"WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL."

The latest album by Lou Rawls is the last word in unforgettable entertainment. On Philadelphia International Records and Tapes.
The Industry Mourns A Great Loss

This week, the record and music industry suffered an irreplaceable loss in the untimely passing of Joel Friedman. It has been the honor of this writer to have employed this great man in the very earliest part of his career. He was a dedicated music and record man and a sensitively tender human being who gave of himself to all people in this industry. His innovative contributions are bountiful and will continue to live on for years to come. With an extended helping hand to all who needed it to make their way in this business, Joel Friedman leaves his legacy in the people that he touched.

His personal greatness was one of the contributing factors in the maintenance of the stature and integrity which this industry has been able to enjoy because of his presence.

We will miss his sense of fairness and understanding which he displayed throughout the years of our association.

This tragic loss will be mourned by all.

George Albert
President and Publisher

NUMBER ONE SONG OF THE WEEK
YOU LIGHT UP MY LIFE
DEBBY BOONE
Warner/Curb 8446
Writer: Joe Brooks

NUMBER ONE ALBUM OF THE WEEK
RUMOURS
FLEETWOOD MAC
Warner Brothers BSK 3010
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<th>Week Ending</th>
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SLOWHAND/CLAPTON
BY
ERIC CLAPTON

ERIC CLAPTON
SLOWHAND

HIS NEW ALBUM
IS HERE!

Side One
COCAINE
WONDERFUL TONIGHT
LAY DOWN SALLY
NEXT TIME YOU SEE HER
WE'RE ALL THE WAY

Side Two
THE CORE
MAY YOU NEVER
MEAN OLD FRISCO
PEACHES AND DIESEL

PRODUCED BY GLYN JOHNS BY ARRANGEMENT
WITH THE ROBERT STIGWOOD ORGANISATION

The R.S.O. Family

WATCH FOR AMERICAN
TOUR COMING SOON!

RECORDS & TAPES
Joel M. Friedman

IN MEMORIUM

May 4, 1925 - November 8, 1977

wea
Warner/Elektra/Atlantic Corporation
A Warner Communications Company
Entire Industry Pays Tribute To WEA's Friedman

by Peter Hartz

LOS ANGELES — Tributes for Joel Friedman were on offer to radio broadcasters and retailers across the nation following his death on November 8. Friedman, the president of Warner/Elektra/Atlantic Corp., was 52.

David Lieberman, president of Lieberman Enterprises, remarked, "I guess Shaka Zulu is my first memory of him, when he had Hamlet, speaking of his father, say, 'He was a man taken for all and all, I shall not look upon his like again.' Joel was that kind of unique person. There will be a void in this business because of his absence. He was a dear friend."

"Dedicated, emotional, and intense are the words that best describe Joel Friedman," commented John Kaplan, executive vice president of Handelman Company. "Our encounters in recent years often pit-

Fall Marketing Campaigns Spur Record Sales

(continued on page 59)

Future Delivery Album Deals May Spark Fercier Bidding

by Mark Mehler

NEW YORK — An increasing number of recording artists, particularly catalog jazz artists, are negotiating contracts for "future delivery" of product by the labels other than their existing ones. In some cases, these artists have contracted to deliver product as far away as the early 1980s.

At present, the trend is not too widespread. Industry sources expressed concern, however, that if such deals proliferate, they could add more fuel to already intense bidding wars and adversely affect existing relationships between artists and their labels.

One source noted that this "trend" began with the signing of Neil Diamond to a multi-million dollar future deal with CBS, while Diamond was still at MCA. Today a number of rock/pop acts have entered into future recording contracts, but two sources suggested that this contractual device was more likely to spread to the jazz area, because jazz record buyers tend to maintain a long-term loyalty to their favorite artists.

In contrast, few pop or rock stars can be assured of long-lasting success. Driving this point home, a music industry lawyer, representing an artist who have signed future recording contracts, noted that there are only a handful of established rock stars who are currently recording. Selling album artists over a four or five-year period. "On any other rock acts, the company that signs them to a deal beginning in 1980 is taking a big gamble," the lawyer said.

Jazz Has Longevity

One example of a crossover jazz artist who should continue to log steady sales for many years is Chick Corea. Presently with Polygram, he recorded his first LP for Warner Bros. in 1979. A source familiar with Corea's career noted that Corea was "perfect for such an arrangement. His catalog has been selling for 10 years. He may not sell in the millions, but he's proven himself a sustaining artist. He represents no gamble at all."

Still another reason why jazz artists are more likely to sign future recording con-

License Fee Poses No Burden to Broadcasters, Study Says by Joanne Ostrow

WASHINGTON, D.C. — A performance record license fee would cause no significant strain on radio stations, according to an independent study which contradicts the record industry's claim that such a fee would force many marginally profitable stations into bankruptcy.

The study was done by an independent firm, Wind & Fire, Kansas, the O'Jays, Pink Floyd, the Emotions, Boz Scaggs, Bruce Springsteen, Barbra Streisand and James Taylor as well as classical and country and western product and the label's $4.98 budget line. Various dealer incentives, including trade allowances and additional dating, are also included.

Based on a football motif, the CBS program utilizes in-store appearances by artists, in-store promotions, sales to station managers, in-store promotions, and in-store merchandising tools, but also a newly developed profile of each account which company executives feel will result in more accurate orders.

Football Tie-In Campaign

Similarly, CBS' "Winning Season/Superstars" campaign focuses on the new sales and catalog artists of about 50 artists (including Aerosmith, Joan Baez, Boston, Chicago, Neil Diamond, Bob Dylan, Earth, Wind & Fire, Kansas, the O'Jays, Pink Floyd, the Emotions, Boz Scaggs, Bruce Springsteen, Barbra Streisand and James Taylor) as well as classical and country and western product and the label's $4.98 budget line. Various dealer incentives, including trade allowances and additional dating, are also included.

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"Display It Again, Sam"

ABC has taken another approach in emb-

License Fee Poses No Burden to Broadcasters, Study Says

Washington research firm at the request of the Copyright Office as one of several studies in advance of the Register's report to Congress on proposed changes in the copyright law. The study concludes that broadcasters could afford the added ex-

Broadcasters have repeatedly testified that a number of stations are barely in the black - or are already unable to make ends meet - and that any increase in operating costs would force more stations into the loss category.

To the contrary, findings in the 1979-page study by Ruttenberg, Friedman, Kligarian, Gutcheis & Associates suggests that "radio broadcast stations would be able to pay a record music license fee without any significant impact, either on profits or the number of stations."

In addition, there is evidence that the radio broad-

Cash Box/November 19, 1977
Working and Playing.

Getting tumultuous response from audiences as they continue to tour with Hall & Oates. Network is driving home their timeless rock. Of course, it doesn't hurt that FM stations are all over their debut album, and AM stations are beginning to pick up on the single, "You Lied."

Management and Direction: Tommy Mottola.
Produced by Althy Galuten and Karl Richardson for Karlbhy Productions.

Charlie Daniels is always spreading his good music around, and this month is no exception. Few bands can stir up an audience into more of a frenzy than the CDB, and their brand new album is a beauty... selling everywhere the CDB has ever played... and that's everywhere!

Ram Jam used their hit "Black Betty" to open up the door to their wonderful music, and now they're storming in... on tour through the midwest and south... getting wildly enthusiastic response from every song that they perform off their Epic debut album!

Doing it all on Epic Records and Tapes.
Motown Promotes Gordy, de Passe During Best Year

LOS ANGELES — Berry Gordy IV has been named executive vice president of the creation of Motown Records and Suzanne de Passe has been promoted to vice president of Motown Industries.

In announcing the appointments, Michael Roshkind, vice chairman of Motown Industries, said the promotions "are in keeping with Motown's continual policy of expansion and consolidation to meet change with change."

Roshkind also announced that Motown Records is currently experiencing the most successful year in the company's history. He pointed to recent releases by Diana Ross, Thelma Houston and Hot In-Sync as mementos of the company's success.

Artist Development Series:

Capitol's Artist Development Dept. Stresses Quick Reaction Time, Teamwork Concept

by Dave Fulton

LOS ANGELES — Once a week and sometimes more often, the meeting room on the ninth floor of the Capitol Records circular building is filled to capacity with representatives from nearly all of the company's departments. Merchandising and advertising, A&R, press and artist relations, international, business affairs, sales, creative services, marketing, special markets, promotion, market research and imports all work along with the top executives from the firm.

As they enter the meeting room, their department affiliations are forgotten and they become members of the Capitol team with the sole purpose of maintaining, improving and/or changing the game plan for Capitol product and artists.

Bruce Garfield, director of press and artist relations, pointed out that artist development at Capitol is a "total all-out effort with a tremendous intermeshing between departments."

Freedom For Expression

According to Ray Tusken, national AOR promotion manager, these massive meetings allow for freedom of expression with more concern for a unified effort than parading specific responsibilities. "We know what each other is doing, and if I have a suggestion for merchandizing or press relations, I have the freedom to express those ideas without stepping over my boundaries."

Being able to react quickly is the catchphrase that company spokesmen emphasize as their main strength. An example to support this attitude revolves around the Little River Band. A member of the field staff in Florida called "the Tower" raving about sales action of the group in his area. He pointed out that the group's latest album was matching sales with the multi-million selling "Frampton Comes Alive!" which caused management to reassess the marketing campaign that was in progress. If LR could generate this type of sales enthusiasm in this region, why not across the country?

Plans were changed quickly and the band became a higher priority. Consequently, their latest album was sold over 400,000 units with established airplay and a good national exposure.

Tusken explained that emphasis is placed on both new and established artists. He added that an artist's career is always a priority over any specific product.

Capitol has successfully brought Bob Seger and Steve Miller, both rock veterans, to new sales and exposure levels while considering considerable momentum for newer artists.

(continued on page 77)

CASH BOX

"When You Hear Lou, You've Heard It All" is the title of recording artist Lou Rawls' new album, also the advertising slogan of Rawls plugs for Budweiser Beer, and is obviously the opinion of the millions of people who have bought his "rock and soul" records.

Lou Rawls has been in the music business for over 25 years. Beginning as a teenage gospel singer, he worked his way through the midwest nightclub circuit in the 1950s and 1960s. He was noted for smooth rhythms which were sometimes more often, the meeting room on the ninth floor of the Capitol Records circular building is filled to capacity with representatives from nearly all of the company's departments. Merchandising and advertising, A&R, press and artist relations, international, business affairs, sales, creative services, marketing, special markets, promotion, market research and imports all work along with the top executives from the firm.

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(continued on page 77)

Midsong And CBS Reportedly Close To Distrib.Pact

NEW YORK — Midsong Records International and CBS Records are reportedly considering a domestic distribution deal, according to a source close to the negotiations.

An international distribution agreement "may be part and parcel of the domestic deal as well, the source revealed.

Midsong, which has scored chart successes with "Doctor's Orders" by Carol Douglas and "Fly Robin Fly" by the Silver Convention, terminated its distribution deal with RCA Records on October 31. Earlier, it had been reported that, while Midsong would be free to place new artists with other labels, RCA would continue to distribute its older product.

Renowned Bandleader Guy Lombardo

Dead At 75; Buried In Long Island

NEW YORK — Funeral services for bandleader Guy Lombardo were held November 9 at Holy Redeemer Church in Freeport, Long Island. Several hundred mourners attended as the man who helped generations celebrate New Year's Eve was laid to rest at Pine Lawn Memorial Park in Farmingdale, Long Island.

Several members of Lombardo's 15-man band served as pallbearers. The eulogy was delivered by Lombardo's long-time friend Robert Moses.

Lombardo, 75, died Nov. 5 from heart and kidney failure in Methodist Hospital in Houston, where he had undergone surgery for a lung ailment. He had been first hospitalized in September, Oct. 27.

-Lombardo's wife of 53 years, Liliebell, was at his side when he died.

Born Gaetano Albert Lombardo in Canada in 1902, Lombardo studied violin with his brothers Libert and Victor. In the '30s and '40s when their arrangements were noted for smooth rhythms which were sometimes more often, the meeting room on the ninth floor of the Capitol Records circular building is filled to capacity with representatives from nearly all of the company's departments. Merchandising and advertising, A&R, press and artist relations, international, business affairs, sales, creative services, marketing, special markets, promotion, market research and imports all work along with the top executives from the firm.

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(continued on page 77)

Atlantic Sets Up New Department

To Promote Albums, Develop Artists

NEW YORK — Atlantic Records has created an album promotion/artist development department. The purpose of the new division, according to Dick Kline, senior vice president of promotion, and Michael Kienfner, senior vice president/executive assistant to the president, is to streamline field operations in the areas of FM album promotion, progressive retail marketing and artist development as that relates to touring.

Three appointments have been made, effective immediately. Steve Leeds has been named northeast regional album promotion/artist development manager, and Michael Kienfner added, "Information on FM (continued on page 77)
**Elvis Sales Boom Continues As In Concert Charts At #7**

NEW YORK — The booming demand for Elvis Presley products is continuing unabated, a full three months after the singer's death. Presley record sales continue to soar. "My Way," the latest Presley single release on RCA Records, is currently bulleting at #8 on the Cash Box Top 100 Singles chart. On the Cash Box Top 200 Albums chart, Presley is represented by nine of the albums; lead by the album release, "Elvis In Concert," currently bulleting at #7. The other albums are "Moody Blue" (#24), "Welcome To My World" (#493), "Elvis Golden Records: Volume I" (#101), "AlaHelpers In Hawaii" (#152), "Elvis Golden Performer: Volume I" (#170), "How Great Thou Art" (#171), and "Pure Gold" (#173).

Mail order Presley albums are also flooding the market. Since Presley's death, Brookville Marketing Corporation has, according to officials, the firm's A&R director, sold over 500,000 copies of "Elvis Houndog," a two-record set of Presley hits which is priced at $7.98. Brookville has licensed a good amount of original Presley material from RCA, including a compilation of songs from Presley's movies. Packaged as "Elvis in Hollywood," the two-record set lists for $7.98. Brookville's Elvis product is advertised exclusively on television.

Other mail order firms currently marketing Presley albums include Suffolk Marketing, Crane Norris Marketing, and Canidelle Music. Suffolk, advertising in the print medium only, is selling RCA-licensed material on two albums: "Elvis Presley Christmas Album," and "You'll Never Walk Alone," each of which are selling.

Crane Norris is presently marketing two double sets of material culled from RCA's budget Camden line: "The albums, "Elvis Double Dynamite" and "Elvis Christmas Album," are being advertised in print and television for $7.99 each.

**Wallchis Creditor Compromise Gets Court Approval**

by Alan Sutton

LOS ANGELES — Bankruptcy Judge James Dooley last week approved a compromise settlement between the Wallchis Music City retail operation here and Westinghouse Credit Corp., one of the debt-troubled chain's major creditors.

In approving the compromise at a hearing on November 7, Judge Dooley eliminated a persistent obstacle blocking confirmation of Wallchis' modified plan of arrangement (Cash Box, Oct. 8).

Another obstacle, however, was introduced in the form of a $85,000 administrative claim filed on behalf of Pacific Coast Music, Inc., formerly a concessionaire at Wallchis. According to Lawrence Diamond, attorney for Pacific Cost Music, the claim involves several areas.

**Intentional Destruction**

First, it is alleged "intentional destruction of certain leasehold improvements," he said. In addition, Diamond indicated the claim was filed to recover an "unexplained" loss of inventory supposedly belonging to his client. It involves a dispute over an increase in the leasehold agreement whereby Wallchis was supposed to furnish additional personnel, which Diamond claims the chain never did.

John Brink, attorney for Wallchis, countered that he was prepared to file an objection to the claim and urged the court to set a hearing on the matter as soon as possible.

**GOLD DISCS FOR STYX**

A&M recording group Styx recently received two gold LP awards for their albums "The Grand Illusion" and "Equinox," following a performance at New York's Palladium. Pictured (l-r) at the presentation are: Kip Cohen, A&R director for A&M; Harold Childs, A&M vice president of promotion; Jerry Friesen, A&M vice president of sales; Jerry Moss, A&M chairman, and Dennis DeYoung, James Young, Tommy Shaw, Chuck Panozzo and John Panozzo of Styx.
From their forthcoming album "White Hot"

Produced by Eddie Leonetti on CASABLANCA RECORD AND FILMWORKS, INC.
Atlantic's First Charles Disc
In 17 Years Gets Big Push
by Charles Paikert

NEW YORK — Ray Charles' "True To Life" album, which marks the singer's return to Atlantic Records after a 17-year absence, is currently the focus of a "grand welcome back" support campaign, according to Primus Robinson, national R&B promotion director for Atlantic.

Initially, Atlantic's radio promotion for the album has been aimed not only at the R&B market, Robinson said, but also at MOR and Top 40 stations. Top 40 stations including WLS, KLIF, WABC and WNEW have also been targeted for the Charles campaign with the forthcoming single release from the album, "I Can See Clearly Now."

Atlantic has also launched an extensive merchandising and advertising campaign to support the album. Custom-made 2x2 styrofoam displays and print posters featuring the album cover have been distributed to retailers for in-store showing.

Besides solo merchandising and advertising plans for "True To Life," Atlantic plans to prominently include the album in its upcoming "Soultastic Presentation" campaign, scheduled to begin November 15, according to Robinson.

The "Soultastic Presentation" which will include Atlantic artists, The Temptations, Marvin Gaye, Ruben & The Tramps, is planned as a comprehensive marketing campaign geared towards Christmas sales, Robinson said.

Radio Ads

In conjunction with the multiple advertising spots featuring "True To Life," Robinson stated that solo radio ads for the Charles album are currently being aired, with solo print ads to follow in the Christmas releases. Atlantic plans to prominently include the album in its upcoming "Soultastic Presentation" campaign, scheduled to begin November 15, according to Robinson.

Television appearances and a concert tour have also been slated to support the new album. Charles began touring November 4, and has dates scheduled through December. On television, Charles appeared as a guest host on "Saturday Night Live" November 12, and the singer is also slated to perform on NBC's Thanksgiving Day Special, "The Beatles Forever," as well as "The Barry Manilow Special Featuring Ray Charles," set for ABC on January 16.

MCA Records Div.
Sales And Profits
Down In 3rd Qtr.

LOS ANGELES — MCA Inc. has reported the second highest income and earnings per share of any quarter in the corporation's history, although the record and music publishing division's operating income was down more than 50% in both the third quarter and first nine months of 1977.

During the third quarter, operating income for the record and music publishing division was $1.68 million, down $1.93 million (continued on page 58)

Artists On The Air

Crystal Gayle will kick off a series of three TV appearances when she performs "The Wayne Newton Special" on Thanksgiving. Other shows she will appear on include the "Dean Martin Christmas Special" December 18 and "Dick Clark's New Year Rockin' Eve '78" December 31.

Also appearing on "Dick Clark's New Year Rockin' Eve '78" will be Shauna Cassidy, KC And The Sunshine Band, The Ohio Players and Johnny "Eve '78" on December 31.


Lyons' Records

Rivera Named At ABC - ABC Records has appointed John Rivera as manager of record promotion, a position he has held for two years. Prior to joining the company, he was international editor for Cash Box magazine.

Appointments At Polygram - Polygram Corp. has announced the appointments of Ruth Ennis as vice president/personnel and Peter Dordal to vice president/tax. Ennis joined Polygram Corp. in 1974 as director of taxes. He came to the group after three years as manager of employment and personnel. Dordal started with the company in 1976 as director of taxes. They were both promoted to vice president after two years. Prior to joining Polygram, Ennis was international editor for Cash Box magazine.
Country Music Concerts On The Increase In N.Y. Area

by Phil DiMauro

NEW YORK — Live performances by country artists have become increasingly popular in the New York metropolitan area, and many observers feel that their popularity will continue to grow. The potential of country music in New York remains a controversy issue, however, and major figures on the local country scene continue to exhibit differences of opinion on the future development of country concert audiences in the New York area. Agents and managers of country artists also differ on the importance of playing in this market to their artists’ careers.

At present, most of the activity in live country music in the metropolitan area is found in clubs of 500 seats or less. In Manhattan, the Lone Star Cafe and O’Lunney’s specialize in country programs, while the Bottom Line and the Other End have showcased several country acts over the past year. Outside the city limits, the Robert Latimer line in Hillsdale, New Jersey, has prospered with a mixture of Nashville acts, local country talent and country rock.

Country music has yet to move into the area’s larger theaters in a big way, though there are notable exceptions. In Manhattan, Carnegie Hall hosted a sold-out quadruple bill on May 17, 1977, featuring Roy Clark, Freddy Fender, Hank Thompson and Don Williams. James Nederlander and Jim Halsey, promoters of the event, have scheduled a November 28 show at the building with Mel Tillis, Donna Fargo, the Oak Ridge Boys and Alvin Crow, with a concert featuring the same bill as the May show scheduled for February 1978. In Lake Suz- cassauna, New Jersey, 45 miles from New York City, Lt. Corinne of the Fraternal Order of Police (F.O.P.) Lodge 818 has successfully presented a series of country concerts over the past four years. The 1600-seat Roxbury High School auditorium has supported small show nights with such wittily, Loretta Lynn, Crystal Gayle, Ronnie Milsap, Tammy Wynette and Ray Price. A bill featuring Billy “Crash” Crudock and Bill Anderson has already sold out several weeks in advance.

Great Adventure, an amusement park in New Jersey, also held several country concerts over the summer.

Country Radio In N.Y.

Among country music’s staunchest advocates in New York are the executives of

UPCOMING INDUSTRY CONVENTIONS

Gospel Music Association
Gospel Music Association, Nov. 28

Australian Music Expo
Australian Music Expo, Dec. 8-11

NARM Regional Meeting
NARM Regional Meeting, Jan. 11

International Country Music Festival
International Country Music Festival, March 25-27

periodic four-day event that will take place in 45 days of the release’s

GOIN’ DANCING — Epic recording artists The Jacksons were recently honored at a party thrown by CBS Records at Studio 54 in Manhattan. The occasion was the release of their latest album, “Goin’ to Church.” The party at the are (l) — Lennie Pelze, vice president of A&R for Epic Records; Bruce Lundvall, president of CBS Records division; Michael Jackson; and Walter Yehikoff, president of CBS Records Group.

DOZIER AS QUEEN’S PARTY — Motown writer-producer Lamont Dozier was a guest at a recent London party to launch Queen’s new album “News Of The World,” and is seen here with Queen members Freddie Mercury (l) and Roger Taylor (r).

Christgau answered with the observation that, although he feels that most people who write on this musical area (and perhaps the listeners as well) are fools, the Voice does cover it to some extent.

At this point, mercifully, the Voice’s advertising manager stepped up to the microphone to explain that the interchange he had just heard was not a serious one. Everyone clapped, and peace was restored once more. Moral: If you’re going to insult your advertisers, feed them well first.

CHUCKIE, SPARKY & PEKE — Fans at the Bottom Line recorded a minor shock when New York Yankee relief pitcher Sparky Lyle jumped on the stage during a recent performance by Chuck Mangione. Sparky traded his baseball cap for Chuck’s characteristic flat-brimmed hat, and Chuck completed his concert in Yankee gear. Despite the fact that Lyle won the Cy Young award for his performance this year, he was in complete awe of Mangione’s trumpet and flaghorn instrument. “I could pitch like this guy plays, I’d be hell!” jazz fan Lyle told the audience. Incidentally, Chuckie, Spucky and Peke weren’t the only ones who were doing hat-switching last week. Daily News sportswriter Phil Pepe, a friend of Mangione’s who brought Lyle to the show, also had a review of the concert placed in the paper.

THE GONG SPEAKS — My Father’s Place in Roslyn, Long Island will institute a novel form of club entertainment with the debut of “Will The Real Gong Show Please Stand Up” on Tuesday, November 29. The pianists’ names promise a fine evening of entertainment. Fio & Eddie have pledged their services, with probable appearances by Patti Smith, various WLR-FM air personalities and Long Island rock critics. The management, with the aid of the production, has worked hard to ensure audience satisfaction. Tommie Davis, Casablanca Records, the management of the club, has been working hard to ensure audience satisfaction. The Captain Stalks Again — Take heart, beef and music lovers! The one and only Captain Beefheart is now touring the east coast, and he will be at the Bottom Line on November 25 and 26. Before then, however, he will headline a concert commemorating the annual festival of the French Socialist Party, at the lovely Park’s Hippodrome, November 19. Beefheart’s new Magic Band now consists of two guitarists, a bass player who doubles on synthesizer, a drummer and a manager named Harry Duncan who doubles on harmonica. Duncan has been playing harmonica with legendary Chicago blues pianist Sunnyland Slim, who is also on the bill with Beefheart for several dates of this tour. Beefheart, of course, will be playing harmonica, soprano sax and singing, and we may soon hear him on an album he recorded nearly one year ago, entitled “Bat Chain Puller.” This is the triumph that somehow became a British bootleg last year, gaining some enthusiastic reviews with no stock in the stores. Oh well, Captain Beefheart hasn’t had the best of luck, but things are now looking up. He’s now negotiating for a new label, and though Polydor has been the company most often mentioned in rumors, we haven’t gotten any new labels as yet.

MORE IN THE PRECIOUS AND UNRELEASED DEPT. — The debut album by Taxi, led by ex-Ten Wheel singer William Smokey, Taylor Ravan, with production and arrangements by Media Sound and TWM Management, is currently looking to place the finished master with a label. Ms. Ravan, who has been heavily involved in production of late (Dead Boys), will definitely be out on the road with Taxi in the near future, and with Taylor’s current gig, “Back In My Arms Again” is also featured on the B-side of The Jam’s new British EP, “The Modern World.” The proliferation of 1960s remakes continues to amaze . . . Could Arthur Murray ever teach Mrs. Miller to do the KDAY — The staff of KDAY recently hosted its third annual party for record industry personnel and advertisers in recognition of their contributions for the benefit during the year. Shown at the Obser- vatory in Griffith Park where the affair was held are (l -r): Steve Woods, KDAY air personality; Tommy Davis, Casablanca Records, and Gary Price, general manager of KDAY.

KDAY STAFF — Take heart, beef and music lovers! The one and only Captain Beefheart is now touring the east coast, and he will be at the Bottom Line on November 25 and 26. Before then, however, he will headline a concert commemorating the annual festival of the French Socialist Party, at the lovely Park’s Hippodrome, November 19. Beefheart’s new Magic Band now consists of two guitarists, a bass player who doubles on synthesizer, a drummer and a manager named Harry Duncan who doubles on harmonica. Duncan has been playing harmonica with legendary Chicago blues pianist Sunnyland Slim, who is also on the bill with Beefheart for several dates of this tour. Beefheart, of course, will be playing harmonica, soprano sax and singing, and we may soon hear him on an album he recorded nearly one year ago, entitled “Bat Chain Puller.” This is the triumph that somehow became a British bootleg last year, gaining some enthusiastic reviews with no stock in the stores. Oh well, Captain Beefheart hasn’t had the best of luck, but things are now looking up. He’s now negotiating for a new label, and though Polydor has been the company most often mentioned in rumors, we haven’t gotten any new labels as yet.
Watch out for this one. In its first week, it's already burning up the airwaves in San Francisco, Portland, Austin, Miami and Dallas. And this power guitarist is going to overpower everybody. "Putting it Straight" really puts it straight. Pat Travers writes it, sings it and he really plays it. All the excitement that started with his previous album "Makin' Magic" is accelerated here just to prove that rock and roll and great guitar isn't dead. It's alive and well and truly great in the person of Pat Travers.

PAT TRAVERS IS "PUTTING IT STRAIGHT" ON POLYDOR RECORDS & TAPES.
Record Plant, Int'l Talent Consultants Form New Label

NEW YORK — Hologram Records, a new record company, has been formed as a joint venture by the principals of Record Plant Studios and the executive committee of Int'l Talent Consultants Corp. Abe Silverstein, treasurer of Record Plant, and John Solomon, Hologram's chairman of the board, Joe Greenberg and Alfred Schwartzstein, co-founders of Int'l Talent Consultants, have been selected as, respectively, president and executive vice president of the new label.

Additionally, Roy Cicala, owner and president of The Record Plant, will be executive producer for Hologram, and Irv Shiman, formerly associated with MGM Records and Decca Records, will serve as the label's director of marketing. Hologram Records' offices are located at 886 Live, New York, N.Y. 10019. The telephone number is 212-245-8170.

Preston, Wakeman LPs Top New A&M Roster

LOS ANGELES — Billy Preston's "A Whole New Thing" and "Rick Wakeman's Criminal" are premieres from the label's director of marketing.

A&M has also released a series of greatest hits albums, including "Captain & Tennille's Greatest Hits," "Joe Cocker's Greatest Hits," "The Best Of Joan Baez," and "Hoy Axtor Road Songs.

New jazzy LPs on the Horizon label include "Lively's Joy" and "Mel Lewis. "Enhance by Billy Hart "and "The Golden Number" from bassist Charlie Haden. Also on Horizon is "You Can't Go Home Again" by Chet Baker.

Doucette Debut LP Out

LOS ANGELES — The debut LP from Doucette, "Mama Let Him Play," has been released by Mushroom Records.

Skynnyrd Single Due

LOS ANGELES — "What's Your Name," a single written by Gary Rossington and Ronnie Van Zant, is set for release from Lynyrd Skynyrd this week. The single was written by Gary Rossington and Ronnie Van Zant, is set for release from Lynyrd Skynyrd this week.

New jazz LPs on the Horizon label include "Lively's Joy" and "Mel Lewis. "Enhance by Billy Hart "and "The Golden Number" from bassist Charlie Haden. Also on Horizon is "You Can't Go Home Again" by Chet Baker.

Looking Ahead

A Leader, An Innovator, A Friend

JOEL FRIEDMAN

May 4, 1925
November 8, 1977
DONT KNOW

BUT I KNOW

pretty vacant
liar
no feelings
NEW YORK
GOD SAVE THE QUEEN
SEVENTEEN
ANARCHY IN THE U.K.
problems
bodies
holidays in The Sun
Never mind the bollocks
Here's the Sex Pistols

Warner Bros. records & tapes. BSK 3147
Prelude Starts Push On Several New Acts

NEW YORK — Prelude Records will launch a concentrated promotion and marketing push on a number of new artists signed over the past few months.

Marvin Schlachter, president of the eight-month-old label, said the focus of the push will be new LPs by Prana People, Sine, and Silk, which was one of the label's three original acts. Other recently-signed acts include Mastermind, Bill Brandon, and Lorraine Johnson.

RATW Ups Volume

LOS ANGELES — Rock Around The World will increase its national newspaper circulation base to over 155,000 copies (effective Jan. 1), according to publisher, Daniel Lipman. The paper is tied in with 160 radio stations featuring the weekly RATW radio syndication.

Big Sound Picks Dist.

WALLINGFORD, CT — Big Sound has signed Pickwick International to be its distributor in the Atlanta area.

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- How and Where to apply for OVERSEAS GOVERNMENT JOBS!
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- List of U.S. DEFENSE CONTRACTORS with operations OVERSEAS THAT EMPLOY Americans!
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If you are dissatisfied with our Overseas Employment Guides, for any reason, simply return our Guides to us within 30 days and your $10.00 will be refunded to you immediately. NO QUESTIONS ASKED.

Alleged Record Pirate Is Warned By Court

LOS ANGELES — Joseph Martin, an official of the National Music Company, the Tape Company and Pearl Music Company, Inc., has been fined $7,500 plus court costs by a U.S. District Court Judge Irving Hill warned Martin that he would probably be sent to jail if he further disregarded the court's decree.

The injunctions against Martin were obtained last year by Capitol, ABC, CBS, MCA, RCA, Warner Brothers and Atlantic, MCA, RCA, Warner Brothers and Atlantic.

HIGH ENERGY — Motown's High Enery ladies recently visited radio station KUTE in L.A. to thank the stations DJs for programming their hit single "You Can't Turn Me Off." Pictured (l-r) are: Vernessa Mitchell; Lee Bailey; Michelle Martin; Lucky Pierre; Linda Howard; Bill Stevens and Barbara Mitchell.

Cash Box/November 19, 1977
3 UA Acts Spur Catalog Sales With Recent 45s

LOS ANGELES — Recent singles by Kenny Rogers, Crystal Gayle and Electric Light Orchestra have spurred sales of the artists’ catalogs according to a recent report from United Artists Records.

Those songs, “Don’t It Make My Brown Eyes Blue” by Crystal Gayle, “Lucille,” “Daytime Friends” and “Sweet Music Man” by Rogers and “Telephone Line” by ELO, were credited for the sales increase.

The hit singles from these artists have not only sold the LPs in which they are contained, but have generated tremendous catalog sales overall for these three acts,” said Danny Alvinho, vice president of sales for UA.

The Cash Box charts currently reflect the popularity of the three UA acts. Crystal Gayle’s “Don’t It Make My Brown Eyes Blue” is #3 with a bullet on this week’s Pop Singles Chart while LP “We Must Believe In Magic” is #5 on the Country LP Chart and #53 with a bullet on the Pop LP Chart. Gayle’s LP “Crystal” is #32 on the Country LP Chart.

Roger’s “Sweet Music Man” is currently #22 on the Cash Box Country Singles Chart while his LP “Daytime Friends” is #156 on the Pop LP Chart and #44 on the Country LP Chart.

Electric Light Orchestra’s LP “A New World Record” is #145 this week on the Cash Box Pop LP chart. And the group’s new single “Turn To Stone” debuted this week at #72 with a bullet on the Cash Box Pop Singles Chart.

Marley Injury, Management Problems Keep Reggae In American Music Background

by Mark Mehler

NEW YORK — Reggae music, which to many seems on the verge of becoming a national movement only a year ago, is currently in a deep slump, leading even reggae’s most astute supporters to question its future in this country.

Among the major reasons for the slump, according to industry sources, are the following developments:

The foot injury incurred by Bob Marley, which forced the cancellation of his 1977 U.S. tour and possibly prevented his latest LP, “ Exodus,” from becoming reggae’s first gold record.

A lack of sustained airplay, caused by a combination of radio reluctance and lack of interest on the part of some national promotion people; “Unprofessional” management and the unreliability of some of the artists themselves, which have led to cancelled shows and poor relations with booking agents and promoters.

In Dire Straits

Lester Hewan-Lowe, recently hired by Island Records to coordinate the Island-distributed Mango label, noted that reggae in America was in “dire straits.” He kept insisting, however, that what was holding reggae down was not the music itself, but rather the people involved in it.

“The consumer demand is there,” he asserted. “But it’s a whole political thing. The biggest problem, I think, is the management ... (Many of these reggae groups) are managed by ignorant bleeping rejects ... there is no coordination between the managers and the record companies.”

Hewan-Lowe, from Jamaica, further placed blame on promotion men, particularly the RSO promotion staff which works Island product. “RSO, they don’t give a damn about reggae.” As an example, he cited the fact that Andy Gibb was being played on the New York R&B station WWRL before the station picked up Marley.

“Little kid walked up in me in the ghetto, and he told me Andy Gibb was a black man. This is where their (RSO) heads are at. It’s sad.

Rich Fitzgerald, vice president of promotion for RSO, totally denied these assertions. However, he conceded that the relationship between RSO’s promotion team and Island was often less than satisfactory, leading to a termination of the promotion arrangement, effective in December. Island will then begin promoting their own product as they had before the deal with RSO was hatched earlier this year.

R&B Route Bombs

Fitzgerald asserted that RSO had achieved “substantial” AOR play on “Exodus,” but that Island decided to attempt to break the record by the R&B route. While RSO did have some success at the black radio level, Fitzgerald said, the effort detracted somewhat from the AOR momentum generated earlier.

“But what broke our backs,” Fitzgerald lamented, “was that he (Marley) didn’t tour. We had it all set up. Everybody (AOR) was playing the record like crazy, then he postponed the tour the first time. We main- tained the airplay for months, but when he canceled the second time, we just couldn’t ask radio to keep playing the record forever.”

Fitzgerald noted that the problem in at- tempting to break Marley, or any reggae artist in the R&B market, is that usually, only Top 5 R&B records are able to cross over to the Top 5 AOR records. “Exodus,” he said, may have been #5 on the R&B single, but it was simply not enough of a “soul record” to go Top 5.

This, coupled with “tremendous resistance” at white rock n’ roll stations and certain “tight- formatted” AOR stations, hurt Marley and continues to hurt reggae in general.

Punk Pushes Out Reggae

The emergence of “new wave” (punk rock, new rock n’ roll) has grabbed the at- tention of “progressive” programmers, Fitzgerald said, making it even more dif- ficult to get reggae music played. This has been verified by several radio program- mers, who noted that the music had been hurt by being labeled “reggae.”

While the “punk” label has served as a promotional tool for labels like Sire and A&M, promotion men have found that radio now views reggae as esoteric, non- commercial product.

According to a recently questioned by Cash Box, the circumstances surrounding Marley’s ill-timed tour have affected nearly all reggae acts. Marley didn’t tour, so nobody toured this year. You can’t break it (reggae) that way,” said Hewan-Lowe.

One industry source seems to be floundering is Peter Tosh. According to a spokesman for his label, Columbia, his option to be picked up may not be. His manager, Ozzie Brown, has no telephone and could not be reached for comment.

However, a spokesman for My Father’s Place, a Long Island club that has been holding “reggae nights” once a week for two years, said, “Tosh hasn’t been show- up for his concerts. I think he could be a success if he’d show up.”

Going beyond Tosh, the spokesman noted that the club has had great difficulty in booking reggae acts “because they are hard to stage, they don’t show up on time, they’ll be in Jamaica and get busted the day before a concert. Promoters can’t depend on them.”

Burning Spear and The Mighty Di- amonds, two other well-known reggae acts, are also having a tough time booking shows at My Father’s Place.

Marley May Tour

Still, there are a few bright spots on the reggae horizon. Bob Marley, hopefully, will finally tour in 1978. Of course he is unlikely to receive tour support from his label unless he produces a new album first.

Other positive developments include: CBS’s, the New York club known for punk rock, beginning weekly reggae nights; and a new $1 million Broadway musical, “Reggae,” which will debut next spring, featuring Island recording artist Max Romeo as both actor and composer. Producer Michael Ballou also proposes to music by Bob Marley and other key reggae artists in the show.

Finally, a new movie, “Rockers,” featur- ing the music by Burning Spear, is due shortly. The film will be considerably more “hard core reggae” than Jimmy Cliff’s “The Harder They Come,” which will debut next spring, featuring Island recording artist Max Romeo as both actor and composer. Producer Michael Ballou also proposes to music by Bob Marley and other key reggae artists in the show.

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Mangione Honored — A&M recording artist Chuck Mangione was feted by A&M execs at a party recently to celebrate the fact that he was chosen one of the 15 best smooth soundtracks for an upcoming Hall Bartlett film, “The Children of Sanchez,” starring Anthony Quinn. Pictured (l-r) are: Bartlett, Leolphia Ferrer, co-star in the film; Gil Friesen, president of A&M Records; Mangione and Jerry Moss, chairman of A&M Records.
The toll-free 800 line you've been hearing about. The line you can use to enter our giant Sweepstakes giveaway.

The same line you use to call in for your free display materials—to enter the ABC Display Contest.

And now retailers can use that very same line to talk things over with the ABC artists and executives.

This week the Celebrity Hotline features ABC's dynamic recording star Lenny Williams, whose album and single, "Choosing You," is climbing sales and airplay charts everywhere; and Barry Grief, ABC Records' Vice President of Marketing and Creative Services.

So call between 11 am and 12 noon Pacific Time November 17th to talk to Lenny. To talk to Barry Grief, call between noon and 1 pm P.S.T. Call anytime and talk to Sam. They're waiting to hear from you.

CALL 800-423-5300
IN CALIF. 800-382-3328
From a blue-collar worker to a sensual disco songstress was no small step, but her increasing expansion of singing abilities has been one of the nicest surprises in this business. This two-record album conceptually deals with a simple and timeless premise — the search for and fulfillment of a relationship. Her style, from breathless to full-bodied is amply complemented by Moroder's inexorable synthesizer and first-rate production.


There is possibly no finer love song in recent years than his “Something So Right.” “‘American Tune” points out the sociological loss of innocence in the ‘70s in a way, like changes have. With “Sip Sidlin’ Away” and one other new song, this package can’t miss.

Though Neil Diamond’s new material here is of the usual high caliber and genuinely classy work, the “cover” songs that open and close the album show just what Diamond can do with a piece of familiar music. In his capable hands, Diamond transforms recognizable melodies into new musical forms with the fluid grace that has become his trademark.

The much talked about former computer operator from England is one of the most welcome additions to the music scene in recent years. His songs combine the 1960s musical influence of the Beatles and the Dave Clark 5 with a lyrical consciousness of Graham Parker, Van Morrison and Bruce Springsteen. From ballads such as “Alison,” to a rocker such as “The Angels Wanna Wear My Red Shoes,” Costello demonstrates great promise, especially since this is his first work.

CONSEQUENCES — Lol Creme/Kevin Godley — Mercury SMM 3-1700 — Producer: Creme & Godley — List: 20.94
At long last the epic opus from former 10cc members Creme and Godley is completed and is a giant step into the creative unknown for them and the listener. Their much-heralded gizmo is indeed capable of some stunning effects but the whole project is kept in perspective by Creme & Godley’s pop-flavored tunes, interjected capably in the midst of long instrumental passages. It is an inventive, elaborate and certainly risky due to the concentration it requires but Creme & Godley seem philosophically prepared to accept the consequences.

Take that, cynics and neer-do-well doomsayers, Gregg and Cher are alive and doing quite well together, thank you. This album was begun nearly two years ago, and we understand their child was conceived. There were some complications in their marriage, but any way you look at it you End the time is right to put their achievements into perspective with a retrospective collection of their best endeavors. This album has all the more well-known hits that attracted a strong following of radio fans and a couple of the more obscure ones that only the paying public knew about from their Allman albums at home. Vintage stuff here and a must album for those who want a good overall introduction to one of the seventies’ more colorful bands.

I WANT TO LIVE — John Denver — RCA AFL 1-2521 — Producer: Milton Okun — List: 7.98
John Denver's "Rocky Mountain High" fans, he sings his praises of love and nature in "To The Wild Country" and "Singing Winds & Dancing Waters." For the critics, he tries some new themes and does successful versions of songs by Eric Clapton, John Lennon, Tom Springfield. The title song in particular, is an affecting ode to children and their aspirations for the future.

War has found a new home at MCA and, from the sounds of things, a new lease on life as well. This album is composed of only five tracks but the reason is obvious — the lesser number of tunes gives them a chance to explore each track at a leisurely pace and to expand the musical possibilities of each song to its maximum potential. If there’s an underlying message here one can surmise that War wants to encourage a spiritual consciousness of leisure and the eternal nature of an evening’s concert under the stars.

AMERICA LIVE — America — Warner Bros. BSK 3136 — Producer: George Martin — List: 7.98
This album is the single letter “L” to the title of this album you are even closer to the truth because this album affirms, via a live concert at L.A.’s Greek Theatre, that America still lives on after the departure of Dan Peek. This fine LP was put together in the best way — just as it was played to the audience so it was sequenced to the vinyl. The result is a feeling of having truly captured the spirit and the eternal nature of an evening’s concert under the stars.

WHEN YOU HEAR LOU, YOU’VE HEARD IT ALL — Lou Rawls — Philadelphia Intl./CBS JZ 53060 — Producer: various — List: 7.98
As you might expect from the title this album is a Whitman sampler of sounds from jazz to disco, funk to ballads and several stops in between. From the sound and the cover credits this album was carefully but successfully sequenced to the vinyl. The result is a feeling of having truly captured the spirit and the eternal nature of an evening’s concert under the stars.

Arlo was perhaps the consummate “hippie poet-songwriter” of his time and his material with a sly undersell that melts away skeptics resistance like a good spring thaw.
An exciting new album, back with MCA and touring America includes the single "Goodbye Baby Hello Friend" (MCA-40829)

Produced by Ron Albert and Howard Albert for Fat Albert Productions, Inc.

Tour

WISHBONE ASH

WISHBONE ASH

Nov. 11 Chicago, IL Nov. 22* Bakersfield, CA
Nov. 12 Rock Island, IL Nov. 23* Fresno, CA
Nov. 15 Detroit, MI Nov. 25* Long Beach, CA
Nov. 18 St. Louis, MO Nov. 26* San Bernardino, CA
Nov. 19 Kansas City, MO Nov. 27* San Diego, CA
Nov. 21* Santa Barbara, CA Nov. 29* Seattle, WA
Nov. 30 Portland, OR
Dec. 1-2* San Francisco, CA
Dec. 4* Las Vegas, NV
Dec. 7* Corpus Christi, TX
Dec. 8* Ft. Worth, TX
Dec. 9* San Antonio, TX
Dec. 10* Houston, TX

* with Robin Trower
More dates to be announced.
The Wiz. His latest movie, in which he portrays the role of ‘Zebra Account.’ ” 

In our October 22 1977 issue there was a report about the incident. The Complaint did allege, upon information and belief, that: “defendants Music Plus, Berkowitz, Fogelman, Marker & Pringle stolen records. According to a spokesman for the U.S. Attorney's Office, the jury was hung 8-4 in favor of conviction. "Of course, Engel (prosecutor Thomas Engel) was disappointed," the spokesman said. "But we're definitely going to try this case again after 60 days (have over again)."

The jury had been deliberating off and on for over a week. The trial itself, which lasted nearly a month, featured extensive testimony from local New York distributors and others to the effect that Klein had an associate deliver the promotional albums, cash the checks, and then deliver the proceeds to him.

ALBUM REVIEWS

Helen Keane Talks Of Women Manager-Producers In Music

by Jeffrey Weber

LOS ANGELES — As one of the few female managers/producers in the business, Helen Keane can find time to fail asleep only on an occasional weekend. Her schedule contains a never ending stream of meetings, occasional weekend. Her roots in the industry began when she became the first female agent for MCA when that company was the largest talent agency in the world. Her next move was a six year stint with CBS and then she went on her own. With many production credits to her name, Keane currently handles Kenny Burrell, Bill Evans (for 16 years), and Joao Gilberto.

Keane indicated that being a manager has helped her greatly in becoming a better producer. "When your client is in the studio and you are in the control room and you trust each other then the artist will put you at ease. It helps to know the producer concerns, because when the artist trusts the person sitting in the booth, he can relax completely and really go to work. He knows the ears in the control room will guide him."

Keane believes that when one examines the positions of manager and producer it is difficult to tell whether one job officially stops and the other starts. "I am surprised more managers aren't producers as it is a natural transition for me." Keane cautioned that there must be a certain amount of self-confidence on the manager's part should he or she decide to be a producer. "You have to know or have enough confidence in your own ability to say, 'This tune would be good for you.'" Producer thinking is that the artist may be great but doesn't sell records. Let's bring in the 'big producer' to make a hit. The producer doesn't sell records. Let's bring in the 'big producer' to make a hit."

Mistrial Declared In Klein Case; Will Be Retried

NEW YORK — A mistrial was declared last week in the trial of Allen Klein, former Beatles manager, charged with evading over $300,000 in income taxes and $600,000 in taxes gained from the sale of promotional records. According to a spokesman for the U.S. Attorney's Office, the jury was hung 8-4 in favor of conviction.

"Of course, Engel (prosecutor Thomas Engel) was disappointed," the spokesman said. "But we're definitely going to try this case again after 60 days (have over again)."

Thief Of Records Not Charged In Music Plus Suit

In our October 22 1977 issue there was an inaccurate report as to one of the allegations contained in the Music Plus lawsuit. It was not alleged that "Goldberg, Kolberg, Colestock & Kinchelow actually stole the records..." The Complaint did allege, upon information and belief, that: "defendants Goldberg, Kolberg, Colestock sold defendants Music Plus, Berkowitz, Fogelman, Marker & Pringle stolen records, at a price substantially below that of the record manufacturers, which stolen records were paid for out of the 'Zebra Account.' "

Comedian Pryor Hospitalized in Peoria

by Carita Spencer

LOS ANGELES — Controversial comedian Richard Pryor has been secretly admitted to Methodist Medical Center in Peoria, Illinois. Rumors have it that he was admitted to the coronary ward on Wednesday after suffering a mild heart attack which may suggest that the tireless comedian has over committed himself.

Cash Box contacted the hospital and although it has been verified through a reliable source that Pryor has indeed been admitted, a spokesperson for the hospital refused to acknowledge the comedian's presence.

Pryor, who hails from Peoria, was visiting his family when the incident occurred. The comedian's television show on NBC was recently cancelled because of the controversy over censorship. He had just completed filming segments of the Motown produced 'Motown In Z.' In which he plays the Wiz. His latest movie, in which he portrays the Three main characters recently premiered in which he married Deborah McGuire, a 25 year old former model last month.

Pryor's agent could not be reached for further comment.

De-Lite, Mercury In Distrib Pact

NEW YORK — De-Lite Records has signed a deal for the distribution of their Phonogram/Mercury Records. The deal calls for De-Lite's product to be marketed by Mercury and distributed with Phonogram, the distribution arm of the entire Polygram Record Group.

It's a brand new day for Blood, Sweat and Tears with David Clayton-Thomas. And like all traditions, they're growing stronger, with new band personnel and the catalytic combination of original B, S & T hit producers Roy Halee and Bobby Colomby. There's even a duet with David Clayton-Thomas and Chaka Khan. Blood and Sweat with David Clayton-Thomas. More than a band...a tradition. A great tradition.

Their premiere album on ABC Records

GRT Tapes
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Top Brass!

It's the high voltage sound of Brass Construction's stunning new album, "BRASS CONSTRUCTION III." It follows the devastating success of their first album, certified Platinum and their second album already Gold and heading towards Platinum.

COMING AT YOU ON SHAQUILLE RECORDS & TAPES

PRODUCED BY JEFF LANE
MANAGEMENT: SID MAURER/JEFF LANE
BRASS CONSTRUCTION • III
EXECUTIVES ON THE MOVE

Hager as regional promotion manager for the label in the Detroit area. Prior to his appointment, Hager owned and operated a retail outlet in Milwaukee, Wis., as well as doing research and promotion for Columbia Records and Chicago area promotion for Elektra Records, midwestern sales and promotion for Metromedia and midwestern regional promotion for RCA.

Changes At CBS International — Bernard DiMatteo has been appointed vice president of operations with his primary responsibility to direct and coordinate the division's worldwide technical, manufacturing and logistical operations. DiMatteo has been vice president, administration and development since 1973 and has served most recently as regional promotion manager for Columbia Records and Chicago area promotion for Elektra Records, midwestern sales and promotion for Metromedia and midwestern regional promotion for RCA.

CASH BOX VOLUME 37 NO. 1

DIRECTOR OF ADMINISTRATION, Jack Welzer, has been named assistant controller, budgets and accounting. He became associated with CRI in 1970 as a financial analyst and most recently served as assistant controller, asset management. All three appointees will report to Jay Edelman. Frank J. Welzer has been appointed as vice president, business development. In this new position, Welzer will be responsible for business development with emphasis on acquisitions, joint ventures, license arrangements and the development of new and existing markets. Welzer originally came to CBS in 1968 as a financial analyst and most recently served as assistant controller, asset management. He will report directly to Paul Russell. Reporting to Welzer in his new area will be

ment, west, and Eliot Loshak, formerly director of administration, now director of business systems. He will report directly to Paul Russell. Reporting to Welzer in his new area will be
OSMONDS SIGN AND SIGN AND SIGN — Some 4,500 fans were on hand at KCBO in San Diego recently when the station held an autograph party for Polydor recording artists Donny and Marie Osmond. Pictured standing (from left) are: Bob Russo, promotion director for Lifesong; Scott Muni, program director for WNEW-FM; Friedman; Bob Sarlin, vice president of media and product management for Lifesong; and Ira Sherman, product manager for Epic Records. Pictured kneeling are (from left): Allan Hecht, director of artist development for Lifesong; Janus before moving to Arista; ABC before moving to Warners, and Al Steely Dan, which owes one more LP to Janus before moving to Arista.

TIME FOR DEAN — Lifesong recording artist Dean Friedman recently assembled in the middle of Times Square with friends from his label to salute WNEW-FM, whose name went up in lights, along with Dean's, on the Spectacular sign facing Manhattan's 42nd Street. Friedman said that in most cases, musicians would not want to ruin their reputations by delivering inferior product to their fame duck companies. And the companies, he added, would be foolish not to attempt to reap the benefits from the artists' final merchandise.

Future LP Deals May Spark Bids (continued from page 7)

tractions, according to sources, is that, unlike rock groups, jazz artists are not subject to breaks up that might ruin their commercial worth. A jazz artist, noted an attorney, can be equally successful recording in any configuration, including solo.

Joe Fields, president of Muse Records and a longtime jazz figure, said that most jazz artists who have yet to crossover to pop "have enough trouble getting day-to-day deals without worrying about the 1980s." Still, Fields noted that, if future recording deals do flourish, "I'm afraid they will hurt a company's commitment to an artist. If I have an artist whom I know has made a deal to go to another label in a few years, I'm not going to bust my ass to build his career now."

Among the major pop acts that have entered future delivery arrangements are Steely Dan, which owes one more LP to ABC before moving to Warners, and Al Stewart, who must fulfill a contract with Janus before moving to Arista.

Mary Meyerson, vice president of A&R for ABC, said, that while the label was obviously unhappy about losing Steely Dan, "I feel that all's fair in love and contracts. Meanwhile, they still have an album to do for us, and being a hit act, we are going to get all we can (sales-wise) out of it. The band, for their part, are much too professional to give us anything but their best effort."

Meyerson said that in most cases, musicians would not want to ruin their reputations by delivering inferior product to their fame duck companies. And the companies, he added, would be foolish not to attempt to reap the benefits from the artists' final merchandise.

COMPETITION "What is behind all this," concluded an industry attorney, "is the tremendous competition for fewer acts. Companies are reaping the benefits from the artists' petition for fewer acts. Companies are reaping the benefits from the artists' what they are doing. I've been at hot labels and cool labels. If you've protected your reputation, if you've been honest, there are lots of opportunities if you're let go."

Monteiro concluded, "There is another side to the issue. You're as locked in as the company is. For example, if I have an incredible year, when I come up for review after the standard 12-18 months, I can negotiate strength. With a contract, you have the big problem of trying to renegotiate. Plus, a promotion exec who finds himself in a bad position (at a job) might have to make a financial sacrifice to get out of (a contract)."

According to Monteiro and others, the reason for the contracts is the feeling on the part of some labels that there is a limited pool of top executive talent, and that it is worth pursuing by offering liberal and generous incentives.

However, at least a few major record companies, including CBS and A&M, reportedly do not offer job contracts as a matter of policy. This stems from the belief that the key to acquiring successful management is training their own young field personnel.

Harold Childs, vice president of promotion for A&M, agreed that the ideal way to bring people up to the vice president level was through in-house training. "But few companies have the resources to do this," Childs added.

"I think where you find most contracts being awarded is at companies who are not doing well and need the right help quickly. Also, while there are a lot of people who are naturally good national promotion reps, who can do a lot of recording, there aren't that many who can run a $1 million or $2 million-budgeted promotion department. Those management skills are rare, and companies are willing to pay."

ON THE STREET — Six-hour "Dream Concert" on KSFX, Los Angeles for an on-the-air chat with air personality Charlie Tuna. Pictured (left) are: Bob Russo, promotion director for Lifesong; Scott Muni, program director for WNEW-FM; Friedman; Bob Sarlin, vice president of media and product management for Lifesong; and Ira Sherman, product manager for Epic Records. Pictured kneeling are (from left): Allan Hecht, director of artist development for Lifesong; Janus before moving to Arista; ABC before moving to Warners, and Al Steely Dan, which owes one more LP to Janus before moving to Arista.

Steve Becker, former music director of WAAF, Binghamton is the new 7-midnight jock at WQON, Washington, D.C.

The new lineup at WROK, Rockford, is: Melissa Young, 5-9 am; John Arthur, from WQW-Waterways 9-12 am; Dan Campbell, 12-6 pm; Chuck Diamond, from WSAI, Cincinnati, 6-10 pm; Kim Carson, from WXGK, Knoxville, 10-2 am; Walter Baggett, 2-6 am, and Nic Scott, weekends and swing man.

Jeff Jaje has left WQPD, Lakeland to go to Columbus, Ohio. The 8-midnight replacement is Ross Weldon, formerly with WFLA, Tampa.

WBBF, Rochester is looking for a jock. Send tapes and resumes to Jeff Ryder, WBBF, 650 Midtown Tower, Rochester, New York, 14604.

The new 10-2 am jock at WFTC (890), Elvis Tribute To Air On NBC November 20

LOS ANGELES — "The Big Event — Memories Of Elvis," a three-hour tribute to the late Elvis Presley, will be presented on NBC, Sunday, Nov. 20, hosted by Ann Margaret.

The program will consist of two NBC specials, "Elvis," originally telecast Dec. 28, 1956, and "Elvis — Aloha From Hawaii," originally broadcast in April, 1973. The worldwide transmission of the Hawaiian concert were seen by an estimated 200 million people. Ann Margaret will also comment about her reminiscences of Elvis.

Cash Box/November 19, 1977
Levon Helm: Lead vocals on *The Night They Drove Old Dixie Down*, *Rag Mama Rag*, and is the drummer with The Band.

The RCO All-Stars: Paul Butterfield, Fred Carter, Jr., Steve Cropper, Donald "Duck" Dunn, and Booker T. Jones, Mac "Dr. John" Rebennack.

There's not a stronger team of Rock Superstars anywhere. Hear them in action on their premiere ABC album. Watch them in action on their 50-date tour.
7 To 2 - Donna Summer
'Bay City Rollers
'ELO
'Linda Ronstadt - Easy
LINDA RONSTADT - BLUE
'Bay City Rollers
'Rod Stewart
15 To 11 - Dave Mason
20 To 17 - James Taylor
24 To 18 - Judy Collins
30 To 21 - Elton John
30 To 25 - Andy Gibb
17 To 10 - Chicago
23 To 19 - Millie Jackson
25 To 20 - Linda Ronstadt - Blue
26 To 22 - Elton John
27 To 21 - Linda Ronstadt - Blue
19 To 14 - Little River Band
14 To 11 - Elton John
12 To 9 - The Babys
10 To 8 - Linda Ronstadt - Blue
9 To 7 - Bee Gees
8 To 6 - Elton John
7 To 5 - Linda Ronstadt - Easy
6 To 4 - Elton John
5 To 3 - Linda Ronstadt - Easy
4 To 2 - Linda Ronstadt - Easy
3 To 1 - Linda Ronstadt - Easy

BUFFALO, recording artist: Dal Bell, Donald Handler, Handlerman Co., and Steve Knill, HCA Cleveland promotion manager.
THIS IS THE HOUSE THAT EARTH, WIND & FIRE BUILT.
ALL'N ALL--
THE SEVENTH
COMING OF
EARTH, WIND & FIRE.
ON COLUMBIA
RECORDS AND TAPES.

Produced by Maurice White
for Kalimba Productions

Exclusive Representation:
Cavallo-Ruffalo Management,
Beverly Hills, California.
1. **YOU MAKE LOVIN' FUN** — **FLEETWOOD MAC** — **WARNER BROS.**

2. **SWINGTOWN** — **STEVE MILLER** — **CAPITOL**

3. **SENIMENTAL LADY** — **BOB WATLING** — **CAPITOL**

4. **HEEP IS YOUR LOVE** — **BEE GEES** — **COLUMBIA**

5. **YOU MAKE ME (EVERYTHING) NEW** — **PAUL SIMON** — **COLUMBIA**

6. **POINT OF KNOW RETURN** — **KANSAS** — **KIRSHNER**

7. **RUNAROUND SUE** — **LEIF GARRATT** — **ATLANTIC**

8. **IY SO EASY** — **LINDA RONSTADT** — **ASYLUM**

9. **HOW DEEP IS YOUR LOVE** — **BEE GEES** — **COLUMBIA**

10. **STILL THE LOVIN' IS FUN** — **B.J. THOMAS** — **MCA**

11. **RUNAROUND SUE** — **LEIF GARRATT** — **ATLANTIC**
By popular demand the title cut from Lenny Williams' album Choosing You has been chosen as the new single.

Lenny Williams...“Choosing You”
The new single from the album.

A9-1025
Produced by Frank E. Wilson
A Spec-O-Lite Production
### Northeast

| 1. | DEBBY BOONE |
| 2. | ODDYSEY |
| 3. | COMMODORES |
| 4. | JAMES TAYLOR |
| 5. | BEATLES |
| 6. | "YOU LIGHT UP MY LIFE" |
| 7. | SANTA ESMERALDA |
| 8. | Always |
| 9. | CHICAGO |
| 10. | FLEETWOOD MAC |

### Baltimore/Washington

| 1. | GEORGE DUKE |
| 2. | HIGH ENERGY |
| 3. | ODYSSEY |
| 4. | LAURYN SIMPSON |
| 5. | "YOU LIGHT UP MY LIFE" |
| 6. | JONATHAN LAW |
| 7. | BOBBY WACH |
| 8. | DEBBY BOONE |
| 9. | CRYSTAL GAYLE |
| 10. | BABYS |

### Southeast

| 1. | DEBBY BOONE |
| 2. | BILLY JOEL |
| 3. | COMMODORES |
| 4. | GINO VANNELLI |
| 5. | OLIVIA NEWTON-JOHN |
| 6. | BOB WELCH |
| 7. | BEATLES |
| 8. | TRASHED |
| 9. | CRYSTAL GAYLE |
| 10. | ELVIS PRESLEY |

### South Central

| 1. | SANTANA |
| 2. | COMMODORES |
| 3. | DEBBY BOONE |
| 4. | GINO VANNELLI |
| 5. | OLIVIA NEWTON-JOHN |
| 6. | BOB WELCH |
| 7. | BILLY JOEL |
| 8. | CRYSTAL GAYLE |
| 9. | OLIVIA NEWTON-JOHN |
| 10. | CARPENTERS |

### Midwest

| 1. | "YOU LIGHT UP MY LIFE" |
| 2. | DEBBY BOONE |
| 3. | BOB WELCH |
| 4. | COMMODORES |
| 5. | ROD STEWART |
| 6. | STEELY DAN |
| 7. | KISS |
| 8. | RITA COOLIDGE |
| 9. | OLIVIA NEWTON-JOHN |
| 10. | CRISTAL GAYLE |

### National Breakouts

| 1. | FLEETWOOD MAC |
| 2. | ROSE ROYCE |
| 3. | COMMODORES |
| 4. | BARRY WHITE |
| 5. | ROSE ROYCE |
| 6. | COMMODORES |
| 7. | RITA COOLIDGE |
| 8. | STEELY DAN |
| 9. | OLIVIA NEWTON-JOHN |
| 10. | STEELY DAN |

### Top Ten

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<th>Position</th>
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The New Faces of Today are the Hitmakers of Tomorrow and Cash Box is with them from the beginning. Look to the Future in "New Faces To Watch," a weekly feature in Cash Box.
Copyright Seminar Is Termed 'Informative' And 'Effective'

by Bob Campbell

NASHVILLE — A two-day seminar designed to familiarize Nashville music publishers with the new U.S. Copyright Law was conducted here Nov. 3 and 4 at the Hyatt-Regency Hotel. The national consensus of publishers and writers reflects an agreeable acceptance of the overdue copyright changes. But most feel the new law — complex, comprehensive and unchanged for 68 years — will generate certain changes in the day-to-day work.

"There is much grey matter in the law that I’m not sure what to do in certain institutions," said one participant. "And I am sure that there will be many test cases. This new law is very complex and it covers jukeboxes, cable television and other things I am not familiar with."

Maggie Cavender, executive director of Nashville Songwriters Association, International (NSAI), said the seminar was informative and effective.

"I learned so much. I’m going to have to go over the law piece by piece," Cavender said. "I was in Washington D.C. during the hearings."

Also agrees there is much yet to be learned during the transition period. After all the dust settles, we will be better off," said one seminar participant.

"I’m not sure what to do in certain instances. When the dust settles, we will be better off," a participant added.

"For one thing, the forms are different," she added. "We went over all the forms. There is a four-page form now in circulation. There were so many things covered. There are various ways we can now protect our material. Within the first year or two there will probably be a great deal of litigation. This was brought out in the seminar."

Many changes have been made in the copyright law. Basic visible changes include:

• An increase in publishing rates on recordings from two cents a record to two-and three quarter cents a record.
• Ownership of copyright will increase to the writer plus 50 years as opposed to an actual set rate.
• A new statutory copyright designating ownership at the exact time a work is created.
• The introduction of a law providing for a new U.S. Copyright Law. Basic visible changes include:

Percentage vs. Set Rate

Cavender would like the percentage rate as opposed to an actual set rate. "I was in Washington D.C. during the hearings," said Cavender. "The record industry has a strong lobby so we didn’t get as high a rate as we wanted. Actually, what we would like to see is a percentage on records sold. Therefore, in good times profit would inflate and it would deflate in bad times. This is done in a number of European countries.

"Also, we would have liked to have seen a sea change on the royalty rate for sheet music. This is done in various countries. We would have liked to see $4 cents in certain countries. I would hope this could be the sort of thing the tribunal would consider."

"Falls Short"

Cavender considered the creation of a tribunal a significant change because the five-man committee could determine the changing needs of writers.

"This is not just a group who meets every four years or so," she said. "If a writer or publisher has an idea or grievance he can go to the tribunal with the problem. It is hoped this tribunal will make rate changes easier.

"Giant stressed that this new law was written "as a composer’s law, unlike the old law which lent itself to the business end of creative works.”

Cash Box: November 19, 1977
The Killer!

and it's big, baby

MIDDLE AGE CRAZY

Jerry Lee Lewis

from the dynamite album SRM1-5004

MERCURY 55011

Exclusively on Mercury Records, Products of Phonogram Inc.
Distributed by Phonodisc.
1977.
A great year for our country in a dozen different ways.

When it comes to ASCAP and BMI awards for country music, the Chappell group of companies keeps on winning. This year we won a total of twelve awards—our biggest year to date. In fact, since our Nashville office opened in 1969, we’ve had an increasing number of award-winning songs with each passing year.

Our thanks to all the artists, writers, producers and special people who have helped to keep us in the winner’s circle over the years.
**Singles To Watch**

**ED BRUCE (Epic 8-50745)**  
*Star-Studded Nights (2:32)* (Tree Pub. Co. Inc. - BMI) (S. Throckmorton)

A most impressive new song. We could be seeing another independent label make its mark on the industry. Should not be set aside.

**L.E. WHITE & LOLA LEAN DILLON (Epic 8-50747)**  
*You're The Reason Our Kids Are Ugly (2:35)* (Coal Miners Music/Twitty Bird Music - BMI)

This single shows that Kenny is not to be kept in that bag formed by his "Blind Man In The Bleachers." This detour carries you through strong guitar licks and a good driving beat.

**JOHNNY PAYCHECK - A Man Must Carry On (MCA 2-6003)**  
*Second Nature In The Morning (2:51)* (Glenwood Music/Arcane Music - ASCAP) (Bob Morrison)

T.J. is doing a little country, rock and gospel. It is a very entertaining show. We have hired The Tennesseans (gospel quartet) to back up Crash, and we have changed to a completely new lighting and sound system. Crash is traveling with 14 people and two buses now. He has the biggest country show on the road. We are ready for that brass ring this year.

Craddock Contract Talks Continue; His Manager Predicts A Banner Year

by Bob Campbell

NASHVILLE — Ed "Crash" Craddock, whose ABC/Dot recording contract expired Nov. 5, will probably sign a new contract with a major label within two weeks, according to Craddock's manager, Dale Morris.

In addition to contract negotiations, Morris said Craddock has revamped his entire stage format. He believes a banner year is in store for Craddock.

"We are currently in between contracts," Morris said. "Three labels have made us good offers, and we are down to working on the best supporting clauses in the contracts. Crash is going into the studio this week, so we expect to sign a deal within two weeks.

**New Format**

"You know, we have gone to an entirely new format with Crash now in the shows," he added. "He is doing a little country, rock and gospel. It is a very entertaining show. We have hired The Tennesseans (gospel quartet) to back up Crash, and we have changed to a completely new lighting and sound system. Crash is traveling with 14 people and two buses now. He has the biggest country show on the road. We are ready for that brass ring this year.

Morris said Crash premiered his new show Oct. 24 and 25 at the Mill Run Theatre in Chicago, Ill. Earlier that month in three standing-room only performances, Craddock drew 13,000 people at the Pensacola, Fla. Fair and broke all attendance records. Morris added that Crash will play only one dates, underwriting the bill. The Tennesseans close the show with the Paul Simon song, "Gone At Last."  

"Ed Bruce's first Epic album reveals the depth and character of Tennessee's "Official Spokesman." Bruce delivers 10 strong songs wrapped with a voice rich in character and warmth. Four of the album tunes are his own, and "I Can't Seem To Get" is a most impressive new song. The show is blacked out. Under a

**Craddock Contract Talks Continue; His Manager Predicts A Banner Year**

"There is no pop push on Crash, we just want an entertaining show," Morris said.

**Tenn. Censures Delta In Stock Fraud Case**

NASHVILLE — The Tennessee State Insurance Dept. has censured Delta Record Co. for fraudulent stock sales, Delta Records has agreed to refund the purchase price, plus 6 percent interest paid in the sale of unregistered securities between April 6, 1976 and April 5, 1977.

Delta Records was charged with the following violations:

1. Misrepresented the value of the stock by claiming the small firm was worth more than $3 million.
2. Misled prospective buyers by implying purchase of stock would increase their chances of procuring a record contract.
3. Failing to inform investors of legal action pending against Delta, and of more than $70,000 in unpaid Chancery Court judgments against former president Kenneth E. Galloway.

Current Delta president James E. Galloway said the court action stemmed merely from a failure to register stock sales with the Securities Division of the state insurance dept. Galloway said letter ters have been sent out shortly to stockholders informing them of a 30-day notice to respond a request on invested money.
WHAT DO THESE FOUR HIT SINGLES HAVE IN COMMON?

VERN GODDIN
"Mother Country Music" E-45436

STELLA PARTON
"Standard Lie Number One" E-45437

EVEN STEVENS
"A Piece Of The Rock" E-45448

HARGUS "PIG" ROBBINS
"Near You" E-45440

ANSWER:
The four hit singles have in common the artist Norm Osborne, as he was the Country Promotion Manager and a Number One National at E/A Country. We deliver, always have.
NEW YORK — The one-man show on Broadway debut by entertainer Lou Rawls has been scheduled as a 10-day affair beginning Thursday. The play is about a black tie benefit opening night for the T.J. Martell Leukemia Foundation. As a result, CBS Records along with Budweiser Beer have developed an extensive advertising and promotional campaign in support of the engagement.

Rawls is national commercial spokesperson for Budweiser and he records on Philadelphia International, a CBS-affiliated label.

NAB Forms Task Force To Benefit Minorities

LOS ANGELES — The National Association of Broadcasters has formed a Task Force on Minority Ownership designed to encourage minority ownership of broadcast facilities. The task force will be headed by NAB chairman Donald A. Thornton.

Other task force members are: Ragan A. Henry, president, Broadcast Enterprises Network; Benjamin L. Hooks, executive director, National Association for the Advancement of Colored People; William A. Leonard, vice president, Washington, CBS, Inc.; Donald H. McClannon, chairman of the board and president, Westinghouse Broadcasting Co.; Lloyd Morrisey, president, Mary Marlin Communications; Thomas S. Murphy, chairman of the board, Capitol Cits Es Communications, and NAB president Vincent T. Wasielawski.

A wide variety of public media will be utilized to effectively promote the concert series through newspapers, spot radio and television and outdoor advertising.

Beginning November 2, 150 60-second radio spots will be aired on metropolitan stations, followed by a series of 30-second television spot buys. Additionally, 200 New York MTA buses will sport large "Lou Rawls on Broadway" placards for three weeks prior to the engagement and the Times Square Traffic Control Board will carry 30-second announcements hourly on a 24-hour basis for three weeks.

Rawls will arrive at the theater on opening night aboard the world-famous Budweiser Clydesdale eight horse hitch and the following morning, he will appear on national television performing aboard the Anheuser-Busch float (also powered by the Clydesdales) in Macy's Thanksgiving Day Parade.

"When You Hear Lou, You've Heard It All" is the title of his new album on Philidelphia International which is scheduled to be released simultaneously with the Broadway performance. PIR will also be promoting the concert series in metropolitan area record outlets and by way of other concerts such as the recent completely sold-out three night engagement at the Circle Star Theater in San Francisco.

The MFSB Orchestra will be featured in the Broadway debut which has been labeled "a career milestone" for Rawls.
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<tr>
<th>Song Title</th>
<th>Artist/Label</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1. Serpentine Fire</td>
<td>Earth Wind &amp; Fire</td>
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<td>2. You Turn Me On (In The Middle Of Turning Me On)</td>
<td>High Energy (Gordy/Motown S-7155)</td>
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<td>3. Back in Love Again</td>
<td>Chic</td>
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<td>4. It's Ecstasy When You Lay Down Next to Me</td>
<td>Chic (Stargate/Silvertone 27330)</td>
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<td>5. If You're Not Back in Love by Monday</td>
<td>Barry White (Polydor 10440)</td>
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<td>6. Do Your Dance</td>
<td>Donna Summer</td>
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<td>7. Just for Your Love</td>
<td>Stylistics</td>
<td>8</td>
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<td>8. Don't Ask My Neighbors (Exodus)</td>
<td>Cotillion</td>
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<td>9. Goin' Places</td>
<td>Jackie Jackson</td>
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<td>10. Shake It Well</td>
<td>D'Jays</td>
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<td>11. Somebody's Gotta Win, Somebody's Gotta Lose (Funk)</td>
<td>Cameo (Chocolate City/Casablanca CC011DJ)</td>
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<td>12. Funk Funk</td>
<td>Commodores</td>
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<td>13. Star Wars Theme</td>
<td>Frank Zappa</td>
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<td>14. Joystick</td>
<td>Barry White</td>
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<td>15. Solar Flight (Opus 1)</td>
<td>Marvin Gay</td>
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<td>16. Easy Come Out (Hard Goin' In)</td>
<td>Bill Withers</td>
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<td>17. Love and Peace</td>
<td>Four Tops</td>
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<td>18. Higher Love</td>
<td>塑料乐队</td>
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<td>20. Hard Rock Man</td>
<td>Barry White</td>
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<td>22. Don't Be Afraid</td>
<td>Barry White</td>
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<td>23. Joy to Have Your Love</td>
<td>Barry White</td>
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<td>24. Down by the River</td>
<td>Barry White</td>
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<td>25. Lovelight</td>
<td>Barry White</td>
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<td>26. Reach for It</td>
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<td>27. babies never been loved (like this before)</td>
<td>Barry White</td>
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<td>28. Reach for It</td>
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<td>30. Let Me Live the life I love</td>
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<td>31. Melodies</td>
<td>Barry White</td>
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<td>32. Easy Come Out (Hard Goin' In)</td>
<td>Barry White</td>
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<td>33. Hello Sunday! Hello Road</td>
<td>Gail Scott/Heroin and Brian Jackson</td>
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<td>35. You're the One</td>
<td>Barry White</td>
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<td>36. Boogie Nights</td>
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<td>37. Reach for It</td>
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<td>38. Lord Love</td>
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<td>39. Love and Peace</td>
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<td>40. Space Oddix</td>
<td>Barry White</td>
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<td>41. A Star in the Ghetto</td>
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ADDITIONS TO R&B PLAYLISTS

56 ADJUSTMENTS TO R&B PLAYLISTS

ADDITIONS TO R&B PLAYLISTS

'Parliament
Freda Payne
WOMG - GREENSBORO - Blg Daddy/Chuck Gross
Kelley Patterson (H)
'John Schuller
'Mass Production
'Morris Jefferson
#1 - Heatwave (Always & Forever LP cut)
35 To 28 - Raydio
30 To 23 - Controllers

Vernon Garrett
'Parliament
'Hodges James & Smith
#1 - WEF
30 To 25 - Mandrill
29 To 24 - Ingram
28 To 23 - Bob Marley
26 To 21 - Leon Haywood
25 To 20 - George McCrae
24 To 19 - Gladys Knight
21 To 16 - Temptations
16 To 11 - Curtis Mayfield
13 To 6 - EWF
12 To 5 - Cameo
'Temptations
'Con Funk Shun
'George Duke
#1 - Barry White
WJMO - CLEVELAND - Ron Kirk

'Cat Stevens
'Natalie Cole

18 To 13 - Latimore
17 To 12 - Salsoul Orchestra

Philippe Wynne
'Sylvers
Natalie Cole (HB)

25 To 9 - Kellee Patterson
16 To 12 - Brick
22 To 18 - AWB/Ben E. King
24 To 20 - Jacksons
Ex To 24 - Gladys Knight
LP Adds: George Duke, Deniece Williams, Freda Payne, Sylvers, Commodores, Pointer Sisters, Don Thompson

WJSL - SOUTHERN CALIFORNIA - Bob Corcoran

WBYC - NEW YORK - Frank Sinatra

WWTI - WISCONSIN - Carl Gallagher

LP Adds: Ray Charles, Peace, Ron Carter, George Duke, Paul Young, Billy Ocean, and many others.

17 To 13 - Parliament
16 To 9 - Aalon
13 To 6 - EWF
12 To 5 - Cameo
'Temptations
'Con Funk Shun

LP Adds: Groover Marlin, Isley Brothers, Johnny Mathis, and many others.

LP Adds: Deniece Williams, Freda Payne, Sylvers, Commodores, Pointer Sisters, Don Thompson

LP Adds: Groover Marlin, Isley Brothers, Johnny Mathis, and many others.

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Country Music Concerts On The Increase In N.Y. Area

(continued from page 14)

radio station WHN, which converted to a country format in 1973, and began to find financial success with the arrival of general manager Neil Rockoff in April, 1975. Promoter Ed Salomon, director of promotion Dale Pon, and sales manager Nick Verbitsky all agree that there was more country music in the New York area than ever in 1977. According to Pon, "The excitement and interest in promoting live country music has gone to the point where you're going to get even greater in this next calendar year." Their opinions are not surprising, since WHN now claims nearly 1.5 million listeners.

It's also hardly surprising that WHN likes to claim much of the credit for live country music's rising popularity. "The popularity of the station has made it attractive for the producers, promoters, agents, artists and record companies to think that they have to come to this town and do well," said Salomon.

Asked if any market research has been done in this area, Salomon cited the station's comprehensive active listener research. "We do surveys among nearly 1,000 listener calls per day, as well as WHN's annual Listener's Choice Awards, compiled only because Loretta Lynn is known to 100,000 listeners. According to Salomon, this research has provided promoters, agents and artists with a basis on which to base their decisions of where and when to play in the New York area.

Perhaps the most important of the station's promotional efforts on behalf of country concerts, including numerous live broadcasts, was the 1977 Carnegie Hall concert series. The May, 1977 Carnegie Hall concert was broadcast live over a 40-station national network, as well as through the BBC and Armed Services Radio. Among the other concerts broadcast live by WHN were Tammy Wynette at the Wolfman Rink in New York's Central Park, Larry Gatlin at Great Adventure, Eddie Rabbit at the Lone Star Cafe, Ernest Tubb at the Blue Ribbon Inn, and Conway Twitty & Loretta Lynn from the Westbury Music Fair.

Management Is Skeptical

The success and interest of WHN, however, has yet to convince all agents and managers of country artists that New York is a prime market for country music. In an interview, Dade Sceper, manager of Loretta Lynn, remains skeptical in spite of the fact that he had just brought his client to New York: "I don't think we'll be setting up the market here. New York sales of country music is relatively useless from a programming perspective."

"Important Market"

A much more positive viewpoint was expressed by Dan Davis, vice president of creative services/advertising and merchandising, for the recent Britannia Awards concert at London's Wembley Conference Center. They are (I - r) WEA Records managing director John Frun, CBS International v.p. Dick Asher, CBS senior director Norman Steilman, and GTO Records managing director Dick Leahy.

Capitol Artist Development Stresses Teamwork Concept

(continued from page 9)

artists like LRB, Maje, Min DeVille, Starz and Bob Welch.

Up To The Group

"What I tell an artist about a specific performance is that Capitol Records will bring it in the right accounts, the right press and radio people, but the rest is up to the group," says Garfield.

Another major key to the label's success in artist development is continuity combined with definitive measures for handling those of the nebulous artist-oriented situations (like in-store appearances, etc.) The press and artist relations handbook is distributed to every Capitol employee from top to bottom. Assembled by Garfield with input from the various departments, the handbook outlines numerous procedures which can establish better artist relations and insure success with various artist ventures in the field.

Included in the handbook are staff home phone numbers, regional press and artist Relations contacts, how to handle public appearances by artists, and trade photos, graphs, artist itineraries, how to handle photos, graphs, artist itineraries, how to handle situations (like in-store appearances, etc.). Capitol's philosophy of crossover responsibilities by turning a field promotion man into a press contact.

Preparation Of Field Staff

Related to this is constant and total preparation of the field staff. Garfield constantly feeds the information concerning the various activities' artists. Presently, Garfield is putting the final touches to a manager's handbook which will enable a manager to easily locate the proper person at Capitol to service his needs.

Dan Davis, vice president of creative services/advertising and merchandising, believes that artist development is "relating humanity, both within the organization and to the artist."

"Relating Humanity"

"I've told you to believe that the product and the act are worthwhile and that the consumers want it in sizeable numbers. "You are creating the awareness of the artist and the product, but not creating the artist."

Because Capitol has a varied artist roster, artist development takes on different forms corresponding to the respective artists. For example, Helen Reddy has a burgeoning film career that the label can promote in association with her records. In the case of Paul McCartney And Wings, Garfield remarked that imaginative and creative merchandising is necessary to effectively represent a group of that stature.

Garfield lauds Don Grieson, director of merchandise and retail, for his innovative merchandising tools like neon signs and unusual styrofoam artist pieces. Inter-company communication helps to promote merchandising aids that could work for more than one department. Tusken told of an instance recently when he was told about some Be Bop Deluxe note pads coming out of the merchandising department. Seeing these pads as an ideal way to get Be Bop's name in front of the nation's AOR program directors, he immediately called Grieson to add the PD's names to the bottom of the pads. Under other circumstances, Tusken said that he might have seen the promotional material after the fact and complained, "Why didn't I know about this before?"

Company Co-Operation

Walter Lee, vice president of sales, stresses inter-company cooperation, perseverance and a quick reaction time as the strengths of the firm. "We can react quickly because of the team work aspect."

Lee added that most record companies have no problems covering the basics like manufacturing a record, getting it out to the stores and supplementing it with in-store displays and advertising, but Capitol has the added advantage of reacting to the marketplace sooner than most.

Lee among other Capitol staffers commend the company's top management for their direction and efforts. Bhaskar Menon, chairman, and Don Zimmermann, executive vice president and chief operating officer, take an active role in the day-to-day affairs according to a number of the people interviewed.

The team work concept was started by Menon and is "through example," said Lee. He added that the dialogue between the executive 12th floor in the company to the other departments.

Summarizing the label's approach to artist development, Garfield said, "We are investing time, energy and money in more than just an album — a career. And we may not reap the harvest until later in that artist's career."
EXECUTIVES ON THE MOVE (continued from page 31)

Russell Witt
development, east.
Pang

Wallichs Plan OK’d
for the creditor’s committee, who likewise argued for a speedy hearing on the grounds that the two remaining Wallichs locations are continuing to lose money and that further reductions in inventory could be detrimental to the creditors.

“We have approved the plan as modified,” Blonder said, “and we are concerned about obstacles arising at the last minute.”

Blonder argued further that the modified plan is better than the old plan” in several respects. These include a proposal by the debtor to pay an estimated $25,000 fee to the court-appointed controller, Sam Jonas, and above the $50,000 allotted for administrative costs in the original plan; a different recovery plan that gives the general unsecured creditors a $200,000 claim for them fall short of that percentage; and the withdrawal of a claim for $157,500 filed by Clyde Wallichs.

In response to an inquiry by Judge Dooley, Brink reported that he had received a requisite majority of consents to the modified plan both as to number and amount. A total of 111 creditors, including one for $1,249,257.23, Brink said he intended to file 60 consents in the amount of $811,578.44.

Meeting Concluded

While concluding the first meeting of creditors, Judge Dooley appointed Jonas and the three underwriters to a reorganization plan and set Nov. 25 as the hearing date for arguments on the Pacific Corporation’s motion to confirm the plan and Dec. 18 for a hearing on confirmation of the plan.

In a related development, the final liquidation sale of Wallichs Music City in New York City continued at the Hollywood and Torrance locations, now called Orange Music. The sale, which had been held for the past two weeks with full pages spreaded in the Los Angeles Times, included tapes, stereo equipment supplied by Shelly’s Audio, a major audio component retailer, presently leasing space in both locations.

MCA’s Sales Down
In Third Quarter

Wallichs Plan OK’d

(continued from page 10)

MCA’s Sales Down
In Third Quarter

(continued from page 31)

Meanwhile, Angel Massey Named Pres. Of Great Southern Co.

MACON — Guerry Massey, president of Massey, McDonald, & Co., a music and record distribution company, has been named president of the Southern Co., a merchandising and licensing firm specializing in the licensing of personalities and products.

Massey is a Freeholder of the Southern Co., a merchandising and licensing firm specializing in the licensing of personalities and products.

Steve Miller Gets Gold

LOS ANGELES — The Steve Miller Band’s “Anthology” LP on Capitol Records has been certified gold by the RIAA.

K mart To 1740 Stores

NEW YORK — K mart currently has 1,740 stores, compared to 1,629 stores at this time last year. Nearly all K mart stores have record departments.

(continued from page 45)

GAT THE BOTTOM LINE — Epic/Sweet City recording group Q was greeted backstage by label executives following a recent appearance at the Bottom Line in New York. Pictured kneeling (l -r) in the front row are: Carl Maduri, president of Sweet City Records, and Peter Kanz of WHN Radio. Shown in the second row (l -r) are: Steve Dudas and Bob Peckman of Q.

Steve Bungay of London admitted that the success of the Columbia and RCA programs “may have a little to do” in London’s promotion. However, he also noted that his company has “done this type of thing before.” For instance, he said, the label once offered a Hollywood Bowl recording at a special low price in addition to the new four-LP set of Brahms symphonies conducting the Cleveland Orchestra is being offered for the price of three discs.

The advertising campaign for London’s “record of the year” was recently kicked off in New York to coincide with the Chicago Symphony’s concert at Carnegie Hall. An institutional ad, tagged to Barnes & Noble’s Sales Annex, appeared in the Carnegie Hall program guide, with all set recordings on London promoted for $4.99 per disc. At the same time, the new LP was advertised on Dave Rothfeld’s Sunday afternoon show on WOR, and it was promoted at Sam Goody in a Sunday New York Times ad. A national print and radio campaign has also been launched on behalf of the South disco.

EMI RECORDS PHILADELPHIA SOUND — With a new two-year contract in the can, EMI is already recording the Philadelphia Orchestra under the direction of Eugene Ormandy. The first product of the partnership will be a recording of Hindemith’s “Symphonic Metamorphoses On Themes By Weber.” Early next year, EMI will also wax two albums with the Philadelphia led by Riccardo Mulli. The first LP will feature Stravinsky’s “Firebird Suite” and Mussorgsky’s “Pictures At An Exhibition,” the second will combine Beethoven’s Symphony No. 7 and Leonard Overtone No. 3. Meanwhile, Angel Records, EMI’s U.S. subsidiary, has produced a point-of-purchase artist display kit. Bearing artists’ names, photos and “musical occupations,” the 19 individual units feature such celebrities as Beverly Sills, Itzhak Perlman, Andre Previn, Barry Tuckwell, Riccardo MULLI and Christopher Parkening. Allocation of the kits has been made via Angel’s three regional classical salesmen: Bob Singer (west coast), Bob Peckman (midwest) and Barry Glassgold (east coast-New York).

MORE LABEL NEWS — A special deluxe edition of Herbert von Karajan’s third in a series recording of Brahms symphonies is being distributed by Deutsche Grammophon. List-priced at $125, the leather-bound edition includes eight programs, an extra LP containing an interview with von Karajan, and an enclosure with the conductor’s signature on it. This is a limited edition, with 1,000 units appropriated for U.S. record stores. List price for the regular eight-LP set is $63.84; on six cassettes, the price tag is $49.84. A limited edition of Herbert von Karajan’s third in a series recording of Brahms symphonies is being distributed by Deutsche Grammophon. The list-price for the regular eight-LP set is $63.84; on six cassettes, the price tag is $49.84. A limited edition featuring a point-of-purchase artist display kit, including the artists’ names, photos and “musical occupations,” and including an enclosure with the conductor’s signature on it, is a limited edition, with 1,000 units appropriated for U.S. record stores. The regular eight-LP set is $63.84; on six cassettes, the price tag is $49.84. A limited edition of Herbert von Karajan’s third in a series recording of Brahms symphonies is being distributed by Deutsche Grammophon. The list-price for the regular eight-LP set is $63.84; on six cassettes, the price tag is $49.84.

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Chrysalis Celebrates New York Opening

New York — Chrysalis Records recently celebrated the opening of its new offices, located in The Gallery at 115 East 57th Street in New York, with a reception attended by Chrysalis executives, label artists and the press. At the occasion, Chrysalis Music Inc., received awards from ASCAP commemorating four singles which held Top Ten chart positions. Pictures at the party in the top row (l-r): Chris Wright, president of Chrysalis Ltd. London, Mary Travars, recently signed to Chrysalis; Terry Ellis, president of Chrysalis Inc.; Ellis; Wally Stocker and Tony Brock of The Babys; Allison Steele, WNEW-FM air personality, Chris Wright; The Babys' John Waite, Sal Licalico, senior vice president; guitarist/keyboards Mike Corby. Shown in the bottom row (l-r) at ASCAP presentation: Ellis; Mary Goodman, general professional manager of Chrysalis Music Inc.; Todd Brabec, writer-relations for ASCAP; Len Boone, writer; Terry Connolly, deputy group manager of Chrysalis Ltd. London; and James Destri and Chris Stein of Blondie; Ellis; and Doug Darcy, managing director of Chrysalis Ltd. London.

Joel Friedman Dies At Age 52

(continued from page 7)

And truly a general he was. It is a loss which none of his friends or associates can ever replace. We loved him dearly and will always miss him.

Smith Comments

Joe Smith, chairman of Elektra/Asylum Records, said, "So much of my professional and personal life for the past 17 years has been linked to Joel Friedman's that I cannot accept the fact of his not being with us. I have never met anyone with quite the same combination of qualities that Joel possessed. Dedication, persistence, loyalty, shrewdness and a sense of humor are just a few that come to mind. I shall miss him terribly."

'Go Back 30 Years'

Jerry Weintraub, senior vice president and A&R consultant at Warner Bros., said, "Joel and I go back 30 years. It was a lot of fun with a lot of good feeling. We were trade paper sitters together in the late forties and the early fifties until I went to Atlantic."

"I am aware that there has been an extraordinary litany of praise for his decency and strength as a great record man. There's nothing I can say to answer that chorus except to endorse it."

Mike Maitland, president of MCA Records, said, "When I left Capitol to take over as president of Warner Bros. in 1960, it was my first relationship with Joel, who was the number two man. The company had a big debt, and Joel and I really were the only senior officers for the first year during that troubled time. We maintained a wonderful relationship and were close friends ever since."

Bob Siper, vice president, advertising/merchandising at MCA Records, said, "Whenever one of your heroes disappears, it takes part of you with it.

"Joel was the one person responsible for my development and career in the record industry."

GOODMAN TO RECORD LIVE AT CARNEGIE HALL

New York — Benny Goodman's 40th anniversary concert to be held on January 17, 1978 at Carnegie Hall will be recorded live by Phase 4 Stereo. The concert will celebrate the major recording dates. Forty years ago on January 16, 1938, Goodman headlined the first jazz concert ever held at Carnegie Hall. The show also represented the first time an integrated group of black and white musicians were allowed to play in Carnegie Hall. The show also represented years ago on January 16, 1938, Goodman

ASCF Names Winners In Songwriting Contest

New York — The American Song Festival recently named the winners of its fourth annual songwriting competition for both the amateur and professional divisions. Song category winners in the Festival's amateur division include, for top 40, "Till You Love Someone" by Tom Benjamin; for easy listening, "What Kind Of Friends We'll Be" by Richard Brenchman, for country, "It Is Love" by Shawna Harrington; for folk, "Hitchikin Man" by Bette Bogor; and for gospel/inspirational, "That's The Only Way We Can Serve Him" by Emmitt Jackson, Jr.

Grand prize winners for each division will be announced at the Festival's awards dinner, scheduled to be held in January, 1978.

Information concerning the 1978 competition may be obtained from American Song Festival, 5900 Wilshire Blvd., Los Angeles, California 90036. The telephone number is 213-907-7370.

Great Northwest Moves

Seattle — The Great Northwest Music Company and its publishing affiliate, Bainbridge Music Company, have moved to new offices, located on 725 South Fidalgo Street, Seattle, Washington 98106. The new telephone number is 206-763-1015.

Sweden Closes Deal For Wishbone Pond

New York — A sub-publishing deal has been concluded between Wishbone Productions of Music Shools and Sweden Music for the Songtellers Music (BMI) and the Chrysalis Ltd. (ASCAP) deal grants Sweden Music the catalogs for a period of three years and covers, in addition to the Scandinavia territories, the U.K., where Sweden Music also operates Bocu Music.

Franchise To Expand

Toronto — Sherman's Mister Sound, one of the country's leading tape and retail franchise chains, has announced the opening of its 32nd full-line retail outlet, in the Markham Place Mall in the Greater Toronto area.

Although the franchise is affiliated with Capitol Records-EMI of Canada Ltd., they operate independently under Brian Jones, vice president general manager retail for Capitol EMI.

Singles Bullets

(continued from page 32)


54 RANDY NEWMAN — This week’s #5 most added title. Added at WKGW, WPEB, WBBQ, WLAC, KXOK, KQ4, KNDW, NOE. ZZDD. Jumps this week includes KILT ex-32, KSLG 33-27, 10Q ex-28, KCXQ ex-29, WHH 19-10. Breakout sales at City One Stop/L.A., Richard Bros./Phila.

59 ANDY GIBB — Added this week at KILT, 13Q, KNDW, KAPM, KURN. Jumps this week includes WHHH ex-32, KSLG 32-30. Added this week includes WBBQ, WW37-37, 10Q ex-39, 96X 31-23. Good sales at KFRA 29-21, 10Q ex-29, WSGN ex-29.

63 DIANA ROSS — Jumps this week include KHU ex-30, WFTL ex-20, 10Q ex-30, WSGN 26-19. Good sales at All/Oakland, Associated/Phoenix, City One Stop/L.A., Norman Cooper/Phila., Schwartz Bros./D.C., J.L. Marsh/Minn., Cactus/Houston.

64 SAMANTHA SANG — Jumps this week include KQFM ex-33, KSLG 32-30. Jumps this week includes KQFM ex-26, KHU 25-18, WBBQ ex-28, KNDW ex-30, Y100 32-33. Good sales at All/Oakland, All/Albany, Schwartz Bros., Waxie Maxie/D.C., Mavis/Cavages/Phila.

77 ELO — This week’s highest debut. Added this week at KJH, KQFM, KSLG, WLAC, WAYS, KCXQ, KJF, KIMN, KBEQ. Jumps this week includes WHHH 24-17, 293 ex-23, 9EX 25-25. Sales at Richman Bros./Phila.

84 OLIVIA NEWTON-JOHNS — Added this week at WPFG, KQFM, KJST, BJWJ, KIMN, KQBM. Breakout sales at Tower/Sac., Galgano/Chicago, and Stark/Cleveland.

92 CHEECH & CHONG — Added this week at WQAM, KEEL, KERN. Jumps this week includes KDDE 10-10. Breakout sales at Kebab Pizzas, Wherehouse/L.A.

97 SANTA ESMEERALDA — Added this week at WOW, WBAB, KAKC, Jumps this week includes KILT 40-22, KBBW ex-28. Good sales at Wherehouse/L.A., Schwartz Bros./D.C., Stark/Cleveland.

105 ODYSSEY — Added this week at WPFG, WVSP, KXOK. Jumps this week include WKQO 25-18. Good sales at Tower/S.F., King Carol/N.Y., Nom Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C. and Cactus/Houston.

106 ODLYN DREAP — Added this week at KSLG, WBBQ, WSGN. Jumps this week includes KQFM 22-21, PHM 21-17, WCAD, WPFG, KNDW.

114 MILLIE JACKSON — Added this week at WQAM. Jumps this week includes KQFM 21-4, WDBQ 24-17. Added this week includes WCAD, WBBQ, WSGN, KQFM.

121 WINGS — This week’s #3 most added record. Added this week at KJH, WAYS, 10Q, 96X. WQAM, WCAD, WPFG, KNDW.

126 STEVIE WONDER — Added this week at WHHH, WSGN, WBBQ. Jumps this week includes KQFM 28-24. Good sales at Banana/S.F., Southern/Miami.

128 CHIC — Added this week at 99X, #1 at WBSL. Jumps include WWRL 34-36. Sales at Record Shack/N.Y.

130 BILL WITHERS — Added this week at KQFM, WBBQ. WAYS at All/Oakland. Nom Cooper, Richman Bros./Phila. Cactus/Houston.

134 DONNY & MARIE — Added this week at KCGB, WMAK, WAYS. Last week at 10Q. KHJ. Breakout sales at City One Stop/L.A.

Hill Gets Platinum

Cash Box/November 19, 1977

59
1977 AMOA Expo Establishes All-Time Attendance Record

by Camille Compassio

CHICAGO — The recently concluded 1977 AMOA exposition marked the "end of an era" and the beginning of a "teaching transition," according to the national association's executive vice president Fred Granger. This year's convention exceeded all expectations and will go on record as the largest, most spectacular in the association's history.

"It was evident, throughout the three day run of the convention, that we can no longer consider it a small, personal show," Granger said. He indicated further that a full program of reorganization was being initiated, entailing the realignment of the entire registration set-up, expansion of the AMOA staff and other moves commensurate with the tremendous growth of the convention, as well as the association itself. AMOA is presently interviewing prospects for the newly created post of special assistant to Granger, to help with the added responsibilities accompanying such an outstanding growth pattern.

4-Day Show

Also under consideration, according to Granger, is the possibility of expanding the convention to four days. One of the most commonly registered complaints, he said, is the 3 p.m. shut-off of exhibits on Friday, to permit people to attend the annual seminar. As part of the reorganization program, the early closing will be eliminated at future conventions and other arrangements will be made, so that exhibits may remain open on Friday for a longer period of time.

Total attendance at the show was 5,487, which shattered all previous records. There were 110 exhibitors, displaying product in 290 booths, occupying three halls in the Conrad Hilton exhibit area. Foreign participation, on the basis of visitors and exhibitors, reached an all-time high this year: 573 individuals, representing 32 foreign countries.

REGISTRATION JAM — The recently completed 1977 AMOA Exposition set an all-time attendance record as participants from throughout the United States and several foreign countries gathered in Chicago October 28-30. Despite efforts by the association to encourage pre-registration on the day preceding the opening of the show, crowds such as the one pictured above were continuously evident at the registration desk set up in the head-quarters Conrad Hilton Hotel.

Dr. Malone Conducts AMOA Seminar

CHICAGO — Over 700 people attended the annual AMOA Seminar, conducted by dynamic Dr. John Malone, University of Notre Dame faculty member who has developed considerable industry savvy via his frequent seminar performances. His presentation focused on salesmanship and new business development.

"Establish a whole new selling approach and analyze the opportunities for new locations," Malone urged operators. "Anticipate objections and be ready for them; above all don't take no for an answer." Unlimited Possibilities

He pointed out the unlimited number of new location possibilities such as hospitals, fire houses, retirement homes, office buildings, car washes, trailer parks, coin laundries, even auto dealer service departments, which operators should investigate to increase their business.

To back up his presentation, Dr. Malone distributed a well defined outline, in booklet form, as he's done at previous seminars, for further clarification. In referring to the "prospecting" aspect of developing new business, he cited such leads as the yellow pages, city and suburban newspapers, utility offices (to determine neighborhood turnover), architects, business license bureaus and contractors.

It was obviously by the reaction of the audience that many had not previously considered such contacts. Indeed, the seminar was among the best ever presented at the convention.

Top New Country Singles

Top New R&B Singles

Top New MOR Singles

NEW OFFICERS — AMOA elected new officers for the coming year during its recent annual convention. Pictured in the top photo is: John Trucano (left), who received two special awards from outgoing president Garland B. Garrett, Sr. for the distinguished service and many contributions to the association. In the bottom photo are the newly elected AMOA officers, clockwise from upper left: Robert E. Nims, secretary; Don Van Brackel, president; Garrett, immediate past president; Wayne Hesch, first vice president; James I. Mullins, treasurer; and standing (l-r), vice presidents Dock Ringo, A. L. Witt and Wesley S. Lawson.
1977 AMOA Expo Establishes All-Time Attendance Record

(continued from page 60)

Some manufacturers dramatized the solid-state technology concept by displaying machines, devoid of their backglasses, to reveal the comparatively uncomplex machines, devoid of their backglasses, to

countries, were present at the convention. The most widely represented countries were Canada (152), England (145), Germany (129), Mexico (129), but people came from as far away as India and Thailand. AMOA sponsored a special international booth, with an interpreter on hand, to assist the foreign delegation.

Exhibits

Never before in AMOA history have so many exhibitors put so much effort into the design and appearance of their booths, and the promotion of their product. Gone are the days of the simple little table with the green felt covering. At this year's show there were balloons gracing some exhibits, speakers, an outstanding assortment of decorative paraphernalia and a galaxy of color, belting the environment of fun and amusement.

To single out a specific game as "star of the show" would be difficult, since there were numerous outstanding pieces shown and, with more than 5,000 people populating the exhibit area, uncrowded booths were in the minority. However, to borrow a phrase from Bally's marketing director Ross Scheer, "This is the Age of The Pinball" and, indeed, these machines dominated the floor. There were pinballs everywhere, and the accent was on solid-state. Each of the major U.S. manufacturers displayed new models, many premiering solid-state specifically for the AMOA audience; and there were a few foreign made machines. Some manufacturers dramatized the solid-state technology concept by displaying machines, devoid of their backglasses, to reveal the comparatively uncomplex system and demonstrate the speed and ease of servicing the equipment.

Promotion

Exhibitors accommodated convention visitors with all sorts of promotional giveaways, from T-shirts, to apples, to equipment. John Frantz, president of J.F. Frantz Mfg. Co. (Chicago), raffled off two counter giveaways, from T-shirts, to apples, to equipment. He also very attractively displayed.

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4-PLAYER FLIPPER

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Ask Your Distributor to

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Solid or Striped Ball

Competition

See Distributor or write Bally, 2640 Belmont Avenue, Chicago, Illinois

Rock-Ola Introduces New 'Sybaris' And 'Princess' Phonograph Lines

CHICAGO — The new 160-selection "Sybaris" and 100-selection "Princess" phonographs are currently being introduced by Rock-Ola Manufacturing here.

Rock-Ola's new "Sybaris," named after the ancient pleasure-loving Sybarites, is an exciting combination of new features, according to executive vice president Edward G. Doris.

"Sybaris greets everyone with an ever-changing spectacle of lights and colors," Doris explained. "Forty twinkling diode lights pulse in a moving pattern constantly adding new beats and tones to the multi-colored 3-dimensional displays. The rainbow of lights splash onto the chrome and polished metal trim adding to the eye-catching appeal of the Sybaris. The energy-saving light emitting diodes use less energy than a pocket penlight, and under normal conditions will last the life of the phonograph."

New playing ease and excitement has

(continued on page 64)
AMUSEMENT EXHIBITS — This year's AMOA convention drew 110 exhibitors who filled 290 booths in the Conrad Hilton Hotel's three exhibit halls. And for the first time, several foreign firms joined the major American manufacturers in taking out booths to display their products. Pictured in the top row of photos are (l-r): Bob Sherwood, Cinematronic's director of marketing, who boasted one of the real stars of the show in his firm's "Space Wars" video game; a smiling Marshall C. Caras, marketing vice president of D. Gottlieb & Co., whose exhibit spotlighted the company's 50th anniversary and first solid-state pinball game, the Rock-Ola Manufacturing booth, which showcased its new "Sybaris" phonograph; and Brunswick's Larry Smith, Joe Vita of Norfolk, Va. and Brunswick's Lyle Elliott, set to play a game of pool at the Brunswick exhibit booth. In the second row of photos are (l-r): hockey great Bobby Orr, Camille Compasio of Cash Box and Ross Scheer, Bally's marketing director, the ever crowded Exidy booth, which housed another showstopper called "Circus"; Empire's Ben Rochetti, along with John Lee, Bob Rosen and Murray Panitz, admires Namco's new "Shoot Away"; and Howard Kaye and Betson's Jerry Gordon pictured at the Irving Kaye Co. booth. In the third row of photos are (l-r) the Williams booth, which spotlighted solid-state pinball games "Hot Tip" and "Lucky Seven"; Ira, Leah, Al, Andrea and Sandy Belfeiman, of C.A. Robinson distributors in Los Angeles; Imperial Billiards' Jerry Kushner and Bill Keopke, pictured with the firm's new soccer table, and Midway's Tom Siemeniec, Larry Bera and Stan Jarocki shown with hostess, Donna Wood. In the fourth row of photos are (l-r) Johnny Frantz, J.F. Frantz Mfg. Co. president, and sales rep Mike Donley, Steve Kaufman, Stern Electronics Inc. marketing director, and company president Gary Stern pose with the firm's first solid-state pinball game, Rowe executive Paul Huebsch and Ed Ginsburg, president of Atlas Music Co., shown with Rowe's new "Black Magic" phonograph, and Mark Strand and Tournament Soccer execs Cal Rogers and Lee Peppard with a specially designed table adorned with $10,000 in quarters. In the bottom row of photos are (l-r): Atari's Don Osborne with the firm's new "Airborne Avenger" pinball game; Ramtek staffers Larry and Marcia Israel shown with the popular "M-79 Ambush"; Lowen Automaten exec Peer von Oertzen and American rep Bert Davidson pose with the compact "Hit 120" jukebox; and Americoin's booth, featuring "Junkyard and Dozer."
ADDITIONAL EXHIBITORS — Never in the history of AMOA have exhibitors put so much time and effort into their displays, as is evidenced in the above photos. Pictured in the top row are (l-r): Seeburg's Frank Nolan, who is set to demonstrate the features of the new 160 phonograph for Sefco distrib's Mark McClesky and Dick Vaughan; Project Support Engineering's “Game Tree,” which was one of the featured games at the firm’s booth; GRT Records president Dick Heard with the label’s Jay Albrent and Dick Kampa; and Wurlitzer’s C. B. Ross, Pat Bilotta of Bilotta Dist., Klaus Telgheder of Wurlitzer, American distrib Lew Jones and Bill Herleman. In the second row of photos are (l-r): Universe Affiliated Intl staffer Lenny Dean and company president Barry Feinblatt; Gremlin’s Malcolm Baines; Lowen Automaten exec Ullrich Schulze with Advance Distrib’s Pete Entringer and Daria Milorski and the NSM “Century 21” the Dynamo booth, manned by John Lewis (c); and the Rock-Ola booth, where executive vice president Ed Doris (third from left), Alfred W. Adickes (second from left) of Hamburg Germany, and colleagues. Many foreign visitors attended this year’s AMOA show.

Bally Mfg. Announces A Substantial Increase In Its Current Bank Lines

CHICAGO — Bally Manufacturing Corporation announced an increase of more than $10 million in its bank lines and more favorable terms in revising its loan agreement with a five-bank consortium. Under the new agreement, a revolving credit in the amount of $25 million, which replaces $12,750,000 presently outstanding under an existing term loan, will run for a two-year period. This may be converted, at Bally’s option, into a five-year term loan through November, 1984.

Borrowing costs during the initial two year period are at 1% above the prime rate and at ½ of 1% above the prime rate thereafter. Bally may also borrow up to an additional $10 million on a short-term basis at the prime rate.

Irving Rom, executive vice president-finance, said the revised agreement reflects “the strong financial position and excellent operating results of the company.”

Culbro Releases Earnings Report

NEW YORK — Culbro Corporation a diversified consumer products company, has reported record net income for the third quarter and first nine months of 1977.

Third quarter net income in 1977 was a record $2,178,000 representing a 23% increase over $1,766,000 reported for the comparable period in 1976. Earnings per share increased 18% to 710 per share on 3,068,000 shares outstanding from 600 per share on 2,956,000 shares outstanding during the third quarter of 1976.

For the first nine months of 1977, net income was up 44% to a record $7,351,000 from $5,104,000 in 1976. Earnings per share for the nine months was $2.41 on 3,054,000 average shares outstanding compared to $1.96 on 2,607,000 average shares outstanding in 1976.

Sales and other revenues for the third quarter and nine months amounted to $102,177,000 and $309,853,000, respectively, slightly down from $104,930,000 and $311,501,000 reported for the corresponding periods of 1976.

Culbro’s principal businesses are snack foods, proprietary medicine, cigars and tobacco products, plastics, wholesale distribution and mortgage banking.

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Available For Immediate Delivery Through Your Williams Distributor

Strike it Rich with UNITED'S "NUGGET" Six Player Shuffle Alley on 25" Play.

Order 'NUGGET' shuffle alley from your Williams' Distributor Today.
The AMOA audio-visual slide presentation, which was featured during the opening segment of the convention, was a huge success. Fred Granger, the AMOA's legal counsel, spoke at the close of the presentation and mentioned that the AMOA convention was well attended and that the attendance was up over last year. The convention was held at the Conrad Hilton Hotel in Chicago and was a huge success.

The AMOA's Government Relations Committee has been working on a project to improve the operation of coin-operated video games and pinball machines. The committee has been working with the Federal Communications Commission to improve the operation of these games.

The AMOA also held a convention in Omaha, Nebraska, which was attended by over 70 new members who signed up at the show. This is the highest number of new members signed up for the AMOA in over 10 years.

The AMOA also sponsored a service school which was attended by over 70 new members who signed up at the show. This is the highest number of new members signed up for the AMOA in over 10 years.

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HUMOR

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CREATE YOUR OWN ORIGINAL HUMOR/Parodies $3.50 to $100 (914) 562-9026. P.O. Box 17. Phoenix, Ariz. 85006. Money back if not satisfied.
Franklin Mint Record Society Extends Mail Order Program

(continued from page 45)

set features the singing of Caruso, Ponselli, Damore, Martellini, Bjoerling, Schwartzkopf and Price.

In the most recent offer, the Franklin Mint set November 15 as the deadline for subscrib- ing to the series, which will be mailed to subscribers at the rate of two per month (with 30 days notice required in a well-stocked cancellation.

Although the brochure states that the collection may be offered again at a later date, the Record Society will accept selling subscriptions "for a limited time only."

The exclusive nature of the collection, which is not being retained in stores, is one of the Record Society's key selling points, said Walker. "We're not trying to saturate the marketplace by having them all over the place. And therefore, the person who buys it realizes he's buying something important. It's not for everyone — he can order one collection, and it's available (only) at this particular time. And that separates it from the mass of material that's around."

Closely related to this concept is the prestige factor of owning a "best of" deluxe set of records. This is reinforced in the Society's brochure by the emphasis placed on the "proof-quality" of the pressings, which is stamped, "made of a superior grade of vinyl. "To further assure their quality," the theorist reads, "the records will be cleaned before being delivered to the facility in which the Franklin Mint produces its flawless proof-quality coins and medals."

In a Fancy Case

This wasn't enough, each monthly installment of two LPs is housed in a fancy case with gilt lettering on it. A booklet containing information about the works and the performers accompanies each of these double sets.

For this cornucopia of music and knowledge, subscribers are charged $9.75 per disc, plus $1.75 for packaging and handling. In comparison, classical LPs on domestic labels now list for $7.98 and retail twice as much for a Franklin Mint record as they would for a disc purchased in a record store, unless they liked the library case? "Price isn't the point in this sell," Walker replied. "What we're saying is, 'You're buying a collection. You're buying a concept. And if you accept the concept, you accept the price.' It's not an individual record purchase."

Two other factors should help the Franklin Mint sell its concept to the public, Walker noted. For one thing, an unformed person with no knowledge of classical music would be particularly burdensome and severely detrimental to their abilities to provide the best possible service to the public. Wasilewski added that if record companies receive performance royalties as well as promotional benefits from airplay, the incentive to resort to payola will be greater.

Elvis Sales Boom

(continued from page 10)

Popular Library recently published "Heartbreak Hotel," a story about a girl in the south coming of age to the beat of Presley's early rock hits.

In fact, there is such a widespread demand for Presley-related products that Col. Tom Parker, Presley's manager, recently signed Factors, Etc., a Delaware based merchandising firm, to issue sub-licenses to companies which manufacture products using Presley's name or picture.

Factors has sub-licensed a wide variety of products utilizing the Presley image, including a Christmas Ball ornament, a dollar bill with Presley's picture replacing George Washington's personalized Presley stamps, Presley needlepoint, and Presley belt buckles.

Factors also has sub-licensed Presley calendars, jewelry, watches, mugs, pewter statues, puzzles, post cards, plaques, buttons, iron-ons, and posters.

Round Records Opens 2nd Store

TORONTO — Round Records, long regarded as Toronto's most consistently low-priced record store, officially opened their "Baby Store" at 2948 Lakeshore Blvd. on Oct. 8.

A spokesman for the store says the franchise will uphold the policy of Round Records to sell records cheaply by maintaining low overhead costs and avoiding loss leaders.

Hedley Westerfield said the new store will stock less inventory than the other store at 46 Bloor St. West, because of the size limitations of the smaller location. The store will concentrate on progressive rock album selling, with an abundance of imported albums in stock.

Flyers have been distributed in the surrounding area, and extensive advertising is being used to attract business to the store, which has thus far reported good sales.

ASCAP Sponsors Meet

LOS ANGELES — ASCAP is sponsoring a songwriting workshop which offers new writers the opportunity for professional feedback. The workshop will be held by songwriter Annette Tucker and assisted by writer Arthur Hamilton, runs for 10 weeks on a revolving basis.

Brooks To Begin

LOS ANGELES — Casablanca disco artist Patti Brooks begins a tour of eastern seaboard clubs November 14.

NETWORK PARTY — Epic recording group, Network, pose with friends after a date at the Roxy in L.A. Shown in back row (l-r) are: Mike Coxton, George Bitzer, Richie C., Michael Riccardella, John Vinci, Jean-Paul Gaspar of Network, and Bud O'Shea, director of Epic's west coast marketing. In the middle row (l-r) are: Howard Danto, Tom West, Tom Weisberg, Network manager; Bob Hamilton, program director, KTHH; Alby Galuten, producer; Boz Scaggs, Jimmy Fox, program director, Ten Q; Karl Richardson, producer. In the front row (l-r) are: Sandy Young, Epic local promotion manager; Dennis Hansen, CBS branch manager; Susan George, and John Oates.
Tributes Flow For Friedman
(continued from page 1)

To Broadcasters, Study Says
(continued from page 7)

the industry has ever seen in putting together a major branch distribution system. He did it in one year what took others five years.

Jim Schwartz, president of Schwartz Brokers, called Nov. 6, "a very sad day in my life and for the industry. I worked with Joel when I was a Warner Bros. distributor. We have been friends for many years. We go all the way back together. Now he is gone."

Barrie Bergman, president of Record Bar, said, "I am very saddened by his death. I felt very close to Joel. He was one of the best executives in the record business and a hell of a man. A hell of a human being. I'll miss him."

Amos Heilicher

Other tributes were expressed by Amos Heilicher, former president of Heilicher Bros. and J.L. Marsh, who called Friedman, "a man of high integrity." Lou Fogelman, president of Music Plus, said, "I am shocked by such a great loss." Lou Wiker, president of Music Stop called Friedman "a good friend." Sam Marmaduke, president of Western Merchandisers, said, "Our industry has lost a friend."

Paul David, president of Stark Records, expressed "a hell of a lot of respect" for Friedman, calling him, "a forward looking executive and a fine person." Sam Shapiro, president of National Record Mart, said, "We will miss him." David Heilicher, president of Sieberts, said, "Joel’s death is a great loss to the record industry and those who knew him as a friend."

CBS Records Intl Opens New Latin American Operations

NEW YORK — CBS Records International has opened new headquarters for Latin American operations in Coral Gables, Florida. Those in attendance at the reception included M. Richard Asher, president, CBS Records International; Paul Russell, vice president, assistant to the president, CBS Records International.

The new Latin American offices in Florida will direct and coordinate all activities within CBS subsidiaries and licensees in Latin America and South America, and serve as a liaison between all other CBS Records International subsidiaries worldwide and Latin America.

The new Latin American operations in Florida are headed by Nick Cirillo, vice president, CBS Records International. Nick Cirillo was previously president of operations at CBS Records International in New York. He succeeds Mr. Cy Leslie, chairman of the board of the New York-based Sam Goody chain. "Such a sweet guy. He died too young."

Lee Hartstone, president of Integrity Entertainment, spoke of Friedman accomplishing "the single most outstanding job of marketing/A&R, Jorge Fernandez, director of finance, Juan Estevez, director of legal affairs; and Julie Ayres, manager/A&R.

Epitome Dist. Set

Pictured (l-r) are: Mrs. Fritz Hentschel; Hentschel; and Asher

SIRE SIGNS DARTS — Sire Records recently signed Tuff Darts, one of the New York bands that originally belonged to the CBGB "new wave" movement, to an exclusive recording contract. Pictured at Sire’s offices are (l-r) John DeSalvo, John Marcelli, Tommy Frezny, Bobby Butani, and Jeff Salen, members of Tuff Darts; Seymour Stein, managing director of Sire Records; and Ken Kuchnich, director of artist development for Sire.
Cash Box International

Toronto's Colonial Tavern Puts $150 G Into Renovations

TORONTO — The Colonial Tavern has undergone $150,000 worth of renovations, which includes the installation of a 24-channel sound system, lighting grids, making it one of Toronto’s premier nightspots.

Once considered one of the best jazz and blues clubs in North America, the 410-seat club has recently broadened its music policy, and now books artists in all music styles.

In addition to the sound and lighting changes, decorative elements of the facility has been redesigned, making it more congenial to both patrons and artists. A “West Coast decor,” as owner Mike Lyons describes it, with extensive use of brass and mirrors, highlights the “new look” Colonial.

Booked by the Toronto management-consultant team of Neil Dixon and Steve Propas, the club will feature in coming months such artists as Steppenwolf, B.B. King, Ramspeck, Jack Elliot, Dizzy Gillespie and Captain Beechfoot.

“Although there is no practiced policy, the club intends to book as much Canadian talent as possible, usually on a showcase basis. A recent booking featured A&M recording artist Malcolm Tomlinson. “As long as the recording companies demonstrate their support, we will attempt to highlight Canadian artists,” Lions adds.

“We don’t want to compete with the rest of the clubs on Yonge Street (Toronto’s main street through the entertainment district). We’ll lose status and the sense of uniqueness we are trying to bring to Toronto entertainment.” The nightclub is more intent on competing with the MAM office on the same floor from the second floor of the other showcase club, the El Mocambo.

“Basically, we’re offering a change for acts who have been competing with the other showcase clubs in bordertown American cities, to cover the expenses of travelling, or to introduce the act to this city for the first time, so they can later get a concert hall date,” says Lyons.

The sound system, installed by Westbury Sound in Toronto, has conquered much of the problem the club had before with their acoustics. “The other complaint most frequently voiced by patrons was the obstruction view from the second floor of the club. The lighting system is hung from the ceiling now,” Lyons says. “Not only does this mean that there are no obstructed-view seats, but it has allowed the band and artists to bring his lighting here when he plays. Our new system (also installed by Westbury Sound) can accommodate up to 200 seats.

When the renovations are completed, the club will also have four skylights, and a brand new mezzanine. Lyons says, with pictures of artists that have performed there.

Although there is no practiced policy, the club intends to book as much Canadian talent as possible, usually on a showcase basis. A recent booking featured A&M recording artist Malcolm Tomlinson. “As long as the recording companies demonstrate their support, we will attempt to highlight Canadian artists,” Lyons adds.

“Although we don’t want to compete run-of-the-mill Canadian acts. We’re looking to book showcase dates almost exclusively.”

BB Radio Tribute To Crosby At Christmas

BBC Radio One will launch a special Christmas tribute to the late Bing Crosby on December 27. It will include songs and an interview recorded by the singer for the network before his death in 1977.

The interview centers on the Old Groaner’s affection for Bing’s daughter, Besse, who is a member of the group’s diversification and development plans.

EMA will operate from Suite 4, Carlton Tower Place, Sloane St., London SW1X 9PZ (Tel: 01-235 8243) and will be headed by David Morris, former chief of the variety artists division of the William Morris Agency, who is taking a short vacation before assuming his new post. Prior to his move, David Morris was with the MAM office.

Argentinian News

BUENOS AIRES — Jose Luis Perales, Spanish/charter visiting Buenos Aires, was feted with a cocktail party by Microfon at the plush Michelangelo nightclub, where he performed during a week. Perales became very popular here first as a composer and afterwards as a singer. He records for Hispano.

RCA hosted a party at the Cinzano Club to celebrate the outing of the first LP by Danny Cabuche on that label, with good attendance among radio & TV people and newsmen. Cabuche has good appeal for the melodic market and good possibilities in other Latin countries.

Italian songstress Gigliola Cinquetti is also here, as part of an extremely strong international season. She has been appearing on stage and recording for TV. From the States came Paul Williams, who offered a concert at the Luna Park Stadium and a press conference at the Sheraton.

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Jorge Cesar Esperon, head of Carmusic in Argentina, visited last week from his base in the United States. During his stay there, he signed a new song contract and was also here, as part of an extremely strong international season. She has been appearing on stage and recording for TV. From the States came Paul Williams, who offered a concert at the Luna Park Stadium and a press conference at the Sheraton.

Music Hall artist Aixa Barrotte is starting a tour of several Latin American countries.

Phonogram Announces 6 New Appointments

CHICAGO — Phonogram announced major appointments and changes in their sales, marketing and marketing divisions. Two regional sales managers have been promoted to entirely new positions. Gordon Davis was promoted to sales manager-north, while Joe Colquhoun was promoted to sales manager-south. The post which FIl Towers recently left as national sales manager will not be re-filled.

In the commercial division, Dave Scoop-pie, formerly marketing services manager, has been promoted to commercial manager, reporting directly to Glyn Williams, commercial director. In the marketing area, Alan Philips has been appointed to the position of product manager, replacing Betty Burns. Nick Wright, executive assistant to the managing director has been seconded to the marketing division as product coordinator. Alan Brown joined the company as print production manager.

CBS Building New U.K. Record Mfrg. Facility

LONDON — CBS Records is investing over £1 million in a new U.K. disc manufacturing facility to be located on a 16-acre site at Rabans Lane, Aylesbury in Buckinghamshire. The new 200,000 square foot factory will construct half a dozen current location in the Aylesbury area, which is the result of 10 years growth of CBS production in excess of 9,000, and the company is now one of the largest employers in the Aylesbury district, currently providing work for 800 people.

Sir Frederick Snow and Partners have been retained as construction consultants for the project, and CBS U.K. managing director Maurice Obstein stated that the investment reflects the confidence of CBS Inc., the U.S. parent company, in the economy of the U.K. in general, and in particular, its faith in the future potential of the company’s growth in Britain.

Nippon Columbia Sales Up, As Profits Decrease

TOKYO — Nippon Columbia has reported its sales and profits for the six-month period ending March 31. Sales increased 600 million yen over the comparable period of the previous year, while profits were down by 23.4%. Profits after taxes were down by 20.7%.

Record sales exceeded those of last year for the equivalent period. Tape sales increased by 12.9% margin, while recorded sales fell by 11.7% from the same term of the previous year.

Matthews Gets Haley

MELBOURNE — Matthews Music has gained world rights (excluding U.S.A. and Canada) to the masters included in the album “Golden Country Origins” by Bill Haley. The songs were recorded in the late 40’s and have not been released anywhere in the world until now. The reason for this is that they were recorded by Bill Haley’s longtime friend and partner Jack Howard who before release, became aware that Haley’s career was progressing toward the then new “Rock” sound.

The songs have now been released by Phonogram nationally throughout Australia.

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**SMOKIES SCANDINAVIAN SUCCESS —** Raks Records' "Smokie (RSO in the States) are one of the best selling groups in Scandinavian countries. "Greatest Hits" album which was released in April sold more than 1/2 million copies in Scandinavia alone. Revers in record industry tour the Scandinavian countries, and during the tour the group were awarded several platinum, gold and silver discs from the local EMI-companies. Pictured from left are group members first Pete Spencer, Terry Uttley, Jerry Ritz, head of International A&R EMI Denmark, and group members Chris Norman and Allan Sisloan.

**London Signs Two More Pacts**

TORONTO — London Records of Canada (1967) Ltd. has announced the signing of an agreement with Montreal-based Concorde Records and themselves that gives London the Canadian manufacturing and distribution rights for the primarily-French language label.

Concorde Records, headed by Guy Chouinard, can supply product by such artists as Johnny Farago, Claudette Morissette, Recration and Rina Bert. Their most recent release is a French and English version of "The King Is Gone," a Johnny Farago version of the Ronnie McDowell song.

In an associated agreement, London has completed a licensing deal with Italian company Durium Records, giving London the Canadian manufacturing and distributing rights for Durium product.

The Durium label features product by Italian saxophonist Fausto Papetti. London's first release will be the six volumes of Papetti's Sax 18a Racolta (Volume 18) through Volume 23.

London has launched an extensive promotional campaign to support the new releases, including display material, browser cards, and a special dealer and rack incentive.

**Rock Film Planned**

LONDON — Composer Sylvia Anderson, known for her work on "Thunderbirds," "UFO" and "Space 1999," has been named as the production executive in addition to the Scandinavian territories, the United Kingdom, where Anderson also operates Bocu Music, Ltd. and marketing effort will be exciting, innovative, and totally devoted to strong product presentation.

Wishbone, Sweden Pact

NEW YORK — A sub-publishing deal has been concluded between Wishbone Productions and Sweden Music, AB, for the song-titlists Music (BMI) and I've Got The Music (ASCAP) catalogs, both under the umbrella of Terry Woodford and Clayton Ivey's Wishbone Production Company of Music Shools, Alabama.

The deal is made by attorney John Mason representing Wishbone, and Mildred Fields representing Sweden Music's Stig Anderson. For the next three years and covers, in addition to the Scandinavian territories, the United Kingdom, where Anderson also operates Bocu Music, Ltd. and music management company, giving the company the exclusive rights to distribute the album company's the Swedish catalog.

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**Xmas Lifts Record Output In Japan**

TOYO — According to the Japan Phonogram Record Association (PhRA), output of records for Sept. was up from the previous month due to the start of manufacturing for Xmas. However, output volume decreased from last year’s levels.

Total output of records in Sept. was up 20% from the previous month and 11% more than the same month of the previous year. Output value was ¥5.3 billion yen, an 18% increase from the previous month and 5% less than the same month of the previous year. LPs accounted for 7.8 million copies, 19% more than August and 2% less than July.

Tape output of 3 million units registered a 10% increase over the previous month and a 4% increase in comparison with last year.
New Company Scoring Big Success With Mirror Album Covers, Scarves

NEW YORK — Every year, rock fans spend millions of dollars on posters, T-shirts and other memorabilia of their favorite artists. Now one company based in New York's East Village, Barry Imhoff, Products, has introduced some new products to whet the appetites of music lovers: album and poster mirrors, and scarfs emblazoned with the names of rock superstars.

The mirrors come in three sizes: 12 1/2" x 14", 12 1/4" x 22" and 22" x 33". Suggested retail prices for these various sizes are, respectively, $12.95, $24.95 and $49.95. In addition, display racks are available, costing between $4.70 and $7.20. The multi-colored scarves list for $8 and wholesale for $4 per dozen, with four dozen the minimum order.

According to Barry Imhoff, company top-producer, many of the scarves have been sold worldwide to date. Most of these mirrors were marketed within the past three or four months. The company was founded on the strength of the success of a line of scarves about five and seven months to get approval from the various artists and record companies involved.

Imhoff sends the artist samples copies of mirrors featuring covers of their albums.

October Retail Sales Up; Xmas Looks Good

NEW YORK — The nation's major retailers posted strong sales gains in October, bolstering hopes that the holiday season could be a good one. Sears, Roebuck & Co. reported an 18% sales increase in October over the same month a year earlier. J.C. Penney also was up 18%.

Atlantic Sets Up New Department

(continued from page 8)

Atlantic programming patterns, plus utilization of key aggressive retail outlets and reliable follow-up allowances, will now be applied directly to specific artist development strategies.

New Backgrounds

All of the new appointees have had experience in record promotion. Steve Leeds, who started in local New York promotion rep in October, 1973. He held that post until last January, when he became assistant to Tunc Erin, a position he will continue to hold. Leeds comes out of an extensive college radio background, including a position as contributing editor to the College Radio Report, which has associated with the Radio Corporation of America since 1965-73. Sam Kaiser, a native of St. Louis, served as local Atlantic promotion rep there since early 1971, having a long career.

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TOUCH AND GONE.
GARY WRIGHT’S
THIRD ALBUM.

COMPOSED, PERFORMED AND PRODUCED
BY GARY WRIGHT.

ON WARNER BROS. RECORDS AND TAPES.

DIRECTION: THE DEE ANTHONY ORGANISATION; REPRESENTATION: PREMIER TALENT
November 19, 1977

101 ELVIS' GOLDEN RECORDS

102 FLOATERS

103 FIND ME

104 THE BEST OF TAVARES

105 HERE YOU COME

106 A STAR IS BORN

107 OL' WAYLON

108 RUBY, RUBY

109 LIFELINE

110 NIGHT MOVES

111 PAUPER IN PARADISE

112 MIDNIGHT BIRD

113 SONGS IN THE KEY OF LIFE

114 NIGHT RAYS

115 REPEAT - THE BEST OF JETHRO TULL - VOL. II

116 MIDNIGHT BAND

117 DOUBLE DOOBIES

118 FLYING HIGH ON YOUR

121 SO EARLY IN THE SPRING: THE FIRST 15 YEARS

122 ELVIN BISHOP RAISIN' HELL

123 LOVE GUN

124 THE SNAPPY LANDS

125 EVEN IN THE QUIETEST MOMENTS

126 RAIN DANCES

127 TOM PETTY AND THE HEARTBREAKERS

128 SEALS & CROFTS

129 THE QUINTET

130 IT WAS ALWAYS LIKE A SONG

131 FOREIGN AFFAIRS

132 DIAMANTINA COCKTAIL

133 BRASS CONSTRUCTION III

134 BAT OUT OF HELL

135 LIVE! TAKIN' THE STAGE

136 NITE TWIST

137 TRUE TO LIFE

138 IN COLOR

139 CRAWLER

140 BAD REPUTATION

141 LAKE

142 PLAYING TO AN AUDIENCE OF ONE

143 BOATS AGAINST THE

144 REO LIVE

145 ROB STEVENS

146 PLAYER

147 TERRAPIN STATION

148 HEADS

149 ALOHA IN HAWAII

150 ALOHA IN HAWAII (Warner Bros. WS 3069)

151 CELEBRATE ME HOME

152 FRAMMENTI COMES ALIVE

153 RAM JAM

154 VILLAGE PEOPLE

155 GO TO

156 EXPECT NO MERCY

157 HOPE

158 SHAKE IT WELL

159 MONKEY ISLAND

160 EXODUS

161 MADONNE

162 ELVIS' GOLDEN RECORDS VOL. III

163 ONE MORE FOR THE ROAD

164 AVIGDOR PERFORMER, VOL. 1

165 GREAT THRU LIGHTS

166 MAGIC IS THE CHILD

167 PURE GOLD

168 PORTOFOLIO

169 BLUE

170 WE ARE THE ONE

171 THE JOY

172 YOU'RE THE ONLY DANCER

173 MENAGERIE

174 CAN'T WAIT

175 THE QUESTING GHOSTS

176 DON'T LET ME BE MISUNDERSTOOD

177 BENNY AND US

178 DON'T LOOK DOWN

179 BEFORE

180 LIVING IN THE AIR AGE

181 LEVON HEYMEL AND THE RCO ORCHESTRA

182 GLORY (ABC AAR 117)

183 ANOTHER MOTHER

184 ANOTHER MOTHER'S FINEST

185 ENDLESS SUMMER

186 DEVIL'S GUN

187 THIS ONE'S FOR YOU

188 TALKING HEADS: 77

189 LIZON

190 ENDLESS FLIGHT

191 COTTONMOUTH

192 HAVANA CANDY

193 NEIL SEDAKA'S GREATEST HITS

194 BLOW IT OUT

195 KISS ALIVE

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)
DONNA SUMMER

ONCE UPON A TIME...

A fairytale come true
on
Casablanca Record and FilmWorks

Produced by:
GIORGIO MORODER and
PETE BELLUTTE

Personal Management:
Wade, Dhillon, Vegas &
Associates in association
w/ M. Joyce Bogart