNBC, WHB-19. JUMPS: WCAO 30 To 26, CKLW Ex To 30, WICC 26 To 23, KEZR 24 To 16, KINT 31 To 22, KIMN Ex To 29, KYYX Ex To 23, KOFM Ex To 30, WZUU Ex To 27, WANS Ex To 30, WGSV 24 To 21, WTX Ex To 32, WRFC Ex To 30, BJ105 Ex To 36, KVIL Ex To 19, WBEN-FM 37 To 25, KJRB Ex To 31, KNUS 27 To 24, WISM Ex To 26, KJR Ex To 21, KEEL 28 To 24, WGH 21 To 16, WXXS Ex To 29, KC101 Ex To 30, WSGN 24 To 21, WROR 24 To 18, KCPX 27 To 24, WAKY 12 To 10, WNCI Ex To 28, KERN Ex To 33, WIKS Ex To 34, WIFI Ex To 30, WWKX Ex To 29, WFIL Ex To 30. SALES: Moderate in all regions. | 4 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 37 | 33 | PRIME MOVER THAT OLD SONG RAY PARKER JR. & RAYDIO ADDS: WZZP-20, 14Q-22, WOKY, 92X-25, KENO. JUMPS: WCAO 13 To 5, WSGN 22 To 18, WMAK Ex To 27, Z93 25 To 22, KEZR Ex To 24, WIKS Ex To 32, BJ105 37 To 32, WZUU 29 To 24, KZZP 20 To 17, WWKX 27 To 24, KOPA 19 To 13, WYYS 31 To 25, WSKZ 23 To 19, WKXX 22 To 15, KRLY Ex To 22, KNUS 29 To 25, KYYX 26 To 20, WKBW 23 To 16, KJRB Ex To 30, KEEL Ex To 33, WSEZ 29 To 26, CKLW Ex To 26, KJR 19 To 15, KC101 18 To 15, WANS Ex To 29, WMC-FM Ex To 22, WROR 19 To 13, KCPX 28 To 23, WZZR 28 To 25, KRAV 22 To 19, WNCI 26 To 23, KERN 34 To 30, WRFC 25 To 20, KINT Ex To 28, WBBF 20 To 14, WISM 10 To 8, KEYN 30 To 27, WFIL 22 To 19, WPRO-FM 21 To 17, FM102 23 To 19, WICC 24 To 21, WAYS 24 To 21, WGSV 19 To 16, KSTP-FM 18 To 15. SALES: Fair in the Midwest. Weak in all other regions. | 7 |

| | | | |
|----|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| 35 | 34 | EVERLASTING LOVE REX SMITH/RACHEL SWEET ADDS: WWKX. JUMPS: KYYX 21 To 18, WTX 30 To 27, WSPT 20 To 17, KCPX 32 To 28, KFMD 30 To 26, KERN Ex To 34, WGCL 21 To 17, KINT 20 To 17, KOFM Ex To 29, BJ105 23 To 20, WAXY 27 To 16. SALES: Fair in the Midwest. Weak in all other regions. | 9 |
| 19 | 35 | IN THE AIR TONIGHT PHIL COLLINS | 13 |
| 29 | 36 | ROCK AND ROLL DREAMS COME THROUGH JIM STEINMAN | 13 |
| 26 | 37 | STARS ON 45—MEDLEY STARS ON 45 | 20 |
| 13 | 38 | YOU MAKE MY DREAMS DARYL HALL & JOHN OATES | 17 |
| 14 | 39 | TIME THE ALAN PARSONS PROJECT | 19 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 45 | 40 | BREAKING AWAY BALANCE ADDS: KEZR, Q102-35, WICC, Y103, KVIL, KERN. JUMPS: 96KX 10 To 6, WCAO Ex To 28, KZZP 22 To 18, WISM 29 To 25, WSPT Ex To 32, WQXI Ex To 24, WKBW Ex To 26, KINT 18 To 15, KRQ 16 To 13, KOPA Ex To 30, WRQX Ex To 23, KCPX 24 To 21. SALES: Breakouts in the West and Midwest. | 8 |
| 25 | 41 | GEMINI DREAM THE MOODY BLUES | 1 |
| 53 | 42 | DRAW OF THE CARDS KIM CARNES ADDS: WBEN-FM-36, WGCL-30, WKBW, WFIL, KIMN, WRJZ, KERN, WBBQ. Day-Part: WOW. JUMPS: KZZP 29 To 26, KJRB 27 To 24, WSKZ 30 To 26, WXXS Ex To 21, WSEZ 28 To 25, WAXY Ex To 25, WRFC Ex To 27, WNCI 29 To 26, WGH Ex To 22, WIFI Ex To 26, WAYS 30 To 26, WRVQ 29 To 24, 94Q 28 To 24, WICC 22 To 19, KINT 26 To 19, Z93 Ex To 30, KEYN Ex To 29, KRBE Ex To 20, KRQ Ex To 29, WTX Ex To 39, BJ105 32 To 28. SALES: Breakouts in the West, Midwest and South. | 8 |
| 50 | 43 | CHLOE ELTON JOHN ADDS: KYYX, 14Q-24, WISM-28, WWKX, KINT-38, WZUU, KNUS, WHHY, WBBQ. JUMPS: WOW 21 To 17, WICC 30 To 27, WZZR Ex To 28, WRJZ 30 To 27, WRFC 29 To 24, WYYS 34 To 28, WBEN-FM 36 To 32, KC101 Ex To 28, WSGN 23 To 19, WSPT 31 To 27, 94Q 23 To 20, KFMD 28 To 25, WXXZ 26 To 21, WMC-FM 17 To 11, WROR 26 To 20, KRTH Ex To 30. | 4 |
| 27 | 44 | SWEET BABY STANLEY CLARKE/GEORGE DUKE | 17 |
| 44 | 45 | IT'S NOW OR NEVER JOHN SCHNEIDER | 13 |

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 71 | 46 | HIT BOUND ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS ADDS: WROR-25, WQXI, WOW-22, WHBQ, 94Q, KEZR, B97, WIKS, KZZP-28, WNCI, KFMD, WSKZ, WIFI, WKBW, KYYX, WHB-20, WMC-FM, WTRY, WRJZ, Z102-31, WABC, K TSA, KOFM, WRFC, FM102, WISM, WMAK, WPRO-FM, KOPA, WAYS-30, KJF, WSGN. JUMPS: WCAO-27, KDWB 22 To 19, Y100 29 To 26, KNUS 38 To 33, WGH Ex To 21, KCPX Ex To 30, WAKY 22 To 17, WKXX Ex To 28, KRAV Ex To 21, WGSV Ex To 32, KRQ Ex To 30, BJ105 40 To 35, KJRB Ex To 25, WICC Ex To 28, Z93 Ex To 28. SALES: Just shipped. | 2 |

| | | | |
|----|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 52 | 47 | YOU COULD TAKE MY HEART AWAY SILVER CONDOR ADDS: WSPT, WGCL, WMC-FM, 13K, WZUU, WRJZ. JUMPS: KEZR 21 To 18, KZZP 16 To 11, WSKZ Ex To 30, KYYX Ex To 28, WBEN-FM 38 To 29, WISM Ex To 29, WKBW Ex To 26, KINT 23 To 18, WNCI 28 To 24, KRBE 8 To 6, KNUS 19 To 15, KCPX 30 To 27. | 5 |
|----|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|

| | | | |
|----|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 54 | 48 | GENERAL HOSPI-TALE THE AFTERNOON DELIGHTS ADDS: Y103. JUMPS: Y100 12 To 10, 14Q Ex To 26, WTRY Ex To 17, Q105 15 To 9, WPRO-FM 13 To 10, WAYS 15 To 7, WKXX Ex To 17, JB105 26 To 22, WMAK 10 To 5, BJ105 26 To 23, WRJZ Ex To 26, KERN Ex To 35. SALES: Moderate in the East and South. | 5 |
|----|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|

| LAST WEEK | THIS WEEK | | WEEKS ON CHART |
|-----------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| — | 49 | HIT BOUND YOU START ME UP ROLLING STONES ADDS: WICC-30, KSFX, WSPT, 96KX, KBEQ-21, BJ105-37, WBCY, WCAO, Z93, 94Q, KEZR, WRQX, KJR, WIKS, WSKZ, KIMN, KIQQ, WWKX, Q102-33, KRBE, WXXS, KFMD, KYYX, WTX, KFRC-29, WKXX-30, WTRY, KHFI, KRTH, CKLW, WANS, WTIC-FM, B97, Q105-25, KERN, WNCI-30, WLS, WPGC, WBBQ, 92X, Z102-32, WRFC, WRVQ, JB105-33, WBEN-FM-37. Day-Part: KJRB, WMC-FM. SALES: Just shipped. | 1 |

1 CASH BOX

THE ONLY CHARTS YOU CAN COUNT ON!

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. NEVER BEEN SO LOVED (IN ALL MY LIFE) — CHARLEY PRIDE — RCA — 65 REPORTS.
2. SLEEPIN' WITH THE RADIO ON — CHARLEY McCLAIN — EPIC — 47 REPORTS.
3. TEACH ME TO CHEAT — THE KENDALLS — MERCURY — 27 REPORTS.
4. GRANDMA'S SONG — GAIL DAVIES — WARNER BROS. — 22 REPORTS.
5. LOUISIANA LONELY — NARVEL FELTS — GMC — 17 REPORTS.
6. SNEAKIN' AROUND — KIN VASSY — LIBERTY — 16 REPORTS.
7. MARRIED WOMEN — SONNY CURTIS — ELEKTRA — 16 REPORTS.
8. MEMPHIS — FRED KNOBLOCK — SCOTTI BROTHERS — 15 REPORTS.
9. SHE'S GOIN' HOME ALONE — GAIL ZEILER — 15 REPORTS.
10. I RECALL A GYPSY WOMAN — B.J. THOMAS — MCA — 15 REPORTS.

MOST ACTIVE COUNTRY SINGLES

1. STEP BY STEP — EDDIE RABBITT — ELEKTRA — 73 REPORTS.
2. PARTY TIME — T.G. SHEPPARD — WARNER/CURB — 72 REPORTS.
3. TAKIN' IT EASY — LACY J. DALTON — COLUMBIA — 59 REPORTS.
4. I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) — JANIE FRICKE — COLUMBIA — 55 REPORTS.
5. HURRICANE — LEON EVERETTE — RCA — 54 REPORTS.
6. TODAY ALL OVER AGAIN — REBA McENTIRE — MERCURY — 53 REPORTS.
7. RIGHT IN THE PALM OF YOUR HAND — MEL McDANIEL — CAPITOL — 53 REPORTS.
8. (I'M GONNA) PUT YOU BACK ON THE RACK — DOTTIE WEST — LIBERTY — 48 REPORTS.
9. (WHEN YOU FALL IN LOVE) EVERYTHING'S A WALTZ — ED BRUCE — MCA — 47 REPORTS.
10. I LOVE YOU A THOUSAND WAYS — JOHN ANDERSON — WARNER BROS. — 47 REPORTS.

New Country Acts Find More Chances Than Ever At Radio

(continued from page 20)

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

Ewell Roussel, Elektra's general manager of the Nashville division, termed radio "reluctant" to add a fledgling performer, but offered one record as an example where radio was not the unwilling partner. "On the Kieran Kane record," said Roussel, "it was a unique one where it was a good radio record. We felt that we had a record that was a very viable piece of product for radio, but did not know if it was a salable piece of product. It turned out that it was."

Retail Resistance

"We had no problems putting that record on the air. Our problem was after it got up in the charts, there was a lot of reluctance from the retailers to purchase that record because of product that warranted the reluctance from the retailers," said Roussel. "There are very few times that we will give a deal, in essence, to a market. For that to happen, we really have a hit record on our hands and all we need to do then is cover the market so that we can back up the radio airplay that we have."

Byrd lent additional insight into the reasoning behind the Warner Bros. policy, which almost mirrors Elektra's. "We would give a price break," said Byrd, "if we felt it warranted it, or if we were showing action in the market — a retail demand — we might cover the market to get better spread of product — to meet that demand: We would not do it as a policy."

Roy Wunsch, vice president of marketing, CBS Nashville, explained that his label has recently developed a program for new and developing artists. "I don't want to generalize it to the degree that every artist that happens to be new belongs in a new and developing artist program," he said. "The chemistry has got to be there in terms of the strong, strong buzz relative to the music. Generally speaking, in terms of a new act on their first album, we'll put a special prefix on the album and sell it at the cost that an account might ordinarily sell a midline-priced item at. We also guarantee the merchandise; it's guaranteed to a point in time at which we recall it."

New Artist Criteria

"We decide whether or not to include an artist on the program before the album ships, and, generally speaking, that criteria is very obvious. Music is a very emotional business when we all listen to it. If we feel we've really got to run for it — we've really got a shot here — that's when we do it."

Woolsey indicated that, although MCA has no set policy, the company will at times offer retailers a price break if the marketing staff feels it would be advantageous. RCA's Galante and Gerri McDowell, national country promotion director, Capitol/EMI America/Liberty, related that neither major would cut the retailers' cost on new product.

Said Galante, "To be honest with you, we haven't taken an aggressive stance in terms of pricing those albums below the market. I think it's the kind of situation where you can't afford it — especially with the new artist — you can't afford discounting simply because there's no margin left for you."

A couple of methods exist for breaking the new artist at the radio level. The most prevalent procedure is to work "breaker" stations — stations that traditionally jump on a new record more quickly than other outlets.

Byrd preferred to take on all the stations en masse. "The way we've been doing it is to hit all the reporting stations at one time," he said. "We don't look for stations that have a longer list because what you're looking for is retail reaction. You're going to need WEEP in Pittsburgh. WEEP is a 35-record playlist, but you need that station if you want to sell records in the Pittsburgh market."

THE COUNTRY MIKE

MILLER TO HEAD WWVA ALL NIGHT SHOW — Operation manager of WWVA/Wheeling, W. Va., Tom Miller, has announced the appointment of Scott Miller to emcee the WWVA Radio All Night Show. Scott Miller, formerly midday air personality with the station since April 1981, will continue to emphasize the show's existing format, consisting of weather reports, traffic and business information and, of course, country music. In making the announcement, Tom Miller stated, "We are pleased Scott has joined our all night programming staff. He has proven himself to be personable and informed, both necessary to the special night time audience's needs." The midnight to dawn program to broadcast throughout the entire east coast and parts of Canada via the 50,000 watt clear channel station.



Chuck Robson

PERSONALITY PROFILE — Operations manager of KFHM-AM and KBRA-FM/Wichita, Jason Drake recently announced the appointment of Chuck "Sugar Bear" Robson as program director of the AM country giant. Robson will take over those duties from Drake, who had held that position since 1976. Robson began a career in broadcasting while attending high school in Willow Springs, Mo., with block formatted KUKU. Upon graduation in 1972, he traveled to Springfield, where he served as public service director and handled the middays for KWTO. After a year, however, Robson moved to Kansas City, where he kept busy taking care of the production and promotions responsibilities, as well as the afternoon slot for KCKN and KWKI. Four years later, Robson headed back to Springfield and KWTO and, as program director, guided the station from a #7 Arb ranking to #1 among adults. At KWTO, Robson established his morning drive show as the most listened to radio program in southwest Missouri. He joined the staff at KFHM-AM in March 1981 as afternoon drive personality and promotion director and served in that capacity until his most recent promotion. "I am looking forward to the continued challenge of programming one of America's most listened to radio stations," Robson stated. "KFHM is the only full time, full power regional radio station in this area, and we will continue to offer listeners the best country music, most chances to win prizes, and the opportunity to have fun with us on the radio."

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

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

WHAT'S YOUR FAVORITE COUNTRY? — A "Your Favorite Country" contest was held recently by air personalities at KNIX-AM & FM in the Phoenix metropolitan area. The campaign consisted of a multi-media advertising and promotional program designed to hold current listeners and to attract new listeners through increased awareness and a cash giveaway contest. In addition to outdoor billboards and print advertising, a call-out contest was implemented through which listeners could win \$100-1,000 per call, if they answered the question correctly. The question? "What's your favorite country?" The answer: "KNIX." KNIX-AM & FM remain the top two country radio stations in the Phoenix market.

KNOE CELEBRATES BIRTHDAY — On Aug. 9, KNOE/Monroe celebrated its 37th birthday with an outdoor extravaganza. More than 5,500 listeners joined the KNOW air personalities for a free concert in Chenault Park, featuring MCA recording artist John Wesley Ryles.

KAYO RETURNS TO COUNTRY — Approximately a year-and-a-half ago the #1 country station in the Seattle market decided to change from its successful format and institute all-talk programming. But, as of July 27, KAYO rejoined the Seattle country club. In fact, according to program/music director Chuck Urban, the station plans to increase its power to 5,000 watts by September. Operations manager for the converted country station is Alex Selmes, formerly with KMPS/Seattle.

PROGRAMMERS PICKS

| | | |
|--------------|---------------------|--------------------------------------------------------------|
| Lee Brandell | WHOO/Orlando | Sleepin' With The Radio On — Charly McClain — Epic |
| Paul Jackson | WXCL/Peoria | Sometimes I Cry When I'm Alone — Sammi Smith — Sound Factory |
| Pam Green | WHN/New York | What In The World's Come Over You — Tom Jones — Mercury |
| Al Brock | WQIK/Jacksonville | Sleepin' With The Radio On — Charly McClain — Epic |
| Don Walton | KFDI/Wichita | Teach Me To Cheat — Kendalls — Mercury |
| Mike Carta | WIL/St. Louis | Grandma's Song — Gail Davies — Warner Bros. |
| Al Hamilton | KEBC/Oklahoma City | Teach Me To Cheat — Kendalls — Mercury |
| Bill Pyne | WQYK/St. Petersburg | Grandma's Song — Gail Davies — Warner Bros. |
| Marc Hahn | KTOM/Salinas | Teach Me To Cheat — Kendalls — Mercury |
| Lee Phillips | WKMF/Flint | Grandma's Song — Gail Davies — Warner Bros. |
| Chris Taylor | KYNN/Omaha | Teach Me To Cheat — Kendalls — Mercury |

GOSPEL



EXECS GATHER IN COLORADO — Approximately 125 gospel artists, radio personnel and record label reps gathered in Estes Park, Colo. for the ninth annual National Gospel Radio Seminar July 30-Aug. 2. One of the many topics during the convention concerned the gospel record industry and was titled "What's The Latest? Record Promotions And What To Expect." Featured panelists included (l-r): Dan Hickling, Word Records; Bill Hearn, Sparrow Records; Gary McCartie, Light Records; and Bill Traylor, the Benson Co.

Christian Businessmen Purchase Marshall, Morgan, Scott Publishing

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

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

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

Hymn Book

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

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

Keagy, Honeytree Headline Autumn Fest

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

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

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

Chris Mungeam, director of sales development; Garth Milliner, director of administrative services; Stewart McPherson, distribution manager; Robert Lamont, director of music publishing; and John Paculabo, director of the record division.

Cowart Named GM Of Mustard Seed Label

NASHVILLE — Mike Cowart, former senior vice president of the New Benson Co., has left that position to become general manager of Mustard Seed Records, a Nashville-based gospel label. Additionally, Don Kunselman will serve as the label's director of artist services.

Ron Coker, Mustard Seed marketing director and vice president and chief operations officer of Re'Generation Music Services, revealed a new concept for Mustard Seed, which will include expansion into booking, scheduling, distribution, specialized stage presence and choreography training, and a strong move in the field of marketing, airplay and press and publicity in addition to the usual label services.

"Mustard Seed will be picking up artists as they leave major labels, aggressively pursuing up-and-coming artists while continuing custom production," Coker commented. "All custom soloists and groups will also be offered the advantage of our full line of support services."

Noting that he plans to keep the operation at a medium-sized level to offer personalized services, Coker added, "We want to be inside our artist's heads, their lives and their stage presence, helping them any way we can to succeed. We don't want to become a big hype label known only for big hits. Mustard Seed will be a strong communications tool for an artist's ministry."

Gospel Greats Program Aired By 40 Stations

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

The show highlights new gospel releases and classics, as well as an occasional concert performance. The most recent taped concert featured the Hemphills July 4.

TOP 20 ALBUMS

Spiritual

| | Weeks On Chart | 8/8 |
|----------------------------------------------------------------------------------------------------|----------------|-----|
| 1 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) | 1 | 28 |
| 2 THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770) | 4 | 34 |
| 3 THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661) | 3 | 36 |
| 4 BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046) | 5 | 12 |
| 5 20TH ANNIVERSARY ALBUM JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059) | 2 | 24 |
| 6 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056) | 6 | 16 |
| 7 TRUE VICTORY MIN. KEITH PRINGLE (Savoy SGL 7053) | 7 | 30 |
| 8 MORE OF THE BEST ANDRAE CROUCH (Light LS 5785) | 8 | 8 |
| 9 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050) | 11 | 18 |
| 10 EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14580) | 10 | 30 |
| 11 GOD IS OUR CREATOR ALBERTINA WALKER (Savoy SL 14583) | 14 | 24 |
| 12 GOLDEN HITS SLIM AND THE SUPREME ANGELS (Nashboro 7324) | 9 | 12 |
| 13 MIRACLES JACKSON SOUTHERNAIRES (Malaco M-4370) | 13 | 36 |
| 14 GOD'S WAY (IS THE BEST WAY) JAMES CLEVELAND & THE VOICES OF WATTS (Savoy SL 14631) | — | 2 |
| 15 RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227) | 15 | 36 |
| 16 SAID I WASN'T GONNA TELL NOBODY DONALD VAILS (Savoy 7052) | 16 | 4 |
| 17 YOU DON'T KNOW HOW GOOD GOD'S BEEN TO ME CHARLES FOLD & THE FOLD SINGERS (Savoy 7061) | — | 2 |
| 18 GOD WILL SEE YOU THROUGH WILLIAMS BROTHERS (New Birth 7048) | 18 | 4 |
| 19 REJOICE SHIRLEY CAESAR (Myrrh MSB 6646) | 12 | 56 |
| 20 GREATEST HITS TOMMY ELLISON (Nashboro 7238) | 17 | 6 |

Inspirational

| | Weeks On Chart | 8/8 |
|--------------------------------------------------------------------------------|----------------|-----|
| 1 PRIORITY IMPERIALS (Dayspring DST 4017) | 1 | 26 |
| 2 AMY GRANT IN CONCERT (Myrrh MSB 6668) | 2 | 10 |
| 3 FAVORITES, VOL. 1 EVIE TOURNQUIST (Word WSD 8845) | 4 | 32 |
| 4 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653) | 6 | 42 |
| 5 MUSIC MACHINE CANDLE (Birdwing BDWG 2004) | 7 | 180 |
| 6 NEVER ALONE AMY GRANT (Myrrh MSB 6645) | 3 | 62 |
| 7 FORGIVEN DON FRANCISCO (New Pax NP 33042) | 5 | 142 |
| 8 REJOICE 2nd CHAPTER OF ACTS (Sparrow SPR 1050) | 10 | 6 |
| 9 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061) | 9 | 52 |
| 10 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010) | 8 | 50 |
| 11 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625) | 11 | 36 |
| 12 PRAISE V VARIOUS ARTISTS (Maranatha MM 0076) | 12 | 6 |
| 13 SOLDIERS OF THE LIGHT ANDRUS BLACKWOOD & COMPANY (Greentree 3738) | 14 | 4 |
| 14 DALLAS HOLM LIVE DALLAS HOLM & PRAISE (Greentree R 3441) | 17 | 8 |
| 15 COMING HOME MIKE WARNEKE (Myrrh MSB 6670) | — | 2 |
| 16 HYMNS TRIUMPHANT LONDON PHILHARMONIC CHOIR (Birdwing BWR 2023) | 16 | 4 |
| 17 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0064) | 15 | 62 |
| 18 GOT TO TELL SOMEBODY DON FRANCISCO (New Pax NP 33071) | 13 | 92 |
| 19 HORRENDOUS DISC DANIEL AMOS (Solid Rock SRA 2011) | 19 | 4 |
| 20 HEED THE CALL THE IMPERIALS (Dayspring DST 4011) | 20 | 142 |

ALBUM REVIEWS

INSPIRATION — Dony McGuire — Light LS-5796 — Producer: Dony McGuire — List: 7.98

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



FOREVER — Tim Sheppard — Greentree R-3572 — Producer: Phil Johnson — List: 7.98

Songwriter/artist Tim Sheppard blends his many talents on this album, which creates a strong pop appeal. Sheppard wrote all 10 tunes, covering the stylistic spectrum from mellow cuts like "Take The Music" to more upbeat cuts like "We're Gonna See You." "Forever" maintains Sheppard's status as one of the preeminent contemporary Christian artists with strong crossover potential.



ROLLIN OVER THE DEVIL — Reggie Vinson — Reggies Records RR 1000 — Producers: Reggie Vinson and Don Johnson — List: 7.98

Newcomer Vinson presents himself as a power to be reckoned with as both an artist and writer. All songs were either written or co-written by Vinson, with a predominant country flavor. "No No No Don't Give Up" and "Be A Doer Of The Word" are especially strong country tunes, an impression strengthened by the acoustic arrangements.



BLACK CONTEMPORARY

TOP 75 ALBUMS

| | Weeks On Chart | 8/15 | Chart |
|----------------------------------------------------------------------------------------|----------------|------|-------|
| 1 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1) | 1 | 18 | |
| 2 IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1) | 2 | 11 | |
| 3 DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232) | 3 | 6 | |
| 4 I'M IN LOVE EVELYN KING (RCA AFL1-3962) | 5 | 6 | |
| 5 IN THE POCKET COMMODORES (Motown M8-955M1) | 4 | 7 | |
| 6 WITH YOU STACY LATTISAW (Columbia/Atlantic SD 16049) | 6 | 7 | |
| 7 LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156) | 7 | 9 | |
| 8 KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019) | 8 | 12 | |
| 9 BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18) | 11 | 8 | |
| 10 WINNERS THE BROTHERS JOHNSON (A&M SP-3724) | 10 | 6 | |
| 11 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918) | 9 | 17 | |
| 12 IN THE NIGHT CHERYL LYNN (Columbia FC 37034) | 13 | 7 | |
| 13 CHILDREN OF TOMORROW FRANKIE SMITH (WMOT FW 37391) | 17 | 5 | |
| 14 CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544) | 15 | 6 | |
| 15 JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554) | 25 | 3 | |
| 16 ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001) | 31 | 3 | |
| 17 CARL CARLTON (20th Century-Fox/RCA T-628) | 22 | 5 | |
| 18 THE DUDE QUINCY JONES (A&M SP-3721) | 14 | 21 | |
| 19 NIGHT CLUBBING GRACE JONES (Island/Warner Bros. ILPS 9624) | 16 | 14 | |
| 20 WHAT CHA' GONNA DO FOR ME CHAKA KHAN (Warner Bros. HS 3526) | 19 | 17 | |
| 21 MY MELODY DENICÉ WILLIAMS (ARC/Columbia FC 37048) | 26 | 21 | |
| 22 VERY SPECIAL DEBRA LAWS (Elektra 6E-300) | 21 | 24 | |
| 23 STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700) | 12 | 15 | |
| 24 BLACK TIE THE MANHATTANS (Columbia FC 37156) | 29 | 3 | |
| 25 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790) | 30 | 4 | |
| 26 THREE FOR LOVE SHALAMAR (Solar/RCA BZL 1-3577) | 18 | 32 | |
| 27 WALL TO WALL RENE & ANGELA (Capitol ST-12161) | 32 | 4 | |
| 28 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3541) | 27 | 13 | |
| 29 NIGHTS (FEEL LIKE GETTING DOWN) BILLY OCEAN (Epic FE37406) | 24 | 7 | |
| 30 THE BROOKLYN, BRONX & QUEENS BAND (Capitol ST-12155) | 42 | 3 | |
| 31 RADIANT ATLANTIC STARR (A&M SP-4833) | 23 | 25 | |
| 32 CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542) | 37 | 6 | |
| 33 CLASS THE REDDINGS (Believe In A Dream/CBS FZ 37175) | 33 | 5 | |
| 34 MIRACLES CHANGE (Atlantic SD 19301) | 28 | 19 | |
| 35 UNLIMITED TOUCH (Prelude PRL 12184) | 34 | 10 | |
| 36 A WOMAN NEEDS LOVE RAY PARKER, JR. & RAYDIO (Arista AL 9543) | 20 | 19 | |
| 37 BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T8-375M1) | 35 | 25 | |
| 38 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576) | — | 1 | |
| 39 SWEET AND WONDERFUL JEAN CARN (TSOP/CBS FZ 36775) | 48 | 3 | |
| 40 SEND YOUR LOVE AURRA (Salsoul/RCA SA 8538) | 38 | 14 | |
| 41 DEUCE KURTIS BLOW (Mercury/PolyGram SRM-1-14020) | 36 | 5 | |
| 42 TASTY JAM FATBACK (Spring/PolyGram SP-1-6731) | 40 | 12 | |
| 43 BUSTIN' LOOSE ORIGINAL SOUNDTRACK MUSIC BY ROBERTA FLACK (MCA-5141) | 39 | 8 | |
| 44 JUST A LIL' BIT COUNTRY MILLIE JACKSON (Spring/PolyGram SP-1-6732) | 54 | 2 | |
| 45 L.J. REYNOLDS (Capitol ST-12127) | 47 | 8 | |
| 46 MAGIC MAN HERB ALPERT (A&M SP-3728) | 55 | 2 | |
| 47 WANTED DREAM AND ALIVE PETER TOSH (Rolling Stones/EMI America SO-17055) | 50 | 7 | |
| 48 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305) | 45 | 41 | |
| 49 THE STRIKERS (Prelude PRL 14100) | 53 | 4 | |
| 50 LET THE MUSIC PLAY THE DAZZ BAND (Motown M8-957M1) | 52 | 12 | |
| 51 ALICIA ALICIA MEYERS (MCA-5181) | 41 | 18 | |
| 52 THE ELECTRIC SPANKING OF WAR BABIES FUNKADELIC (Warner Bros. BSK 3482) | — | 1 | |
| 53 CAL IT WHAT YOU WANT BILL SUMMERS and SUMMERS HEAT (MCA-5176) | 51 | 23 | |
| 54 "RIT" LEE RITENOUR (Elektra 6E-331) | 49 | 13 | |
| 55 GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003) | 46 | 35 | |
| 56 IT'S WINNING TIME KLIQUE (MCA-5198) | 43 | 10 | |
| 57 THE S.O.S. BAND TOO THE S.O.S. BAND (Tabu/CBS FZ 37449) | — | 1 | |
| 58 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD-1-6327) | 63 | 2 | |
| 59 BILLY PRESTON & SYREETA (Motown M8-958M1) | 62 | 2 | |
| 60 CLOSER GINO SOCCIO (Atlantic SD 16042) | 57 | 13 | |
| 61 TOO HOT TO SLEEP SYLVESTER (Fantasy F-9607) | 56 | 11 | |
| 62 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546) | 61 | 17 | |
| 63 LOVE IS... ONE WAY ONE WAY (MCA-5163) | 58 | 26 | |
| 64 LOVE KEYS EDDIE KENDRICKS (Atlantic SD 19294) | 44 | 5 | |
| 65 TELL ME WHERE IT HURTS WALTER JACKSON (Columbia FC 37132) | 60 | 12 | |
| 66 HOW 'BOUT US CHAMPAIGN (Columbia JC 37008) | 64 | 23 | |
| 67 HOT! LIVE AND OTHERWISE DIONNE WARWICK (Arista A2L 8605) | 59 | 10 | |
| 68 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153) | 67 | 11 | |
| 69 KEEP ON IT STARPOINT (Chocolate City/PolyGram CCLP 2018) | 65 | 19 | |
| 70 GOING FOR THE GLOW DONNA WASHINGTON (Capitol ST-12147) | 69 | 13 | |
| 71 'NARD BERNARD WRIGHT (GRP/Arista 5011) | 70 | 22 | |
| 72 I GOT THE MELODY ODYSSEY (RCA AFL1-3910) | 71 | 9 | |
| 73 FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720) | 68 | 39 | |
| 74 LICENSE TO DREAM KLEEEER (Atlantic SD 19288) | 66 | 28 | |
| 75 IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578) | 74 | 32 | |



RCA INKS ELGART — RCA Records has signed an exclusive worldwide agreement with bandleader and saxophonist Larry Elgart. Elgart's first album, "Flight of the Condor," will be released later this month. Pictured at the signing are (l-r): Patrick Spencer, director, black music promotion, RCA; Basil Marshall, manager, black music product management, RCA; Elgart; Robert Wright, director, A&R, RCA; and Keith Jackson, vice president, black music marketing, RCA.

THE RHYTHM SECTION

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

ALL THAT JAZZ — Officials organizing the 24th annual Monterey Jazz Festival recently announced that tickets for each performance during the festival are sold out. If you haven't gotten your tickets yet, you might have entered the Bay Area Loft Jazz's (BALJ) Jazz Raffle, which gave away a grand prize of tickets for two to the Monterey Jazz Fest. Other prizes in the raffle included tickets to the KJAZ San Francisco Jazz Festival, jazz photographs, record store certificates, club passes and other undisclosed goodies. Money raised from the raffle will go toward support of BALJ programs, ultimately toward establishment of BALJ's Jazz Performance Center. One of BALJ's ongoing programs is the Monday Night Jam Sessions. Already featured at the first of the Sessions, which have been relocated to the famed Keystone Korner, was Joe Bonner. Other artists appearing at the venue include the San Francisco Jazz Quartet, the all-women outfit Alive, E.W. Wainwright, the African Roots of Jazz, the Cal Lewiston/Jim Grantham Band and an eight-piece band featuring Larry Dunlop and Bobbi Norris. . . . But the Bay Area of California has topped all jazz events of the year (except for the recent third or fourth coming of Miles Davis). The Evolutionary Transitional Church of Christ, aka the One Mind Temple, has designated the legendary John Coltrane as its first Patron Saint. To commemorate the event, the Temple held a concert at the First Unitarian Church in San Francisco featuring a wide range of artists. Among them were Joe Henderson, Bobby Hutcherson, Bishop Norm Williams (music director for the Temple), Eddie Henderson, Larry Schneider, Hadley Caliman, Heshimu Mark Williams, Sonny Simmons and Joaquin Young. Music composed by J.C. that was performed during the concert included "Equinox," "Naima" and "A Love Supreme." Money raised from the concert is to go toward the John Coltrane Memorial Human Outreach Program.

FILLING A NEED — A consortium of industry veterans in the Philadelphia market have bound together to form Triangle Distributors, which has set up to distribute a number of small labels throughout the northeastern region. Bruce Webb (Webb's Department Store), James Cephus (King James Records) and producer David Brown are principals in the venture, which will distribute and promote product for TSOB Records as a first venture.

HOT CROSSOVER VINYL — The Pointer Sisters' Planet/Elektra single, "Slow Hand," (#2 bullet) is bumping up next to the #1 spot on the Cash Box Top 100 Singles chart, a position staunchly held this week by "Endless Love," the #1 bullet Motown collaboration by Lionel Richie and Diana Ross. . . . Other top R&B or jazz to pop crossover entries on that chart this week include "When She Was My Girl" (#81 bullet) by The Four Tops on Casablanca/PolyGram; and Carl Carlton's 20th Century-Fox/RCA single, "She's A Bad Mama Jama (She's Built, She's Stacked)" (#88 bullet). . . . Hot entries onto the Cash Box Top 200 Albums chart include "Breakin' Away" (#59 bullet) by Warner Bros. artist Al Jarreau; "The Electric Spanking of War Babies" (#106 bullet) by Warner Bros.' Funkadelic; "Too" (#129 bullet) by Tabu/CBS group The S.O.S. Band; and "Standing Together" (#157 bullet) by Solar/Elektra group Midnight Star.

SHORT CUTS — Elektra/Asylum's Grover Washington, Jr. has employed the services of drummer Steve Gadd, bassist Marcus Miller, keyboardist Richard Tee, guitarist Eric Gale and synthesizer player Paul Griffin at Rosebud Recording Studios in N.Y. toward completion of his next E/A album. . . . Freddie Perren, president of MVP Records, will be among industry veterans to speak on music industry careers at a UCLA Extension seminar. . . . Speaking of MVP, label artists Peaches & Herb recently headlined seven nights at Harrah's Lake Tahoe with raspy comedian Don Rickles.

michael martinez

COIN MACHINE

Atari Sues Boston Firm In Vid Game Infringement Suit

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

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

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

Creates Confusion

"This enhancement, or speed-up kit, takes advantage of Atari's copyrighted and trademarked name, game and game cabinets," stated Frank Ballouz, vice president of marketing for Atari's Coin-Operated Video Game Division. "General Computer's advertisements trade on Atari's name. They appear, to our customers and to the public, as Atari products, creating confusion, and siphoning off legitimate returns from our investment in research and development."

Atari explained that the enhancement is in the form of a printed circuit board and a game program contained in two plug-in read-only memories (ROMs) that supplement original components in Atari Missile Command game cabinets. The game program builds upon the Atari game, adding more play objects and changing the degree of difficulty of the existing game, the company noted. They have been sold since the beginning of June, this year, directly to the operators of establishments that feature coin-operated games, according to Atari.

"Piracy of games, misleading use of trademarks, the infringement of copyrights and other forms of unfair competition have all been increasing as video games have become more and more popular," Ballouz said. "These are industry-wide problems, and they affect Atari's consumer Elec-

(continued on page 31)

NAMA Sets Staff For '81 Convention

CHICAGO — Plans for the 1981 NAMA national convention are taking shape under the leadership of convention chairmen and staff personnel, according to an announcement from G. Richard Schreiber, president of the sponsoring National Automatic Merchandising Assn. This year's convention will be held Oct. 29-Nov. 1 at McCormick Place in Chicago.

James A. Rost, president and chief executive of Interstate United Corp. (Chicago) is general chairman and R. David Clayton, president of Automatic Food Service, Inc. (Nashville) will serve as program chairman.



Rost



Clayton



Carqueville



Stewart



Ron Polkow

URL Taps Polkow For Production Manager Position

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

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

NAMA Directory Out

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

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

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

Free copies have been distributed to NAMA member firms and these firms may obtain additional copies at \$3 each. The price to non-members of the association is \$75 per copy. The Directory may be obtained from NAMA, 7 S. Dearborn St., Chicago, Ill. 60603.

The ladies' activities will be organized under the direction of Mrs. Frank Carqueville (Elmhurst, Ill.). Her husband is Frank Carqueville, owner of Complete Vending Service (Oak Park, Ill.).

Newton Stewart of Frito-Lay, Inc. (Dallas) is chairman of the trade show advisory committee.

As in previous years, NAMA is handling hotel reservation requests for those wishing accommodations at the official convention hotels. Inquiries should be directed to the NAMA office at 7 S. Dearborn St., Chicago, Ill. 60603.

Memorandum On A Plan For Reacting To Proposed Adverse Legislation

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

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

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

In almost every case, but not in every one, one or more hearings are required before a vote can be taken. Sometimes a good deal of advance notice is received but sometimes very little time, a few days, and, infrequently, no warning at all.

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

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

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

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

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

(continued on page 31)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. WHO'S CRYING NOW JOURNEY (Columbia 18-02241)
2. STOP DRAGGIN' MY HEART AROUND STEVIE NICKS (with TOM PETTY and the HEARTBREAKERS) (Modern/Atlantic MR 7336)
3. FIRE AND ICE PAT BENATAR (Chrysalis CHS 2529)
4. HOLD ON TIGHT ELO (Jet/CBS ZS5 02408)
5. STEP BY STEP EDDIE RABBITT (Elektra E-47174)
6. THE BEACH BOYS MEDLEY (Capitol P 5030)
7. FOR YOUR EYES ONLY SHEENA EASTON (Liberty P 1418)
8. I COULD NEVER MISS YOU (MORE THAN I DO) LULU (Alfa ALF-7006)
9. DRAW OF THE CARDS KIM CARNES (EMI America 8087)
10. SUPER FREAK (PART I) RICK JAMES (Gordy/Motown G 7205F)

TOP NEW COUNTRY SINGLES

1. STEP BY STEP EDDIE RABBITT (Elektra E-47174)
2. PARTY TIME T.G. SHEPPARD (Warner/Curb WBS 49761)
3. I'LL NEED SOMEONE TO HOLD ME (WHEN I CRY) JANIE FRICKE (Columbia 18-02197)
4. I LOVE YOU A THOUSAND WAYS JOHN ANDERSON (Warner Bros. WBS 49772)
5. SOMETIMES I CRY WHEN I'M ALONE SAMMI SMITH (Sound Factory S.F. 446)
6. WHAT IN THE WORLD'S COME OVER YOU TOM JONES (Mercury 76115)
7. TAKE ME AS I AM (OR LET ME GO) BOBBY BARE (Columbia 18-02414)
8. BIG LIKE A RIVER TENNESSEE EXPRESS (RCA PB-12277)
9. ENOUGH FOR YOU BRENDA LEE (MCA 51154)
10. CAN'T HELP FALLING IN LOVE WITH YOU SLIM WHITMAN (Epic/Cleveland Int'l. 14-02402)

TOP NEW A/C SINGLES

1. SUPERFREAK (PART 1) RICK JAMES (Gordy/Motown G 7205F)
2. FREEWAY PEACHES & HERB (Polydor/PolyGram PD 2178)
3. WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca NB 2338)
4. A LITTLE BIT OF JAZZ THE NICK STRAKER BAND (Prelude PRL 8034)
5. NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)
6. WIKKA WRAP THE EVASIONS (SAM S-12339)
7. DO YOU LOVE ME? PATTI AUSTIN (Qwest/Warner Bros. QWE 49754)
8. DO IT NOW (PART 1) THE S.O.S. BAND (Tabu/CBS ZS6 02125)
9. SILLY DENIECE WILLIAMS (ARC/Columbia 18-02406)
10. LET'S DANCE (MAKE YOUR BODY MOVE) WEST STREET MOB (Sugar Hill SH 763)

TOP NEW DANCE SINGLES

1. ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)
2. YOU DON'T KNOW ME MICKEY GILLEY (Epic 14-02172)
3. CHLOE ELTON JOHN (Geffen GEF 49788)
4. A HEART IN NEW YORK ART GARFUNKEL (Columbia 18-02307)
5. REALLY WANNA KNOW YOU GARY WRIGHT (Warner Bros. WBS 49769)

COIN MACHINE

Atari Video Tourney Off To A Fast Start

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

The tournament is international in scope, with a combined total of \$50,000 in cash and prizes to be awarded. Players will compete in six categories including Open Singles, Women's Singles, Thursday Specialty, Friday Specialty, Open Singles Second Chance and Women's Singles Second Chance. Qualifying contests will start at the local level in participating family game centers and street locations with local winners being invited to compete in the open finals in Chicago and given a free entry pass valued at \$60.

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

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

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

Infringement Suit

(continued from page 30)

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

Midway Bows 'Omega Race' In 4 Models

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

Omega Race is a fast-paced video game featuring starlike enemy units in an energy field. The Omega player pilot must maneuver his fighter ship to out-shoot and destroy the steadily attacking aliens and the deadly mines they drop in his path. An aggressive pilot will go after the alien droids

hyper-accelerated attack is cued and accompanied by special sound effects. Its tactic is to bump or shoot to demolish the Omega fighter.

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

The new video game is available in four

Omega Race offers an increase price of play at the player's option (operator adjustable). A single coin gives the standard number of fighters; two coins give double the standard number of fighters plus a bonus fighter. A high score player can also produce his initials and score which remain on the screen for all to challenge. Special screen display reveals research information to guide the operator regarding play activity in the game such as high score, one or two credits, number of one and two



Upright



Mini-Myte



Sit-in Capsule



Cocktail table

and command ships to score extra points.

Special attention must be applied when engaging the enemy death ship target, however, since this alien appears at random and has greater speed and maneuverability than ordinary droids. Its

models: a one- or two-player standard upright, Midway's space saving Mini-Myte, the cocktail table style with flip flop screen, plus the single player "sit-in capsule" model that is ideal for arcades and game rooms.

credits, and other helpful data.

The new model is available through factory distributors and further information may be obtained by contacting Midway Mfg. Co., 10750 W. Grand Ave., Franklin Park, Ill. 60131.

Memorandum For Reacting To Adverse Legislation

(continued from page 30)

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

Now, in the cases of state legislative matters, the approach is more complex. Here is the perfect example of where the state (and sometimes local) operators associations can play an essential and decisive role in combatting the introduction of adverse legislation. In every case, the distributors and operators are required to create a groundswell of support from every possible source including businessmen in every phase of the industry and legislators in every part of the state. This is a prodigious

job for the future distributors and operators and, of course, an "on hand" association with ready counsel is a tremendous asset.

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

I cannot emphasize too strongly how important the presence of a strong local operator association can be when trouble occurs. In the absence of any group, the distributors and principal operators must combine to take hold of the reins. In a local situation, the reaction must be led by local people, including counsel. In every case, at every level, there is required continual communication by and between the local elements involved and the ADMA, the distributors association and AMOA. For coordinating purposes, I am suggesting, at this

time, that all communication and questions be channeled through ADMA by contacting Paul Huebsch, executive director of ADMA, at (312) 296-6333, or Mr. David Maher, chief counsel for ADMA, at (312) 558-5229.

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

Cash Box contacted Leo Droste, executive vice president of AMOA, who noted

(continued on page 33)

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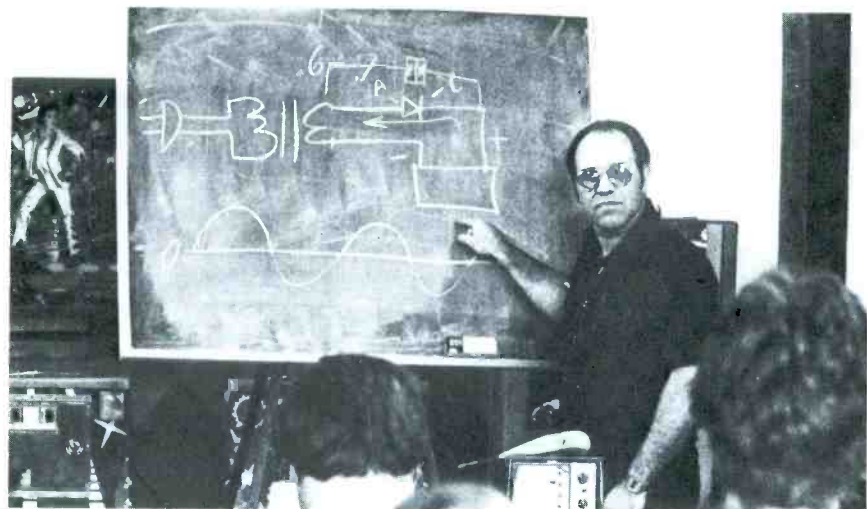
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- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES

OTHER _____

COIN MACHINE



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

CHICAGO CHATTER

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

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

AMONG THE STARS of the recently held Wightman Cup Tennis Tournament in Chicago was Midway's "Pac-Man" video game, which was installed by Midway in the women's locker room at the International Amphitheater where the tournament took place, July 17-19. The event featured female players from the professional circuit — and "Pac-Man" was a big hit with the players during relaxation time between matches. Midway and Bally Pinball Division have both donated games for players' use in many other tournaments, including the Avon Women's Finals — and in every case the equipment was very much appreciated, and enjoyed.

NICE HEARING FROM Mort Levinson, formerly with National Coin, who retired from coinbiz about five years ago and has since been enjoying the leisurely life in Sherman Oaks, Calif. Mort was in Chicago visiting at National and contacting some of his many friends in the industry before heading east to pick up a flight to Europe where he'll be vacationing for the next month. Bon Voyage.

THERE IS RISING CONCERN in Chicago over a proposal to restrict play on various coin-operated amusement games to adults only, which would prohibit anyone under 18 from playing (**Cash Box**, Aug. 8). As previously reported here, some city operators responded immediately, at the urging of **Kem Thom** (Western Automatic Music), by contacting their respective legislators to voice opposition to the measure. At this point, however, the proposal has gained some steam and is reportedly being supported by a growing number of city aldermen. The proposal was originally presented by Alderman **Patrick Huels** of the Bridgeport area. Thom told **Cash Box** that operators are now rallying against it and enlisting the support of locations and other businesses (which house coin-op equipment) that would be affected by such a proposal. Everyone involved is being urged to contact their councilmen, aldermen, et al and garner enough opposition to defeat the restriction before it gains any more momentum.



HAPPY BIRTHDAY — Pinball pioneer Harry Williams celebrated his birthday earlier this summer while visiting the offices of Stern Electronics, Inc. Williams, who pioneered the use of electricity in pinball games, serves as exclusive design consultant to Stern. When asked his age, the "master of pin geometry" divulged only that he's still "in double figures."

AVMDA Opens Chicago Office

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

The association's Chicago headquarters, with Edward G. Doris as executive director, are located at the International Towers, 8550 West Bryn Mawr Avenue, Suite 303, Chicago 60631, which is in close proximity to O'Hare International Airport. AVMDA's telephone number is (312) 693-7410.

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

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

Gottlieb Announces New 'Volcano' Multi-Ball Pinball Machine

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

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

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

"Fast action, great new features and graphics, our versatile speech sound system and an erupting Volcano light show have all been blended and the result is a truly exceptional pingame," commented Marshall Caras, Gottlieb vice president of marketing. "The results of our new test programs have exceeded our wildest expectations and we've found Volcano's earnings are surpassing those of some of the best video games on the market. We have



'Volcano'

also had a good response from operators on the promotional aids included in each game," he added.

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

Memorandum For A Plan For Reacting To Proposed Adverse Legislation

(continued from page 31)

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

As Droste pointed out, AMOA will serve as a clearing house of information in all

areas of concern, including legislation. "We are asking all state associations to assist us by feeding us a variety of information," Droste said.

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

INDUSTRY CALENDAR

Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.

Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.

Sept. 25-26; West Virginia Music & Vending Assn.; annual meeting; Ramada Inn; South Charleston.

Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.

Oct. 16-17; Amusement & Music Operators of Virginia; annual conv.; Holiday Inn;

Richmond.

Oct. 29-31; AMOA annual exposition; Conrad Hilton Hotel; Chicago

Oct. 29-Nov. 1; NAMA national convention; McCormick Place; Chicago.

1982

Jan. 18-21; ATE; annual trade exhibition; National Exhibition Centre; Birmingham, England.

Mar. 26-28; Amusement Operators Expo; annual trade show; Hyatt Regency Hotel; Chicago, Ill.

INTRODUCING



COLONY

T.M.

with
"Extended Weaponry"!



COLONY 7

T.M.

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

NEW! "Extended Weaponry"

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

The Mission

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

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

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

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

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

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



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| Height | Width | Depth | Floor Space | Crated Weight |
| 138 c/m (54") | 51 c/m (20") | 61 c/m (24") | .31 sq. m. (3.3 sq. ft.) | 81 kg. (180 lbs.) |

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COLLECTORS, DEALERS VISITING N.Y. CALL (516) 623-2247. 1,000s of 45s LPs — Collectors items. Rock 'n' roll to disco. Buy collections, cutouts, overruns. SEND \$1.00 for giant catalog — foreign \$1.50 or 10 Int. reply coupons. VIDEO DISC, BOX 409, N. Baldwin Sta., Baldwin, NY 11510.

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FREE CATALOG: New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only 100,000 available for a few weeks at 10¢. Write to: Paramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

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Third Coast Bows National Promo, Marketing Staffs

LOS ANGELES — A national promotion and marketing staff for Third Coast Records was recently named by the label's managing partner, Frank Seater.

With plans to release its first product, an LP titled "Empty Hand," by Chicago-based group Jet, in late July, the Chicago-based label named David Webb to head the marketing department. Webb, who comes to Third Coast from Ovation Records, where he was marketing and A&R director, will work with Dennis Price, the new company's national sales director and former national director of one-stop operations for Lieberman Enterprises.

Vice president of promotion for Third Coast will be Lee Arnold, who joins the company after 15 years as a radio programmer and record promoter with RCA Records and with his own independent firm based in Atlanta.

Joining Arnold on the promotion staff is Rich Piombino, former music and promotions director at WKLS/Atlanta and promotions director at WKTU/New York and W4/Detroit. New national Top 40 promotions director Frank Giuliano joins Third Coast after a stint as national promotion director with Ovation Records and as a promotion staffer with CBS and Capricorn.

WANTED: A-1 top notch mechanic for all games, excellent job opportunity, call (201) 992-7813.

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OLD GAMES: Williams Mini-Golf \$500, Williams Klondike \$400, good working order. Gottlieb Hearts & Spades-not working-\$300, Trencansky, 695 Main St., Johnson City, N.Y. 13790 (607) 797-9314.

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FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Waiting 200 scale \$200; Rock-Ola Lowboy \$60. One-third down, balance C.O.D. **CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.**

FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Call Wassick Dist. area code 304 - 292-3791. **Morgantown, W. Va. 26505.**

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MISCELLANEOUS

CAT STEVENS Private Collector Wants: Records, Tapes (promotional or other), Magazine Articles, In-store Displays, Posters, Movies, Music Sheets, Books. Plus any memorabilia world wide. Genuine replies to: P. Alphors, 1107 Heaphy Terrace, Hamilton, New Zealand.

OPEN REEL TAPE: Mostly Ampex, used once, unspliced (Unboxed) 7" 1800" or 2400" — 50 Reels for \$60.00 (Postpaid) 3600" 10 1/2" reels \$2.00 each. Sample reel \$1.50. **AUDIO TAPES Box 9584-R Alexandria, Va 22304.**

MOVIE MATERIAL (Posters, Stills, Lobby Cards, etc.) For sale and trade. **HOLLYWOOD BOOK AND POSTER CO., 1706 N. Las Palmas Ave., Hollywood, CA 90028, (213) 465-8764.**

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GIRL'S NIGHT OUT — RCA Records recently selected 40 young women to appear in a video production of Karen Lawrence's single, "Girl's Night Out." The film, shot in RCA's studios under the direction of Steve Kahn, manager, audio-visual productions, RCA Records, turned into a full production extravaganza, with label executives dropping by to see a scene straight out of a '50s campus film. Pictured with the "cast," on center stage, are (l-r): Tony King, director, creative services, RCA Records; Kahn; Lawrence; and Don Wardell, manager, product management, RCA.

Tropique Records Bows

NEW YORK — Philip Goldstein has formed Tropique Records, a new label that will concentrate on "dance and R&B oriented music."

Goldstein was previously a producer for Midsong Records and Ocean/Ariola Records. The firm's address is 36 West 73rd Street, New York, NY 10023.

Valhalla Records Bows

NEW YORK — Valhalla Recording Corp., a new record label, has been formed in New York, headed by president Greg Thornwood. The first artist signed is New York group Syntax. The firm's address is 299 Madison Avenue, Suite 400, New York, N.Y. 10017. The phone number is (212) 687-3210.

Returns Cost Up

(continued from page 6)

ing buying and returns the responsibilities of the individual stores and store managers. One such chain that closed down its central warehouse in recent months was the 25-store DJ's Sound City web in Seattle, Wash. According to DJ's president Don Jenne, the recent move is indicative of the increasing impact of shipping and other costs involved in the process of stocking and returning product.

"We had to close the warehouse down because we just don't get enough of a price break from the manufacturers anymore," said Jenne. "It just wasn't economically feasible to keep it open. Each of our stores has begun buying now and, subsequently, they'll be making their own returns."

Dynasty Relocates

LOS ANGELES — Dynasty Records, a new label formed by Bambi Byrens and Lance Ong, has relocated to larger offices at 8983 Sunset Blvd., Los Angeles 90069. The telephone number is (213) 550-1216.

Ellis Agency Signs Two

NEW YORK — The Steve Ellis Agency has signed Elektra recording group Twennynine Featuring Lenny White and Ensign/RCA recording group the Bendeth Band for exclusive world wide representation.

JAZZ

TOP 40 ALBUMS

| | Weeks On 8/15 Chart | | Weeks On 8/15 Chart |
|-------------------------------------------------------------------------------------------------------------|---------------------------|-----------------------------------------------------------------------------------|---------------------------|
| 1 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790) | 1 | 20 TARANTELLA CHUCK MANGIONE (A&M SP-6513) | 21 |
| 2 THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918) | 2 | 21 CLEAN SWEEP BOBBY BROOM (GRP/Arista 5504) | 25 |
| 3 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190) | 3 | 22 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576) | — |
| 4 "RIT" LEE RITENOUR (Elektra 6E-331) | 4 | 23 LIVE STEPHANE GRAPPELLI/ DAVID GRISMAN (Warner Bros. BSK 3550) | 19 |
| 5 VOYEUR DAVID SANBORN (Warner Bros. BSK 3546) | 5 | 24 MAGIC MAN HERB ALPERT (A&M SP-3728) | — |
| 6 THE DUDE QUINCY JONES (A&M SP 3721) | 6 | 25 GALAXIAN JEFF LORBER FUSION (Arista AL 9545) | 20 |
| 7 HUSH JOHN KLEMMER (Elektra 5E-527) | 8 | 26 STRAPHANGIN' BRECKER BROTHERS (Arista AL 9550) | 26 |
| 8 APPLE JUICE TOM SCOTT (Columbia FC 37419) | 9 | 27 MOUNTAIN DANCE DAVE GRUSIN (GRP/Arista 5010) | 22 |
| 9 WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305) | 7 | 28 EXPRESSIONS OF LIFE THE HEATH BROTHERS (Columbia FC 37126) | 23 |
| 10 FRIDAY NIGHT IN SAN FRANCISCO JOHN McLAUGHLIN, AL DIMEOLA, PACO DeLUCIA (Columbia FC 37152) | 10 | 29 RAIN FOREST JAY HOGGARD (Contemporary 140007) | 29 |
| 11 LIVE IN JAPAN DAVE GRUSIN and THE GRP ALL-STARS (GRP/Arista 5506) | 11 | 30 INVOCATIONS/THE MOTH AND THE FLAME KEITH JARRETT (ECM D-1201) | 32 |
| 12 MECCA FOR MODERNS MANHATTAN TRANSFER (Atlantic SD 16036) | 17 | 31 VOICES IN THE RAIN JOE SAMPLE (MCA 5172) | 30 |
| 13 MY ROAD OUR ROAD LEE OSKAR (Elektra 5E-526) | 15 | 32 FUSE 1 VARIOUS ARTISTS (CTI 9003) | 35 |
| 14 PIED PIPER DAVE VALENTIN (GRP/Arista 5505) | 14 | 33 SHOGUN JOHN KAIZAN NEPTUNE (Inner City IC 6078) | — |
| 15 THREE PIECE SUITE RAMSEY LEWIS (Columbia FC 37153) | 12 | 34 'NARD BERNARD WRIGHT (GRP/Arista 5011) | 31 |
| 16 THREE QUARTETS CHICK COREA (Warner Bros. BSK 3552) | 16 | 35 YELLOWJACKETS (Warner Bros. BSK 3573) | 36 |
| 17 SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3451) | 13 | 36 DOUBLE RAINBOW TERUMASA HINO (Columbia FC 37420) | 28 |
| 18 WORD OF MOUTH JACO PASTORIUS (Warner Bros. BSK 3535) | 18 | 37 LOVE LIGHT YUTAKA (Alfa AAA-10004) | 27 |
| 19 CENTER OF THE WORLD ROY AYERS (Polydor/PolyGram PD1-6327) | 24 | 38 ALL MY REASONS NOEL POINTER (Liberty LT-1094) | 37 |
| | | 39 BY ALL MEANS ALPHONSE MOUZON (Pausa 7087) | 34 |
| | | 40 AUTUMN GEORGE WINSTON (Windham Hill C-1012) | 38 |

ON JAZZ

HUDDLIN' WITH MAX — Is there a more accomplished musician than **Max Roach**? The great drummer has worked with everybody from **Charlie Parker** and **Bud Powell** to **Benny Carter** and **Coleman Hawkins** to **Archie Shepp** and **Cecil Taylor**. His own bands featured **Clifford Brown**, **Sonny Rollins**, **Art Davis**, **Abbey Lincoln**, **Eric Dolphy** and **Harold Land**, as well as introducing the likes of **Booker Little**, **George Coleman** and **Hassaan**. Roach's recorded history is an uninterrupted string of gems with widely varied units. His present groups include his quartet featuring saxophonist **Odean Pope**, trumpeter **Cecil Bridgewater** and bassist **Calvin Hill**, as well as the **M'Boom** percussion ensemble. But when we recently caught up with Roach, he told us about a few other pet projects he has in the works. "Along with another M'Boom album, we've been talking about doing a solo



RISING SUN AT THE OTHER END — Bassist **Teruo Nakamura** and his band, *The Rising Sun*, recently performed at *New York's Other End*. The band features saxophonists **Steve Grossman** and **Bob Mintzer**.

drum album and one with a string quartet," Roach said. Other recordings in the can also feature the quartet with vocalist **Matilda Minx** and Roach's concert collaboration with pianist **Cecil Taylor**. As a soloist and bandleader, Roach clearly has no interest in sticking with the tried and true. His adventurous spirit has constantly kept him in search of talented young musicians. "I look for individualism," said Roach. "Aside from technical ability, the musician's own personality has to be there. I wouldn't want them to sound verbatim like **Clifford Brown**, **Charlie Parker** or **Sonny Rollins**, but I do want that kind of insight and attitude." A professor of music at the University of Massachusetts, Roach allows that those young musicians are getting somewhat of a different education than he did. But he still sees the street as finishing school. "I think musicians coming out of schools like North Texas State, Berklee, or the University of Massachusetts are getting a good education, but they still have to deal with the street. They have to play and compare themselves with other musicians and see how the public responds. It's important for them to rub shoulders with other musicians and learn from them." As a teacher, Roach stresses the importance of approaching the music historically. "Young drummers have to listen to masters like **Sid Catlett**, **Jo Jones** and **Baby Dodds**," he declared. But he added that he places "a heavy accent on proficiency for all musicians," as well as stressing individuality. Aside from his roles as musician, leader and teacher, Roach also enjoys a reputation as one of the sharpest business minds in jazz. A tough negotiator who knows what he wants, Roach has recorded for major and independent record labels alike, and during the '50s, he and **Charles Mingus** had their own label, Debut Records. While happy with Columbia, Roach sees possibilities for himself and his projects with a variety of labels. "When you record for a small label like **Hat Hut**, **Black Saint** or **Soul Note**, you can do something that's more rewarding to the artist rather than what the palate of the public has been conditioned to accept," he said. "With a company like Columbia, you have to consider other factors like the way the company is going to market the record." The drummer also feels it's important for a musician to have a working knowledge of the record business. "It's important to familiarize yourself with some of the things that make this business run. For me, it's been a matter of understanding the marketing process. I rely a great deal on experts — lawyers, accountants and public relations people who guide me in my negotiations and tell me how I can better serve my own interests." But Roach makes it clear he has no intentions of piloting his own label again. "Dealing with the creative aspects of music takes 24 hours a day," he said. "And manning a record company also takes 24 hours; it's difficult to be successful at both."

fred goodman

JAZZ ALBUM PICKS

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

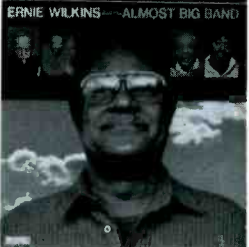
Jazz's favorite young crooner places his inimitable stamp on a few tailor-made tunes, and the results are fresh, light and consistent. Helping Jarreau knit things together are drummer **Steve Gadd**, guitarist/producer **Jay Graydon**, saxophonist **Tom Scott** and keyboardist **George Duke**. The first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

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

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

ERNIE WILKINS AND THE ALMOST BIG BAND — Ernie Wilkins — Storyville SLP-4051 — Producer: Kenny Drew — List: 7.98

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



MISTRAL — Freddie Hubbard — East World/Liberty LT-1110 — Producers: John Koenig and Yoichiro Kikuchi — List: 9.98

Hubbard is in a mellow mood on this LP, ranging from warm lyrical passages to soothing rhythmic joy rides. The class players assembled to accompany him on this vinyl excursion have stepped away from sounds that have established their careers to join this smooth ride. Hubbard's articulation is joined here by **Stanley Clarke**, **George Cables**, **Art Pepper**, **Peter Erskine** and others for a mellow tune or two.

IMPRESSIONS OF COPENHAGEN — Joseph Bonner — Theresa TR 114 — Producer: J. Thomas Tilton — List: 8.98

Widely known for his work with the likes of **Max Roach**, **Roy Haynes** and, more recently, labelmate **Pharoah Sanders**, Bonner takes that musical acumen and infuses his own personal perspective into this sterling five-song collection. The keyboardist's music and style lingers where Europe meets Africa — becoming lyrical, yet rhythmic. The music here exudes personality.

RISE OF THE PHENIX — Rahmlee Michael Davis — Headfirst/MCA HF-9703 — Producers: Dean Grant and Rahmlee Michael Davis — List: 8.98 — Digital Master

Rahmlee is a young but mature horn crooner who shows a studied insight on both trumpet and flugelhorn. As you might expect, having come from the brass section of **Earth, Wind and Fire**, Rahmlee is familiar with pop sensibilities, but stylistically he is a jazzist, especially on "Basin Street Brass" and "Down In Storyville." Dean Gant's production is tasteful, but not obtrusive.

INTERNATIONAL

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

by Kirk LaPointe

TORONTO — Inside postal workers accepted a new two-year contract Aug. 10, ending a 42-day Canadian mail strike that jolted the country's small businesses.

Jean-Claude Parrot, president of the Canadian Union of Postal Workers, said the agreement reached with the federal government was ratified by 83.1% of the 23,000-member union.

The workers returned Aug. 11, and by week's end, the country's domestic mail service was fully operational. International incoming mail was not being accepted until this week.

For the music business, the strike meant

WEA Int'l Enters SE Asia Market

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

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

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

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

England Leads Entries In Castlebar Contest

NEW YORK — Twenty-seven entries from nine countries have qualified for the 1981 Castlebar International Song Contest, to be held in Castlebar, Ireland, Sept. 23-Oct. 3. The winner will receive 5,000 pounds (\$8,700); the runner-up, 2,500 (\$4,350); and 1,500 pounds (\$2,610) will go to the third place contestant.

Leading the list of entrants is England with 11 songs, followed by Ireland with seven, America with two and Austria, Belgium, East Germany, Israel, Spain and West Germany with one each. The contest, now in its 16th year, is organized by the Castlebar Chamber of Commerce.

increased use of couriers, long distance telephones and Telex services — all at an inestimable cost. Not surprisingly, representatives of the industry were expressing gratitude at the end of the dispute.

The contract provides an annual 12.5% wage hike and paid maternity leave, among other items.

Meanwhile, a two-day boycott by Canadian air traffic controllers severely disrupted flights to and from the United States Aug. 10-11.

The controllers, fearing that air safety had been jeopardized by the firing of striking U.S. air traffic employees, refused to handle aircraft that had or would pass through American airspace.

A random sampling of music industry executives found that all had postponed out-of-town air travel due to extensive delays and cancellations.

Artists performing in Canada, for the most part, circumvented the traffic problem by bussing to their destinations. A Smokey Robinson concert in Toronto Aug. 10 was the only reported cancellation.

The controllers returned to work Aug. 12. Air traffic problems were over by the week's end in Canada.

Oldfield Sues Virgin Over Past Agreements

LONDON — Mike Oldfield, whose recordings have sold in excess of seven million copies worldwide, has instituted court proceedings in the High Court in London against Richard Branson and various companies in Branson's Virgin Group, including Virgin Records Ltd. and Virgin Music Publishers Ltd.

Oldfield asked for all the profits made by the Virgin Group from his recordings and compositions and for the return of the recordings and compositions. Oldfield alleged that the songwriting and recording agreements he entered into in 1972 and 1973 were in restraint of trade and gave unreasonable benefits to the Virgin Companies. He also claimed that there was undue influence and breach of fiduciary duty by Branson, in that he did not ensure that Oldfield was effectively and independently advised before signing the agreements.

Should he be successful in the action, Oldfield may stand to gain a sum in excess of one million pounds (\$1.7 million), as well as the return of his material.

In addition, Oldfield claimed that the new recording and publishing agreements that his company (Oldfield Music Ltd.) entered into in 1977 were only as a result of misrepresentation on the part of Branson and Virgin that he was still bound by the earlier agreements.

INTERNATIONAL DATELINE

Japan

TOKYO — Nippon Columbia recently finalized an exclusive agreement with Accent, a label from Belgium. Under the terms of the deal, the company has exclusive rights to release the label's product in Japan. Accent was formed in Belgium in 1979 under the leadership of **Andre Gratt**.

The Yamaha Music Foundation announced on July 29 an unprecedented number of 1,963 entries from 56 countries for the 12th World Popular Song Festival, to be held Oct. 30-Nov. 1 in Tokyo. Applications from the United States reached an all-time high in the Festival's 12 year history with 209 entries. Also, large volumes of applications have come in from the United Kingdom, Italy, France, The Netherlands and many other European and Asian countries.

Yamaha Music Foundation, sponsors of the annual pop music extravaganza, reported that this year's entries rank high in both musical composition and artist performance. This will make for fierce competition among competitors, as the five stage screening process gets underway. The foreign finalists will be announced on Sept. 1.

The second Harajuku Music Festival will be held on Nov. 1 at Nihon Seyinenkan Hall in Tokyo, according to the steering committee of this festival. Application deadline for this festival is Aug. 31. No qualifications are required as to nationality, age and sex, if applicants are individuals or groups of professional status. However, the genres are limited to folk music or rock and their relatives.

Polydor of Japan has disclosed a major sales plan for the year-end sales season, titled "Polydor Music Collection '82." With the goal of stable growth under the severe economic conditions prevailing in this country, the company has pared the line-up of other commodities to expand sales of mainstream acts. Consequently, the company is expected to push each six plans for both record and tape from every genre including classic. By this special sale, the company hopes to achieve the sales of 1.5 billion yen (\$6,250,000) by Jan. 15, 1982.

With the purpose of meeting the expanding and complex demands of fans of classical music in Japan, the Nippon Record Trading Co., Ltd. is expected to introduce "Excellent European Classics," a splendid classical label in Europe that has not yet been released in Japan. The sales of classical records in Japan have been on a steady downward trend in recent years due to the severe economic conditions and a drop in new recordings of classical records in the United States and European countries.

kozo otsuka

United Kingdom

LONDON — The face of record retailing in the U.K., as with most other aspects of the industry, has changed markedly in recent years. With the abandonment of recommended retail prices and declining markets, there has been little joy for the retailer. HMV Record Shops found itself beginning to suffer when market research showed that potential customers thought of it as a full-price establishment, despite a pricing policy every bit as aggressive and competitive as its competition. Coinciding with the 18th birthday of its trademark 'Nipper,' (as used in the U.S. by the Victor Company), HMV has revealed its solution to the problems of the U.K. retailer. It aims to sell more product to more people and to find more to sell. Thorn-EMI, which owns the chain, aims to expand the number of outlets and to create a new style for new and old alike. The scheme started with the redesign and relaunching of its Oxford Street store in London, which is the prime retail site in the U.K. This one shop alone accounts for a full two percent of U.K. record sales. The store has been refitted and re-arranged to move into line with the retail trade that exists now, in comparison to that which existed just a few years ago. One of the largest sales/browsing areas in the U.K. is now given over to rock and pop music. Minority tastes (jazz, classical and shows) are now in the basement, where the classical department is soundproofed against the general PA system and has its own sound system. The most radical changes in the 500,000 pound (\$850,000) scheme are the added emphasis given to audio tapes and the first floor of the store being given over to video sales. HMV's pricing policy is based firmly on the price paid to the manufacturer to guard against any shrinking of dealer margin and it welcomes the increasing trend of manufacturers to offer catalog product at a reduced price. In some ways, HMV officials see the recent practice of heavy discounts on high volume new product fighting against the full-price older material as being a virtual opposite of what the ideal situation should be. To celebrate the launch of its growth plan and the reopening of Oxford Street, where a window display is one of the most valuable promotion sites in the country, HMV organized a competition to find a new "Nipper." The new "Nipper" will be performing the christening honors at HMV's six new shops that will be opened this year.

Genesis has announced the signing of a long-term deal with Phonogram International that covers the world except for North America, the U.K. and Eire. At the same time, the group has extended its longstanding agreement for the U.K. and Eire with Charisma Records.

paul bridge

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Tu Me Prometiste Volver — Pimpinella — CBS
- 2 Toda Fuera Del Amor — Air Supply — Microfon
- 3 Hoy He Empezado A Quererte — Dyango — EMI
- 4 Super Snooper — The Oceans — CBS/AMI
- 5 Conga, Conga, Conga — Gretchen — AR
- 6 Tu Para Mi — Franco Simone (Microfon)
- 7 Hombre Del Espacio — Sheila & B. Devotion — Microfon
- 8 Los Frenos — Kurtis Blow — PolyGram
- 9 Tu Voz — Pomada — RCA
- 10 Quieres Pasar La Noche — Village People — RCA

TOP TEN LPs

- 1 Tango — Placido Domingo — Polygram
- 2 Parchis, Vol. 3 — Los Parchis — Fonodisc/ATC
- 3 Esencia Romantica — M.M. Serra Lima y Los Panchos — CBS
- 4 Star Show Special — various artists — Interdisc/ATC
- 5 Los Exitos Del Invierno — various artists — Microfon
- 6 Pensar En Nada — Leon Gieco — Music Hall
- 7 In Concert — Creedence Clearwater Revival — RCA
- 8 De Nina A Mujer — Julio Iglesias — CBS
- 9 La Esperanza — Richard Clayderman — Tonodisc/ATC
- 10 14 Grandes Exitos, Vol. 2 — Julio Sosa — Interdisc/ATC

—Prensario

Australia

TOP TEN 45s

- 1 Stars On 45 — Mercury
- 2 Who Can It Be Now? — Men At Work — CBS
- 3 Bette Davis Eyes — Kim Carnes — EMI-America
- 4 Dev-o Live (EP) — Devo — Warner Bros.
- 5 If You Leave Me Can I Come Too? — Mental As Anything — Regular
- 6 Kids In America — Kim Wilde — Rak
- 7 Gotta Pull Myself Together — The Nolans — Epic
- 8 Slow Hand — Pointer Sisters — Planet
- 9 Bad Habits — Billy Field — WEA
- 10 Turn Me Loose — Loverboy — CBS

TOP TEN LPs

- 1 Sirocco — Australian Crawl — EMI
- 2 Stars On Long Play — Mercury
- 3 Mistaken Identity — Kim Carnes — EMI-America
- 4 Chemistry — Mondo Rock — Avenue
- 5 Bad Habits — Billy Field — WEA
- 6 The Fox — Elton John — Rocket
- 7 Long Distance Voyager — The Moody Blues — Decca
- 8 Freedom Of Choice — Devo — Warner Bros.
- 9 Vienna — Ultravox — Chrysalis
- 10 Bad For Good — Jim Steinman — Epic

—Kent Music Report

Japan

TOP TEN 45s

- 1 City Connection — Emanuel — Sound Music System
- 2 Shiroyl Parasol — Seiko Matsuda — CBS/Sony
- 3 Nagay! Yoru — Chiharu Matsuyama — News
- 4 Memory Glass — Jun Horie — CBS/Sony
- 5 Mamotte Agetal — Yumi Matsutoya-Toshiba/EMI
- 6 Sumirelo No Namida — Hiromi Iwazaki — Victor
- 7 Blue Jeans Memory — Masahiko Kondo — RVC
- 8 Kimini Kettel — Toshihiko Tawara — Canyon
- 9 Machibuse — Hitomi Ishikawa — Canyon
- 10 Kattobi Rock 'N' Roll — Yokohama Ginbae — King

TOP TEN LPs

- 1 Live At Whisky A Go Go — Chaneis — Epic/Sony
- 2 A Long Vacation — Elichi Otaki — CBS/Sony
- 3 Stereo Talyozoku — Southern All Stars — Victor
- 4 Arabesque Greatest Hits — Victor
- 5 Bucchigiri/Third — Yokohama Ginbae — King
- 6 Utsuroi — Masashi Sada — Free Flight
- 7 Jldaiwo Kowete — Chiharu Matsuyama — News
- 8 Sunglow — Yasuko Agawa — Victor
- 9 Reflections — Akira Terao — Toshiba/EMI
- 10 Muhon — Alice IX — Polystar

—Cash Box of Japan

MERCHANDISING

First NARM Video Convention Draws 400+ To New York

(continued from page 5)

Kahn, president, Columbia Video Systems; Bob Skidmore, president, Video Corner; and Paul Eisele, vice president, Fotomat.

Each panelist's company pursues a different policy, ranging from Video To Go, which has no rental program at all, to Fotomat, which offers a national telephone reservation system with rental pick-ups at 4,200 outlets. Between those two ends were a variety of exchange and club plans, each tailored to a particular market. But while plans differed from retailer to retailer, and each aggressively argued the merits of his own system, they all agreed that retailers should be free to select the plan that best suits their market.

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

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

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

Piracy Problem

In response to questions on piracy, Bergamo reported that MCA has already prosecuted bootleggers in Canada and Chicago, and is considering offering a fee for any information leading to the successful conviction of tape pirates. "We've got to protect our product," he said.

The issue of pirating and illegal duplication was also addressed in a presentation by James Bouras, vice president and deputy attorney general of the Motion Picture Assn. of America (MPAA). A trade association for 11 motion picture companies including Columbia, United Artists, Warner Bros., and Paramount, the MPAA has obtained convictions in 171 antipiracy cases since 1975. Bouras's presentation focused on the differences between the unauthorized use of audio and video

products.

A final retailers rap panel addressed the problems of supply, operation and present and future markets. Participating in the panel were Bill Lueders, Uncle Toots; Frank Barnako, The Video Place; Jerry Frebowitz, Movies Unlimited; and Barry Glovsky, Prime Video. Weson Nishimura of Video One Video was the moderator. The panel's loose discussion format allowed for in-depth discussion of some of the real nuts-and-bolts problems faced by retailers.

The convention's featured speaker, Dr. Theodore Levitt of the Harvard Graduate School of Business, urged retailers to share their rental profits with the motion picture studios. Liking the retail outlet to a movie theater boxoffice, Levitt told the retailers that "suppliers need a share to spur their interest," and that cooperation will help retailers gain "promotional support and improved product availability." In his closing remarks, he urged them to "abandon principles and do what's right."

A retail sales workshop by Jack Berman, the Berman Institute of Agreeable Selling, offered participants an assertiveness training session, as well as tips on how to build a repeating clientele.

Video Awards

A special awards presentation honored products and programs in 12 categories. It was the first time that NARM has made any Video Awards, and convention chairman Noel Gimbel expressed the hope that future presentations will be expanded and more prestigious.

The awards, presented for the most popular title in each category, were announced by Robin Leach, syndicated columnist and television critic. The winners were: Video Game Cartridge: "Space Invaders," Atari; Instructional Program: "Exercise Now," Karl Video Corp.; Sports Program: "The Football Follies," NFL Films; Music Performance: Blondie, "Eat To The Beat," Warner Home Video; Classic Movie, Children: *The Wizard of Oz*, CBS Video Enterprises; Classic Movie, Comedy: *M.A.S.H.*, Magnetic Video; Classic Movie, Musical: *The Sound of Music*, Magnetic Video; Classic Movie, Drama: *The African Queen*, Magnetic Video; Current Movie, Children: *The Muppet Movie*, Magnetic Video; Current Movie, Comedy: *Airplane*, Paramount Home Video; Current Movie, Musical: Fame, MGM/CBS Home Video; and Current Movie, Drama: *Ordinary People*, Paramount Home Video.

Big 3 Will Release Benatar, AC/DC Folios

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

The recently revamped Big 3 print operation also plans a folio version of AC/DC's forthcoming album this fall and, in conjunction with its release, will launch a special catalog drive featuring the previously published AC/DC book collections, "Dirty Deeds Done Dirt Cheap," "Back In Black" and "High Energy."

The company's personality books marketing thrust will also include additional promotion of the recently released Judy Collins songbook anthology, "This Is The Day," and the fall distribution of band, orchestra and marching band publications culled from themes featured in the James Bond thriller *For Your Eyes Only*.



KOCH PROCLAIMS NARM VIDEO WEEK — New York's Mayor Edward Koch recently declared the week of Aug. 10-15 NARM Video Retailers Convention Week in the city. Pictured with the proclamation are (l-r): Joe Cohen, executive vice president of NARM; Mayor Koch; and Robin Leach, emcee for the NARM Video Awards Luncheon.

SINGLE BREAKOUT OF THE WEEK

BACKFIRED • DEBBIE HARRY • CHRYSALIS CHS 2526

Breaking out of: King Karol — New York, New York, Tape City — New Orleans, Cavages — Buffalo, Sounds Unlimited — Chicago, Turtles — Atlanta, Record Theatre — Cleveland, Waxie Maxie — Washington, Charts — Phoenix

SINGLES BREAKOUTS

DRAW OF THE CARDS • KIM CARNES • EMI AMERICA 8087

Breaking out of: Alta — Phoenix, Radio Doctors — Milwaukee, Oz — Atlanta, Turtles — Atlanta, Tower — San Francisco, Sounds Unlimited — Chicago, Warehouse — Los Angeles, Tower — Sacramento

I COULD NEVER MISS YOU (MORE THAN I DO) • LULU • ALFA ALF-7006

Breaking out of: Poplar Tunes — Memphis, Camelot — National, Pickwick — Midwest, Charts — Phoenix, Peaches — Columbus, Sam Goody — New York, Handleman — Atlanta

THE VOICE • THE MOODY BLUES • THRESHOLD/POLYGRAM TR 602

Breaking Out Of: Alta — Phoenix, Oz — Atlanta, Tower — W. Covina, Waxie Maxie — Washington, Pickwick — Midwest, Musicland — St. Louis, Popular Tunes — Memphis

FOR YOUR EYES ONLY • SHEENA EASTON • LIBERTY P 1418

Breaking out of: National Record Mart — Pittsburgh, Waxie Maxie — Washington, Alta — Phoenix, Camelot — National, Spec's — S. Florida, Harmony House — Detroit

THAT OLD SONG • RAY PARKER, JR. AND RAYDIO • ARISTA AS0616

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

HOLD ON TIGHT • ELO • JET/CBS ZS5 02408

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

FASTEST MOVING MIDLINES

AC/DC • Let There Be Rock • Atco SD 36151

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

Beatles • Rock 'n' Roll Vol. I • Capitol SN/16020

Beatles • Rock 'n' Roll Vol. II • Capitol SN/16021

➤ **B-52's • Party Mix • Warner Bros. MINI 3596**

Doors • The Doors • Elektra EKS 74007

➤ **Exposed/A Cheap Peek At Today's Provocative New Rock • Various Artists • Columbia X2 37124**

Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137

Billy Joel • Piano Man • Columbia PC 32544

Carole King • Tapestry • Columbia PE 34946

➤ **Lene Lovich • New Toy • Stiff/Epic 5E37452**

Don McClean • American Pie • United Artists LN 10037

Ted Nugent • Ted Nugent • Epic PE 33692

Pretenders • Extended Play • Sire MINI 3563

➤ **Psychedelic Furs • Talk Talk • Columbia NFC 37339**

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

Visage • Visage • Polydor/PolyGram PX-1-501

Who • Who • Live At Leeds • MCA 3023

COMPILED FROM: musicland Group — National, Peaches — Columbus, Sounds Unlimited — Chicago, Cutler's — New Haven, Tower — Seattle, Peaches — Dallas, Musicland — St. Louis, Sound Warehouse — San Antonio, Charts — Phoenix, Lieberman — Denver

TOP SELLING ACCESSORIES *

➤ **Discwasher DW Record Care Kit**

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

Discwasher VRP Anti-Static LP Inner Sleeve

Eveready Alkaline D-Cell Battery 2/Card

Le-Bo Cassette Carrying Case TA 133

Le-Bo Outer LP Cover

➤ **Maxell UDXL II C-90**

Maxell UDXL I C-60

Maxell 8-Track 90

Memorex MRX I, C-90 3 Pack

Memorex Cassette Head Cleaner 0300

Pickwick Cassette Head Cleaner 211

Recoton Record Guard Anti-Static LP Inner Sleeve

Recoton Cassette Head Cleaner 71TC

➤ **TDK SA C-90**

TDK SA C-90 2 Pack

TDK MA C-90

TDK AD C-90

COMPILED FROM: Musicland Group — National, Peaches — Columbus, Sounds Unlimited — Chicago, Cutler's — New Haven, Tower — Seattle, Peaches — Dallas, Musicland — St. Louis, Sound Warehouse — San Antonio, Chart — Phoenix, Lieberman — Denver

* Excludes T-Shirts & Paraphernalia

➤ Heavy Sales

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

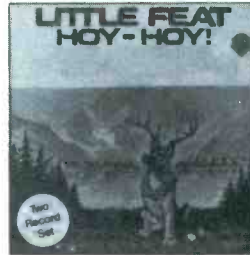


PRETENDERS II • PRETENDERS • SIRE SRK 3572
Breaking out of: Record Bar — National, Sound Unlimited — National, Everybods — Northwest, Licorice Pizza — Los Angeles, Wherehouse — Los Angeles, Charts — Phoenix, Tower — San Diego/Los Angeles/Campbell/San Francisco/Seattle, Flipside — Chicago, Rose Records — Chicago, Radio Doctors — Milwaukee, Record Theatre — Cleveland, Cutler's — New Haven, Disc-O-Mat — New York, Record & Tape Collector — Baltimore, Waxie Maxie — Washington, Poplar Tunes — Memphis.
MERCHANDISING AIDS: 1 x 1 flats, 3 x 3 flats, die cut streamers, personality posters.

ALBUM BREAKOUTS

STEP BY STEP • EDDIE RABBITT • ELEKTRA SE-532

Breaking out of: Camelot — National, Record Bar — National, Western Merchandisers — Southwest, Sound Unlimited — National, Lieberman — Dallas/Kansas City, Disc — Texas, Turtles — Atlanta, Oz — Atlanta, Port O' Call — Nashville, Tape City — New Orleans, Harmony House — Detroit, Peaches — Cleveland, Mile Hi — Denver, Wherehouse — Los Angeles, Licorice Pizza — Los Angeles, Tower — Los Angeles, Disc-O-Mat — New York.
MERCHANDISING AIDS: 1 x 1 flats, 2 x 3 posters, die cuts.



HOY! — HOY! • LITTLE FEAT • WARNER BROS. 2BSK 3538
Breaking out of: Sound Unlimited — National, Flipside — Chicago, Streetside — St. Louis, Radio Doctors — Milwaukee, Big Apple — Denver, Mile Hi — Denver, Charts — Phoenix, Lieberman — Portland, Tower — Seattle/San Francisco/Sacramento/Los Angeles, Spec's — South Florida, Sound Warehouse — San Antonio, Wilcox — Oklahoma City.
MERCHANDISING AIDS: 1 x 1 flats, map posters, In-nergate posters, die cut delks, booklets.

NORTH COAST • MICHAEL STANLEY BAND • EMI-AMERICA SW-17056

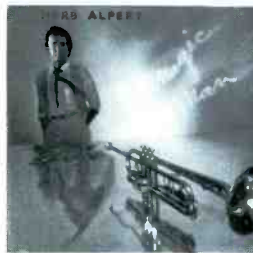
Breaking out of: Record Bar — National, Camelot — National, Sound Unlimited — National, Record Theatre — Cleveland, Peaches — Cleveland, National Record Mart — Pittsburgh, Flipside — Chicago, Radio Doctors — Milwaukee, Lieberman — Kansas City, Waxie Maxie — Washington, Gary's — Virginia, Everybody's — Northwest, Record Theatre — Cincinnati.
MERCHANDISING AIDS: 1 x 1 flats, 24 x 36 poster.



THE ELECTRIC SPANKING OF WAR BABIES • FUNKADELIC • WARNER BROS. BSK 3482
Breaking out of: Record Bar — National, Western Merchandisers — Southwest, Turtles — Atlanta, Sound Warehouse — San Antonio, Tower — Seattle/Sacramento/Los Angeles, All Record Service — Oakland, Mile Hi — Denver, Independent — Denver, Streetside — St. Louis, Musicland — St. Louis, Radio Doctors — Milwaukee, Disc-O-Mat — New York, Record & Tape Collector — Baltimore.
MERCHANDISING AIDS: 1 x 1 posters.

MAGIC MAN • HERB ALPERT • A&M SP-3728

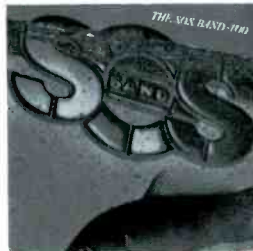
Breaking out of: Disc-O-Mat — New York, Sam Goody — New York, Cutler's — New Haven, Record & Tape Collector — Baltimore, Soul Shack — Washington, Waxie Maxie — Washington, Gary's — Virginia, Turtles — Atlanta, Western Merchandisers — Southwest, Wilcox — Oklahoma City, Licorice Pizza — Los Angeles, Tower — Los Angeles.
MERCHANDISING AIDS: 1 x 1 flats, 2 x 3 poster.



BROTHERS OF THE ROAD • THE ALLMAN BROTHERS BAND • ARISTA AL 9564
Breaking out of: Record Bar — National, Turtles — Atlanta, Port O' Call — Nashville, Tape City — New Orleans, Sound Unlimited — National, Record Theatre — Cleveland, Streetside — St. Louis, Mile Hi — Denver, Charts — Phoenix, Tower — Los Angeles, Disc-O-Mat — New York.
MERCHANDISING AIDS: 2 x 2 flats, 1 x 1 flats.

TOO • THE S.O.S. BAND • TABU/CBS FZ 37449

Breaking out of: Turtles — Atlanta, Boatners — New Orleans, Poplar Tunes — Memphis, Port O' Call — Nashville, Radio Doctors — Milwaukee, All Record Service — Oakland, Mile Hi — Denver, Independent — Denver, Tower — Sacramento/Seattle.
MERCHANDISING AIDS: none available.



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

WHAT'S IN-STORE

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

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

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

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

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

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

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

CASH BOX TOP 100 ALBUMS

August 22, 1981

| | | 8/15 | Weeks On Chart | | 8/15 | Weeks On Chart | | 8/15 | Weeks On Chart | | |
|-----------|-----------------------------------------------------------------------------------|------|----------------|-----------|---------------------------------------------------------------------------------|----------------|----|------------|-----------------------------------------------------------------------------------------|-------|-----|
| 1 | PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346) | 8.98 | 1 | 34 | DIMPLES RICHARD "DIMPLES" FIELDS (Boardwalk NB1 33232) | 8.98 | 42 | 67 | PRETENDERS II PRETENDERS (Sire SRK 3572) | 8.98 | — |
| 2 | 4 FOREIGNER (Atlantic SD 16999) | 8.98 | 2 | 35 | I'M IN LOVE EVELYN KING (RCA AFL 1-3692) | 8.98 | 41 | 68 | PARTY MIX THE B-52's (Warner Bros. MINI 3596) | 5.99 | 76 |
| 3 | ESCAPE JOURNEY (Columbia TC 37408) | — | 7 | 36 | STARS ON LONG PLAY (Radio Records/Atlantic RR 16044) | 8.98 | 23 | 69 | KILLERS IRON MAIDEN (Harvest/Capitol ST 12141) | 8.98 | 71 |
| 4 | HI INFIDELITY REO SPEEDWAGON (Epic FE 36844) | — | 4 | 37 | ROCKIHNROLL GREG KIHN BAND (Beserkley/Elektra BZ-10069) | 8.98 | 38 | 70 | THERE GOES THE NEIGHBORHOOD JOE WALSH (Asylum 5E-523) | 8.98 | 59 |
| 5 | LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901) | 8.98 | 5 | 38 | MODERN TIMES JEFFERSON STARSHIP (Grunt/RCA BZL 1-3448) | 8.98 | 40 | 71 | CAN'T WE FALL IN LOVE AGAIN PHYLLIS HYMAN (Arista AL 9544) | 8.98 | 78 |
| 6 | SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108) | 8.98 | 3 | 39 | HEAVY METAL ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004) | 15.98 | 58 | 72 | COMPUTER WORLD KRAFTWERK (Warner Bros. HS 3549) | 8.98 | 75 |
| 7 | STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1) | 8.98 | 6 | 40 | THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36790) | — | 45 | 73 | THE GREAT MUPPET CAPER ORIGINAL SOUNDTRACK (Atlantic SD 16047) | 8.98 | 74 |
| 8 | DON' SAY NO BILLY SQUIER (Capitol ST 12146) | 8.98 | 10 | 41 | CHRISTOPHER CROSS (Warner Bros. BSK 3383) | 8.98 | 33 | 74 | NIGHTCLUBBING GRACE JONES (Island ILPS 9624) | 8.98 | 65 |
| 9 | ENDLESS LOVE ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001) | 8.98 | 22 | 42 | VOICES DARYL HALL & JOHN OATES (RCA AQL 1-3646) | 8.98 | 34 | 75 | BEAUTY AND THE BEAT THE GO-GO S (I.R.S./A&M SP 70021) | 8.98 | 85 |
| 10 | BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139) | 8.98 | 25 | 43 | MARAUDER BLACKFOOT (Atco SD 32107) | 8.98 | 43 | 76 | STEP BY STEP EDDIE RABBITT (Elektra 5E-532) | 8.98 | — |
| 11 | HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-5160) | 8.98 | 8 | 44 | CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275) | 8.98 | 46 | 77 | THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120) | 9.98 | 72 |
| 12 | PIRATES RICKIE LEE JONES (Warner Bros. BSK 3432) | 8.98 | 15 | 45 | WITH YOU STACY LATTISAW (Cotillion/Atlantic SD 16049) | 8.98 | 51 | 78 | THE VISITOR MICK FLEETWOOD (RCA AFL 1-4080) | 8.98 | 80 |
| 13 | IN THE POCKET COMMODORES (Motown M8-955M1) | 8.98 | 14 | 46 | THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9518) | 8.98 | 48 | 79 | NORTH COAST MICHAEL STANLEY BAND (EMI America SW-17056) | 8.98 | 103 |
| 14 | MISTAKEN IDENTITY KIM CARNES (EMI America SO-17052) | 8.98 | 9 | 47 | WINNERS THE BROTHERS JOHNSON (A&M SP-3724) | 8.98 | 37 | 80 | WINELIGHT GROVER WASHINGTON, JR. (Elektra 6E-305) | 8.98 | 73 |
| 15 | PARADISE THEATER STYX (A&M SP-3719) | 8.98 | 11 | 48 | BACK IN BLACK AC/DC (Atlantic SD 16108) | 8.98 | 47 | 81 | BLUE AND GRAY POCO (MCA-5227) | 8.98 | 83 |
| 16 | BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18) | 8.98 | 18 | 49 | FAIR WARNING VAN HALEN (Warner Bros. HS 3540) | 8.98 | 35 | 82 | HIGH 'N' DRY DEF LEPPARD (Mercury/PolyGram SRM-1-4021) | 8.98 | 97 |
| 17 | WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697) | 8.98 | 17 | 50 | JUST BE MY LADY LARRY GRAHAM (Warner Bros. BSK 3554) | 8.98 | 66 | 83 | PLEASANT DREAMS RAMONES (Sire SRK 3571) | 8.98 | 90 |
| 18 | THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551) | 8.98 | 12 | 51 | WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835) | 8.98 | 39 | 84 | ARC OF A DIVER STEVE WINWOOD (Island ILPS 9576) | 8.98 | 64 |
| 19 | FANCY FREE OAK RIDGE BOYS (MCA-5209) | 8.98 | 13 | 52 | LOVERBOY (Columbia JC 36762) | — | 50 | 85 | IN THE NIGHT CHERYL LYNN (Columbia FC 37034) | — | 87 |
| 20 | IT MUST BE MAGIC TEENA MARIE (Gordy/Motown G8-1004M1) | 8.98 | 20 | 53 | THE CLARKE/DUKE PROJECT STANLEY CLARKE/GEORGE DUKE (Epic FE 36918) | — | 44 | 86 | HOY-HOY! LITTLE FEAT (Warner Bros. 2BSK 3538) | 15.98 | — |
| 21 | FACE VALUE PHIL COLLINS (Atlantic SD 16029) | 8.98 | 19 | 54 | EAST SIDE STORY SQUEEZE (A&M SP-4854) | 8.98 | 55 | 87 | STEPHANIE STEPHANIE MILLS (20th Century-Fox/RCA T-700) | 8.98 | 84 |
| 22 | MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013) | 8.98 | 16 | 55 | JUMPIN' JIVE JOE JACKSON (A&M SP-4871) | 8.98 | 63 | 88 | AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190) | 8.98 | 61 |
| 23 | DIRTY DEEDS DONE DIRTY CHEAP AC/DC (Atlantic SD 16033) | 8.98 | 21 | 56 | THE DUDE QUINCY JONES (A&M SP-3721) | 8.98 | 56 | 89 | VERY SPECIAL DEBRA LAWS (Elektra 6E-300) | 8.98 | 86 |
| 24 | FEELS SO RIGHT ALABAMA (RCA AHL-1-3930) | 8.98 | 28 | 57 | SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055) | 8.98 | 57 | 90 | NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400) | — | 62 |
| 25 | EL LOCO ZZ TOP (Warner Bros. BSK 3593) | 8.98 | 32 | 58 | MY MELODY DENIECE WILLIAMS (ARC/Columbia FC 37048) | — | 60 | 91 | CARL CARLTON (20th Century-Fox/RCA T-628) | 8.98 | 109 |
| 26 | MECCA FOR MODERNS THE MANHATTAN TRANSFER (Atlantic SD 16036) | 8.98 | 27 | 59 | BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576) | 8.98 | — | 92 | SECRET COMBINATION RANDY CRAWFORD (Warner Bros. BSK 3493) | 8.98 | 92 |
| 27 | ZEBOP! SANTANA (Columbia FC 37158) | — | 24 | 60 | THE COMPLETION BACKWARD PRINCIPLE TUBES (Capitol SOO-12151) | 8.98 | 49 | 93 | DANCERSIZE CAROL HENSEL (Vintage/Mirus VNJ 7701) | 8.98 | 77 |
| 28 | TIME ELO (Jet/CBS FZ 37371) | — | — | 61 | REFLECTOR PABLO CRUISE (A&M SP-3726) | 8.98 | 70 | 94 | CAMERON'S IN LOVE RAFAEL CAMERON (Salsoul/RCA SA-8542) | 7.98 | 98 |
| 29 | LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156) | 9.98 | 30 | 62 | KNIGHTS OF THE SOUND TABLE CAMEO (Chocolate City/PolyGram CCLP 2019) | 8.98 | 52 | 95 | RAIDERS OF THE LOST ARK ORIGINAL SOUNDTRACK (Columbia JS 37373) | — | 67 |
| 30 | FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37369) | — | 31 | 63 | CHILDREN OF TOMORROW FRANKIE SMITH (WMOT/CBS FW 37391) | — | 69 | 96 | GIRLS TO CHAT & BOYS TO BOUNCE FOGHAT (Bearsville BRK 3578) | 8.98 | 99 |
| 31 | JUICE JUICE NEWTON (Capitol ST-12136) | 8.98 | 36 | 64 | BALIN MARTY BALIN (EMI America SOO-17054) | 8.98 | 54 | 97 | THE FOX ELTON JOHN (Geffen GHS 2002) | 8.98 | 91 |
| 32 | BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 36812) | — | 29 | 65 | URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027) | 8.98 | 53 | 98 | RADIANT ATLANTIC STARR (A&M SP-4833) | 8.98 | 79 |
| 33 | GREATEST HITS KENNY ROGERS (Liberty LOO-1072) | 8.98 | 26 | 66 | MADE IN AMERICA CARPENTERS (A&M SP-3723) | 8.98 | 68 | 99 | ICEHOUSE (Chrysalis CHR 1350) | 8.98 | 108 |
| | | | 45 | | | | 7 | 100 | SEVEN YEAR ACHE ROSANNE CASH (Columbia JC 36965) | — | 89 |