KC And The Sunshine Band
"Let It Flow" is gold.
Dave Mason is the source.
On Columbia Records and Tapes.
EDITORIAL

WBAI And The First Amendment

The recent decision by the Supreme Court to review the "obscenity" case of WBAI (FM) in New York should be watched closely as the ramifications are far-reaching for all broadcasters. Although most commercial stations would not consider airing the famous Carlin "dirty word" routine as originally recorded, the principle of freedom of expression for all stations is the question at hand.

What is carried over from television and radio airwaves continues to concern the federal government. Prime-time violence on television, truth in advertising and "SAD Lyrics" in some of today's music have generated recent comments and action in the nation's capital. The continuing number of issues that the government is showing concern over reiterates that their interest is not a passing one.

We do not object to government monitoring of broadcasting as there are wrongs that should be corrected, and the surveillance helps to curtail potential problems. But, with an issue as sensitive as the first amendment which will affect broadcasting as an industry, support for WBAI from all facets of the broadcasting community is in order.

While many members of the broadcasting industry feel that WBAI, a listener-supported maverick station, is not reflective of the overall programming philosophies of the country, the future of this station will most likely determine the future for the rest of the nation's radio and television stations.

NEWS HIGHLIGHTS

- CBS marketing meeting takes place in New Orleans.
- WEA announces major restructuring of its pricing policy.
- Blizzard conditions slow music operations in the east and midwest.
- NAB files brief in support of WBAI in 'seven dirty words' case.
- Music industry representatives from throughout the world gather in Cannes, France for: MIDEM.
- Terry Kath, lead guitarist of Chicago, killed in accidental shooting.
- Manufacturers showing increased interest in soundtrack LPs in 1978.
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<th>Title</th>
<th>Artist(s)</th>
<th>Week On Chart</th>
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<tr>
<td>1.</td>
<td>1/28</td>
<td>STAYIN' ALIVE</td>
<td>Bee Gees (RSO 850 B)</td>
<td>1/28</td>
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<td>2.</td>
<td>1/28</td>
<td>SHORT PEP</td>
<td>Randy Newman (Warner Bros 45-8221 B)</td>
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<td>3.</td>
<td>1/28</td>
<td>BABY COME BACK</td>
<td>Bobbi McCombie/Don Kirshner (CBS 45-1102 B)</td>
<td>1/28</td>
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<td>4.</td>
<td>1/28</td>
<td>JUST THE WAY YOU ARE</td>
<td>Billy Joel (Capitol Records 10600 B)</td>
<td>1/28</td>
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<td>5.</td>
<td>1/28</td>
<td>WE ARE THE CHAMPIONS</td>
<td>Queen (Elektra 4-3441 B)</td>
<td>1/28</td>
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<tr>
<td>6.</td>
<td>1/28</td>
<td>YOU'RE MY SUNSHINE</td>
<td>Paj代谢 (RCA 45-86151 B)</td>
<td>1/28</td>
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<tr>
<td>7.</td>
<td>1/28</td>
<td>SOMETIMES WHEN WE DANCE</td>
<td>Dany Hill (2 Centuries 25921 B)</td>
<td>1/28</td>
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<td>8.</td>
<td>1/28</td>
<td>DESIREE</td>
<td>(Columbia 3-10577 B)</td>
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<td>9.</td>
<td>1/28</td>
<td>EMOPTION</td>
<td>Phyllis Hyman (Phyllis 45-1779 B)</td>
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<td>10.</td>
<td>1/28</td>
<td>LOVE IS THICKER THAN WATER</td>
<td>Andy Gibb (RSO 850 B)</td>
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<td>11.</td>
<td>1/28</td>
<td>HERE YOU COME AGAIN</td>
<td>Billy Joel (Capitol 45-8543 B)</td>
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<td>12.</td>
<td>1/28</td>
<td>HOW DEEP IS YOUR LOVE</td>
<td>J. Geils Band (RSO 879 B)</td>
<td>1/28</td>
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<td>13.</td>
<td>1/28</td>
<td>DON'T LET ME BE MISUNDERSTOOD</td>
<td>Gerry Goffin/Carole King (MCA 8-33 B)</td>
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<td>14.</td>
<td>1/28</td>
<td>SERPENTINE</td>
<td>Earth, Wind &amp; Fire (Atlantic 1-30205 B)</td>
<td>1/28</td>
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<tr>
<td>15.</td>
<td>1/28</td>
<td>SLIP SLIDIN' AWAY</td>
<td>Steely Dan (ABC 13200 B)</td>
<td>1/28</td>
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<td>16.</td>
<td>1/28</td>
<td>TURN TO STONE</td>
<td>Boston (Atlantis 12-1093 B)</td>
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<td>17.</td>
<td>1/28</td>
<td>WHAT'S YOUR SOUL MESSIN'</td>
<td>Kool &amp; The Gang (MCA 13020 B)</td>
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<tr>
<td>18.</td>
<td>1/28</td>
<td>PEACOCK</td>
<td>Eddy Grant (Philips 8-93019 B)</td>
<td>1/28</td>
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<td>19.</td>
<td>1/28</td>
<td>NATIVE NEW YORKER</td>
<td>Paul Simon (Asylum 45444 B)</td>
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<td>20.</td>
<td>1/28</td>
<td>I GO CRAZY</td>
<td>Frankie Valli &amp; the Four Seasons (ABC 13030 B)</td>
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<tr>
<td>21.</td>
<td>1/28</td>
<td>COME NEXT AROUND</td>
<td>Sam &amp; Dave (Impact 7-9322 B)</td>
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<tr>
<td>22.</td>
<td>1/28</td>
<td>FFEI</td>
<td>Stevie Wonder (Stax (1977) B)</td>
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<tr>
<td>23.</td>
<td>1/28</td>
<td>LOVE</td>
<td>Lou Rawls (BMI)</td>
<td>1/28</td>
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<td>24.</td>
<td>1/28</td>
<td>(EVERY TIME I GET)</td>
<td>Jackie Wilson (Casablanca 99013 B)</td>
<td>1/28</td>
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<tr>
<td>25.</td>
<td>1/28</td>
<td>(THEME FROM) SHALAMANDER</td>
<td>The Righteous Brothers (CBS 45-837 B)</td>
<td>1/28</td>
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<tr>
<td>26.</td>
<td>1/28</td>
<td>I LOVE YOU</td>
<td>The Osmonds (Columbia 3-10577 B)</td>
<td>1/28</td>
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<tr>
<td>27.</td>
<td>1/28</td>
<td>LOVE STORY</td>
<td>Vikki Carr (Atlantic 12-1093 B)</td>
<td>1/28</td>
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<tr>
<td>28.</td>
<td>1/28</td>
<td>BREAKDOWN</td>
<td>Tom Petty &amp; the Heartbreakers (MCA 259184 B)</td>
<td>1/28</td>
</tr>
</tbody>
</table>

**Legend**

- **#1 Hit (Top 10)**: 
- **#2 Hit (Top 20)**: 
- **#3 Hit (Top 30)**: 
- **#4 Hit (Top 40)**: 
- **#5 Hit (Top 50)**: 
- **#6 Hit (Top 60)**: 
- **#7 Hit (Top 70)**: 
- **#8 Hit (Top 80)**: 
- **#9 Hit (Top 90)**: 
- **#10 Hit (Top 100)**: 

**Notes**

- The chart provides a comprehensive list of the top 100 songs of the week, including their artists and labels.
- The chart covers a wide range of genres and styles, with hits from popular artists and bands.
- The chart includes various hit songs from the late 1970s, showcasing the diversity of music popular at the time.
poor poor pitiful me
ANOTHER SINGLE
FROM linda ronstadt's 'SIMPLE DREAMS'

PRODUCED BY PETER ASHER & ASYLUM RECORDS & TAPES
E-45462
CBS Executives Assess 1977 At New Orleans Conference
by Ken Terry


Included in the conference’s agenda were sales, promotion, merchandising, A&R and publicity seminars and new product presentations and performances by select artists on the Columbia, Epic, Portrait and CBS Associated Labels.

Jack Craig, senior vice president and general manager of marketing for CBS Records, charged the vice presidents and marketing and branch distribution for CBS Records, co-chaired the week’s activities.

The meetings were coordinated by Rosalind Blanchard, director of merchandising and planning and administration for CBS Records.

Specimens were delivered by Walter Yentoff, president of CBS Records Group; Bruce Lundvall, president of CBS Records Division; Ron Alexenburg, senior vice president for Frank Tashman; Randy Lewis, vice president of marketing for Columbia; and Jim Tyrrell, vice president of marketing for E/P/J/A. Paul Smith delivered the keynote speech.

Highlighting the meetings were audiovisual presentations of new products produced by Arnold Levine, vice president of advertising/creative services for CBS Records. Among the new albums slated for first quarter shipment are LP’s by Heatwave, McCrarys, Marlena Shaw, Walter Egan, Vicki Leandros, Mark Colby, Bobby Bare, Judas Priest, Mac Davis, Bonnie Koloc, Toto, Mickey Gilley, Lonnie Liston Smith, Hounds, Johnny Cash, Kris Kristofferson, Randy Travis, Gene Cornish, Louis Nilsson and Johnnie Taylor.

Three classical albums were also featured: Zubin Mehta/New York Philharmonic, Van Cliburn’s Russian Lieder and Jean-Pierre Rampal’s "Japanese Flute Music".

More Than 1200 Firms Present At 12th MIDEM
by Joey Berlin

LOS ANGELES — The largest number of participants in the history of MIDEM, over 1200 firms from 49 countries, gathered in Cannes, France Jan. 20-25 for the 12th annual convention. Fortunately, the Palais des Festivals provided an extra thousand stalls to accommodate exhibitors, which prevented stalls from spilling out into the streets.

The music industry executives from around the world look advantage of the event to discuss issues of common concern, negotiate deals, make announcements, and in some cases, promote legislation which are not all in, but some of the highlights of this year’s MIDEM were as follows:

• A new International Federation of Popular Music Publishers was formally established during private meetings. The first president is Sai Chantia and the first general assembly will take place in Cannes at MIDEM next year. The federation plans to work toward establishing a common recognition by relevant bodies so as to become the spokesman for popular music publishers in world forums. It will also publish a quarterly newsletter. Federation headquarters during Chantia’s term will be in New York, although archives will be maintained in Holland.

A meeting of lawyers provided information on the differences between European and American copyright laws, as well as shedding light on copyright regulations in such countries as Japan and Brazil. Of particular interest were explanations of the new U.S. copyright law by Michael Sukin, Al Schlesinger and Jay Cooper. The question of the import/export record IDs issue and copyright payments was also considered. In addition, the lawyers meeting touched on legal ramifications of the recent rulings of “publication” in Europe and America, and copyright protection for (continued on page 48)
JAMES TAYLOR'S

NEW SINGLE

'HONEY DON'T LEAVE L.A.'

FROM THE PLATINUM ALBUM JT

ON COLUMBIA RECORDS AND TAPES

PRODUCED BY PETER ASHER • 3-10689
Roadshow Label Signs T. Turner

NEW YORK — A caption for a photo on page 9 of last week's issue of Cash Box (January 28), implies that Artie Mogul president of Artie Mogul Artists Records signed Tina Turner to a contract. Actually, it was Roadshow Records that signed Turner.

When Americans want to get down, they usually do it with KC And The Sunshine Band. The nation's "Number One Party Band" has put together five gold singles and two platinum albums since its inception in 1974.

KC And The Sunshine Band is led by Harry Wayne Casey (KC) and Rick Finn, who produce, write, engineer, mix and master their material.

The TK recording group made its first impact on the national charts with a Number One single, "Get Down Tonight." They followed it up with "That's the Way (I Like It)," "Shake, Shake, Shake (Shake Your Booty)," "I'll Be Your Booogie Man," and "Keep It Comin' Love." KC's hit LPs were "KC And The Sunshine Band" and "KC And The Sunshine Band — Part III.

In addition, Casey and Finn penned "Rock Your Baby," a hit single for TK artist George McCrae.

The band has made numerous TV and concert appearances, and is one of the few supergroups to achieve equal popularity in the disco and on the airwaves.

In its 1977 year-end wrapup, Cash Box awarded four distinctions to KC: Number One R&B Group Crossover (pop singles); Number One R&B Group Crossover (pop LPs); Number Two Pop Singles Group; and Number One R&B Singles Group.

If there were a category for "good time music," KC And The Sunshine Band would probably have topped that, too.

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**New Faces To Watch**

**Janie Fricke**

Session backup vocalists are, in general, an anonymous lot. They are heard, but not seen — the supporting cast, in other words. However, over the years she has lived and worked in Nashville, Janie Fricke has caught the fancy of Music Row. As a member of the Lee Anna Singers, Fricke has appeared on record with the likes of Dolly Parton, Ronnie Milsap, Dr. Hook, England Dan And John Ford Coley, the late Elvis Presley, Johnny Duncan and has earned three NARAS awards for her background singing.

On the heels of her work with Duncan, she has moved into a solo career. Her first single release, "What're You Doing Tonight," has garnered her a Grammy nomination for Best Country Vocal Performance. And CBS will release an album produced by Billy Sherrill in March. Janie has also recorded several commercials, including one of the current "United We Fly" spots for United Airlines.

Although Fricke has been singing since she was a small girl in rural Indiana, and has been making her living doing backup vocals since the early sixties until her session with Duncan that sensed her potential as a lead vocalist. During the recording of "Joy to the World," a female voice was needed for four lines. And Fricke was given the opportunity.

I was working with Janie Singers and Lea Jane told me to try to sing the lines," Fricke said. "I was used to singing like everybody wanted me to sing and not really like myself. But this time no one told me what to sing. Larry Gatlin was producing the session and he liked it. It was the first time I realized I was able to do something like anybody else. My confidence really grew.

Billy Sherrill, who was producing the next Duncan sessions, liked her voice and invited Fricke to sing by herself on the subsequent Duncan record. As a result, she appeared on the next three Duncan singles, all of which were No. 1 country hits. And on Duncan's latest hit, "Come A Little Bit Closer," she is listed on the session credits.

Since she has made her living singing different styles of music to suit the whims of producers, Fricke has had to work on developing a singing voice that is unique.

"I have been experimenting with my voice to see how far we can go," Fricke said. "I am still looking for my style of type. My sound is really a unique one because I can sing anything. On my album I sang country material such as 'Can't Help Me I'm Failing' and 'No One's Ever Gonna Love Me,' which I think is New York pop." Fricke feels her ability to showcase different musical styles makes her a key ingredient in any recording group and has become her trademark.

"I've had to learn to be versatile and pick things up fast," she added. "One client might want to sound like an old country singer. The next client might want you to come up with a soul sound and the next might want Olivia Newton-John.

**Mylon LeFevre**

"It's a joy — and that's a misunderstood word — but it's a joy to be making music again," says Mylon LeFevre.

If you're one of the fans of LeFevre and Alvin Lee broke up their respective groups (Holy Smoke and Ten Years After, respectively) to join together and produce the critically acclaimed album, "On The Road To Freedom." For both LeFevre and Lee, the album was a work of creative freedom and a way to combine very different musical talents and styles. It is a true musical experience. He noted that stars like Roberto Carlos of Brazil and Daniel Magal of Argentina have had success all over Latin America, and are also being promoted worldwide. Two of Carlos' records have sold in excess of a million copies each, and the third is already up to 850,000 units in Argentina alone, where sales of 100,000 copies constitute a hit.

Cirillo also discussed the ways in which a new artist emerges, and urged the CBS

**CBS Latin American Meeting Notes Continent's Diversity**

by Ken Terry

MIAMI — A central issue at the CBS Latin American A&R and marketing meetings held here January 20-24 was the need to promote Latin American artists and dates in other than their own territories. The meetings also focused on the marketing of imported material and the probability of a Latin American, by our neighbors in the southern hemisphere.

"It's a challenge," Farebrother, vice president in charge of Latin American operations for CBS Records International, spoke about that and the opening experience here. He noted that stars like Roberto Carlos of Brazil and Daniel Magal of Argentina have had success all over Latin America, and are also being promoted worldwide. Two of Carlos' records have sold in excess of a million copies each, and the third is already up to 850,000 units in Argentina alone, where sales of 100,000 copies constitute a hit.

Cirillo also discussed the ways in which a new artist emerges, and urged the CBS

**Polygram Enters Lucrative Field: Special Products**

NEW YORK — With the hiring of Artie Fisher as director of special products, the Polygram Corp. has joined other major American labels in publishing an increasingly lucrative market.

**Special Projects**

Fisher, who is reporting to Abe Wiesel, president of Polyomix, the classical record club division of Polygram, said the new operation would encompass several areas including the sale of "premium records" to major corporations, and the licensing of complete packages to TV marketers, as well as direct mail organizations like Time-Life and Reader's Digest.

"There are big numbers there," Fisher said. "Last year, Amana (refrigerators) moved over 500,000 records (in a promotion) with RCA ... and McDonald's has been moving tremendous numbers for some time.

Fisher's division will utilize all categories of music from Polygram-owned labels. Polyomix itself, however, is not yet planned to expand beyond the classical market.

Fisher explained that corporations, including the automobile and fuel industries, have found records and tapes to be valuable sales incentives and liquidators. Auto manufacturers, for example, have been offering complimentary 8-track tapes with the purchase of a car equipped with a tape recorder. And TV packaging is today already announcing that Issurian record sales (Cash Box, Aug. 20, 1977).

**Sy Warner Exits London Records After 23 Years**

NEW YORK — Sy Warner has resigned his post as London's manager for London Records, a company he joined 23 years ago. The resignation took effect January 22.

Warner joined the firm as a salesman in 1955, and during his tenure there served as assistant branch manager, national special sales manager, public relations manager and director of promotion (the latter two posts he held simultaneously)

During London's pop heyday in the 1960s, when the Rolling Stones and the Moody Blues were two of the country's hottest groups, Warner's sales and promotion staffs had as many as 11 charted singles in a week.

"This was a very hard decision for me to make," Warner said. "I feel I could offer London a lot of offers to stay here." His immediate plans are for a "much-needed vacation with my wife," after which he said he would explore various career options.

His departure comes two weeks after the appointment of Terry McEwen as London's executive vice president. McEwen has recently been holding top-level meetings aimed at "streamlining" decision-making, and increasing profits.

The company has indicated a desire to invest more heavily in the pop area, and is now anxiously awaiting the upcoming Moody Blues release, expected in two or three months, a London source said.

McEwen said upon returning the post that one of his first priorities would be to "unclutter" the label's operation, and noted that in this effort, "some former faces may go.

"(Cash Box, January 21).

**ABC Confirms Losses In Records Operation**

NEW YORK — ABC Inc., in response to a number of press inquiries, has confirmed earlier reports that ABC Records Inc. experienced an unaudited operating loss of $22 million, before taxes and corporate overhead. In early January, however, it was reported that ABC would still post earnings of $6 share for the past year. This is due to the strong performance of Nashville-related acts.

Leonard Goldenson, chairman of the board, expressed confidence that the company would be able to weather the operating losses for the last three years. This would show a marked improvement in earnings in 1978.

**UJA Honors Bogart**

LOS ANGELES — Neil Bogart, president of Casablanca Records and HitWorks, has been named 1978's "Man of the Year" by the United Jewish Appeal — Federation of Jewish Philathropies. Bogart, the youngest man ever chosen for the award.

Bogart will be presented with the award at a banquet in his honor on October 28, in the Grand Ballroom of the New York Hilton. In May, Bogart plans to visit Israel to see the work that is being sponsored by the UJA. In Israel he will meet with officials from the United Israel Appeal, the parent organization of the UJA.
AZTEC TWO-STEP turns the key to success with "Adjoining Suites"

Once again Aztec Two-Step zeroes in on people's private feelings as if they knew them personally. Vini Poncia, producer of Melissa Manchester, and long-time colleague of Phil Spector and Richard Perry, has produced Aztec Two-Step with more polish and finesse than ever. The excitement they've been creating in clubs and on campus is only the beginning. Now, with "Adjoining Suites," Aztec Two-Step checks in to stardom.
Earl appointed at CBS/Records Group — Albert Earl has been appointed as senior vice president, operations, CBS/Records Group. He was formerly senior vice president, operations, CBS Records Division.

CBS Records announces new appointments — Samuel Burger has been appointed as vice president, general manager, operations manufacturing for CBS Records and Calvin Roberts has been appointed as vice president, general manager, operations marketing for CBS Records. Burger was previously vice president, manufacturing, Roberts was previously vice president, operations marketing. At the same time Floyd Kershaw has been appointed as vice president, operations administration, and Robert Kalaidjian has been appointed as vice president, operations personnel. Kershaw was previously vice president, inventory management. Kalaidjian was previously vice president, personnel.

Atkinson named at Columbia — Columbia Records has announced the appointment of Paul Atkinson as director, contemporary music, east coast A&R, for Columbia Records. He was most recently director, A&R, CBS Records international. He joined CBS Records/U.K. in 1971 and served first in the company’s artist relations departments and later became assistant to the international A&R manager. In 1974 he was appointed manager of international A&R.

Herscher joins Capricorn — Capricorn Records has announced the appointment of David Herscher as director of artist and repertoire. He began his career in the music industry in 1969 with Warner Bros. Records, as director of advertising.

Gilbert named at Columbia — Columbia Records has announced the appointment of Ernest Gilbert as director, artist development. Columbia Masterworks. He joined Columbia Masterworks in 1972 as product manager. In 1975 he went to RCA Records as director of classical marketing, the position he held until his current move.

Appointments at Capitol — Capitol Records Inc. has announced the appointment of Richard Landis as director, west coast talent acquisition. He joined Capitol in August 1976 as director of east coast talent acquisition. Prior to that appointment, Landis for a year was executive manager of the Beacon Theater in New York City. Also named was Mitchell Schoenbaum as director, east coast talent acquisition. Prior to joining Capitol, he was Atlantic’s pop product manager/A&R for the last year. Prior to that position, he was general professional/manager for Chappell Music for three-and-one-half years.

Mulhall upped at CBS Records — CBS Records has announced the appointment of Peggy Mulhall to director, media, radio, CBS Records. She joined CBS Records in 1972 as manager, radio advertising. She was previously associate director, media.

Lyons leaves Amherst — Barry Lyons, national director of sales and marketing at Amherst Records, has resigned from the company. Lyons, who had been with Amherst since the label began operations some 2½ years ago, has not made any firm decisions regarding future plans. He can be reached in Buffalo at 716-873-8733.

Greene appointed producer — Barry Gross has been named to a product manager post at Warner Bros. Records. Prior to this appointment, he was vice president in charge of promotion for ABC Records. He was previously a principal in Mums Records and for two years was associated with Gross-Kupps Productions, an affiliate of A&M Records.

Garrison named at RCA — Al Garrison has been named pop A&R producer for RCA Records. He joined Sunbury/Dunbar Music and Sunbar Productions in 1975 as a consultant. He was later promoted to associate producer. Before joining RCA, he was a performing musician.

Sekulidis named at Phil Spector — Donna Sekulidis will be the new administrative director for Phil Spector International as well as its subsidiaries. She replaces Devra Robitaille who will be working in an administrative capacity and on special assignments in Europe.

Westcott appointed at Columbia — CBS Records has announced the appointment of Mark Westcott as local promotion manager, Detroit, Columbia Records. He joined CBS Records as a campus representative, and since 1974 has worked as singles record coordinator in Terra Haute, sales representative in the Cincinnati market, and most recently, LPM in Minneapolis.

Landis Schoenbaum Mulhall Gross

News Briefs — WEA announced the appointment of Pat Bresler as branch marketing coordinator. He attended Tarrant Country Junior College in Fort Worth prior to his joining the Musicland division of J.L. Marsh (Picklewick, Int.) in 1972. For the past three years he has been the manager of the Musicland outlet in Irving, Texas.

Striking Everywhere

"I'm Gonna Take Care of Everything," fc-2362 the new single from the album "Rubicon" (13)
1978
ANDREW GOLD HAS KEPT HIS PROMISE

"ALL THIS AND HEAVEN TOO"
A GREAT NEW ALBUM FROM THE MOST PROMISING ARTIST OF 1977
PRODUCED BY ANDREW GOLD WITH BROCK WALSH. ENGINEERED BY GREG LADANYI WITH DENNIS KIRK
NEW ON ASYLUM RECORDS & TAPES 6E-116
**East Coastings/Points West**

**EAST COASTINGS — HAPPY DAYS ARE HERE AGAIN** — For rock concert promoters it is, anyway. It’s that time again in New York, and the first two entries in this year’s sweepsstakes are the “4th Annual Beatlefest” and something called “The Original Rock’n Roll Flea Market, Record Meet and Film Festival.” The Beatlefest, at the Statler Hilton Feb. 4 and 5, features a flea market, Beatle movie marathons, comics, cartoons, and other Beatle paraphernalia. The “Sound Alike” band named — are you ready — Abbey Rhode. On April 2, the Rock’n Roll Flea Market etc. moves into Times Square’s regularly seeded Hotel Diplomat with over 85 booths, ranging from Elvis underwear to psychedelic postcards. Old rockers must wear blue suede shoes.

**CABARET, COUNTRY AND SPACE** — The cabaret scene in New York is still booming with the Fringe's presentation of side shows and a new dinner-theatre cabaret policy. Launching the cabaret concept at the Soho landmark, which helped spawn the careers of torch vocalists Judy Cohen and Jane Olivor, will be Charles Strouse, performing a collection of his Broadway songs called “By Strouse.” The latest Broadway hit that composer Strouse has to his credit is “Annie,” but he also composed the songs for “Bye Bye Birdie” and “Applause,” among others.

**PETTY IN FM** — Tom Petty recently agreed to play himself in the upcoming film of his work, scheduled above during the recording of Petty’s new album by Michael Brandon, Petty, and actress Cussey Yates. That Petty said in a recent interview with Channel J. The Commander, who lays claim to having written the Bozo Rock Opera, performs songs like “Computer Massese,” and “Four Arms To Hold Me” dealing with “love and space.”

**NAMES IN THE NEWS** — Peter Green apparently is alive, well, and in a studio cutting tracks for a new album. Dave Snakey, rock veteran blues man, has a new album on Mountain Railroad Records called “Kid Man.” Ian Gilley, ex-Deep Purple, will have his debut solo album out in mid-March, and also plans to launch a new solo concert tour.

**Gallagher and Lyde have completed a new album and are a set for an American and European tour.** “All in The Name of Love” is John Hartford’s latest on Flying Fish. Tommy Malone’s Columbus is going to re-release the Sinwagon reunion with Cory Daye, lead singer for Dr. Buzzard’s Original Savannah Band. Also in Motto’s stable, Daryl Hall and John Oates will begin a new record in March for release. Island Records have gotten the odd name in New York, a new deal on record company.

**Call All Tubeheads** — February looks like a good month for PBS’ “Symphony at the Movies.” The series, produced by Irwin George for WNET, will air a list price of $2.96. The commercial edited version also features “When You Wish Upon A Star.” The debut LP is slated for release in late February.

**Wipe Outs Open House**

**NEW YORK** — Tortoise Records, distributed by RCA Records, has opened offices here at 888 Seventh Ave., under the auspices of Ray Sheller, vice president of sales and marketing.
BY UNPRECEDENTED DEMAND

“NIGHT FEVER”

ANOTHER SMASH SINGLE BY THE INCOMPARABLE

BEE GEES

ADDS MORE FEVER TO SATURDAY NIGHT!

RUSHED RELEASED FROM THE TRIPLE PLATINUM #1 SELLING ALBUM IN AMERICA!

SATURDAY NIGHT FEVER

ORIGINAL MUSIC FOR THE MOVIE WRITTEN BY BARRY, ROBIN & MAURICE GIBB

Produced by the BEE GEES, Karl Richardson & Alby Galuten for Karibhy Productions by arrangement with the ROBERT STIGWOOD ORGANISATION

Records & Tapes

From the Robert Stigwood Production "SATURDAY NIGHT FEVER" Distributed by Paramount Pictures

The RSO Family
DOUBLE LIVE GONZO — Ted Nugent — Epic KE2-35069 — Producers: Lew Futterman & Tom Weiman — List 11.98

Detroit's mission impossible, the legendary Ted Nugent, has stolen his own outrageous self in this sizzling double-pocket collection of live renditions of 11 of his none-too-tame tunes. Nugent's studio work is undeniably a rousing force to be reckoned with, but his live works are some of the same powerful production, strong melodies and accessibility of that group. The themes also cover a range from the highly interpersonal to broadly philosophical. Do well on AOR and Top 40 playlists.


The Godz demonstrate its superiority with several guitars on a wide variety of material which covers virtually all fields, from jazz to rock to R&B/disco to folk as well as some interesting experimental efforts. "My Little Mystery" is a stand-out track with the moody images Montrose evoke. Mostly for AOR formats.


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ATTENTION SHOPPERS — Starz — Capitol ST-11730 — Producer: Starz — List 6.98

The Transistor is back with a collection of inimitable performances done in their unique style. From the 1940's, big band arrangement of "Four Brothers" to a country version of Cole Porter's "Love For Sale" or the tender French ballad "Je Vous Aime," the quartet's harmonies are impeccable. For a variety of playlists.

PASTICHE — Manhattan Transfer — Atlantic SD 19153 — Producers: Tim Hauser and Steve Barri — List: 7.98

The LP is out in a collection of inimitable performances done in their unique style. From the 1940's, big band arrangement of "Four Brothers" to a country version of Cole Porter's "Love For Sale" or the tender French ballad "Je Vous Aime," the quartet's harmonies are impeccable. For a variety of playlists.

IT'S IN EVERYONE OF US — Mary Travers — Chrysalis CHR 1168 — Producer: Vini Poncia — List: 7.98

In the open-foned music business, Mary Travers' first album for Chrysalis is a welcome relief, a calm melodic collection of songs about love and understanding. Travers' distinctive solo debut is right for this melodic, pop-on-disco, MOR and AOR stations. Lenny Castro's percussion over-dubs and Tom Saviano's sax add spice.

EDDIE KENDRICKS AT HIS BEST — Tamla T-73-35481 — Producers: Various — List: 7.98

An appropriate collection of EJK's more popular tunes which were initial in establishing his individuality as an artist. From "Can I" to "Intimate Friends," and a little "Boogie Down," between the talented tenor's serene vocals are, without question, his "best." Also inclusive in this offering is the melodic "Just My Imagination." Reference Kendors recorded while singing lead with The Temptations.


The set that comprises this band is obviously a careful and professional arrangement. On this debut LP their choice of material covers across a broad swath of musical tastes steering a confident and competent course down the middle of the road. Though the material covers most of the "top 40" the LP is still a good one. Polished harmonies, solid instrumentation and strong vocals give this band an extra edge in a crowded field.

PURE MANIA — The Vibrators — Columbia JC35038 — Producer: Robin Mayhew and the Vibrators — List: 7.98

The songs on this English quartet's first album have much the same raw enthusiasm and sparseness in production typical of punk bands, but the Vibrators' music is less chaotic and strives for identifiable melodies in most cases. The themes are more personal than social, so the LP should help to expand new wave music to an even larger audience. A couple of the songs make great Top 40 material.

FRANKLIN MICARE — Private Stock Records PS7005 — Producer: Joel Dorn — List: 7.98

Perhaps the most noteworthy aspect of this, Micare's debut album, is the arrangements, which appear to have found a comfortable middle ground between the current disco sound and the wall of sound pop records which Phil Specter created in the 60's. It's most surprising that here feature a strong pop disco flavor, at least two songs, "Rhythm" and "So Nice (What It Is)," suggest a hint of a latin/jazz influence. For pop playlists.

STAR DISCS — Various Artists — London BP 704/5 — Producers: Billy Smith and Garrison Leykam — List: 7.98

A nicely conceived and uniformly strong album culled from nine of their artists and combined them onto one 2-record set which should be an instant hit with anyone who likes to move their feet. Most of the cuts are five or more minutes in length which should make it perfect for those who like to keep on dancing.
CHART THROB

BOBBY ARVON

HIS NEW SINGLE, "UNTIL NOW" produced by John Lombardo

IS CAPTURING THE CHARTS...AND THE HEARTS OF AMERICAN WOMEN EVERYWHERE.

(HIS FIRST ALBUM IS COMING SOON)

First Artists Records

From Phonogram, Inc. . . . Architects of Stardom.
Distributed by Phonodisc, Inc. Polygram Companies.
Write or call your local Phonodisc distributor sales office for displays and other promotional items.
18

Cash Box/February 4, 1978

WRITERS

Mary Travers (Chrysalis 2022)
The Air That I Breathe (3:30) (Landers/Roberts Music — ASCAP) (R. Hammond/M. Hazzledew)
This first single from Mary in three years is taken off her debut Chrysalis album “It’s in Everyone Of Us.” A remake of the Hollies’ hit, this track features a simple production that gives center stage to Travers’ rich voice. MOR and pop playlist potential.

The Dramatics (ABC 12331)
Ocean Of Thoughts And Dreams (3:21) (Groovesville Music — BMI/Conquistador Music — ASCAP) (E. Robinson/D. Davis)
The ballad taken off the “Shake It Well” LP features effectively intimate vocals, excellent guitar work and a variety of additional sounds such as chimes and strings which create an interesting depth. Potential on pop and R&B charts.

Rubicon (20th Century TC-2362)
I’m Gonna Take Care Of Everything (3:30) (Fox Fanfare Music/Novi/Music — BMI) (M. Haskell)
This cut from the seven man band features strong string orchestration and solid harmonies somewhat reminiscent of Three Dog Night’s work. The melody floats and the hook catches. Good pop playlist potential.

Sharon redd, Ula Hedwig, Charlotte Crossley (Columbia 3-10665)
Does Your Mama Know About Me (3:33) (Jobete Music — ASCAP) (T. Baird/T. Chong)
Taken off their debut album “Formerly Of The Harlettes,” this cut demonstrates the trio’s precise and impeccable harmonies and having a good-time feel. A good selection for pop and R&B playlists.

Maggie MacNeal (Warner Bros. WB 8524)
The One And Only (2:50) (Famous Music — ASCAP/Ensign Music — BMI) (A.-M. Bergman/P. Williams)
Produced by Steve Barri, this cover version of the theme from the Paramount film of the same name features Maggie’s evocative voice, a tasteful orchestration with a strong upward movement to the hook. Pop and MOR playlist potential.

BEE GEEs (RSO 889)
The Bee Gees are one of the hottest pop disco groups around and this cut taken from the landmark “Saturday Night Fever” effort features dancin’ beat, scratchy guitar, sweeping orchestration and the familiar falsetto. A climber on Top 40 and R&B charts.

Paul nicholas (RSO 887)
This follow-up to the hit “Heaven On The Seventh Floor” again focuses on the bright teenie sound with plenty of handclapping and jivin’, a dancing beat and strong horn orchestration. Strong potential on the Top 40 and R&B charts.

Jeff Osborne’s taut vocals make you want to bounce in your chair. This cut taken off the “Something To Love” LP may live up to the success of its predecessor “Back In Love Again.” The hook is good. The strings move. Strong R&B chart and pop crossover potential.

Rod stewart (Warner Bros. 8535)
Hot Legs (3:55) (Riva Music — ASCAP) (R. Stewart)
This second single taken off the “Foot Loose & Fancy Free” LP is a solid sticker from the proven Stewart rock ‘n’ roll good-time format. The lyric is loose, lascivious and wanton — all outstanding qualities of smiling Rod. A sure pop chart performer.

Debbie Boone (Warner Bros./Curb WBS-8511)
California (3:24) (Big Hill Music — ASCAP) (J. Brooks)
Taken off a new as yet untitled album, this follow-up-to “You Light Up My Life” is a well-paced ballad about the joys of California living. Debbie’s voice is bright and clear. The hook is strong and the production job by Joe Brooks is solid. A likely pop charter.

Chicago (Columbia 3-10683)
Little One (3:29) (Balloon Head Music/Big Elk Music — ASCAP) (D. Seraphine/D. Wolinski)
Characteristically the brass and orchestral arrangements are strong on this song to a child; however, at this turning point for Chicago, Terry Kath’s presence is most keenly appreciated. Strong pop potential.

Crystal Gayle (UA XV1136)
Ready For The Times To Get Better (3:21) (Aunt Polly’s Publ. — BMI) (A. Reynolds)
A wandering horn, clean arrangement and Ms. Gayle’s precise and poised phrasings highlight this melodic and gentle-paced cut about yearning for a better life. Solid country and pop chart potential.

Singles To Watch

Mary Travers (Chrysalis 2022)
The Air That I Breathe (3:30) (Landers/Roberts Music — ASCAP) (R. Hammond/M. Hazzledew)
This first single from Mary in three years is taken off her debut Chrysalis album “It’s in Everyone Of Us.” A remake of the Hollies’ hit, this track features a simple production that gives center stage to Travers’ rich voice. MOR and pop playlist potential.

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Rose Royce (Whitfield 8531)
The high stepping nine-piece band slowed down for this gentle and airy love ballad. On this third single taken off the “In Full Bloom” LP, Rose sings a dreamy line as the soft fink carries her away. Good R&B playlist potential.

Millie Jackson (Spring/Polydor SP 179)
All The Way Lover (3:50) (Sherrilyn Publishing — BMI) (B. Latimore)
This edited version taken from the “Feeling Bitchy” LP features a beautiful orchestration and Millie’s excellent blues, funky, talkin’ back voice. The lyric which chastises soapers and gossips is tough and funny. Solid addition to R&B and AOR playlists.

Frankie Valli (Private Stock 45 180)
Rainstorm (3:55) (Crystals Music — ASCAP) (C. Andrews)
This cut taken from the “Lady Put The Light Out” LP features Valli at his best: riding high on a big bright hook. The up-tempo feel is snappy. Good pop chart potential.

Teresa Brewer (Image 3061)
Tonight I Sleep Alone (3:17) (Sunbury Music — ASCAP) (Cocciante/Cassella/Luberti/English lyric Kusik)
Taken off the “Teresa Brewer’s New Album” LP, this ballad about a lover’s struggle to be free offers a gutsy lyric, which Teresa effectively dramatizes for maximum impact. From gentle beginnings, her voice reaches to emotional roughness. MOR playlist potential.

Lee Dorsey (ABC 12326)
Night People (3:50) (Marsaint Music — BMI) (A. Toussaint)
Edited from the album of the same name, this track is full of funk, tapping sticks, shaking sax and dancin’ beat, all dedicated to the hangin’ out, late night kinda life. R&B chart potential.

Roy Ayers (Polydor 14451)
Freaky Deaky (3:07) (Michelle Bird Music/Roy Ayers Ubiquity — ASCAP) (E. Birdsong/R. Ayers)
Taken off his new album “Let’s Do It,” this cut features funky guitar work, snappy bass, dancing beat and an everybody together chorus. Strong R&B chart potential.

Mink DeVille (Capitol 4510)
Cadillac Walk (3:14) (Bug Music/Greasy Shift — BMI)
One of the most exciting new wave band out of New York has a good chance to break into the pop market with this subdued bit of city music. Despite the controlled sound, the cut has its own tension as a result of Willy DeVille’s gutsy blues vocal and moaning harmonica.

Splitsider (Dark Horse DRC 8523)
Motion Of Love (3:26) (Dawnbreaker Music — BMI) (P. McGee)
Taken from the “Two Man Band” LP, this cut is a smooth ballad about trying to conceal love’s departure by “going through the motions.” Uncluttered instrumentation helps to move this one along. MOR or pop potential.

Wild Cherry (Epic 8-50050)
I Love My Music (3:30) (Berna Music ASCAP) (R. Parsons)
This Wild R&B group has come up with a stylish cut of party music bound to bring out the dancer in most everyone. Robert Parsons’s vocals are reminiscent of Sly Stone at his finest and a tastily synthesizer adds spice.

The Michael Zager Band (Private Stock 45 1844)
Let’s All Chant (3:07) (Sumac Music — BMI) (A. Fields/Zager)
This disco track offers the upfront beat for dancing, solid horn work, harpsichord-like keyboards and a lyric of catchy oh-ohs and lines such as “Your body... my body.” Likely to be a disco favorite.
We at Columbia Records admired Terry Kath both professionally and personally. His loss is a great tragedy.

Terry was an important contributor not only to the group Chicago, but to the culture of today's music as well.
WEA Restructures Pricing

Although WEA does not make specific statements about the new pricing, it is clear that the company is attempting to adjust its pricing strategy to better reflect the cost of doing business. The new pricing structure includes a $7.98 retail price for most products, which is an increase from the previous $5.67. This increase is being implemented in order to cover the increased costs associated with the operation of the central warehouse.

The new pricing structure also includes a 2% discount for large retail customers, who will be able to purchase products at a discounted rate of $6.37. This discount is intended to encourage large retail customers to purchase more products and to help them offset the cost of doing business.

The new pricing structure also includes a 7% discount for wholesalers, who will be able to purchase products at a discounted rate of $5.67. This discount is intended to encourage wholesalers to purchase more products and to help them offset the cost of doing business.

The new pricing structure also includes a 10% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $5.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 15% discount for large volume customers, who will be able to purchase products at a discounted rate of $4.08. This discount is intended to encourage large volume customers to purchase more products and to help them offset the cost of doing business.

The new pricing structure also includes a 20% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $3.66. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 25% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $3.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 30% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $2.58. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 35% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $2.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 40% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $1.58. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 45% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $1.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 50% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.58. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 55% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 60% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 65% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 70% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 75% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 80% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 85% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 90% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 95% discount for retailers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage retailers to purchase more products in bulk and to help them offset the cost of doing business.

The new pricing structure also includes a 100% discount for wholesale customers who purchase products in bulk, who will be able to purchase products at a discounted rate of $0.08. This discount is intended to encourage wholesale customers to purchase more products in bulk and to help them offset the cost of doing business.
CRYSTAL GAYLE IN MINNEAPOLIS — United Artists recording artist Crystal Gayle performed in Minneapolis recently while on her current promotional tour. Pictured kneeling (l-r) are: Michael O'Shea, program director of WOL, and John Tilar, United Artists regional promotion representative. Shown (l-r) standing are: Robbie Hanson, music director of TCR; bassist Richard Brannon; Gayle; Mike Gardiner of BNB management and Allan Reynolds, Gayle's producer.

Hot news flash from Chicago. Jim Smith, music director at WLS, will leave to become program director at WOKY in Milwaukee. Jim O'Brien is the new music director at KDKO. Denver's Dave Hull will join KMPC in Los Angeles as the new 10 pm-2 am personality on February 6.

Congratulations to Jay Cooper of KY102 in Kansas City who was recently honored with the Jim Monroe Memorial Award. The award, given by the greater KC Jaycees, goes to an outstanding representative of the broadcast media, who through personal and/or professional activity contributed to the betterment of the greater Kansas City and its citizens.

Mark Lawrence of WGYU in Bangor stopped by the office this week to talk radio and music. He also mentioned that he is still looking for an afternoon jock. While on the subject of jobs, Mark Winston at KTFX, Tulsa, is looking for weekend people. Resumes and tapes should go to Mark at P.O. Box 15666, Tulsa, OK 74115.

Steve Denlon called to say that he has left WBNL, Bowling Green to do music research at Q-102 (WXQD). He needs some better music service. He can be reached at P.O. Box 15426, Chattanooga, Tenn. 37417.

WNYJ, New York has announced the appointment of Bree Bushaw as the new music director. Bree will meet promoter people after her morning show ends at 10 am. Her phone number is 212-854-2016.

Jim Harper has resigned as PD at WDRQ to go crosstown to WNCI-FM to do morning drive. Bob Shannon recently moved from KDZ in Dallas. He comes from WBCN, Boston.

Dave Bishops moves from MD to PD at WCAL-AM in Columbus. Bob Harlow, MD, will meet the Batteau after the show. The WCAL Filmways Radio in L.A. Rich IRWIN, PD, will now handle music.

Steve Gaffin at KTST in Dallas is looking for a new AM drive jock. Anyone interested in the position should send tapes and resumes to Dave at 2171 Raleigh Ave., Stockton, CA 95206.

Bruce Garraway reports that he needs a 7-12 pm jock at WNRN-FM. Tapes and resumes go to Bruce at WNRN-FM, Norfolk, VA 23510.

Steve Bitter is the news director at KYNO, Fresno. He comes from KSFO, San Francisco. A quick break for trivia freaks. What was the biggest single from Texas based International Artists Label?

Jimmy Fox and Charlie Lake are now doing weekend shows at KBOS, San Diego. Thanks to John McGann at WVEE-FM for their photos. KFXX, am.

Gary Gals keep those cards and letters comin'. Until next time, scott anderson & karen kirkwood

ABC Promo Brings 10 To N.Y. To See Helm

LOS ANGELES — Five lucky contest winners and their guests were treated to a weekend in New York City to see Levon Helm and the RCO All-Stars at the Palladium New Year’s Eve as a result of an unusual ABC Records promotion. The winners were selected via contests held by radio stations WBGN-FM, Boston; WNOE-FM, New Orleans; KWST-FM, Los Angeles; WZXR-FM, Memphis, and KISW-FM, Seattle.

The five pairs were awarded round-trip tickets to New York, hotel accommodations at the Americana Hotel plus meal allowance, a cash prize which corresponded to each station’s frequency, and tickets to the Helm show. They were transported to and from the concert in limousines and got to meet the Band after the show. The winners’ names were also flashed above Times Square while they were there sightseeing.

Five Elected To NAB Radio Hall of Fame

WASHINGTON, D.C. — Arthur Godfrey and Marian Jordan (Fiber McGee and Molly), wireless inventor Gugliemo Marconi, and journalist and radio broadcaster Walter Winchell have been elected by radio broadcasters from across the country to the NAB’s Radio Hall of Fame. The five new members will be inducted into the Hall of Fame at the NAB’s annual convention in Las Vegas, April 9-12.

RUNNING WITH RUNDGREN — Prior to a taping of the Capitol TV series, in Passaic, New Jersey, Bearsville recording artist Todd Rundgren stopped at WNEW-FM in New York, where he was interviewed by program director Scott Muni. Pictured after the broadcast are (l-r): Muni; Rundgren; William Cohen, promotion manager for Warner Brothers, which distributes Bearsville.

At that radio proves more predictable than the band. In fact, according to the West End Records... Columbia and E/A split WNBC’s record of the month prize for December.

ARX diary tampering investigation in Denver is ‘just further proof that this market is really tough,’ says one local PD. The investigation comes about 10 months after allegations that employees of a leading Denver station attempted to “ sabotage” its call-out report prior to moving to a competitor station. The two incidents, however, appear totally unrelated.

The stock market for Atlantic’s record group, the local man. “Here, we’ll put something starts happening in the office.” 20th is putting a lot of effort into Rubicon’s “I Wanna Take Care Of Everything,” which shipped last week. Mark Cowan, southern California rep for Casablanca, is out. Jan Walker of Private Stock is taking his place. Look for Jim Fox to move to KQCB to Freddie DeMann is still on retained to E/A, but Ken Bullitt is filling in formally until a permanent replacement is hired. Friends of 100’s Meredith Gunther three weeks ago had a testimonial party last week.

FROM THE CUTOUT BIN — Some years ago, Ray Denardo, now with Casablanca, cut a comedy LP called “Are You On Something?” for Kama Sutra. It is a must for ‘60s nostalgia buffs. A number called “Radio Suite” scans the old New York radio dial and features features D’Amore imitations to “Court of Debutos” by “Courage of Comet” by “Comet’s Head” FMer. The album also features a talk show parody in which all the panelists are dead, and a spoof on the old Dennison Clothes commercials ("Menaces Clothes"). You never know what you get from a cutout bin.

John Dean’s Radio Series Premiers

LOS ANGELES — “The Right To Know,” John Dean’s new investigative radio series, premiered January 30. More than 40 stations have signed to carry the three-hour long series, which will be distributed by Broadcast-Works, Inc., five days a week.

Another Broadcast Works program, “The Cutout Bin” is also premiering February 26. Over 50 stations have signed to air “Grooves,” which will present top recording artists and groups talking about social issues.

Clarence Dill Dead; Father Of Radio Act

WASHINGTON, D.C. — Clarence C. Dill, former Democratic U.S. Senator from the state of Washington, who is known as the father of the Communications Act, died Jan. 14 in Spokane. He was 93.

Dill was the co-author of the Radio Act of 1927 that established the Federal Radio Commission, the predecessor of the Federal Communications Commission.

Elected in 1914 to the U.S. House of Representatives, Dill served two terms and in 1922 was elected to the U.S. Senate where he also served two terms.

Cash Box | February 4, 1978
McFadden Named — The United Press International Audio Network is expanding its coverage of the music scene by naming Brian McFadden as their music correspondent.

has written for several publications, including New York’s “Rock” magazine, and London’s “Beat Instrumental.” In addition, he has written and produced a number of jazz and rock series for radio.

China’s Promoted At Bloom — Jill Christiansen has been named an account executive at The Howard Bloom Organization in 1997, was formerly a publicist at C.J. Strauss & Co.

Leder Joins Tomato — Howard Leder joins Tomato as an assistant in production and the publishing administration departments. Prior to joining Tomato, he was a studio representative for Electric Lady Studios in New York and previously was a production consultant for the city of Boston, department of music and education.

Fontana Expands Management — Fontana Associates announced that Steve Altman has joined the office. He was formerly an agent with Associated Booking Corp. He also worked at one time for Somerset Talent.

Heier Promoted At AWE — Warner/Eletra/Atlantic Corporation has appointed the replacement of Mary Heier as field sales manager for the Los Angeles and Phoenix markets. Prior to joining AWE as a sales account executive, Heier was national sales manager of Chrisples Records, vice president, marketing, ABC/Dunhill Records, where he had spent eight years, and midwest sales and promotion manager at Roulette Records.

Thomas Promoted At AWE — Warner/Eletra/Atlantic Corporation has announced that Wayne Thomas will be taking over the position of Boston branch marketing coordinator from Mike Fontenot, who has been promoted to sales manager of AWE’s new Hartford sales office. Prior to starting in the Boston AWE warehouse in October, 1973, Thomas had been the manager of Soundwave Records in Pittsburgh. He was advanced to the promotion control room at AWE by then to inventory clerk, to junior salesmen and to full-fledged salesman in June 1976.

John Hearne, producer managent of Elektra and Atlantic labels for WEA Music of Canada, Ltd., has been named to the position of manager of international orders and services for Warner Bros. Records in Burbank, California.
Politely Berserk.

Whether you like it or not, you'll be hearing from him. Warren Zevon. Excitable Boy.

Warren Zevon

Excitable Boy

6E-118
Album and tape on Asylum.

Produced by Jackson Browne and Waddy Wachtel.
WNED-FM — 103.1 — Buffalo/KWNY-FM — 104.5 — St. Catharines, ON

1. "The Weight" by The Band
2. "Seven Days" by Bob Dylan
3. "Like a Rolling Stone" by Bob Dylan
4. "Like a Rolling Stone" by Bruce Springsteen
5. "Dancing in the Street" by Mick Jagger and Martha and the Vandellas
6. "Like a Rolling Stone" by Bob Dylan
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WNED-FM — 103.1 — Buffalo/KWNY-FM — 104.5 — St. Catharines, ON

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three symphony orchestras in Vancouver, Portland and Seattle for a show entitled "Music From Disney's A Star Wars Concert." The show is presented by the Walt Disney Concert Group's promotion firm Wol & Rissmiller, and Shatter will give selected readings from D. H. Lawrence's "Whales Weep Not" and G. W. Wells' "War of the Worlds." A later show will accompany the albums. Ahead War Factor 3, Mr. Sulu Sung, "The Song of the United Nations" is not only the title Black Sabbath's forthcoming Warner Bros. album, but something of a theme for the group. Ozzy Osbourne is now returning to his position as the group's lead singer following a three-month absence from the band because of who he calls "demonic frustration." Black Sabbath will go to Canada to work on the new album, due in May, to be followed by a six-week tour of the United States in June and July. When Warner/Curb and Shann Caskett has his concert tour for the first time, Michael Lloyd will head Sabbath's backup band, which is to be comprised of several top musicians.

Bill & Boyd, a duo from New Zealand, has been in Los Angeles working on an album which will be the first full-length release. Glenn Campbell, David Gates, Jose Feliciano and Albert Hammond are all contributing to the LP, and with their musical style, it's hard to see how the pair doesn't have a contract here yet, but reportedly have collected several gold records in their home country of New Zealand and Australia.

TRIO DIRECT -- The Discography Group of Columbia, Missouri: will soon come forth with their first direct-to-disc recording on a record label which is called, appropriately enough, Discwasher Records. The company, whose main line of business is what they call "ultimate" musical accessories, which is a classification of recording from Cleveland and a Dixieland project from Canada. Their latest LP is a jazz offering with a trio comprised of Louis Bellson, Ray Brown and Paul Smith, tentatively titled "Elec Five Live." Former Bozo staff writer Jeff Hebert has had no release date has been announced.

Foster Sylver, of the singing Sylvers family, will celebrate his seventh year in show business and his 16th birthday Feb. 25 when the Sylvers will put on a show at Caesar's Palace. He plans to be in the negotiation for the first record by Gary Busey, star of "The Buddy Holly Story," his most recent motion picture project. The album is produced by Fred Bauer and Joel Fein, both of whom worked on the highly successful "Elvis." Elsewhere in films, although Kristofferson recently announced he was finishing up the silver screen feature film "Climax," he was bought by Leiber and Krebs for a dramatic role in the stage version of "Desperate," based on the Eagles' album of the same name. The management firm also hopes to get Clint Eastwood in the role of Kristofferson.

EVERY RECORD A GOLD RECORD -- Tsiporah Bank and Herman Goldberg have formed a new management company and record label which they are calling Gold Records.
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### Top Ten Account Reports

**ABC Rec. & Tape — National**
1. FLEETWOOD MAC
2. QUEEN
3. NATHALIE COLE
4. SHAUN CASSIDY
5. ELVIS PRESLEY
6. LINDA RONSTADT
7. DJANGO JORDAN
8. CARPENTERS
9. QUEEN
10. DAN HILL

**Wherehouse — Los Angeles**
1. "SATURDAY NIGHT FEVER"
2. "CLOSE ENCOUNTERS"
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**Record Merch. — Memphis**
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**Bee Gee — Albany**
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**Tiger — Detroit**
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**Camelot — National**
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**Dan Jay — Denver**
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**Father & Sun’s — Ind.**
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**Modern Records — Cleveland**
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**Harmony House — Detroit**
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**Korvettes — National**
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**Lieberman — Minneapolis**
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**Waxie Maxie — Washington**
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**Soul Shack — Washington**
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**Record Shack — New York**
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**Music Millennium — Portland**
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Jazz

Top 40 Albums

1. Live at the Bijou (Maurice Howard) - Columbia 6454
2. Reach for It (George Duke) - Epic 43843
3. Heads (Chic) - RCA 45476
4. Feel So Good (Chick Webb) - Verve 45476
5. Tequila Mockingbird (Ray Charles) - Columbia 45476
6. Action (Stevie Wonder) - Fantasy F-9535
7. Enigmatic Ocean (John Coltrane) - Atlantic 2077
8. Multiplication (Eric Gale) - Columbia J34938
9. Montreux Summit (Vol. 1) (V.A.) - Columbia J34938
10.UBY RUBY (Gato Barbieri & A&M SP 4665)
11. Blow It Out (Terence Boyes) - Prestige 34966
12. Survivors Suite (Keith Jarrett) - ECM 2165
14. Magic (Bill Cobham) - Columbia J34935
15. Inner Voices (McCoy Tyner) - Milestone M-9297
16. Sophisticated Giant (Dexter Gordon) - Columbia J34935
17. New Vintage (Mannheim Steamroller) - Columbia J34937
18. Blue in Life (Ray Charles) - Atlantic SD 19142
19. I Cry, I Smile (Nancy Wilson & The Electric Light Orchestra) - Atlantic SD 19142
20. Window of a Child (RVBFS-1151-17-0207)
21. Lifeline (Roy Ayers & Maxi Priest) - Polydor 4-6108
22. Sky Islands (Caldera) - Capitol 1658
23. Capetown Fringe (Gig Rigby) - Columbia 45476
24. Tightlyrope (Blues Project) - Columbia 45476
25. Nightingale (The Impressions) - Fantasy F-9542
26. Alone (Again) (Paul & Paula) - Fantasy F-9542
27. Friends and Strangers (Ronnie Laws) - Warner Bros. 45476
28. Havana Candy (Patti Austin) - CTI 75006
29. Heavy Weather (Relax and Relax) - Columbia PC 34418
30. In Flight (Brenda & The Tabulations) - Warner Bros. 2 B 3135
31. Al Jarreau Live in Boston - Look to the Rainbow (Warner Bros. WB 2BZ 3052)
32. Cayenne (Bobby & the Moguls) - Prestige P-10103
33. Bridges (Herb & Brian Jackson) - Atlantic AB 4147
34. Oxygen (Shelly Manne) - Polystar 2-612
35. Breezein' (George Benson) - Warner Bros. BS 2919
36. One of a Kind (Dave Grissin) - Polydor 4-6118
37. Quabab (Cal T. Jerre) - Fantasy F-9533
38. Free as the Wind (The Crusaders) - ABC 67-6209
39. Quintet (VSO) - Columbia 224976
40. Easy Living (Sonny Rollins) - Milestone M-9290

On Jazz

Lionel Hampton was a solid smash at MIDEM this year, and now comes the news that George Wein is to dedicate both the Newport and Nice Festivals to Hamp for 1978. It couldn't happen to a finer musician. Despite the fact that he voiced last summer, Noel Pointer's new LP, "Hold On," is on United Artists, his bio still has a Blue Note logo. His first album, "Phantasia," last year, and, of course, you read about it in Cash Box long before anyone else picked up on it.

Andrew Susman is the new head of promotion at Inner City and he is touting three strong new LPs: "Biting the Apple" by Dexter Gordon; "Tabackin" by Lew Tabackin; and "Urbanjazz" by violinist Michael Urbaniak. The latter album features the alto star guarantees sides, of course misspelled more often than anyone else during 1978. Bobigney Namolovsky, Paul Bley's Improvising Artists label, negotiating for the U.S. rights to the outstanding Italian new music label, Black Sabbath.

Storyville is still open and waiting with a new name, Story-Towne. Evidently new management is involved. Pianist Junior Mance appeared there recently.

If George Benson has ever played anything on record better than "We All Remember Wes," from his new "Weekend in L.A." album, it would be hard to believe. The Benson album follows close behind the record sensation afforded Washington Jr.'s "Live At The Bijou" on Kudu. Perhaps this will constitute a good trend. If the traveling band can achieve the kind of sales that the big studio productions do, why invest the big band and all the strings, voices and horns that jazz fans rarely care about? The Bay area club scene is thriving, especially at San Francisco's newest jazz venue, Chris's Jazz Cabaret, January bookings included Herb Ellis, Bill Summers and Harold Land/Blue Mitchell. And the lineup is equally impressive. Barney Kessel will be in Feb.-1, followed by Richie Cole, local favorites Mel Martin & Listen and Ernestine Anderson Feb. 22-23. Besides a return engagement by Summers, the March lineup will include Cal Tjader and the Shelly Manne-led quintet featuring Lew Tabacan, Mike Wolford and Chuck Domancio.

Of the 32 current nominations for the National Academy of Recording Arts & Sciences Hall of Fame, 25 fall into the jazz category, paced by bandleaders Count Basie and Woody Herman with three nominations each. Basie records of "April in Paris," " Lester Leaps In" and "One O'Clock Jump" are nominees, as were Herman's "Bijou," "Early Autumn" and "Four Brothers.

Celluloid Greeting - A&M recording artist Chuck Mangione met actress Dolores Del Rio at a reception at the Hotel Balts Bel Air home. They talked about "The Children Of Sanchez," for which Mangione wrote his first motion picture score and in which Miss Del Rio stars.

Tommy Dorsey recordings of "I'll Never Smile Again," and "Marie" were each nominated, as were Duke Ellington's "Black And Tan Fantasy," and "Cotton Tail"; Benny Goodman's "Jazz Concert No. 2," along with "Sing, Sing, Sing" single, and Glenn Miller's "In The Mood" and "Moonlight Serenade."


Three "recordings" (either singles or multi-record sets) will be admitted this year in a ceremony included in the Grammy awards. Feb. 23.

Jazz Album Picks

Weekend in L.A. - George Benson & Warner Brothers 2WB 3139
Producer: Tommy LiPuma - List: 1198
SMASH! So question about this album going straight to the top of the Cash Box Jazz Chart). It is the Benson band recorded live at the Roxy, with generous samples of guitar and vocals. The live setting finds Benson relaxed and really wailing. This is definitely some of the finest guitar he has ever waxed ("We All Remember Wes"). There is something here for all Benson fans and there are plenty of them.

Bird of Paradise - Mike Wolfe Trio - Discovery DS-778 - Producer: Dennis Smith - List: 798
In the setting of an intimate combo, pianist Wolfe's playing reflects a well-bred lyricism that is consciously absent in many contemporary recordings. At the same time, he is effortlessly alone the swing of life, Monte Budwig on bass and John Guerin on drums, both longtime associates of Wolfe's, are given ample space in which to show off their own considerable skills. Choice cuts include a Monk tune. "I Mean You." "Mindra" and "Sleep, Sweet Child.

Hold One - Noel Pointer - United Artists UA-8A848-8
Producers: Dave Grusin and Larry Rosen - List: 798
Pointer's second album, as the liner notes point out, "takes the listener on a journey through many musical worlds..." It includes early Africa. "Roots Suite," 17th Century music. "Capriccio Stagigante" and contemporary America (Steve Swenson's "Superwoman"). The LP also marks Pointer's singing debut on "Star Dust" and "Waiting With You. "The format is one of two Pontier originals and the latter features talented Patti Austin. The top-notch rhythm section provides a funky underpinning for Pointer's improvisations.

Rediscovered Masters - Red Garland - Prestige 24078 - List: 898
13 sides from 1958-61 that have been lying in the Prestige vault gathering dust. Why that happened is hard to tell, since the melodic grace and easy swing that marked Garland's work through the period are here in abundance. The first LP is quartet (including conga) while the second is trio and quartet (with Richard Williams and Oliver Nelson). Superb mellow piano throughout with hard bop tracks worthy of the special attention.

I'm Ready - Muddy Waters - Blue Sky JZ 34298
Producer: Johnny Winter - List: 798
If you like your blues low down and dirty, this gent really fails to please. The group up here is Muddy's working crew, augmented by Walter Horton on harp and Johnny Winter on guitar. There are four new tunes in the nine song program ("Mamie" is especially impressive) and the accompaniment, if somewhat clunky, is totally idiomatic. Should be a strong performer.

While Kenyatta has established his style and identity on the alto and soprano sax, this 1969 recording of a concert at Columbia University in New York City shows that at some time he had an equally distinctive voice on tenor. This performance, known as "The Tenor Concert," captures a heretofore undocumented state in Kenyatta's career which has since turned to the music of Duke Ellington. Similarly the sidemen - pianist Larry Willis, bassist Walter Booker and drummer Alphonse Mouzon - have gone on to establish themselves in various and diverse contexts.
CBS Latin American Meeting Notes Continent's Diversity

In most South American countries, it was explained at the conference, local recording artists are the most popular. For example, Mexico's premier group is Trio Los Panchos; in Brazil, it is Carlos; in Colombia, Claudia And Manatial; and in Argentina, Magal.

Ranking second in popularity across the continent are Spanish recording artists, many of whom come from Latin America. Among the CBS acts in this category are Miguel Bose, son of famed bullfighter Domingo Bose, and his brother Elia Bose, who currently has a No. 1 song in Spain, Laredo, an American-style vocal trio whose backup relies heavily on drums, and Brazil's Ant-nio Jose, who has a big hit in Argentina; Georgie Dann, Carlos Martinez, Lolita, a sultry songsstress whose mother is actress Lola Flores; Pachi Andon, who just signed with CBS; and Guayo Gonzalez, winner of Spain's Ot Festival.

One reason for the popularity in Latin America of Hispanic recordings (besides the obvious language affinity) was suggested by Manolo Diaz of CBS Spanish affiliate, — that Spanish recording studios have state-of-the-art equipment, while South American studios frequently cannot afford to purchase the latest components.

According to Alfredo Acuna, a representative of CBS's Chilean licensee, European artists (particularly French and Italian) do well mainly in Argentina, Chile and Uruguay. For as Brazil, he said smilingly, "That's another continent."

Up to now, North American and British recording artists have not fared particularly well in Latin America. Notable exceptions have been Chicago, Santana and Johnny Mathis (the latter has recorded LPS in Spanish). Additionally, Al Stewart and Peter Frampton are "hot in Brazil," according to Julie Sires, A&R manager of Latin American operations for CBS. Sires added that James Taylor and The Emotions are beginning to sell in that country, too.

An important thrust of Ms. Sires' department is to promote more of the CBS roster throughout Latin America. To this end, she recently brought Chicago group manager Peter De Oliveira, a Brazilian himself, to Brazil for a series of visits with deejays and interviews with magazines. A Brazilian television appearance was also recently arranged for British recording star Tina Charles.

At CBS meetings in Miami, the first full-scale presentations of the company's U.S. roster with Spanish voice-overs was given. Among the artists shown were Kansas, Bob Scaggs, Blue Oyster Cult, the Jacksons, Aerosmith, Neil Diamond, Deniece Williams, Lou Rawls, Dave Mason, Bill Withers, Harry Belafonte, Meat Loaf, Ted Nugent, Ramsey Lewis, Freddy Hubbard, Bob James, Steve Khan, Rex, Leonard Cohen, Billy Joel, George Duke, Wet Willie, Patti LaBelle, Eddie Money, the O'Jays, Cheap Trick, Pockets, Dennis Wilson, Billy Pau, Larry Gatlin, Karla Bonoff and Earth, Wind & Fire.

Ronchaimowitz, director of administration and planning for LAO, admitted that none of the hard rock and few of the jazz artists included in the presentation are likely to catch on in South America. However, he added that his company felt it was important to expose its personnel to all the music it releases.

Next year, American music ever become widely accepted in Latin America? "We're making a big effort in that direction," replied Ms. Sires, and we think that American repertoire has great possibilities in Latin America.

New Office

Located in Coral Gables, Florida, the new headquarters of CRI's Latin American operations, which was opened last June, symbolizes a new direction and a new style of management for the company's South American affiliates. Chaimowitz said that with its base in a city which is being promoted as "The Gateway to Latin America," LAO is now situated to serve as the vital link between CRI headquarters in New York and its Latin affiliates and licensees.

Fritz Hentschel, director of marketing for LAO, noted that in Chile, Peru, Bolivia and the Dominican Republic, CBS licenses its product to companies which are either independently owned or affiliates of other international record companies. In every other country, a CBS subsidiary distributes and markets the product.

Market Penetration

CBS has had this kind of market penetration in Mexico for 30 years and in Venezuela for only seven; the rest of the subsidiaries fall somewhere in between. Polygram, with a similar system, also has achieved considerable market penetration, Hentschel said; but WEA international still licenses its recordings to other companies in most of Latin America.

Hentschel pointed out that CBS' market share varies from country to country. In Mexico, Costa Rica, Columbia and Colombia, he said, the company has well over 20 per cent of the total record business. In Brazil, they have about 10 per cent. In Argentina, the popularity of TV soap opera soundtracks on the Som-Livre label, which account for 15-16 per cent of the market. CBS has manufacturing facilities in Argentina, Costa Rica, Mexico and Colombia, Hentschel stated, and will soon build a pressing plant in Brazil.

SEAWIND AT ROXY — CTI recording group Seawind recently performed for three nights at the Roxy in Los Angeles. Pictured backstage after the show (front row l-to-r) are: Michael Sheehy, KNX-FM music director; Pauline Wilson and Larry Williams of Seawind and Don Shipton of CTI. At back row l-to-r are: Ken Burton, Rob Nuñez and Jerry Hey of Seawind; Barry Mennes, attorney, and Tom Jones of CTI Records.

New Dylan Movie Premiers; Life, Myth Of Artist Explored

Besides music, Dylan is concerned with conveying his personal, and very ironic, vision of America. George Washington's inauguration site on Wall Street is revisited, and Dylan captures two fanatical preachers using the spot as a forum for their own madness. Later the camera visits 195th Street in Harlem where, in an exemplary moment of cinema-verite, people on the street express their interest and anger on the subject of Ruben Carter's imprisonment.

The life of the artist is also continually examined throughout the film. Purposefully boring shots of hotel rooms and shopping centers are juxtaposed with feverish concert scenes, and, interestingly, are almost entirely without music. This is perhaps because the subject of the film is an exiled by veteran rocker Ronnie Hawkins, who declares that "rock and roll is the question, honey, rock and roll is the answer!"

Yet, when Bob Dylan the filmmaker confronts Bob Dylan the legend, rock and roll alone is far from the answer. In fact, there seem to be only questions, and Dylan cleverly meshes them together in his "Renaldo & Clara" theme.

Sara, Dylan's ex-wife, plays Clara; he plays Renaldo, and Joan Baez is "the woman in white." Dylan attempts to stress the elusive, and perhaps non-existent nature of one set of truths, while at the same time allowing viewers a rare glimpse of his "real" self. But even this self-portrait, like all the others, ultimately remains shrouded by public mythology.

The closest Dylan does come to an honest portrayal of his past is a long, engaging monologue by David Blue, who reminisces about the old days in the Village while playing pinball in the ironic setting of a sterile motel's swimming pool room.

As a whole, "Renaldo & Clara" does not hold together, and includes as many long, pointless, self-indulgent scenes as it does brilliant ones. As a chronicle of the Rolling Thunder Revue, it is powerful and daringly original, but, again, overly-long. Dylan obviously knows this, but seemingly wants to put us through what he goes through as an artist.

Unfortunately, however, because so many of the scenes are so amatterially photographed, because the story is so obfus, and because so many of the vignettes are totally incomprehensible, Dylan ultimately blurs an otherwise incisive vision.

TV Spots Needed To Promote Debut Of MOR Singer

NEW YORK — A small independent label, Strawberry Records, is about to launch a major television advertising campaign to promote a relatively unknown artist.

30-second television spots advertising David Grayson's debut album "Let Me In" have been set to run for a two-week period, January 30-February 12, on six New York City television stations. WNEW-FM announce Allison Steele provided the voiceover for the ads.

Randy Irwin, president of Strawberry Records, described the costs for the commercials as "extremely substantial." Irwin explained that Strawberry's rationale for the ads was based on the belief that Grayson's MOR appeal should be targeted primarily for a housewive audience.

"He looks like a soap opera actor," Irwin said, "and we feel that we can create something for a single artist who appeals to women.

Irwin acknowledged that the Grayson campaign was similar to New York singer Peter Lemongello's television strategy but noted that Grayson's album will not be offered by mail order, but is available on the retail level instead.

The financial costs of the campaign will be heavy, Irwin admitted, but he added, "I'm a gambler."

Artists On The Air

Shawn Cassidy will host the "Midnight Special" on Feb. 3 with Paul McCartney And Wings, Bob Welch, George Duke and Peter Allen appearing as guests.

On Jan. 29 The Spinners taped their fifth performance on "American Bandstand" which will air in mid-February.

On Feb. 10 "Midnight Special" will be hosted by Natalie Cole who also has an appearance on the "Carol Burnett Show" coming up on Feb. 5.

Pablo Cruise are scheduled to perform three songs on the Feb. 8 "Merv Griffin Show." Patti Page will perform Feb. 5 on "ABC's Silver Anniversary Celebration."

Dan Hill has appearances scheduled on "The Mike Douglas Show" on Feb. 7 and "Dinah" on March 7.

On Feb. 3 Leif Garrett will appear on "The Mike Douglas Show."

"Soul Train" will feature The Temptations on Feb. 11.

Comedian George Carlin will appear on the "Chuck Barris Variety Special" on NBC on Feb. 11.

On March 4 The Spinners will perform on "Rock Concert."

CONTINUED FROM PAGE 9

Cash Box / February 4, 1978
CARSON JOINS SCREEN GEMS — Paul Tannen, vice president, Nashville of Screen Gems Music, has announced the signing of Wayne Carson to a long-term, exclusive songwriters contract. Pictured above, left, is a male, creative vice president, Wayne Carson; and Paul Tannen.

Beck And Cusic Form New Management Firm

NASHVILLE — Dan Beck and Don Cusic have formed a management and public relations operation in Nashville. The management company will be known as New Horizon Management and will specialize in career direction for recording artists. Independent public relations and publicity will be handled through their Southern Sky Public Relations firm, and will serve the media needs for a variety of music industry elements, including recording artists, publishers, producers, record companies, and musical theatre.

Before the formation of New Horizon Management and Southern Sky Public Relations, Dan Beck was vice president of publishing and project development at Leiber-Krebs, Inc., in New York. Along with his involvement in the general management functions there, Beck was involved in the development of television projects and the marketing of musical theatre projects. In 1974, he joined CBS Records as manager, press and public information, Nashville, where he established the publicity department. In 1975, he moved to New York as assistant manager, press and public information, and in 1976 as manager, press and public information, Epic and Associated Labels.

Don Cusic recently worked with Monument Records as national director of artist development and publicity, and served as international liaison between Monotum and CBS International. Most recently, he has worked as an independent writer and has handled independent public relations accounts.

Country Music Concert Promoted in L.A.

LOS ANGELES — New Day Entertainment, Inc., has announced an edition of Country Music West. According to Shelly Bauer, chairman of the board, and Ed Miller, president of New Day Entertainment, Inc., the idea for the event was the outgrowth of the Country Music West division head, the company will be the first to present live country music concerts on a national basis, in the Los Angeles area.

Bill Boyd, past president of the Academy of Country Music, and a member of the board of directors, is assisting in securing talent for the concerts.
Country Roundup

After being with BMI for several years, songwriter Mickey Newbury signed Jan with ASCAP. Ed Shea, southern regional director of ASCAP, flew to Dallas, Tex. to meet and sign Newbury. "I was pleased to hear of Mickey’s interest in joining the Society," Shea said. "And when I learned that it was convenient for him to meet with me in his home state of Texas on New Year’s Eve, I decided that it was worth giving up a holiday to receive Mickey’s writer's agreement personally. It was one of the best presents that Santa could have brought the southern music region this year." Newbury has had cut songs by diverse artists as Elvis Presley, Ray Charles, Kenny Rogers and Jerry Lee Lewis. Newbury’s new single, “Go To Alabama,” shipped last week, and a new album, “Jubilee’s Revival Shout,” will be released next month.

Cinkay Records president Hal Freeman has announced the signing of Bobby Barnett to an exclusive recording agreement. Barnett was a winner in Atlanta Down. "We are to hit the Top 20 country charts before while recording for Capitol and Columbia.

Duke Talent, Inc., a new booking agency with offices here and in Tulsa, Okla., has been opened by Jim Williams and Dayton “Duke” Arvidson. Duke Talent will exclusively book Johnny Paycheck for fairs and rodeo dates. Other acts booked by Duke Talent will be Roy Clark and Freddy Welker.

Ernie Winfrey has been promoted to chief engineer at Nashville’s Sound Shop, where he has been a staff member for the past six years. United Western Records has signed veteran singer Ken Kragen, Rogers’ manager, described as “one of those rare, great musical moments.” A single, “Everytime Two Fools Collide,” has been released from the LP.
Lori Parker's Everything You Say Tonight  
# CBK 129

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BILL WALKER

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Four Star Music Reopens, Intends To Pay All Debts
(continued from page 31)

the court what I owe them. The reason being that in 1974 they agreed to give me a $325,000 loan. In July of 1976 they came to me and said, "We know we've agreed to loan you $325,000, but it is going to take more than that project. It will take an additional $88,000." So I agreed to pledge Four Star Music as collateral, and they renegotied on the funding. It was a clear breach of contract.

Johnson also feels strongly that when he repays all of his outstanding debts, including the bank loans, he will be entitled to take possession of the Four Star Building. But, according to Johnson, the bank has a problem now because the building has been sold to Signer. And Johnson says that building lies dead center in his breach of contract suit against the bank. "The bank has a legal problem in what they can do with it now that Signer has filed bankruptcy. They need that building to settle my lawsuit. If they can't get it, it's their problem," he said.

With ample financial support, Johnson hopes to expand his office here and develop and develop foreign talent. He has hired Bob Holladay, a longtime friend and business associate, to manage the office here, and they plan to hire new personnel such as a head marketing and promotion man.

Johnson's primary goal, however, is to regain control of Four Star Music and the Four Star Building.

Regaining control of the property that was illegally taken from me is an absolute necessity in order for me to live with myself," he stated. "So when I'm going after that catalog I'm not going after it for me alone, I'm going after it for every writer who has music on it and a contract. They are the backbone of the catalog. I'm looking for restitution. If I can get that restitution, then that would erase all the rancor and bad publicity that has happened to me here I would welcome that situation.

Beck and Cusic Form New PR, Management Firm
(continued from page 31)

Commenting on the new operation, Beck stated, "We are extremely excited with the prospect of a long relationship in Nashville. Management and public relations have begun to some extent here, and we hope to be a worthwhile contributor, not only to our clients, but to the industry as well."

Cusic added, "We expect to offer both our management and public relations clients a fresh and energetic approach to career development. The creative community is simply in need of more marketing people and greater marketing energy, and we hope to fulfill some of those needs.

New Horizon Management and Southern Sky Public Relations have established offices at Number 6 Music Circle North in Nashville.

Parton, Summer To Perform At NARM

CHERRY HILL, N.J. — RCA recording artist Dolly Parton and Casablanca recording artist Donna Summer will both perform at the 1978 NARM convention, which convenes March 18 at the Hyatt Regency Hotel in New Orleans. Ms. Parton will perform at the Installation Luncheon on Tuesday, March 21. Ms. Summer will entertain at the NARM Awards Banquet, the final social event of the convention, which will be held on Wednesday, March 22.

BACKSTAGE CON — Warner Bros. recording artist Con Hunley recently performed during the Shindig Show at the Coliseum in Knoxville, Tenn. Pictured above backstage are (l-r) Hunley, Bobby Denton, Radio WJKV program director, WB country artist T.G. Sheppard, and Dave "Mack" McClellan, Warner Bros. southeast regional sales and promotion director. Hunley's debut single for the label, "Cry, Cry Darlin'" was released Jan. 11, 1978.
**Latin Picks**

**GUARARE**
Orchestra Guarare, a corporation of 11 excellent musicians, formerly Ray Barretto's band, have just debuted with their new album. Guarare remains intact since their breakup with Barretto and with artists Gil Lopez, Joseph (Papy) Roman, and Tony Fuentes, who arrangements and compositions made the Ray Barretto era. Such tunes as "Realidad y Sincereidad," "Eleguas," and "La Pasion," all by Roger Dawson and Ruben Blades, and of course promising them a lot of exposure.

**BINGO VIEJO**
Bing Crosby - Anahuatuc 3901.
The late Bing Crosby recorded the last album before his sudden death. It was totally his own idea to record this album of Spanish songs. He referred to this LP as his Mexican album. Thus, Bing Viojo presents Bing in a style not usually associated with him: he sings in both Spanish and English. Bing always loved the people, the language, and the music of Mexico. After listening to this album, he will convince his millions of fans that there is yet another talent to add to the many that he made so popular for such a long time. All cuts are excellent this album.

**TRIBUTE TO CHANO POZO**
Jose Mangue Jr. - True Ven-Photos TV-1001 - Producer: Alfonso Ruben and Jose Mangue Jr.
It took a long time for someone to come with a tribute to the late Chano Pozo, veteran conga player. He was one of the first congueros who is seen in jazz titles. It took him a long time to really know his roots! Manteca turned out to be one of the best classics in jazz and is played by all top jazz bands. Jose Mangue Jr. does a fantastic job with the help of the top Latin rhythm section in the music business.
Minority Women In Radio

By Carita Spencer

LOS ANGELES — Women employed as radio personalities have always been in the exception rather than the rule. Announcing is an area that, since the birth of radio, has been dominated by men. Despite the increase in the number of female announcers, the myth persists that women lack the ability to relate to the listening audience. Among the handful of women who are striving to dispel that belief is an even smaller percentage of minority (black) women who have broken through barriers to prove their ability to surpass those of their male counterparts.

In an attempt to focus on their abilities, as well as their prospects for advancement to positions in programming and management, Cash Box contacted minority female broadcasters in several major markets across the country. Related statistics were also obtained from a number of station executives.

In the metropolitan Los Angeles area, for example, KKT employs one full-time black female jock; KACE has three, one part-time, and KJLH and KDAY have none.

Darcel Howard, who has been with KTT since October 1977, says the station doesn’t differentiate between the sexes and that she doesn’t receive any special or unfair treatment because she happens to be a woman and black. She did express some displeasure, though, in regard to an 8 a.m.-2 a.m. time slot, something which she says doesn’t affect her personally but as a matter of principle. It has been her experience that women are put into the “graveyard shift” more often than not. While at WUFO in Buffalo, however, she had the opportunity to work afternoon drive, a spot she had to “fight for.”

“Good Ratings”

“All I got in there and proved myself and got good ratings they let me stay there,” she said. “A lot depends on the kind of announcer you are, whether you can relate to people in general. I feel that if women can relate in other areas of work, why not in radio? I don’t think she be broken down into a sex thing. I don’t try to relate to men, women or adults specifically. I just try to put over the message in whatever I’m saying to whomever may be listening.”

Darcel studied broadcasting in college and has a degree in communications, but attributes her success so far to the training she received at WUFO. She feels that black women in radio have quite a success story to go in terms of progression because “once a station hires a black woman as a D.J., they feel that they don’t need another.”

In San Francisco, KRE has one black part-time female announcer and one white d.j. who is “not quite full-time with the 12-7 p.m. Sunday spot,” according to the station’s general manager KJAZ. A full-time jazz station, employs one black woman jockey who airs on Saturdays from 6-9 a.m.

In Washington, D.C. presently has two black female newscasters, one of whom will debut next week as a part-time d.j. She will be the first in the station’s history. Jim Kelsey, general manager of the station, pointed out that the station’s turnover is not that great but when the opportunity presents itself, he applauds hiring more women as announcers.

Women, especially minorities, are coming into their own as radio personalities,” Kelsey said. “It’s a new frontier for them. Men have now realized that women can do the job and in some cases better than men. In some markets they are showing up with some very high ratings.”

Kelsey views “breaking into the business” as a major difficulty for black women. In his opinion, they are experiencing the same types of hardships which black men faced when they tried to break into radio, including working for little or nothing and basically “paying dues.”

“In the beginning,” stated Kelsey, “I felt that a woman’s place wasn’t in radio. I had to be one of those who learned the hard way. But in hearing that way I respect women more when they have the ability to do a fantastic job.”

Cathy Liggins, general manager of WBUL in D.C. told CB that Washington is one of the harder markets for women to make in because there are so many females who constitute the listening audience and it’s more difficult for women to relate to women. She disagrees, however, with the male managers and program directors who say women announcers alienate the female market.

“If this were true,” explained Liggins, “it wouldn’t be possible for the women at our station to enjoy the type of popularity they do. We have the number one female jockey in the country. It’s been that way for five of the six years the station has been in existence. It has always been our policy to employ a minimum of two females at all times.”

Hard To Relate

Liggins added that it is harder for women to relate to female audiences and to overcome the age-old misconception that the voice on the radio is supposed to “court” or attract women. In her opinion, women are more

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<td>C/Chart 4058</td>
<td>2 13</td>
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<td>2 THEME SUITE</td>
<td>C/Chart 4058</td>
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<td>15 BABY COME BACK</td>
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<td>17 AIN'T GONNA HURT NOBODY</td>
<td>BILLY SPEAR (Bell 735)</td>
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<td>ENCHANTMENT (Roadshow/JA 1970)</td>
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<td>26 LET'S HAVE SOME FUN</td>
<td>RHONDA ROSS (RCA PB 11128)</td>
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<td>27 SPANK YOUR BLANK BLANK</td>
<td>THE WHISPERS (Soul 1145)</td>
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<td>29 LADY LOVE</td>
<td>LOU RAWLS (Phila. int./CBS 3634)</td>
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<td>30 FLASH LIGHTS 1</td>
<td>PARLIAMENT (Columbia N 909)</td>
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<td>THE GOSPEL RHYTHM &amp; BLUES (EPIC 30452)</td>
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<td>32 NATIONAL TOURER</td>
<td>THEODORE OXIDEN (RCA PB 11128)</td>
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<td>33 STAYIN' ALIVE</td>
<td>BEE GEES (RCA Records)</td>
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<td>34 COME GO WITH ME</td>
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<td>36 S HOUTING LOVE</td>
<td>LEO RUSSELL (Soul Fan 51000)</td>
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<td>37 OOH BOY</td>
<td>ROSE ROYCE (Warfield/WB 8491)</td>
<td>7 12</td>
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<td>38 I' M LOSING YOU</td>
<td>RAY WRIGHT (Columbia 3-10674)</td>
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**ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)**

1. **Al Green** (Columbia/MCA 10608) - 35 weeks
2. **Aretha Franklin** (Polys Music) - 46 weeks
3. **Bobby Womack** (Atlantic) - 35 weeks
4. **Carla Thomas** (Atlantic) - 29 weeks
5. **Dionne Warwick** (Atlantic) - 46 weeks
6. **Donny Hathaway** (Atlantic) - 35 weeks
7. **Eric Clapton** (Atlantic) - 35 weeks
8. **James Brown** (Atlantic) - 35 weeks
9. **Johnnie Taylor** (Atlantic) - 35 weeks
10. **Aretha Franklin** (Atlantic) - 35 weeks

**Singles from**

1. **Aretha Franklin** (Atlantic) - 35 weeks
2. **Bobby Womack** (Atlantic) - 35 weeks
3. **Carla Thomas** (Atlantic) - 35 weeks
4. **Dionne Warwick** (Atlantic) - 35 weeks
5. **Donny Hathaway** (Atlantic) - 35 weeks
6. **Eric Clapton** (Atlantic) - 35 weeks
7. **James Brown** (Atlantic) - 35 weeks
8. **Johnnie Taylor** (Atlantic) - 35 weeks
9. **Aretha Franklin** (Atlantic) - 35 weeks
10. **Bobby Womack** (Atlantic) - 35 weeks

**Albums from**

1. **Aretha Franklin** (Atlantic) - 35 weeks
2. **Bobby Womack** (Atlantic) - 35 weeks
3. **Carla Thomas** (Atlantic) - 35 weeks
4. **Dionne Warwick** (Atlantic) - 35 weeks
5. **Donny Hathaway** (Atlantic) - 35 weeks
6. **Eric Clapton** (Atlantic) - 35 weeks
7. **James Brown** (Atlantic) - 35 weeks
8. **Johnnie Taylor** (Atlantic) - 35 weeks
9. **Aretha Franklin** (Atlantic) - 35 weeks
10. **Bobby Womack** (Atlantic) - 35 weeks

**Various**

1. **Aretha Franklin** (Atlantic) - 35 weeks
2. **Bobby Womack** (Atlantic) - 35 weeks
3. **Carla Thomas** (Atlantic) - 35 weeks
4. **Dionne Warwick** (Atlantic) - 35 weeks
5. **Donny Hathaway** (Atlantic) - 35 weeks
6. **Eric Clapton** (Atlantic) - 35 weeks
7. **James Brown** (Atlantic) - 35 weeks
8. **Johnnie Taylor** (Atlantic) - 35 weeks
9. **Aretha Franklin** (Atlantic) - 35 weeks
10. **Bobby Womack** (Atlantic) - 35 weeks
MOST ADDS R&B SINGLES

1. **AM I LOOSING YOU — THE MANHATTANS — COLUMBIA**
   - WRLD, WRBD, KMJQ, KXIA, WTAT, WVDG, WKKD, WWSD, WGWV.

2. **INTIMATE FRIENDS — EDDIE KENDRICKS — TALMA**
   - KDDG, WWDG, WYDI, WKKP, WKKD, WOSG, WSWL, WORL.

3. **FLASHLIGHT — PARLIAMENT — CASABLANCA**
   - WRLD, WRBD, KXIA, WDDG, WWSD, WWGD, WWGD.

4. **DON’T COST YOU NOTHING — ASHFOOT & SIMPSON — WARNER BROTHERS**
   - WWRL, WOSG, WKKD, KXIA, WSWL, WWGD, WWGD.

5. **CAN YOU GET IT — MANDRILL — ARISTA**
   - WLOU, WTMF, WDDG, WWSD, WWGD, WWGD.

6. **GOLDEN TIME OF DAY — MAZE — CAPITOL**
   - KXIA, WDDG, WWSD, WOSG, WWGD.

7. **HE FORGAVE HER — DE-LITE**
   - WORL, WESL, KXIA, WOSG, WWGD.

8. **SATURDAY NIGHT FEVER — BEBE GEES & VARIOUS ARTISTS — RSO**
   - KSOL, WORL, KXIA, WWGD.

9. **DR. BUZZARD’S ORIGINAL SAVANNAH BAND MEETS KING PENETR — RCA**
   - KXIA, WWGD, WBSL.

**THE RHYTHM SECTION**

"The Closer I Get To You" is the new single release for Roberta Flack from her "Blue Sugar" LP. The "Basement" LP on Atlantic, Donny Hathaway joins Roberta on vocals on the tune which was written by James Jamerson and Reggie Lucas.

Mable John, longtime lead singer for the Raylettes, payed homage to the late Dr. Martin Luther King. King was given an honor on his birthday, January 15 at the Beverly Hilton Hotel. Mable opened with "I Have A Dream," written in honor of the late Dr. King by Solomon Burke and with the assistance of everyone on hand for the occasion sang "We Shall Overcome."

Count Basie and his 16-piece big band with singer Billy Eckstine will appear at the Rainbow Room of the Memphis Hilton Hotel, March 30-31.

Funkadelic, who has been building for the studios with the Love Unlimited Orchestra to begin sharing the soundtrack for the motion picture "Perfume."

Columbia recording artists The Nobles have been set to perform several engagements in the metropolitan New York area. The dates include: January 24 at The Copa, Brooklyn; February 2 at Lutivics and the Cerebral Palsy Telethon with Paul Anka on the 5th with the final date on February 11 at Staten Island.

The productions will present a Cavalcade of Blues, Friday February 3rd at Dooto Music Center. There will be two shows which will feature O.V. Wright, Lowel Fulson, Richard And Willie and Pee Wee Crayton.

(continued on page 45)

**MOST ADDS R&B LPs**

1. **WEEKEND IN L.A. — GEORGE BENSON — WARNER BROTHERS**
   - WWRL, WRBD, KXIA, WDDG, WWGD, WKKK.

2. **GOLDEN TIME OF DAY — MAZE — CAPITOL**
   - KXIA, WDDG, WWGD, WWGD, WWGD.

3. **HE FORGAVE HER — DE-LITE**
   - WORL, WESL, KXIA, WOSG, WWGD.

4. **SATURDAY NIGHT FEVER — BEBE GEES & VARIOUS ARTISTS — RSO**
   - KSOL, WORL, KXIA, WWGD.

5. **DR. BUZZARD’S ORIGINAL SAVANNAH BAND MEETS KING PENETR — RCA**
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Soundtrack Albums Booming, Many More Expected in '78

(continued from page 9)

Stigwood Productions to produce a smash soundtrack LP, "Saturday Night Fever." The album, which hit the Cash Box Top 200 Albums chart, with five singles off the LP are on the singles chart, including the number one smash, "Stayin' Alive." The album shows no signs of slowing up," adds Bob Edson, head of RSO's New York office. "It's sold over three million copies already, and the sky's the limit as to how many more it will sell."

Edson predicts the label will enjoy comparable success with two soundtrack LPs in 1978. "Geese," starring John Travolta and Olivia Newton-John, is expected out in May. "Sgt. Pepper's Lonely Hearts Club Band," starring Peter Frampton, the Bee Gees, and many other top acts, is due in the summer. Edson says of "Sgt. Pepper's," "It could very well be the biggest selling album of all time."

Casablanca Records and FilmWork's entry into its 1978 soundtrack derby will be "Thank God It's Friday." "It'll be a two or three LP set and will contain 80 percent new dance music," indicates Mark Simon, vice president of special projects for Casablanca. "Donna Summer, the Comedores, and Alec Constandinos, Jacques Morali, Thelma Houston and Marvin Gaye are the big names in the flick. It'll probably be a big seller."

Can't Ignore Success

A&M Records will venture into the soundtrack field with "American Hot Wax." "We haven't gotten heavily into that area yet," says A&M senior vice president in charge of marketing, Bob Fead, "but we've certainly given it a lot of thought. The importance of film music, with the success of 'Saturday Night Fever,' 'Star Wars,' 'A Star Is Born,' etc., we can't ignored. A record company can't sit and watch all these hit albums go elsewhere. So sure, we're going to get more involved with soundtracks, or at least we're going to try real hard."

Many observers see a trend toward increased commercial viability for soundtrack LPs underway. Three soundtrack albums and six singles are currently on the Cash Box Top 100 Pop Chart, comprised of two albums and two singles a year ago and only one album and one single two years ago.

"Most of our soundtrack successes come after the picture is a hit," says RSO's Edson, "unless you have a hot act like the Bee Gees or Barbra Streisand with a LP. I don't think companies are going to go after big soundtracks on a deliberate basis. But I think they'll be more conscious of the possibilities after seeing these recent smash soundtrack LPs. We have seen that people will buy more singles."

Bigger In '78

"The soundtrack trend is going to get bigger in '78," says Buddy Epstein, vice president and chief operating officer of American International Records. His company's first releases will be soundtrack recordings, including "The Buddy Holly Story."

"It's obvious that the music business, because of the dollar gross, is influencing the way motion pictures are made and is becoming more integral part of all development projects in motion pictures," says Epstein. "People are looking more to music to insure the success of a movie and I think the trend, both artistically and financially, will continue. What a hit song can do for a motion picture, like for 'You Light Up My Life,' is incredible. The music industry now has the ear of major motion picture companies."

United Artists Records enjoyed a big year with picture soundtrack recordings in 1977. "The Spy Who Loved Me," "Rocky," and "New York, New York" were all hit soundtracks. "I would be foolish to say we don't face an even more exciting year in 1978," says UA vice president of motion picture composers, Danny Crystal. "I look for composers like Bill Conti, John Williams and Joe Brooks to join Mancini, Bernstein and Goldsmith in the ranks of great film music composers." Conti will score "Slow Dancing in the Big City" for UA this year.

Trend Or Fad?

Some veteran record company executives are hesitant to call the current trend in soundtrack albums a trend. "I've seen so many 'trends' come around that have not really lasted that I'm reluctant to go with it," says UA's Epstein, vice president for marketing at 20th Century Fox Records. "I think it's more having the right vehicle for the right music. People are less inclined to be pigeonholed into following 'trends' now."

"But I don't really know," concludes Epstein. "There has been an unusual number of successful soundtracks in the last year or two."

Warner Brothers Records director of publicity, Bob Merlis, does not see the success of soundtracks as a new trend. "We've always had soundtrack recordings," he says.

Warner Brothers, which had a success last year with Seals And Crofts' "One On One," expects big things from the soundtrack to director Martin Scorsese's "The Last Waltz," the star-studded farewell performance of The Band. The three record set is due in March and will list for $14.98. The label will also issue the soundtrack of "CROSSED SWORDS," with music by Maurice Jarre, in March. And Warners has the rights to "Superman," the much-delayed potential blockbuster with music by John Williams. In addition, a series of classic Elmer Bernstein soundtracks will be released in 1978.

Plant Secrets

At Motown Records, the label's involvement in soundtrack projects is largely dependent on their artists' involvement. Their major soundtrack project for the coming year is going to be a documentary on the book, "The Secret Life Of Plants: Stevie Wonder is the artist involved."

"I'm not sure of the release date, but it could be in the spring," says Motown's Mike Lushka. "Stevie doesn't tell us much, he just brings us the completed merchandise. But it'll be all original music."

Other major soundtrack recordings expected in 1978 include "The Rose," starring Bette Midler, on Atlantic, "Unmarried Woman," with a score by Bill Conti, for 20th Century, "A Hero Ain't Nothin' But A Sandwich," with music by Hubert Laws, for Columbia; and "Hair," on RCA. Another film that seems likely to spinoff a hit soundtrack LP, "I Wanna Hold Your Hand," is being made by Universal Pictures, but as yet no soundtrack deal has been announced.

Tabu Becomes Newest CBS Associated Label

NEW YORK — Tabu Records, founded and run by music industry veteran Clarence Avant, has joined the CBS Associated Labels family. Tabu's debut release as an Associated Label will be an album and single by Brainstore, scheduled for February release. The label is based in Los Angeles.

TK Promotes Caviano

LOS ANGELES — Ray Caviano has been named vice president in charge of special projects and national disco promotion for TK Productions. Caviano will work on artist development, promotion A&R and marketing for special projects in addition to national disco promotion.
AMOA’s Granger Explains Copyright Law Compliance

CHICAGO — To further clarify various specifications of the new copyright law, AMOA’s executive vice president Fred Granger prepared a set of guidelines to assist operators in accurately fulfilling the requirements of the legislation. As illustrated in the December AMOA newsletter, Granger noted that operators have until Jan. 31 to file for registration of all jukeboxes “on location at the start of the year.” The new law requires operators to pay an $8 per jukebox annual royalty fee. Application for registration of every jukebox placed on location any time after January 1 must be made “one month from the placement date.” The Copyright Office will, in turn, issue the appropriate registration certificates within 20 days after receipt of both the application and the royalty fee. Operators are cautioned to submit royalty payments in the form of a certified check, cashier’s check or money order, since personal checks are not acceptable.

Deadline
The deadline for affixing the registration certificates is March 1, and this date applies only to those issued by the Copyright Office on or before Feb. 19. Certificates issued any time after that date must be affixed to jukeboxes within ten days of issuance.

The law further stipulates that the certificate must be placed on the jukebox in a manner that it cannot be removed once posted. This can be readily examined by the public. The certificates measure about 2” x 3” and are perforated down the middle. They can be placed in such visible areas as the glass or across two title strips or wherever the operators choose, so long as they are in full view of the public.

In the event an operator purchases additional machines, after his initial application for registration, the $8 fee will continue.

Gottlieb Holds 1st Technical Service Seminar In Chicago

CHICAGO — “Far above our most optimistic expectations,” was Alvin Gottlieb’s assessment of D. Gottlieb & Co.’s first technical seminar, held recently in Chicago. Scheduled exclusively for distribution personnel, the two-day seminar was conducted by Dick Finger, Gottlieb’s new seminar leader, and covered the basics of Gottlieb’s system up through theory of microprocessors.

The school attracted solid-state technicians representing distributors from both coasts and from Canada to Texas. As part of the presentation, Finger demonstrated the functions of the Gottlieb Playboard Simulator, reportedly the only test unit of its kind in the industry, which premiered at the American Radio History Seminar held in Chicago, the only test unit of its kind in the industry, which was also the site of the seminar.

Another special provision arranged by Gottlieb was a tour of the firm’s 250,000-square-foot facility in Northlake, which was climaxd by a preview of Gottlieb’s forthcoming games. Visitors were permitted to observe the inspection of new solid-state components and the final inspection and test of electronic and electromechanical games.

A special guest in attendance was Richard Mantel, who flew in from France. Mantel recently joined Mondial Commercial Corporation as an engineer and troubleshooter for France. Mondial has been associated with Gottlieb since 1952 and is exclusive distributor for Gottlieb products for France, England, Greece, the Benelux Countries, Italy, Spain and the Middle East.

During the week of Jan. 16, Finger embarked on a series of field seminars with his first stop at Active Amusement, Gottlieb’s distributor in Philadelphia. Subsequently he headed for the Mondial International Corporation premises in Springfield, New Jersey.

Debribing his staff, Frank Ash, Frank of Active Amusement, Gottlieb’s marketing chief Marshall Caras that the seminar was tops. “My people, as well as my customers, are more than excited about our first shipment of ‘Cleopatra’ solid-state,” Ash commented. “Extensive field tests have proved that Cleopatra is a super earner and a super worker.”

Pinball Machines Celebrate 1st Anniversary in Chicago

Gottlieb, maker of the first pinball machine, is celebrating its first anniversary in Chicago. The company has introduced a new pinball machine, the “Cleopatra,” which has generated a great deal of interest in the pinball industry. The machine is designed to appeal to both beginners and experienced players, offering a wide range of features and options to suit all tastes.

The machine features a unique layout with a variety of targets and obstacles, providing a challenging and engaging experience. The design is based on a historical theme, drawing inspiration from ancient Egyptian culture and mythology.

In addition to the game play, Gottlieb has also focused on the aesthetic aspects of the machine. The cabinet is crafted from high-quality materials, with a durable and stylish finish that is sure to attract attention in any setting. The company has also paid close attention to the lighting and sound, creating a dynamic and immersive atmosphere.

As part of the celebration, Gottlieb is offering various promotions and special offers to its customers and fans. These include discounts on selected products, limited-time offers, and other exclusive deals.

The company has also organized a series of events and activities to commemorate the anniversary. These include local tournaments, pinball-themed parties, and other social gatherings for enthusiasts to come together and share their passion for the game.

Overall, Gottlieb’s first anniversary is a testament to the company’s commitment to innovation and excellence in the pinball industry. The “Cleopatra” represents a new chapter in the company’s history, and with its unique design and features, it is sure to become a staple in the pinball world.

The Jukebox Programmer

Top New Pop Singles
1. (What A) Wonderful World — Art Garfunkel
2. The Way You Do The Things You Do — Rita Coolidge
3. Dust In The Wind — Kansas
4. A&M 2001
5. Poor, Poor Pitiful Me — Linda Ronstadt
6. Sailing — The Eagles
7. I’ll Remember April — Four Tops
8. Star — The Carpenters
9. The Circle Is Small — Gordon Lightfoot
10. Silver Dreams — The Beach Boys

Top New Country Singles
1. Mammals Don’t Let Your Babies Grow Up To Be Cowboys — Waylon Jennings & Willie Nelson
2. Yes, I’m Am — Tommy Overstreet
3. So Good, So Rare, So Fine — Freddie Hart
4. It Starts All Over Again — Vern Gosdin
5. Return To Me — Marty Robbins
6. Red Hot Memory — Kenny Dale
7. Must You Throw Dirt In My Face — Roy Clark
8. I’ve Heard A Good Woman’s Love — Billy “Crash” Craddock
9. Lonely Hearts Club — Billie Jo Spears
10. If I Had A Cheatin’ Heart — Melba Montgomery

Top New R&B Singles
1. Love That Will Not Die — Johnny Guitar Watson
2. Intimate Friends — Eddie Kendricks
3. Bootzilla — Bootsy’s Rubber Band
4. Flashlight — Parliament
5. Baby, You Got My Nose Open — Harold Melvin & The Blue Notes
6. Workin’ Together — Maze & Frankie Beverly
7. Don’t Cost You Nothing — Ashford & Simpson
8. Freestyle — Ayres Ubiyung
9. Maximum Stimulation — Jimmy Castor Bunch
10. Sister Fine Impact — Fantasia

Top New MOR Singles
1. Storybook Children — Bettye Midler
2. I Can’t Hold On — Karla Bonoff
3. Yesterday We Made History — Harry Crosby
4. Good, Good, Good — Chuck Mangione
5. The One And Only — Kacey Musgraves

Cash Box/Feb 2, 1978
AmeriCoin Reports

CHICAGO — "Dozer" is a highly colorful and challenging game, with three-dimensional appeal, which attracts not only the skillful player but the 'just for fun' group, as well," said Dee Reeser, AmeriCoin's marketing administrator, describing the latest coin-operated amusement machine introduced by the Milwaukee-based company. The firm initially premiered the machine at the AMOA convention and recently announced the commencement of full production schedules.

Dozer offers players the realism of operating a bulldozer, the object of play being to glow a load of ore into a mine pit, where it is weighed, scored and processed in a simulated refinery, and then returned to the ore pile. Sound effects of an actual bulldozer accompany play.

The machine is of electromechanical design and built for easy service and durability on location. AmeriCoin offers a comprehensive service manual and parts list and, as a further convenience for operators, a toll free number can be utilized for parts orders.

The company gained considerable prominence in the coin machine industry as a result of its "Junkyard" machine, which has been successfully marketed for over a year and is still in delivery. AmeriCoin is a division of Electri-Wire Corp. and is located at 700 W. Virginia in Milwaukee.

Pinball Machines Celebrate Their First Anniversary in Chicago Market

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games. In Chicago, solid-state pins were outselling new mechanicals approximately 7 to 1.

Filler Piece

Mechanicals had one brief gap. Some fewer small ops who couldn't handle the electronic service or price tag stuck with them, and others took advantage of the distributors' plight. They were overstocked with new and used mechanica.s so they offered them at bargain basement prices.

Ops could latch onto a good buy for a lesser location or as a filler piece.

Summary

However, with the advent of 1978, the last stroke of the death knell for mechanicals was sounded. Chicago operators have four new solid-state pins from which to choose, and snap up the scarce supply of used ones just as quickly. One year after legalization, pins are still the number one game in the city, but they are solid-state pins, and they have given the market new energy.

Looking Back

1 Year Ago Today (2/5/77)
- Rowe signed a multi-million dollar pact to supply lottery ticket vending machines in Quebec.
- Prominent coinbiz figure David R. Franco of Montgomery died at 76.
- Randy Sherwood Enterprises of Texas was added to Seeburg's distributor network.

5 Years Ago Today (2/3/73)
- Seeburg announced its decision to manufacture and market slot machines.
- Banner Specialty of Philly inaugurated the first Brunswick Air Hockey Invitational Tournament.
- Houston distrub, LE Corporation, began extensive expansion program.

10 Years Ago Today (2/3/68)
- Wurlitzer introduced restyled "Satellite" machine, which looks like a jukebox but operates like a wallbox.
- Bally "World Cup" soccer was approved for license in Chicago and New York.
- Albert Simon, Inc. (N.Y.) premises underwent facelift and expansion.

15 Year Ago Today (2/2/63)
- Italian-made Cinbox (jukebox with movies) attracted attention on the east coast.
- Coinbox mourned the death of J. D. Cox of Advance Automatic Sales in San Francisco.
- Catering east coast dock strike idled the flow of millions of dollars worth of coin machine equipment.
- Top tune of the week: "Walk Right In" by the Rooftop Singers on Vanguard.

Cash Box/February 4, 1978
Granger On Copyright Law

(continued from page 42)
to apply for each machine purchased, up until July. Additional equipment purchased after July 1 will be assessed at the reduced rate of $4 per filing.

Filing Procedure

Since Granger is frequently contacted by AMOA members, state association groups, and other interested individuals requesting assistance in complying with the law, Cash Box asked him what specific aspects of the regulations were most often questioned. His answer, unhesitatingly, focused on the application form which, when fully understood, is comparatively simple to complete, he explained.

"Why do we have to include so much detailed information on the application?" is the question I am asked most frequently," Granger said. The form in question is the Application For Recordation, signed as "JW.

"Actually, if an operator can provide the serial number of the jukebox, as specified in Part C of the form under the heading identification of coin-operated phonorecord players, it can save a lot work," Granger continued. "Providing the serial number eliminates the necessity of supplying any additional detailed information such as model number, type of sound, record capacity, etc., as specified elsewhere on the application, and certainly simplifies filing out this form," Granger added. This simplification, and others, to the diligent efforts of the AMOA Government Relations Committee.

Operators have also asked what procedure would apply when a jukebox is moved out of the location it occupied at the time of registration. Once affixed, Granger explained, the certificate cannot be removed until the expiration time. The jukebox, on the other hand, can be moved as often as necessary, without ramification, as long as the certificate is intact.

In the case of selling or transferring a machine, once again the certificate goes with the jukebox. However, operators must consider the possibility of including the $8 royalty fee in the purchase price.

In the event of loss or damage, a replacement certificate may be obtained for a fee of $4.

3-Step Procedure

In a recent appearance at the annual Music Operators of Minnesota convention, Granger outlined a simple, three-step procedure for complying with the new regulations: (1) fill out the application form, specifying serial number and the name of the manufacturer (in abbreviated form); RCA for Rock-Ola; RWE for Rowe Int'l; SE for Seeburg and WR for Wurlitzer. Since the application has limited space for individual listing of each machine, continuation sheets are available through the AMOA office in Chicago or the Copyright Office in Washington. (2) multiply the number of jukeboxes by $8 to determine the total amount due and submit payment with the form, making certain not to send a personal check. (3) when the registration certificate is received, affix it to the jukebox within the time specified.

Operators will be abiding by these regulations on an annual basis and the $8 fee will apply until 1980 when it will be up for review by the Copyright Tribunal.

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Simplify filing out this Application

Granger

the complete, and after July 1, "Actually, since Granger applied, and is now in production, the company exec Dan Winter and Dick Gallun — along with five Dozers — attended last week's ATE convention in London. Equipment was displayed in the Ruffler & Deth Ltd. exhibit.

A new addition to the American staff is Dee Reeser, whose position is marketing administrator. Ms. Reeser will serve as America's main contact with its distributor network and will have direct responsibility for order acceptance, scheduling, status and shipping information, and also be in a position to secure service information. Announcement of the appointment was made by Dan Winter who's been briefing Ms. Reeser on her new duties.

DATELINE MILWAUKEE — Home of American and the outstanding new "Docker" machine which was successfully launched at AMOA and is now in production at the factory. Coin company execs Dan Winter and Dick Gallun — along with five Dozers — attended last week's ATE convention in London. Equipment was displayed in the Ruffler & Deth Ltd. exhibit.

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DATELINE MILWAUKEE, CA. — home of the Exidy "Circus" — a phenomenal piece, and that is putting it mildly. Jan 1st, Sandy and his lovely bride Andrea, Bedelliter. Understand that Sandy's 30th wedding anniversary is being celebrated this weekend at the Fiesta buffet at Robinson's is still a talk of the trade function in L.A., even after all these years.

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EASTERN FLASHES

Coin industry veteran Joe Stone recently assumed the post of sales manager of the Cleveland Coin Columbus branch and Stanley Knoll has been appointed a vice president of operations at the branch, as announced by company president Ron Gold. Ron also passed along some interesting observations on the electronic versus electromechanical pinball machine. "First of all, electromechanical pinball machines are far from obsolete," he stressed. "And are holding their own, which should be extremely encouraging to operators across the country." As for the growing popularity of the solid-state pin, Ron added, "I feel that in the Gottlieb Cleopatra, Williams Hot Tip and Atari Airborne Avenger, a necessary balance is now being achieved within the pinball field, thus affording the operator a better opportunity to balance his own route." Seeburg phonographs are continuing to sell well at Cleveland Coin and are still "one of the best investments an operator can make." Ron expressed his enthusiasm about the overall business prospects for 1978. "Tempered with a degree of conservation" which the financial community demands. The coin machine business has emerged as a prime member of the financial community, he said, so that "from an accounting standpoint, we now have to perform like a major league industry." The RECENTLY PREMIEMER Midway "Clowns," newly arrived at Robert Jones Int'l, Syracuse, is already in big demand, according to Jack Shawcross — as is the Exidy "Circus." New and "looking good," Jack added, "is the Meadows bang-up, which is on display in sample form out there and attracting a lot of attention. Rock-Ola phonographs are being very well accepted and on the subject of pinball machines the big emphasis is on the solid-state variety. Incidentally, the district's been enjoying much success with its recently instituted informal rap sessions, whereby ops from throughout the state are invited over on the first and third Thursday of each month, for a bite of lunch and some informal dialog with R-Ola mechanics and personnel. It's kind of an off-the-cuff service type forum, the dual purpose of assisting ops with service problems or other questions while providing the distrub with some good feedback.

CALIFORNIA CLIPPINGS

AL (Mr. B.) Bettelman, president of C.A. Robinson & Co., announced recently that Baity's Entertainment has "broken all sales records for any pinball ever distributed in the long history of C.A. Robinson & Co." With the success of solid-state pins, the distrub is anxious awaiting delivery of the new Bally "Power Play." Mr. B. also mentioned that Atari's "Airborne Avenger" and Exidy's "Circus" are a couple of the best sellers around, according to Pierce said the firm is "rolling and busy getting product out the door." The firm's product line is headed by Space奥拉, one of the Space奥拉 shows, which has been packing up exceptional field reports and high earnings. While noting that Space Wars is clearly back ordered, Pierce said "the management is turning up the volume and readies two games as a backup to Space Wars — just as Space Wars — as long as good." Pierce concluded saying, "Our distributors are doing a wonderful job and we are grateful for their cooperation.

THE IAAPA CONVENTION will be moving to Atlanta, Ga. this year. Convention site will be the World Congress Center, with the Hilton as the headquarters hotel. The association's summer meeting, meanwhile, is tentatively slated for the weekend of Sept. 15 at Busch Gardens in Williamsburg, Va. An interesting note from the association's newsletter: the famed Knot's Berry Farm in Buena Park, Calif. recently installed a Polaroid Face Piece in one of its heavy traffic areas and the results were most profitable. So much so, in fact, that the management is seriously considering a second installation.

CHICAGO CHATTER

See the new Midway "Clowns" currently in release by the factory.

The ANNUAL AMOA board of directors meeting has been slated for April 6-8 at the Safari Hotel. At the Annual Convention in Miami, the "Facts, Figures and Statistics" to be a main topic on the agenda and we all know how much it, and the association itself, have grown. AMOA's executive veep Fred Granger indicated that many "important policy questions" would be resolved at this very significant gathering.

PRESENT DEMAND FOR the Williams "Hot Tip" electronic pin far "exceeds expectations," according to the firm's sales manager Leonard Nakiely. Factory's been maintain stepped up production schedules but the orders continue to pour in, along with such customer queries as "why do we have to wait?" Be patient everybody — they're shipping 'em fast as they're makin' 'em. Leonard mentioned that export sales of the new model are also more than granular.

CHICAGOANS ATTENDING THE recent CES conclaves in Vegas noted that among the many southern California coin people in attendance were five members of the C.A. Robinson crew — namely, Leah, Al, Ira, Sandy and his lovely bride, Andrea, Bedelliter. Understand that Sandy's 30th wedding anniversary is being celebrated this weekend at the Fiesta buffet at Robinson's is still a talk of the trade function in L.A., even after all these years.

Cash Box / February 4, 1978

www.americanradiohistory.com
### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 633 Sunset Blvd., Hollywood, Calif.

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### COIN MACHINES WANTED

**WANT** Seeburg LPO 160, DL 160, LPC-1, LPC-485. Electra, Flowood, FL 589, L-1, L-2; We pay cash and pick up your track unloaded. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07038 (201) 992-7813.

**WANTED:** for Sale: Three black glasses. Rip: (914) 737-5050. We buy records & cassettes. Also looking for masters. Send your items to: America Productions, Inc., 256 Central Avenue, Locust Valley, N.Y. 11560.

**WANTED:** for Sale: Hardy Harmonica, Bally, 300 wide, 305 long, 309 deep. Send your items to: America Productions, Inc., 256 Central Avenue, Locust Valley, N.Y. 11560.

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### CONVERSION CARTRIDGES

**CONVERSION CARTRIDGES**—Play stereo records on Seeburg mono phonograph Brs 2001. No addit. required—just plug in—eliminate sound distortion, needle skipping, excessive record wear. $2.50 each. Satisfaction guaranteed. Quantity discounts. C.A. THOMPSON SERV, 1520 Illinois, Oakland, Calif. 94606.

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### EMPLOYMENT SERVICE

**STUDENT** (Part-Time): 20 yrs old, 5'2". Requires transportation. Send your items to: America Productions, Inc., 256 Central Avenue, Locust Valley, N.Y. 11560.

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### RECORDS-MUSIC

**HISTORY OF HOUSES**—We are the world headquarters for print of LPs and 45s. Also, the largest selections of old 78s in the U.S. 20 empty U.S. 78 catalog. Send your items to: Nice L. W. H. Services, 833 Broadway, New York 13, N.Y. 10014. (212) 249-1629.

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### CLASSIFIED AD README

**CLASSIFIED AD READ ME:** All orders for classified ads must be submitted in writing. **WE WILL NOT ACCEPT PHONE ORDERS FOR CLASSIFIED ADVERTISEMENTS.** If cash or check is NOT enclosed with your order class ad will be held for following issue pending receipt of payment. First-class mail or COD to cover all orders for Classified Ads. Make payable to:**

CASH BOX, P.O. Box 810, Nicoma Park, Okla. 73060. (405) 769-5339 ( ORD. CO.)

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### Record Sales


**WANTED:-seasonal, winter, summer, fall. Send your items to: America Productions, Inc., 256 Central Avenue, Locust Valley, N.Y. 11560.

**WANTED: Dealers, winter, summer, fall. Send your items to: America Productions, Inc., 256 Central Avenue, Locust Valley, N.Y. 11560.

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New Gospel Music Newsletter

**November 11, 1978**

**Gospel Music**

**6th Gospel Radio Seminar Slated**

NASHVILLE — The sixth annual Gospel Radio Seminar will be held May 5-6 at the Airport Hilton here. Chairman for the seminar, aimed at adding programmers of gospel music, is Jim Black of Nashville.

The two-day seminar will have as its theme "Amazing Radio" and will feature speakers from all areas of broadcasting on a variety of subjects.

On Saturday evening there will be a banquet and show featuring talent from the gospel music industry.

**Top Spiritual Albums**

1. **LOVE ALIVE, WALTER HAWKINS & THE LOVE CENTER CHOIR (Crest 57050)**

2. **LIVE AT RENDEZVOUS, JAMES CLEVELAND (Sony 7041R/ARS506)**

3. **JOY REV. BRUNSON & THE THOMPSON COMM. CHURCH CHOIR (Crest 3078)**

4. **FIRST LADY SHIRLEY CAESAR (Savoy J5448)**

5. **WHEN JESUS COMES SARAH JORDAN POWELL (Savoy 51465)**

6. **TONIGHT'S THE NIGHT, GOSPEL KEYNOTES (Nashboro 7181)**

7. **SEE YOU IN THE RAPTURE, SENSATIONAL NIGHTINGALES (Peacecock 5927)**

8. **THE COMFORTER, JIMMY SWAGGART (Word 8735)**

9. **JESUS CHRIST IS THE WAY, WALTER HAWKINS (Light 57000)**

10. **THIS IS ANOTHER DAY, ANDRAE CROUCH & THE DISCIPLES (Light 5683)**

11. **RIDE THE SHIP TO ZION, GOSPEL KEYNOTES (Nashboro 7172)**

12. **IT'S ALRIGHT NOW, JESSIE DIXON (Light 5718)**

13. **FROM AUGUSTA WITH LOVE, SIANEET QUINTET (Crest 3079)**

14. **LIGHT AND CLOUDS OF JOY, ABC 46-1208**

15. **AMAZING GRACE, ARETHA FRANKLIN (Atlantic 2-906)**

16. **HAPPY IN JESUS, MACEO WOODS (Savoy 14463)**

17. **THESE ARE THE DAYS, DOROTHY LOVE COEDEOATS AND HER SINGERS (Savoy 14462)**

18. **SILVER ANNIVERSARY, REV. CLAY EVANS (Jewel 1212)**

19. **TAKING GOSPEL HIGHER, SENSATIONAL WILLIAMS BROS. (Savoy 14435)**

20. **HE'S STANDING BY, INSTITUTIONAL RADIO CHOIR (Savoy 14465)**

**Top Inspirational Albums**

1. **DALLAS HOLM & PRAISE LIVE (Greenleaf R3441)**

2. **MIRROR, EVIE TOUVNOU (Word/WST 8735)**

3. **COME WHERE I BELONG, B.J. THOMAS (Myrrh 6571R)**

4. **FOR HIM WHO HAS EARS TO HEAR, KEITH GREEN (Sparrow 1015)**

5. **GENTLE MOMENTS, EVIE TOUVNOU (Word/WST 8714)**

6. **MOMENTS FOR FOREVER, BILL GAITHER TRIO (Capitol 29454)**

7. **LIVE FROM NASHVILLE, JIMMY SWAGGART (Jim 126)**

8. **LIVE, THE VERY BEST OF THE HAPPY GOODMAN FAMILY (Crsanax CAX 9812)**

9. **THE GROUP THAT GOD BUILT, THE HENSONS (Carnaby STAY 5143)**

10. **HIS HAND IN MINES, ELVIS PRESLEY (Recon L 319)**

11. **COME ON THOSE BELLS, EVIE TOUVNOU (Word/WST 8770)**

12. **RAMBO COUNTRY, THE RAMBOS (Heartwarming R3429)**

13. **CORNERSTONE, THE SPEERS (Heartwarming R5496)**

14. **EVIE AGAIN, EVIE TOUVNOU (Word/WST 8483)**

15. **EVERGREEN, NANCY HONEYCUTT (Myrrh/MSA 6535)**

16. **VINTAGE GOSPEL, THE FLORIDA BOYS (Crsanax CAX 8818)**

17. **THIS IS NOT A DREAM, PAM MARK (Angel/ARS 1003)**

18. **THE SUN'S COMING UP, THE NELSON SINGERS (Crsanax CAX 8823)**

19. **I HAVE RETURNED, KEN COPELAND (KCP 100)**

20. **LET ME HAVE A DREAM, DANNIELLE (Sparrow 1015)**

**Gospel Reviews**

**NUTSHELL — Flyaway — Myrrh MSB-6592 — Producers: Jon Miller, Rod Edwards and Roger Hand — List: 6.98**

Britain's Nutshell makes its American debut with "Flyaway," Paul Field, Pam Thiele and Heather Barlow's folk harmonies simmer but the real boiling point on this album is Field's writing. "You could be the love of my life," ... or have I thrown it all away for a slice of kingdom come? It's like "Walking Into The Wind" Lord . . . . And for a terrestrially change of pace "Moonlight," truly beautiful. The title cut has a great folk-rock bridge and "Conversation Pieces" is another heavy Nutshell has plans for an American tour this year which should swell their following.

**THE ARCHERS — Fresh Surrender — Light LSB-5707 — Producers: Bill Cole, Tim Archer and Steve Archer — List: 6.98**

The Archers have undergone several changes but the core of the group — Tim and Steve Archer — remains and currently have been joined by younger sister Janice. Her persuasive interpretation of "Change" is one of the album's high points. Production by Tim and Steve and Bill Cole soars on "I'm Gonna Rise" and "With Every Breath I Take."
Minority Women In Radio: A New Era of Opportunities

Prospects for Advancement

William was one of the first black women to air a D.J. at WHUR and prior to that worked in other areas of radio, starting off as a receptionist in traffic at a station in Omaha, Nebraska. She has been with WEMF for two months and anticipates staying in broadcasting for several more years, including volunteer work at WBAI in New York. Her first professional experience was in 1973 at WHUR. After seven months at her present job, Williams is looking to expand in terms of another level of radio.

"I love radio," she said, "and I love music and I have a genuine love for people. I enjoy communicating, relating and talking to people but I feel it is time for me to explore something different, possibly moving out of announcing and into programming or management."

Williams offers encouragement to women like herself to get involved in radio without limiting themselves to a certain area. "Concentrate on being good and the best at whatever you're involved in and you will succeed in radio," she advised.

At WVOX-AM in Chicago, Bernadine Washington, general manager, emphasized the fact that is the experience that is important. Presently there are no women radio personalities at the station because, she explained, the ones who have been presented themselves, "don't have the kind of experience necessary."

She continues, "We have very good personalities at the moment, but if the occasion arises and the qualified person presents themselves, they will certainly be considered."

Washington's advice to anyone who anticipates a career in radio is to get that experience.

"I was trying to get started in radio today. I would go to a small town station and learn everything possible. You have to establish yourself and learn everything and then you will be able to go on and utilize all of the experience and knowledge. Learn everything that you can and don't feel that you have to start at the top."

THE RHYTHM SECTION

(continued from page 38)

DONEGAN'S SUPERGUESTS

English rock performer Lonnie Donegan's new release on United Artists Records, "Puttin' On The Style," features guest artists such as Elton John, Ray mixing 70's funk and jazz, and Ron Wood. Picture (C) in the studio, producer Adam Faith, Starr, John and Donegan.

Cash Box | February 4, 1978
Bradley Publications Marks 1st Anniversary
NEW YORK — Richard Bradley, president of Bradley Publications, recently marked his first anniversary as a print music distributor. Bradley joined the firm in late 1976, and his distribution company, Bradley Publications, was formed in January of that year.

Criticism In Dist. Deal
LOS ANGELES — Criterion Music Co., founded 34 years ago, has signed a distribution pact with Studio-PR of Lebanon, Ind. Under the agreement, Criterion’s exclusive book library and standard sheet catalog will be distributed through the Indiana print publisher. Criterion cited the recent move to warehouse the company’s inventory at its own facility in New York City as a major factor in the move. Two outstanding books included in the agreement are Russ Garcia’s “Professional Composer” series and the publisher’s subject encyclopedia “Steckenson Music Guide” by Tony and Anne Steckenson.

Manson Joins Salute
LOS ANGELES — Eddie Lawrence Manson has been added to the February 1 salute to ASCAP and its songwriters by The Guardian at the Beverly Hills Hotel. George Jessel will be the emcee and others on the program are Sammy Cahn, Sammy Fain, Ray Evans, John Green, Jack Lawrence, Jay Livingston, Joe Myrow, Ben Oakland and Henry Tobias.

Hansen Publications Opens In Hollywood
MIAMI BEACH — In a recent move to localize service in the southern California area, Charles Hansen has established a highlight warehouse and van service station in Hollywood. Presently, Steve Rinaldo is taking and filling orders at the operation for local retailers and jobbers.

Alfred Publications Releases Rack Series
HOLLYWOOD — Alfred publications has released a special group of music folios and instructional materials called “Series 50.” According to sales coordinator Roberta Salerno, the Series 50 group presently offers 17 various home instruction books for piano, guitar and other instruments. In addition there are several engraved classical piano collections designed for intermediate musicians. Series 50 is so named for its standard 50% dealer discount.

DECA Training New Music Merchandisers
DENVER — The Distributive Education Club of America is adding retailers and wholesalers in the training of high school and college students in the field of music merchandising. In a 39-page report entitled “Studies in Marketing,” Thornton Colorado high school senior Suzanne Miller outlined a program for the hiring, training and management of marketing personnel. Miss Miller, a 17-year-old piano teacher, is an honor student, manages a small retail store and is a senior president in DECA.

Alfred’s Series 50 answers the question… COMPETING WITH YOURSELF? You are if that new instrument you sold ends up in an ad like this. We’ve got a way for your customers to keep their interest, a way for them to teach themselves how to play that new instrument. LEARN TO PLAY THE ALFRED WAY is a series of self-instruction books with an interesting step-by-step approach that guarantees your customer will learn to play that new instrument you just sold. So, don’t compete with yourself, let your customers.

NewBooks

TopSellingFolios

TopSellingSheetMusic
Capitol-EMI Against Alternate Quebec Union Plan
by Kirk LaPointe

TORONTO — Capitol-EMI of Canada Ltd. announced this week it is in "total disagreement" with the actions taken by their leading Quebecois music group, Beau Dommage, in starting up an alternative musicians' union in the province of Quebec.

The alternate movement, Le Mouvement Des Travailleurs et Travailleuses De Musique Du Quebec (MTMQ), reported recently in Cash Box (1/14/78), was started by Beau Dommage because of the difficulties they encountered with the Montreal affiliate of the American Federation of Musicians. John MacCloud, vice president legal counsel for Capitol Records-EMI of Canada, said this week, "In recent weeks, Capitol recording artists Beau Dommage have made statements to the press disparaging the role and actions of the Guild in Montreal (the affiliated AF of M body). Accordingly our musicians have strongly disagreed with these opinions, which it regards as misguided and incorrect."

McCoy praised the Guild of Musicians Du Montreal, adding, "It is beyond doubt that the Guild of Musicians have been responsible for significant improvements in the earnings and professional standing of Quebec musicians. Through its labour agreement with the Guild, Capitol is proud of the role Beau Dommage has been given by the Guild. We are concerned to protect this role of the Guild, and will continue to support the Guild in its work in Montreal and Quebec."

But, that very agreement between the Guild and Capitol Records is why Capitol Records has accepted the terms of the contract negotiated by management of Beau Dommage. Yves Savard, co-manager of the group who are currently touring in Europe, said that Capitol Records was "cornered" by the Guild into making the statement, because the label feared reprisals from them. The Guild could, Savard claimed, put all musicians under recording contracts for Capitol on an "unfair list," and deny them work in the province. Similar situations for Capitol artists would likely exist across the country, making it impossible for them to work.

"Obviously," (their statement) is in reaction to the illegal position Beau Dommage are in now," said Savard. The band has officially dropped out of the Guild. "Capitol doesn't want to have the Guild on their backs in the province," Savard said. "It would be uncomfortable for them to support us, because other musicians, unwilling to support us, would have to suffer the consequences of our actions."

A spokesman for Capitol Records concurred with Savard's opinion, adding that the label is not seeking to drop its contact acts. However, the spokesman did agree, however, that the potential threat of lost work for other acts in the province had played some part in their reaction to the situation.

"Until today," Savard said, "we were convinced we were doing the right thing in forming a new movement. We are still waiting for legal recognition (from the provincial Labor Ministry), and it by the end of February that recognition doesn't come, we'll have to look at the situation again."

Savard says the band bears no malice towards Capitol Records, and will faithfully work with the company through the duration of their contract, which expires in July. "Things are really getting hard on us," Savard said. "But, we're still committed to the movement. We have no intentions of backing down."

International Executives On The Move

John Brands has been named vice president of Strengbord B.V. in addition to his new responsibilities. Brands will continue as general manager of Intersong Basari Publishing Group B.V. and Les Editions Internationales Basari B.V. Cuth Hahn has been named national coordinator for Island Records in Canada. In this new position, her main responsibilities will entail the promotion and marketing of Island's artists. Nick Panaseiko has been named an Ontario promoter representative for WEA Music of Canada. Panaseiko will be handling both product and artist relations activity in Ontario. Michael Ian Galtt has been named to the position of Ontario sales manager for EMI Canada. Galtt will be responsible for the complete sales operation of the Ontario branch.

Bill Lawry has been appointed a director of Island Music; previously he was the company's general manager. He will take charge of the creative affairs of the company. Peter Cornish has been appointed managing director, replacing Martin Humphrey who moves on to become A&R director of Island Records. Cornish has been a director of Island Music for the past 18 months.

Patricia Feidman has been appointed business affairs administration manager of CBS Records in London. She was previously business affairs co-ordinator for the company, which she joined in 1975. In her new post Feidman will retain responsibility for copyright and A&R administration functions.

Mike Battory, currently head of Chappell Music's North American division, has been promoted to the newly created position of international product manager for the firm, reporting directly to Roland Rennie and Tony Roberts. Battory will be responsible for the promotion of Chappell Music material on a worldwide basis.
CBS Records Execs Review Labels’ Growth During 1977 At New Orleans Marketing Meet

(continued from page 7)


Contribution To CBS, Inc.

With its spectacular growth over the past year, CBS/Records Group, comprising both international and domestic divisions, has become an increasingly significant part of CBS, Inc. Walter Yetnikoff, president of CBS Records, told the attendees, “In reviewing CBS, Inc.’s financial results for 1977, it turns out that all of its groups — and that includes broadcasting — the largest contribution to additional earnings per share over 1976 came from the Records Group.”

Reiterating his statement that the group is closing in fast on the billion dollar sales mark (Cash Box, Jan. 28), Yetnikoff said CBS is the number one record company in the industry with nearly 50 percent more sales than its nearest competitor, the WIC Records Group. He also said CBS had 25 percent more platinum records in 1977 than WCI and nearly double the number CBS had in 1976.

Expanding on this point, Bruce Lundvall noted in his speech that while the industry grew an estimated 25 percent in 1977, revenues of the CBS Domestic Division rose 33 percent, with profits up 26 percent. With this kind of track record, he said, he had no doubt that CBS Records Division would hit the half-billion dollar mark by the end of the year.

Yetnikoff stressed that the Records Group is expected to continue delivering for CBS. “We did great in 1977 and we’re expected to do much better in 1978,” he said. “They’re counting on bigger profits and they’re confident we can bring them in. Finally our budgets are stretched to meet these high demands. The profit requirement means that we are going to have to keep our eyes more consciously on the bottom line — on what we referred to last year’s NARM as the ‘elusive in-between’ of what we can do and our expenses and costs are deducted from sales. It means that we are going to have to hold down on unnecessary costs at all levels.”

Yetnikoff emphasized the big financial commitment which the corporation is making to the Record Group. “We are committing a billion dollar manufacturing facility in the United States,” he said. “That plant is now in the final planning stages and construction will begin shortly. We’re talking of tens of millions of dollars in expanded facilities in the U.S. alone, plus tens of millions of additional dollars for new facilities in Europe, Brazil and elsewhere around the world.”

Changing Standards

Lundvall told Cash Box that “we’re looking toward a year in which the objectives are staggering.” He pointed out that while a few years ago CBS had only seven or eight artists in the platinum-plus category, the company now has more than 25. “The real measured standard is that the mark is explosive. Suddenly you can hit on a given record,” Lundvall said.

Jack Craig elaborated on this point in his speech. “Over the past several years,” he said, “the parameters which define success and superstardom have exploded explosively. The gold record has always been the mark of success by which we judge our achievements. Yet in 1974, the RIAA raised the sales requirement for gold certification from about 420,000 units to about 500,000. Today at CBS Records, the gold record serves only as a stepping stone to platinum, and multiple-platinum is clearly the best ‘new wave’ that we relate to.”

Paul Smith also zeroed in on the changes that have overtaken the industry. Recalling that, not so many years ago, the growing influence of rack-jobbers had stimulated retail competition, he noted that today, the racks are looking closely at the specialty retailer’s “superstore” concept. “I think it’s safe to assume that in the not-too-distant future they will have their own superstores,” he commented.

Both Smith and Craig stressed the importance of artist development, especially at the local branch level. “The sophistication of today’s music marketing is a veneer adhesive covering the hardwood of the record business; that hardwood is local branch marketing,” stated Craig. Later in his speech, he added, “We have great music. But you’ve got to do something about it — exciting, contemporary music can easily die dormant unless you sell it.”

Point To Purchase

Smith urged his listeners to ensure the availability of merchandising materials to all dealers. “Market research tells us that over one third of all record and tape sales are influenced at point of purchase,” he noted. He also urged branch personnel to fight for the dominance of CBS music in store play. The payoff from these measures, he said, was demonstrated by the CBS “Winning Season” and “Saleathon” retail promotions which resulted in sales of $40 million “with no appreciable increase in returns.”

Two of the CBS programs have proven their value over the past year, Smith said. The “Developing Artist” program, which provided incentives to retailers to promote new acts, helped break Crawler, Meat Loaf, Karla Bonoff and Elvis Costello, he said. In addition, “Operation Breakthrough” offered extra incentives and advertising in support of acts that have already broken through. According to Smith, artists who have benefited from this program include Heatwave, Billy Joel, Pockets, Bob James, David Mason, Karla Bonoff, Kenny Loggins, Journey, Santana, The Emotions, Wet Willie and George Duke.

New Wave

Largely due to the success of Elvis Costello the New Wave was the subject of several encouraging remarks at the conference. Yetnikoff told that Costello is “the first and only U.K. so-called ‘new wave’ artist to happen meaningfully in this country.”

And Craig noted that in a recent interview, Jerry Wexler had said that Warner regretted the fact that it had not signed Costello.

Lundvall said, “We have drawn the first blood on U.S. shores with Elvis Costello — at the same time that the most highly touted of the British punk rockers, The Sex Pistols, fell apart at the time when the media had virtually laid out the red carpet for their ultimate explosion to the U.S. music scene. We have a position of credibility and first advantage. We have Elvis, Nick Lowe, The Clash and the Vibrators — artists who really count. And make no mistake — the music will happen here.”

Lundvall also discussed the mainstream music categories. Remarking that, over a year ago, “we held a clear leadership position” in R&B, jazz, MOR and country, he said that, “In 1977, we dramatically began closing the gap in the dominant pop-rock category. This is where our share of the A&M and marketing focus must continue to be concentrated — this is the fountainhead of mega-platinum.”

Country music could also use a push at CBS, Lundvall said. “Although we maintain a healthy position of leadership, I feel that we haven’t come close to realizing our full potential.” He expressed the hope that this year, Johnny Paycheck, Bobby Bare, George Jones, Mary Kaye, David Allen, Willie Nelson and Janie Fricke would all cross over to the pop market.

At dinner on the opening night of the conference Lundvall thanked Cash Box for its extensive preview coverage of the CBS marketing meetings. He called George Albert, president and publisher of the magazine, “a pioneer in the industry,” and expressed his appreciation to the publication for its support.

International Acts

International sales were not highlighted at the meetings, but the increasing efforts to establish CBS international artists in the U.S. were a major topic. Citing the success story of the English group Heatwave, Yetnikoff said it was time for CBS to make up for all the international acts it had missed out on during the 80s. “It’s our turn to capitalize in this country on the overseas artists with the likes of Heatwave, Crawler, Lake, Tina Charles and a host of other great artists.”

Dick Asher, president of CBS International, told Cash Box that, besides Heatwave, Crawler and Lake, CBS had given the domestic division to acts whose albums had sold over 25,000 units each. “And you have to make money on those when the recording costs are paid over.”

Additionally, Asher noted, CBS has recently signed some non-English speaking artists who are big stars overseas, with the idea of introducing them in the U.S.

Cash Box/February 4, 1978
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<th>Week On Chart</th>
<th>Title</th>
<th>Artist/Label</th>
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<td>SATURDAY NIGHT FEVER</td>
<td>Bee Gees and Various Artists</td>
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<td>FUMOURS</td>
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<td>ALL 'N ALL</td>
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<td>Kiss/Casablanne NB2</td>
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<td>Electric Light Orchestra</td>
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<td>FOINT OF KNOW RETURN</td>
<td>Neil Diamond/Columbia</td>
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<td>THE STORY OF STAR WARS</td>
<td>Kansas City/Atlantic</td>
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<td>SLOWHAND</td>
<td>Eric Clapton/RSO</td>
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<td>18</td>
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<td>CLOSE ENCOUNTERS OF THE THIRD KIND</td>
<td>Original Motion Picture Soundtrack</td>
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<td>19</td>
<td>19</td>
<td>I'M GLAD YOU'RE HERE WITH ME TONIGHT</td>
<td>Neil Diamond/Columbia</td>
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<td>20</td>
<td>20</td>
<td>HERE YOU COME AGAIN</td>
<td>Dolly Parton/RCA</td>
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<td>DOWN TWO THEN LEFT</td>
<td>Eric Clapton/Columbia</td>
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<td>SCHAUN CASSIDY</td>
<td>Warner Bros./CBS</td>
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<td>STREET SURVIVORS</td>
<td>Lynyrd Skynyrd/Capitol</td>
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<td>GALAXY</td>
<td>War/Columbia</td>
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<td>GREATEST HITS, ETC.</td>
<td>Paul Simon/Columbia</td>
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<td>FRENCH KISS</td>
<td>Bob Welch/Capitol</td>
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<td>FUNKENTOLEVY VS. THE PLACEBO SYNDROME</td>
<td>Parliament</td>
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<td>LITTLE CRIMINALS</td>
<td>Randy Newman/Warner Bros.</td>
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<td>LONGER FUSE</td>
<td>Dan Fogle/20th Century T.</td>
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<td>RSO/Polydor</td>
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<td>DON JUAN'S RECKLESS DAUGHTER</td>
<td>John Mitchell/Asylum</td>
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<td>THANKFUL</td>
<td>Natalie Cole/Capitol</td>
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<td>ELVIS IN CONCERT</td>
<td>Elvis Presley/RCA</td>
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<td>BOOK OF DREAMS</td>
<td>Steve Miller Band/Capitol</td>
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<td>LIVE!</td>
<td>The Commodores/Emotown</td>
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<td>ONCE UPON A TIME</td>
<td>Donna Summer/Epic</td>
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<td>DON'T LET ME BE MISUNDERSTOOD</td>
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<td>LEIF GARRETT</td>
<td>Atlantic/San Antonio</td>
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<td>I WANT TO LIVE</td>
<td>John Denver/RCA/Atlantic</td>
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<td>THE BAY CITY ROLLERS GREATEST HITS</td>
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<td>STAR WARS GREATEST HITS</td>
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<td>MY AIM IS TRUE</td>
<td>Steve Martin/Warner Bros.</td>
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<td>OLIVIA NEWTON-John's GREATEST HITS</td>
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<td>BROKEN BLOSSOMS</td>
<td>(RCA-12571)</td>
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<td>REACH FOR IT</td>
<td>George Duke/Epic</td>
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<td>LET'S GET SMALL</td>
<td>Steve Martin/Warner Bros.</td>
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<td>MANEGIERI</td>
<td>Bill Withers/Columbia</td>
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<td>James Taylor/Columbia</td>
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<td>52</td>
<td>CHIC</td>
<td>Atlantic/San Antonio</td>
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<td>YOU LIGHT UP MY LIFE</td>
<td>Debbie Boone/Warner Bros./Columbia</td>
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<td>LIGHTS IN THE BASEMENT</td>
<td>Roberta Flack/Atlantic</td>
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<td>55</td>
<td>FLYING HIGH ON YOUR LOVE</td>
<td>Bar-Kays/Mercury</td>
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<td>56</td>
<td>LIVE</td>
<td>Barry Manilow/Arrow</td>
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<td>57</td>
<td>57</td>
<td>IN FULL BLOOM</td>
<td>Rose Royce (Whitfield-Kilmurry)</td>
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<td>58</td>
<td>WEEKEND IN L.A.</td>
<td>George Benson/Warner Bros.</td>
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<td>59</td>
<td>59</td>
<td>TURNIN' ON</td>
<td>High Energy/Gordy/Motown</td>
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<td>SECRETS</td>
<td>Confunk Shunn/Mercury</td>
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<td>61</td>
<td>HERE AT LAST... BEE GEE'S... LIVE</td>
<td>(RSO-3-2901)</td>
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<td>62</td>
<td>62</td>
<td>ELTON JOHN'S GREATEST HITS VOL. II</td>
<td>MCA</td>
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<td>63</td>
<td>WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL</td>
<td>Lou Rawls/Capitol</td>
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<td>WORKS 4</td>
<td>Emerson Lake &amp; Palmer/Atlantic</td>
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<td>65</td>
<td>65</td>
<td>ENCOUNTERS OF EVERY KIND</td>
<td>Meco (Mercury/United)</td>
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<td>HOTEL CALIFORNIA</td>
<td>Eagles/Asylum</td>
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**ENDLESS WIRE**
Gordon Lightfoot (Warner Bros./BSK-3149) 7.98

**FEELIN' BITCHY**
Mickey Jackson (Springfield/Spring/1-6715) 7.98

**LOVE SONGS**
The Beatles/SMI-1171 7.98

**ODYSSEY**
RCA APL 12477 7.98

**MOONFLOWER**
Santana (Columbia/CBS-34914) 7.98

**WATERMARK**
Patti Labelle (Columbia/CBS-34915) 7.98

**NEVER MIND THE BOLLOCKS, HERE COME THE SEX PISTOLS**
(Warner Bros./BSK-3147) 7.98

**BROKEN HEART**
The Bards/CBS/SXSA/1-1950 7.98

**TOO HOT TO HANDLE**
Heatwave/Epic/PE-34761 7.98

**CATS ON THE COAST**
Sea Level/Capricorn CPM-198 7.98

**BUTT AT O'HELL**
Meat Loaf/Capitol EPC-34974 7.98

**ACTION**
Blackbyrds/Fantasy/F-380 7.98

**MOODY BLUE**
Elvis Presley/RCA APL-1-2423 7.98

**MR. MEAN**
Oho Players/Mercury/SM-1-3707 7.98

**QUARTER MOON IN A TEN CENT TOWN**
Walter Bros./BSK-3141 7.98

**WINDOW OF A CHILD**
Seawind/T-5007 7.98

**SOMETHING TO LOVE**
L.T.O./A&M SP-4664 7.98

**I, ROBOT**
The Alan Parsons Project/Atlantic/SD-19147 7.98

**GOLDEN TIME OF DAY**
Me And She/Marcha/SD-19478 7.98

**CAPTAIN & TENNILLE'S GREATEST HITS**
(A&M SP-4667) 7.98

**THE BELLE ALBUM**
Al Green/Heartland HLP-6303 7.98

**BOSTON**
(Epic/JE-34188) 7.98

**EMMYLOU HARRIS**
(Columbia/SD-19152) 7.98

**BARRY WHITE SINGS FOR SOMEONE YOU LOVE**
(Bang BLP-497) 7.98

**PUTTING IT STRAIGHT**
(Epic/JE-34181) 7.98

**THEIR GREATEST HITS**
Eagles/Asylum APE-105 7.98

**GREATEST HITS**
Linda Ronstadt/Asylum APE-106 7.98

**HANNAVA CANDY**
(Columbia/CBS-34367) 7.98

**KARLA BOONPH**
(Columbia/CBS-34367) 7.98
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<tr>
<th>Track No.</th>
<th>Title</th>
<th>Artist</th>
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<td>COME GO WITH US</td>
<td>Bowie, David</td>
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<td>102</td>
<td>LUCY IN THE SKY WITH FEET</td>
<td>Lennon, John</td>
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<td>103</td>
<td>OPENHEARTED GENIUS</td>
<td>Spector, Steve</td>
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<td>104</td>
<td>DESIRE IS THE ONLY VIRTUE</td>
<td>Lerner, Al</td>
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<td>105</td>
<td>GIN'N'BANANAS</td>
<td>Canned Heat</td>
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<td>106</td>
<td>ANYTIME... ANYWHERE</td>
<td>3 Dog Satyr</td>
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<td>107</td>
<td>FLIGHT OF THE BUMBLEBEE</td>
<td>Schaefer, Melody</td>
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<td>108</td>
<td>WAYNE &amp; WILLIE</td>
<td>Way, Wayne/Brooks, Willoughby</td>
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<td>109</td>
<td>100 YEARS OF MUSIC</td>
<td>Various artists</td>
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<td>110</td>
<td>I MUST BELIEVE IN MAGIC</td>
<td>Mantle, Mickey</td>
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<td>111</td>
<td>WINNING COMBINATION</td>
<td>Snow, Hodges</td>
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<td>A PAIPPEB IN PARADISE</td>
<td>Moraes, Celso</td>
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<td>SUNSHINE</td>
<td>Osmond, Don</td>
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<td>RICK DANKO</td>
<td>Musso, Joe</td>
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<td>FUNK THE BAND DUT OF CALL DUT</td>
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<td>ONCE UPON A DREAM</td>
<td>Hammer, Jimmy</td>
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<td>SPINNERS/8</td>
<td>Various artists</td>
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<td>DREAD BEECH NANNIE HEART</td>
<td>Alcorn,  Joe</td>
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<td>LET IT FLOW</td>
<td>Patrice, Leon</td>
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<td>INFINITY</td>
<td>Bland, Otis</td>
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<td>BEST OF THE DOObIES</td>
<td>Wilson, Alicen</td>
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<td>TRUE TO LIFE</td>
<td>Russell, Gordon, Botts, Piggott, St. John</td>
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<td>Manuél, Robert</td>
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<td>THE HIT</td>
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<td>NEW HORIZON</td>
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<td>SHOW SOME EMOTION</td>
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<td>BRASS CONSTRUCTION III</td>
<td>Clapton, Eric</td>
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**ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)**

1. **Are You Experienced?**
   - Jimi Hendrix
2. **Baby Driver**
   - Carla Thomas
3. **Summer Breeze**
   - The Commodores
4. **Jesus Freak**
   - Michael W. Smith
5. **The Best of Celine Dion**
   - Celine Dion
6. **The Very Best of Paul McCartney**
   - Paul McCartney
7. **The Very Best of Billy Joel**
   - Billy Joel
8. **The Very Best of Fleetwood Mac**
   - Fleetwood Mac
9. **The Very Best of Elton John**
   - Elton John
10. **The Very Best of Whitney Houston**
    - Whitney Houston
11. **The Very Best of Louis Armstrong**
    - Louis Armstrong
12. **The Very Best of Stevie Wonder**
    - Stevie Wonder
13. **The Very Best of Elvis Presley**
    - Elvis Presley
14. **The Very Best of Ray Charles**
    - Ray Charles
15. **The Very Best of Aretha Franklin**
    - Aretha Franklin
16. **The Very Best of Frank Sinatra**
    - Frank Sinatra
17. **The Very Best of The Beatles**
    - The Beatles
18. **The Very Best of the Rolling Stones**
    - The Rolling Stones
19. **The Very Best of Michael Jackson**
    - Michael Jackson
20. **The Very Best of Bruce Springsteen**
    - Bruce Springsteen

**SOUNDTRACKS**

- The Very Best of the Soundtrack from \"Grease\"
- The Very Best of the Soundtrack from \"The Bodyguard\"
- The Very Best of the Soundtrack from \"The Wiz\"
- The Very Best of the Soundtrack from \"The Color Purple\"
- The Very Best of the Soundtrack from \"Back to the Future\"
RCA To Release Live Horowitz Recordings
NEW YORK — RCA Records has recorded the recent Sunday afternoon concert celebrating the 50th anniversary of Vladimir Horowitz’s American debut. The record will feature a performance of Rachmaninoff’s Third Piano Concerto, with Horowitz collaborating with conductor Eugene Ormandy and the New York Philharmonic. The concert was Horowitz’s first appearance with an orchestra since his 25th anniversary concert in 1953, when he performed with the Philharmonic under the baton of the late George Szell. The last recording that Horowitz made with an orchestra was in 1952, when he collaborated with Fritz Reiner and the RCA Symphony.

The most recent recording was produced for RCA by Jack Pfeiffer, the executive producer of Red Seal A&S. The package will be available in the near future, and will include a souvenir program from the Carnegie Hall anniversary. The last recording that Horowitz made with an orchestra was in 1952, when he collaborated with Fritz Reiner and the RCA Symphony.

Judge Sentences Two In Tape Piracy Case
WASHINGTON, D.C. — Two men were sentenced in Federal District Court here to three years’ probation and fined $18,000 each after pleading guilty to charges of illegal redistribution of stolen property, copyright infringement, and conspiracy to infringe on copyrights.

Benjamin Mitchell Church and Richard Webster, both of North Carolina, were arrested last July following an eight-month FBI undercover investigation which led to the seizure of more than $250,000 worth of pirated tapes.

J. L. Reinsch Honored
LOS ANGELES — J. Leonard Reinsch, chairman of the board of Cox Broadcasting Corporation, Atlanta, has been named recipient of the National Association of Broadcasters' 1978 Distinguished Service Award. Presentation of the award will be made at the opening session of the NAB 58th Annual Convention in Las Vegas on April 9. Reinsch began his broadcasting career 56 years ago at WLS, Chicago and joined the Cox organization in 1934.

Welch Plans To Tour
LOS ANGELES — Capitol recording artist Bob Welch will begin a 16-date national tour on February 10 with his newly formed band. Including appearances with Dave Mason and Clover, the tour will be Welch’s first as a solo artist.

CBS Executives Assess 1977 At New Orleans Conference
(continued from page 48)

Among them, Vicky Leandros, whose debut CBS album will soon be released here, Asher said he had observed “a greater receptivity” to international artists in the Domestic Division over the past few years. There was a time, he recalled, when CBS had been willing to drop a contract. The nature of Fleetwood Mac and Al Stewart from its roster.

Rob Osherburg, senior vice president of Epic, Portrait and the CBS Associated Labels, focused his speech on the importance of marketing the hard work that has brought CBS — and EPA — to its present position. “Our task this year is to sustain all the excitement we have going now. It is not just the beginning; it is a job of constantly energizing what we began last year and the year before.

All said, he “said that despite Ted Nugent’s string of platinum albums, “the challenge of the moment is the new Ted Nugent; the two-record deal which must be taken the new Michael Murphy album and redevelop Michael’s career, we have all worked too hard to come as far as we have; the release of the half-paced album in seven years — to let it slip away.

Axeberg said he had good faith in blacks music. Not every black artist has a crossover to pop radio, but we always try. The important thing is to realize that the core of black music exists in such vast numbers that they can dictate enormous sales — even when there is no direct black marketing.

In his speech and in a prepared black music presentation, LeBaron Taylor, vice president of black music marketing for CBS Records, stressed “community relations” as an integral part of the company’s approach to this growing field. Citing the support of CBS and its black artists for such causes as the NAACP and congressional black caucus scholarships, Taylor commented that CBS music was for the “privileged and oppressed while other industries — and most of our own industry — ignored.

Taylor noted that the black music department has grown tremendously in the past few years, and that the CBS black music department has become a model for other companies. “What CBS Records creates the rest of the industry,” he said.

Jim Tyrrell, vice president of marketing for EPA, called for the promotion department to “make concerted plans with the artist development staff this year. He asked for special attention to this aspect on the local level. “Today’s marketplace has made local creativity most important,” he said.

Tyrrell presented several new artists that he considered significant. Among them were the popular albums by Russell Dashiell, The Nielsen-Pearson band, Charlie Richards, Russ Baldwin and Dr. Double Vision. He also predicted that Ted Nugent’s “Double Live Gonzo” album would be the biggest EPA hit of the year.

Tony Martelli, general manager of the Associated Labels, noted that his division’s sales were twice as big in 1977 as in any previous year. He observed that in 1977, “we adopted a marketing plan which we hope will be followed by the growth of our company.” He also noted that “we have worked with the artists on the labels, coupled with the overall expertise of our company in developing and successfully marketing those who will more than achieve this stellar goal.”

Larry Harris, president of Portrait Records, said he would like to increase his roster from eight to 12 or 13 artists by the end of this year. Eventually, he said, the roster will probably level off to about 15 to 25 artists.

Calling the label “eclectic,” Harris said Portrait would be willing to sign a jazz act “if we thought they had the right potential.” However, he pointed out that a label with such a small roster cannot afford to take much chance.

The Closest Encounter
DON DEMPSEY, vice president of marketing for Columbia, said he had adopted an innovative approach in his speech. Using clips from the film “Close Encounters of the Third Kind,” he “alarmed” the delegation about the disbelief of most people in UFOs to the obstacles which CBS faces in breaking new artists. “There’s a lot of indifference and hostility to new things,” he explained. “Our efforts in terms of increasing awareness of (new acts) have to be carried out most intensively in the company itself. No matter how successful a company thinks it can be, we have to work really hard to develop new artists.

Dempsey said that CBS is planning a major national ad blitz to tie-in with clearance sales, as well as retail sales pegged to Washington’s and Lincoln’s birthdays. He suggested that many retailers will run more sales than normal in February and March to make up for the weather in January. If they do, he said, “we will be there.”

Improved Timing
Commenting on the marketing meetings, Bob Sherwood, vice president of national promotion for Columbia, said this is “one of two opportunities a year to have all the personal together. It is also important to have meetings with other departments that impact on what we do.” Sherwood said that he and his staff try to have many one-on-one meetings with local promo people as possible. Sometimes, he noted, priorities of local and national staffers may not be the same, and its necessary to coordinate plans to improve timing on specific promotions. Finally, though, he said, “the whole system rests on the local promotion man who understands the TV and radio station and convince someone to play it.

Rick Blackburn, vice president of Nashville marketing for CBS, gave a big buildup to Janis Joplin, whose debut album will soon be released. Besides presenting her record to local DJs, Blackburn has been building a music buyers profile that was first aired at last fall’s CMA convention. He stated that their intent is to get our share of the crossover market in country.

SKATE-IN WITH THE LAW — Craig Chaquico, lead guitarist for Jefferson Starship, recently purchased a skateboard which has “Skate-in With the Law” printed on its bottom. Most recently, he was outed in Golden Gate Park by a mounted officer, who issued him a citation for violation of the city’s ordinance on the dangers of speeding. Chaquico has had even less success traveling by car. On his way to a gig for his new band, Starship’s new LP, he was stopped by a highway patrolman. Chaquico got even, however, sticking a “I love you” sticker on the patrol car.

ALIVE FETES RKO — Yvonne Elliman and Manhattan Transfer were just two of the artists to perform recently when Alive Enterprises with Scotti Brothers Promotions celebrated the RKD Radio awards with a show at the Beverly Wilshire Hotel in Los Angeles. In the above photo Yvonne Elliman (L) is shown performing with the help of Manhattan Transfer (seated) and Randy Richards on piano.
You Don't Have to Wait
Around for Friday.
The Weekend's Already Here.

Hustle those drab weekdays right out of town with George Benson's deluxe new 2-record set recorded live at the Roxy Theatre in Hollywood. Get away to three solid nights of scorching guitar runs. Of all-out blowing from Benson's acclaimed five-piece.

Spend a weekend in quiet contemplation of the subtleties of the Benson voice (and marvel at the engineering that was able to get it down live).

Spend a Weekend in L.A. with George Benson. New Material performed live. Produced by Tommy LiPuma.

On Warner Bros. Records and Tapes. 2WB 3139