Oh no. There goes Tokyo.

And here comes another Top 40 invasion by the Blue Oyster Cult. "Godzilla" is the most played track on "Spectres." AOR audiences love it when "Godzilla" destroys Tokyo. And, since the release of "Spectres," over a million concert-goers have cheered on "Godzilla." (A special live version will soon be available to radio.)

Now there's every indication that Top 40 listeners are going to be enjoying the devastating new Cult single.

Godzilla

on Columbia Records

*Also available on tape.
Produced by Murray Krugman, Sandy Pearlman, David Lucas and Blue Oyster Cult.

© 1978 CBS Inc.

Godzilla is a trademark of Toho Co., Ltd.
EDITORIAL

Coming Alive . . .

One highlight of the NARM convention in New Orleans was the fine cross-section of performing artists. The music industry represents a variety of musical genres, and considering the limited time at NARM, a solid variety was on hand.

Artists including Donna Summer, Dolly Parton, Wayne Newton, Lionel Hampton, The Jacksons, Jane Olivor, Anthony Newley and songster-speaker Harry Chapin reflected the diverse ground which comprises the music business today.

The importance of artists appearing at a function like this is two-fold. First, it presents a personality to the accounts which can only help to increase artists' exposure at the retail level. Secondly, it showcases major artists to accounts which may not have the time or logistics to see them in concert.

Often times, the music industry becomes bogged down with telephone and vinyl while leaving the personal touch and attention to suffer. There are people behind those four-color album jackets who are dependent upon the thousands of merchandisers across the nation for their success, and they welcome any opportunity to close the widening gap between business and art.

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**NEW HIGHLIGHTS**

- Robert Summer appointed president of RCA Records.
- House subcommittee holds performance rights hearing in Los Angeles.
- Sales outlook improves for mass merchandiser record departments.
- Justice Department backs WBAI in obscenity case.
- Yentikoff honored at NARM awards banquet.

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**TOP POP DEBUTS**

**SINGLES**

78 Yank Me, Crank Me — Ted Nugent — Epic

**ALBUMS**

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**POP SINGLE**

**NUMBER NIGHT FEVER**

Bee Gees — RSO

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**R&B SINGLE**

**THE CLOSER I GET TO YOU**

Robert Flack & Donny Hathaway

Atlantic

---

**COUNTRY SINGLE**

**SOMEONE LOVES YOU HONEY**

Charley Pride — RCA

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**JAZZ**

**WEEKEND IN L.A.**

George Benson — WB

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**CLASSICAL**

**PIANO CONCERTO NO. 3**

New York Philharmonic — RCA

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**SUBSCRIPTION RATES**

$17 per year anywhere in the U.S. and possessions.

$30 per year to rest of world.

(Cash Box, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A.)

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**THE INTERNATIONAL MUSIC RECORD WEEKLY**
Just Released:

“SHADOW DANCING”
the new single from
1977’s #1 TOP MALE VOCALIST

from his soon-to-be-released album:
“SHADOW DANCING”

Written by Barry, Robin, Maurice and Andy Gibb/Produced by Barry Gibb, Karl Richardson and Albhy Galuten
Heartless
From the long awaited MAGAZINE album

First Week

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"There's Magic Under Our Umbrella"

DOUCETTE
mama let him play
a serious Rock & Roll single
from DOUCETTE and Mushroom Records

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MAN OF THE YEAR — Atlantic Records chairman Ahmet Ertegun, who will receive the 1978 Humanitarian Award April 15 from the T.J. Martell Memorial Foundation for Leukemia Research, recently visited the T.J. Martell Memorial Laboratory at Mt. Sinai Medical Center, New York, of Manhattan Foundation (l-r) Floyd Glatter, chairman; Ertegun; Dr. James Holland; Martell; Tony Martell, vice president and general manager of the CBS Associated Labels, who started the foundation in memory of his son; and George Bakou.

House Subcommittee Reviews Performer Rights Issue in L.A.

by Alan Sutton

LOS ANGELES — Although the United States is the world's largest importer of copyrighted sound recordings, it doesn't receive a cent as a result of foreign airplay of American records, the director general of the International Federation of Producers of Phonograms and Videograms told a congressional hearing in Los Angeles last week.

Stephen Stewart, who flew here to testify before the House subcommittee meeting, argued in favor of a bill calling for performance payments to artists and record companies whenever their work is played on a radio, TV, jukebox or other means.

By so doing, he said, the United States would fall in line with 55 other developed countries that now recognize performance rights and also begin to collect royalties from overseas airplay, which in some cases is based upon the percent of American-produced recordings.

NARM Photo Highlights

See pages 38, 54 and 56.

Outlook Improves For Record Departments In Discount Stores, But Problems Remain

by Mark Mehler

NEW YORK — The rising retail price of LPs and specialty record chains, the increasing value of records as traffic builders and the proliferation of superhits are keeping mass merchandisers in the record business.

For example, J.C. Penney, which last year stunned the industry by announcing that it would open 40 specialty record stores, has over the past year phased out these departments in only about 60 of the 350 outlets that previously carried record product. Subtracting the 35 new stores opened during that period, none of which have LPs, Penney's continues to sell records in some 290 out of 385 units.

On MacMullen's record buyer, suggested that the 60 managers of exiting stores who exercised their option of eliminating records did so because "sales were not meaningful enough to justify the department as a traffic builder." He added that, overall, the chain does not view records as a profit maker, but as an excitement builder.

MacMullen noted that, after only one week in the job, he doesn't feel qualified to speculate on the long-term future of Penney's record departments. However, he hinted that the outlook was probably not as bleak as it seemed last year.

Other Chains Stress Records

Meanwhile, among the nation's leading mass-merchandised record operations, Sears, RKO, Montgomery Ward and K-Mart appear to be leading the way with increasingly aggressive advertising and bigger and better looking attractive department layouts. This trend has been evident for some time (Cash Box, July 2, 1977), but the tremendous demand for Elvis Presley product last year and the ever-rising sales of the "Saturday Night Fever" soundtrack have dramatically boosted rack sales. Likewise, the fact that increasing wholesale costs have forced the nation's specialty record retailers to hike their prices has also helped make record accounts more competitive, according to general merchandisers.

John Kalahan, executive vice president of the Handleman Co., which racks K mart nationally, spoke of the chain's new experiment with the "supermarket" approach.

Robert Summer

Robert Summer

Summer spoke of his plans to expand the company's marketing goals and to seek new labels for distribution. More specifically, Summer stressed the need for better in-store merchandising, as mirrored in the company's recent merchandising blitzes on behalf of Dolly Parton, Elvis Pressley, and Jefferson Starship. Summer went on to state that RCA expects to develop "strong new relationships" with other labels in the future, and he suggested that these labels would help "fill holes" in RCA's present musical repertory.

Summer himself plans to take a direct role in signing acts, and he stated that RCA would concentrate on the development of new artists.

Summer Replaces Couttolenc As RCA Records President

by Mark Mehler

NEW YORK — Robert D. Summer has been appointed president of RCA Records, replacing Louis Couttolenc, who will return to his former corporate responsibilities as president and general manager of RCA-Mexico.

Summer, recently appointed division vice president of RCA U.S.A., had been judging RCA's entire domestic record business and had been emphasizing international affairs.

Paul Potashner, group vice president of RCA Corp., declared Summer as an executive who "enjoys outstanding rapport" with artists and management, as well as with RCA's customers and its worldwide organization of licensees and subsidiaries.

Potashner added that in his new job, Summer will have the "full support of RCA Corp., in making the record division a "more competitive force" in the industry.

Potashner added that Couttolenc, who was appointed president in 1977, had completed his one-year assignment of restructuring RCA Records' worldwide operation, boosting its earnings potential, and finding and developing his successor. Couttolenc will continue to be available for corporate assignments such as his year-long U.S. presidential

Summer became division vice president of RCA Records International in 1973. In 1977, he was named division vice president of manufacturing operations, and two months ago he was tapped as division vice president of RCA-U.S.A. A 20-year RCA veteran, he is a graduate of Carnegie-Mellon University in Pittsburgh.

Expanding Goals

In a recent interview with Cash Box, Summer expressed his ideas:

"We're hoping that this effort is successful; if so, we'll be opening more large record departments around the country," Kaplan said. The commitment to increased space and advertisement (K mart has committed about 5% more space and advertising this year) stems from the belief that music has become an indispensable part of the stores.

REO TOUR TUNE-UP — Epic recording group REO Speedwagon and label execs gathered at Westlake Studios recently to preview the band's new LP "You Can Tune A Piano But You Can't Tune Fish." Before the band began a national tour in support of the album, Pictured standing (l-r) are: Bobby Colomby, vice president Epic A&R; west coast; Bruce Hall and Alan Gratter of REO; Larry Schnur, assistant to vice president Epic A&R; Becky Shargo, associate director Epic A&R, west coast; Frank Rand, director independent promotion Epic A&R; John Baruck, Epic's manager; Lennie Petrie, vice president Epic A&R. Shown seated (l-r) are: Paul Grupp, engineer; Neil Doughly, REO; John Boylan, Epic executive producer, and Kevin Gronin of REO.
New Artists Get NARM Awards

YETNIKOFF AWARDED — CBS Records Group president Walter Yetnikoff (r) was presented the 1977-78 Presidential Award for "outstanding contributions to the music industry" by outgoing NARM president George Koulal at the 78 convention in New Orleans recently.

MCA To Support 'FM' Double Album With Big Promo

LOS ANGELES — The soundtrack album from the soon-to-be-released Universal film "FM," which provides a close-up look at a national radio station, is being readied for release in mid-April by MCA Records.

The double-album will feature cuts by Boston, the Doobie Brothers, Eagles, Dan Fogelberg, Foreigner, Billy Joel, Steve Miller, Tom Petty, Queen, Linda Ronstadt, Boz Scaggs, Bob Seger, James Taylor, Jimmy Buffett, Styly Dan, Randy Meisner and Joe Walsh.

According to MCA president Mike Mailand, the "FM" soundtrack will be supported with one of the most extensive marketing campaigns ever undertaken by the label. Double-album advertising has been placed in 100 trade papers and consumer advertising will cover all national newspapers, magazines, television, radio and public relations, college papers and dailies.

Billboards are being designed for placement in the Westwood area of Los Angeles and on the Sunset Strip and posters will be utilized for in-store display.

MCA's radio campaign will include 30 and 60-second spots on AM, adult contemporary, country and FM formats.

Justice Dept. Backs WBAL In Brief To Supreme Court

Justice Dept. Backs WBAL In Brief To Supreme Court

WASHINGTON, D.C. — In a brief filed with the Supreme Court last week, the Department of Justice opposed the Federal Communications Commission's attempt to ban "certain 'dirty words'" on radio. The government urged that the Court of Appeals ruling be upheld; the lower court had reversed the FCC's censuring of Pacifica station WBAL, saying the Commission's order was vague and constitutionally "overbroad."

The Justice Department also urged the court to drop the issue there, instead of ruling on how far the FCC can go in regulating language on the air. "It's unnecessary to consider what, if any, lesser regulation of 'indecent' language might be permissible," the brief said.

The case, FCC v. Pacifica Foundation and United States, was accepted by the Supreme Court last week along with the Pacifica case. The National Association of Broadcasters filed a friend of the court brief contending that the FCC does not have the authority to censor from radio broadcasts words it considers indecent. The NAB said, "The danger to First Amendment interests is evident from the wide-ranging connotations the Commission has given the term 'indecent' over the years and from the broad and indefinite definitions of certain words as here used in this case."

The Justice Department originally joined the FCC in defending its order before the Court of Appeals. The order censured WBAL for airing George Carlin's "seven dirty words" monologue on Oct. 30, 1973, at an hour when children were likely to be in the audience. Justice said its support of the FCC was "mistakenly, we now believe."

Statutes Cited

In its brief, the Justice Department stated its belief that section 1464 of the Criminal Code (on obscenity) lays the statute that governs the case, not section 326 of the Communications Act, which prevents the FCC from censoring radio broadcasts. It was the latter statute that Circuit Judge Tamm used to overrule the FCC in the Appeals Court.

The government, represented by Solicitor General Wade H. McCree, Jr., concludes that section 1461, "construed in the light of the First Amendment, does not authorize the Commission's present attempt to absolutely outlaw certain words on radio, wholly without regard to context, for all or most of the broadcast day."

Kiss Special Scheduled Solo Albums Planned

NEW YORK — Four different solo albums from the members of the rock band Kiss will be released to coincide with the group's motion picture debut for NBC-TV in September, according to a spokesman for Casablanca Records.

The two-hour, made-for-TV film, "Kiss Meets the Phantom of the Park," begins filming May 1 at King's Dominion Amusement Park in Richmond, Va. Executive producer Joseph D. Sarno of Hanna-Barbera Productions describes the special as "the first rock gothic mystery film for television."

The Casablanca spokesman also said that an intensive television ad campaign will promote the solo albums.

Atlantic Records Live Studio LPs As Radio Promo

NEW YORK — A live AC/DC session in May will be the third release in Atlantic Records' "Live From The Atlantic Studios" promotional LP series. The label recently kicked off the series with a session by Gino's, recorded by Detective, recorded before a live audience. The second release in the series was by the LaBelle-Dion Band.

Each of these LPs, taped at Atlantic Studios in New York, is sponsored by a radio station that has been instrumental in supporting the particular Atlantic-affiliated group.

Since Jimmy Buffett's new ABC album, "Son Of A Son Of A Sailor," first shipped gold, it is clear he is sailing toward new horizons. Symbolically, perhaps, Buffett recently traded his "Espumia," the boat featured on the cover of his platinum album, "Changes In Latitude—Changes In Attitudes," for a larger boat to spend two months on the ocean.

It was "Changes" which brought him his greatest success to date, but he obviously wants to continue moving onward and upward.

Not only is the new LP well on its way to topping "Changes," debuting at number 48 bullet on this week's Cash Box Top 100 Albums chart, but he will be appearing in the motion picture "FM" which is to be released this summer.

Buffett's penchant for the Caribbean is still much evident on the latest record, as is his unusual sense of humor, in songs such as "Cheeseburger In Paradise" and "Cowboy In The Jungle." With all this momentum behind him, it should be smooth sailing from here on out for Jimmy Buffett.

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Cash Box/April 8, 1978
GENESIS
Their unmistakable sound as you've never heard it before.
"GENESIS...and then there were three..."

Includes their hit single, "Follow You Follow Me" On Atlantic Records and Tapes, and On Tour:

APRIL
4. Wing Stadium, Kalamazoo, Mich
5. University of Illinois, Normal, Ill.
6. Chicago Stadium, Chicago, Ill
7. Richfield Coliseum, Cleveland, Ohio
8. Hare Arena, Dayton, Ohio
9. Indiana University, Bloomington, Ind
10. Kiel Auditorium, St. Louis, Mo
11. Milwaukee Arena, Milwaukee, Wis
12. St. Peter's Arena, Lincoln, Neb
13. New York Coliseum, New York City, N.Y.

14. Oakland Coliseum, Oakland, Calif
15. San Diego Sports Arena, San Diego, Calif
16. L.A. Forum, Los Angeles, Calif

END OF APRIL TO MID JULY EUROPEAN TOUR (20 CITIES)
New Faces to Watch

Nielsen-Pearson

Eight years ago Reed Nielsen and Mark Pearson found themselves standing outside naked — watching their lodgings and $30,000 in uninsured equipment go up in smoke. Two years later they lost their equipment again, this time in a warehouse fire.

Some people might have thrown in the towel and said the fates weren’t with them, but these two singer/songwriters rolled with the punch and signed a full-fledged acoustic duo for a couple of years after that.

Four years ago the duo got together with John Bowen and Steve Bouts and began what is now known as the Nielsen-Pearson Band. The group’s debut album came out on Epic Records in January.

“Actually we find that in a lot of ways things are harder for us now than they were before we had a record out,” says Pearson, with a smile. “We have to watch over the people who watch over us and there are a lot more things to worry about going wrong. We used to just have to worry about food and shelter and, of course, another fire.”

The group’s nameakes first met nine years ago when both were handling singing and songwriting chores for groups in the San Francisco bay area. “We both felt the pressure of fronting groups, so it was great that Mark and I could combine our interests, perform and presenting responsibilities,” says Nielsen. “We must have written more than 200 songs in the last nine years together.

We have so much material it’s hard to decide on songs for a 35-40 minute set like we did at the Roxy recently. We’re used to playing a 50+ minute set.”

“Since Reed and I write all the songs and do the lead vocals, people tend to forget that we’re an acoustic band. people who listen to Reed and John have gotten other offers, but we tailor the material for them, which partially makes up for Reed and I getting all the attention.”

On stage, the Nielsen-Pearson Band is in their own right, a band with a progressive country flavor. They don’t use theatrics, but they have a personable charm that combines with their zestful lyrics to create a thoroughly enjoyable show. Their harmonies are reminiscent of the early Doobie Brothers, who the group says is now their favorite band.

The group is currently negotiating with managers and booking agents to represent them, and they hope winnower they decide on works out well as their signing with Epic has.

Epic has the CBS strength behind them, but maintains a managable size,” says Pearson. “We had good results with the showcases we had before we signed a label deal and got some attractive offers. But Epic promised us free reign over the album, so we went with them.

“The album was first set for release in the fall, but the company was smart and had it wait until after the holiday rush for release — and that has helped us get attention.”

Good Rats

The Good Rats are another of those bands that have been around since the late 1960s, played some good energetic rock ‘n’ roll, but somehow never did much commercially. Until now.

Their new LP on Passport Records (marketed through Artists), “From Rats To Riches,” marks a major turning point in the band’s history. When the group’s second Passport LP is released later this year (the group is currently in the studio), it will be the first time the Good Rats have ever released more than one LP on any one label.

Joe Franco, the drummer, notes that Passport and Artists have made long-term commitments to break the act nationally. Last week, at the 500 Club, the first show at the Bottom Line in New York, released a single, “Just Found Me A Lady” and started getting ready to enter the studio again. The band returns to Europe next month and plans a Canadian tour later this spring.

 Franco says that the Rats’ new record is marked by a more direct approach to marketing and promotion than to any change in musical style. “Basically, we’re doing the same kind of music now that we’ve been doing for the past five years,” says. “High-energy rock, with some ballads and some heavy numbers thrown in to allow people to mellow out for awhile.”

The Rats’ debut LP, issued on Kapp Records in 1969, was highly praised by critics but was a commercial flop. Frustrated by the lack of cooperation at the label, the band split up. Peppi Marchello, founder, lead singer, and writer/arranger, moved to Washington, D.C., with Brother Mickey, kept the idea of the band together by hustling odd jobs while trying to interest any label in their tapes. In 1973, they formed the present group that consists of the Marchellos, Franco, John Gatto (on guitar and keyboards) and Lenny Kote (on bass).

The band signed to Warners in 1974, produced one LP, “Tasty,” and then abruptly had their option dropped. They then formed their own label and recorded “Rat City Blue” in 1976. This LP similarly failed commercially, due to distribution difficulties with the record company which had just gone out of business.

Last year, they inked with Passport, joined with producers Flo and Eddie (former of the Turfles), and got a new co- manager, Mike Oliveri.

Clearly, the Good Rats are survivors. Managing themselves through most of their careers, the five members, when starting their own label, the band has paid its dues several times over.

“It’s finally starting to happen for us.”

Bee Gees Plan U.S. Tour

LOS ANGELES — RSO recording artists the Bee Gees will tour the U.S. this summer with 50 concert appearances scheduled. The tour, “Bee Gees Fever ’78,” is slated to begin in mid-summer.

Managers Series: Fitzgerald & Hartley Striving To Advance Artists Careers

by Carita Spencer

LOS ANGELES — Larry Fitzgerald and Mark Hartley, partners in the Fitzgerald and Hartley Company, are faced with a unique situation as personal managers. While their roster of clients includes well-known artists like Bob Johnson (in association with Quincy Jones Productions/Mellow Management), angst-ridden Tom Waits, and soul-entertaining unit Toto, it is a multi-dimensional project with Rufus And Chaka Khan. "Chaka," they describe, "is the fourth challenge" — a challenge that involves developing three separate careers from one.

Rufus has worked with a very exciting female singer for a long time and at this point, we’re in the process, with Chaka’s management, of developing three careers from one act,” explains Fitzgerald. "Chaka is going to be doing her own thing and we’ll be working with Rufus. The group is now delivering two albums a year for ABC, one with Chaka and one without.”

He continues, “We’re now in the process of developing an identity for Rufus separate and apart from Chaka; they will be touring with her and as a group themselves. We’re working on a Rufus album and hopefully developing it into a superstar act.

That’s a real challenge.”

By: Carita Spencer

“When we’re interested in and what is more meaningful to us than anything is an artist’s career,” adds Hartley. “We are interested in working with people who have longevity and have a long-term future and are able to pass over musically and are able to continue making records. This is just as important for a writer who can write hit songs to think about possibly applying that knowledge and skills to the music industry, for example, or applying musical knowledge in the same way. We’re interested in developing and nurturing careers.”

Implicit in the Fitzgerald-Hartley philosophy is the belief that “management is a business.”

"It’s a marriage,” says Hartley. “It’s that devotion to each other. They have to believe in you as well as you believe in them. You have to profit from each other. You have to live through the highs, which is easy, and make it through the lows. The highs in this business are really high and the lows are really low. It’s an emotional business on every level.”

Maintaining and developing a comfortable and productive atmosphere for the client is imperative, according to Fitzgerald and Hartley. It means taking this responsibility to heart and giving maximum support to the artist, especially in financial dealings and in emotional and personality problems which sometimes inhibit an artists’ career.

All of this, contends Fitzgerald, contributes to the growth and development of personal management and “demands expertise and knowledge in all areas of the entertainment business, including legal and not limited to the basic principles of law.”

Both men feel adequately prepared with the experience they have had together and individually.

Multi-Faceted Job

“You have to feel for the creative side plus you have to have some knowledge of marketing, advertising, promotion and as a manager you expand on that artist’s career. It’s a crucial part of the business as well and guide your client creatively and otherwise,” Fitzgerald adds.

Although their company is relatively young, Fitzgerald and Hartley’s relationship, as a result of previous business associations, goes back about two years to the time that they was working for Columbia Records. Fitzgerald was president of Caribou Records/Caribou Music International and was involved in the management of Chicago and Los Angeles (which managed Chicago and the Beach Boys, among others) for 10 years, beginning

Tyrrell Presents PACE Awards At FORE Luncheon

NEW YORK — The New York chapter of the Fraternity of Record Executives (FORE) recently presented its fourth annual PACE Awards luncheon held at the Marriott Essex House.

Jim Tyrrell, president of marketing for Atlantic Records, Portrait Records, and the CBS Associated Labels, presented the 1977 PACE Scholarship to Terrence Morgan, and announced the selection of Marcia Ann Gillespie, editor-in-chief of Essence Magazine, as the 1977 PACE Award Mentor. Gillespie will guide Morgan through his college career.

Tyrrell initiated the PACE Awards, which aid deserving minority students who desire a career in the record industry. The program was founded the New York Chapter of FORE.

Gillespie has been editor-in-chief of Essence since 1973. She has written specifically at black women, since May 1971. Previously, she was a researcher for Time-Life Books, and she worked with Life magazine in 1968 on their four-part black history series.

Morgan, who attends New York’s Music & Art School, has also studied on scholarship at the Manhattan School of Music. He was a soloist with his junior high school chorus, sang two years of French in an opera production, and is also very active in extra-curricular activities.

Retroactive Contributions

Contributors to the PACE Endowment Fund include A&M, Atlantic, Casablanca, CBS Records Division, Philadelphia International, Record Shack, Record Bar, Steve...
One of the most important albums of 1978..."KAYA": A major musical event!

Produced by Bob Marley and the Wailers
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Executives On The Move

Saks
Perlestein
Toeltbaum
Galliani

Zeeli Named At Monument — Monument Records has announced the appointment of David Zeeli as vice president of promotion for the label. Most recently, he has worked independent promotion in the Nashville area, and prior to that was national promotion director for A&M Records in Los Angeles.

RCA Appoints Saks — The appointment of Jay David Saks as executive producer, Red Seal artists and repertoire, was announced by RCA Records. He joined RCA Records in the fall of 1974 as Red Seal A&R Producer. For two years prior to joining RCA, he was with CBS as associate producer, Columbia Masterworks.

Changes At CBS International — Nancy Brennan has been appointed as coordinator, publishing services, CBS Records International. She joined CBS in 1971, and most recently served as an administrative assistant in the publishing department. Also, Christina Otis has been appointed as a manager, music publishing administration, CBS Records International. She joined CBS in 1972, and most recently held the position of manager of financial analysis.

Comstock To RCA — Chuck Comstock has joined the west coast sales staff of RCA Records. He comes to the label from Cash Box magazine, where he served most recently as west coast accounts director. Comstock holds a bachelor of art degree in communications from California State University at Fullerton.

Perlestein Appointed At CBS — CBS Records has announced the appointment of Robert S. Perlestein as director of talent contracts, CBS Records. He was an attorney prior to joining CBS as associate director, talent contracts.

Toeltbaum Named At CBS — CBS Records has announced the appointment of Arlyn Toeltbaum as director, talent contracts, CBS Records. She most recently held the position of associate director, talent contracts, CBS Records.

Kazdin Named At CBS — At CBS Records Group, Andrew Kazdin has been promoted to director, Masterworks, A&R services. He joined CBS in 1964 as a classical producer and holds a bachelor of music degree in composition from the New England Conservatory of Music and a master of science degree in industrial management and acoustics from MIT.

Cooper
Nooger
Woods

ABC Ups Galliani — ABC Records has announced the appointment of Lou Galliani as national field director. He was formerly regional director of promotion and sales and has been with ABC Records since Nov. 1977.

Wyllt Promoted At MCA — Barbara Wyllt has been promoted to west coast director of the artist relations & publicity department for MCA Records, Inc. She joined the MCA artist relations & publicity department in 1976.

Atlantic Names Three — Atlantic Records’ publicity department has announced three new appointments. Art Collins, former east coast publicity manager, has been named publicity manager/Artist & Affiliated Labels. Bob Kaus, former staff writer, has been upped to the post of chief writer; while Dan Nooger has joined the company as staff writer. Collins joined Atlantic in May 1975 as publicity assistant. Kaus joined Atlantic as tour publicist in March 1976, prior to which he was an east coast editor of Cash Box magazine. Nooger comes to Atlantic from Chess Records, where he produced a series of blues, jazz and rock records from the Chess/Checker catalog.

Clougherty Appointed At CBS — CBS Records has announced the appointment of Kevin S. Clougherty as manager, planning within the CBS Records business development department. He joined CBS Records in 1977 as senior planning analyst, business development department. Prior to joining CBS, he was an investment research analyst for Morgan Guaranty Trust.

Cooper
Sawyer
Woods

Sawyer Named At ABC — ABC Records has announced the appointment of Elaine Sawyer as manager of west coast publicity. She joins Sue Sawyer, who has been promoted to the same position at ABC. Sawyer comes to ABC from Casablanca Records, where she was tour publicity manager. She joined Casablanca in 1976 as artist relations coordinator. Sawyer has been with ABC two years. She was most recently tour publicist.

Woods Named At Chappell — Pat Woods was named director of administration, west coast division for Chappell Music Company. She comes to Chappell from the Los Angeles-based Bicycle Music where she held the position of administrator.
ABC DELIVERS THE WINNERS!

Sam takes great pleasure in announcing the 6 Grand Prize Winners of our ABC In-Store Display Contest...and the top 3 ABC Sweepstakes Winners.

DISPLAY

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Ed Santeramo
Sam Goody #82
Eatontown, N. J.

Dot Morris
Flip Side Inc.
Columbus, Ga.

MEDIUM STORE

Tom Egan
Everybody's Record Co.
Portland, Oregon

Terry Keenan
Recordland
Akron, Ohio

LITTLE STORE

Spring Bridshaw
The Strand
Muncie, Indiana

Cleve Meyer
Pipe Dreams
Appleton, Wisconsin

SWEEPSTAKES

Grand Prize

Martha Hatly
White Dog Music
Fayetteville, Arkansas

Barbara Balchick
Nat'l Record Mart
Austintown, Ohio

Brian Poehner
Flo's Records
Pittsburgh, Pa.

LIKE WE SAID, ABC DELIVERS!

Sam also wishes to thank all the retailers who entered and helped make the contest and sweepstakes a huge success.
King Elected New CCC President; Claude Hall And SESAC Rep. Speak

by Peter Hartz

LOS ANGELES — At a recent meeting of the California Copyright Conference, the newly elected 1978 board of directors was officially seated. Replacing outgoing presi- dent Jay Lowy is Ken Hoffman, who is also president of Songwriters Resources & Ser- vices. Irwin Finoff was elected vice presi- dent. Finch is professional manager, April Blackwood Music. Bernard Brody, who is an independent publisher, Music Clearance, will fill the treasurer post. Mimi Hyman, general manager of Harrison Music, was named secretary with Wayne Powers, professional manager of Northridge Music/Henry Mancini Music Group, serving as assistant secretary.

Other members of the conference board are: Michael Goldson, Irwin Coster, Bar- bara Brunow, Al Kohn, Kim Guggenheim, Jesse Kaye. Returning directors are Ronny Schift, Kim Eiss, Hannah Russell, Terri Fricon, Rick Riccobono and Sam Trust. Alternates are John Sippel, Malcolm Bebby and Hy Kanter.

Featured Speakers

The featured speakers before the Confer- ence were Claude Hall, publisher of the Claude Hall Radio Report, and Albert Cian- cimino, vice president and counsel of SESAC.

In his comments before the assembled publishers, label representatives and per- formance rights society members, Hall stressed the difficult fight faced by ASCAP and BMI over the "pay for play" controversy concerning radio station payment for right broadcast music. Hall stressed that major opposition was organized by the National Association of Broadcasters.

Broadcasters feel they are responsible for selling records. They do not feel they need to pay additionally. NAB also has a $4 million budget for operating expenses and this affords a strong Washington lobby.

Although it has been a long-standing practice in foreign countries such as Australia for radio to pay for the right to broadcast music, the practice has met great resistance in the United States. Part of the reason is the hit record. Because radio plays such a crucial role in breaking records, record companies have been in- terested in getting airplay at any cost.

Tightper Playlists

"As stations compete for A&R ratings, playlists have become tighter and tighter with the number of records being played continually shrinking. Instead of the Top 30, playlists now have perhaps 7-12 current songs apart from goldies. A friend, Augie Blume properly named it the 'instant recurrent format.'"

Noting that 17% of the radio stations in the country are automated, Hall said that (continued on page 50)

Polydor Inks Nolan

LOS ANGELES — Kenny Nolan has signed a long-term agreement with Polydor Incor- porated, recording himself and other artists for his newly formed record company, an- nounced Polydor Records' president Fred Hayson.

Nolan's first release on Polydor will be "A Song Between Us," his first album since "I Like Dreamin,'" which now also joins the Polydor catalog. Nolan has had previous experience with Polydor outside the United States. Many of his songs have been chart toppers in England on the Polydor dis- tributed Chelsea label.

THE SEARCH FOR ROOTS — Rowl Boy Simmons, by Warner Bros. Records in Washington, made his Los Angeles con- cert debut recently at the Roxy. Picture'd backstage after the show are (1-7): Pete Johnson, Warners executive director of promotion, the entire Warners A&R staff, Merks, Warners national publicity director, about as shocking as littering in the punk scene on a pop-top on the blushing "bride." White rice was thrown.

NOW IN L.A. — "Pete the Cat" — the Charlatans company, and has already signed a two-picture deal with Orion Pictures, the new company formed by disgruntled United Artists movie executives who quit that outfit recently. Graham Parker, oft-stone-faced, is now in town, playing "Blondie" his first L.A. gig and some other dates.

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East Coastings/Points West

EAST COASTINGS — TOUCH OF CLASS — CBS and Cassablanca sustained their reputa- tions for throwing lavish parties with two recent affairs, one held in New York for Art Garfunkel, the other in Atlanta for Donna Summer. Cassablanca also had two huge blocks of ice shaped as Donna's initials. Atlantic's music people showed up in force, and Cassablanca folk assuredly went home with more than a few new friends.

NO BUSINESS LIKE — The business may not have been too bright for this one, but "Punk Magazine" decided that a photo spread featuring the "wedding" of Deborah "Blondie" Harry and Tony "Teapot" Ramone was in order. So the scene was set for a "Montanai Monster Beach Party" pax session to be held (where else?) in a Manhattan loft. Deborah Ray D'Arlano was scheduled to perform the ceremony, but bailed out at the last minute, only to be replaced by David "Mike" Johnson, Joan Jett from the Runaways was the maid of honor, but a scantar of suits erupted when it was discovered that Debbie already had a ring on. Realizing, though, that bigamy is not in the world, Johnathan went ahead and tenderly slipped a pop-top on the blushing "bride." White rice was thrown.

HELLO DOLLY — Robert Summer, di- vision vice president of RCA Records U.S.A., presented recording artist Dolly Parton with her first gold record at the recent NARM Convention. Dolly was honored for her LP, "You Here Came Again," and for having sold a half million single of the same. (continued on page 44)
Monday, April 3, 9 P.M. EST
on ABC
With Special Guests
Dolly Parton, Rod Stewart,
and The Tubes.

Stay tuned for
Cher's new album from
Casablanca Records
and FilmWorks, Inc.
ELTON JOHN (MCA 40892)
Ego (3:57) (Jodrell/Leeds — ASCAP) (E. John/B. Taupin)

Interesting record. Taken from a forthcoming LP (July?), this song about "craving the spotlight" is multi-layered and ambitious. Piano licks resemble a Keystone Cop silent film score; vocals are characteristically strong; solid guitar work. Top pick.

LYNYRD SKYNYRD (MCA 40888)
You Got That Right (3:38) (Duchess/Get Loose — BMI) (S. Gaines/R. VanZant)

The driving joy of Skynyrd's music lives on in this track taken from the "Street Survivors" album. Vocals, tasty singing, solid guitar work, boogie beat. Strong hook make the rock really roll. Top 40 kicker.

ODYSSEY (RCA-JH-11245)
Weekend Lover (3:15) (Featherbed/Desiderata/Unichappell — BMI) (O'Neal/R. Riolo)

This re-recorded track from the "Odyssey" LP is about an undercover girl who later has the family plans. Lightly and smooth strings, excellent vocals and a tasty sax solo make this a solid follow-up to "Native New Yorker."

TOWER OF POWER (Columbia 3-10718)
Lover! You're Gonna See Me Thru (3:24) (Coultron — ASCAP) (C. Couter)

The funky keyboard playing is outstanding on this song taken from the "We Came To Play" album. The beat is strongly coursed by steady, high-hat work. Ringing guitar, horns and edgy vocals add jump to this R&B climber.

Robert John (Ariola 7692)
Give A Little (3:02) (High Sierra — BMI/All Rite — ASCAP) (M. Piccirillo/T. Pedrick/R. John)

Remember "The Lion Sleeps Tonight?" John's high register vocals are excellent on this tight R&B influenced number. The cascading hook is infectious. Stringing strings and sax solo are effective. A favorite pick.

George Duke (Epic 8-50531)
Dukey Stick Part One (3:30) (Myecenas — ASCAP) (J. Davis)

Duke is a man of the times and this funky, danceable number has all the accoutrements of good time R&B — plenty of live talkin', handclaps, funky guitar and the beat. Pop playlists would do well to get on the stick.

Dave Mason (Blue Thumb/ABC BT-276)
Only you Know And I Know (3:30) (Irving — BMI) (D. Mason)

This classic rock song from the "Alone Together" album was never originally released as a single by Mason. The double-timing martial drum beat, solid acoustic and electric guitar work and Dave's vocals make the track a strong contender for Top 40 playlists.

Airwaves (A&M 2032)
So Hard Living Without You (3:30) (Irving — BMI) (K. Chartier/J. Brittis)

These three guys — Dave Charles, Ray Martinez and John David — have a good clean pop sound. Taken from their "New Day" LP, this track has a slow perk keyboard beat and a pleasing wave of vocals. Easy Top 40 add.

Gerry Rafferty (UA-JA-1192-Y)
Baker Street (4:08) (Hudson Bay — BMI) (G. Rafferty)

This interesting song from the "City To City" album features tasty sax passages, electric vocals, strings, R&B and a nice blend of jazz, pop and funk influences. Added percussion broadens the beat. Nice pop add.

Chocolate Milk (RCA-JH-1122)
Girl Callin' (3:40) (Marsa/ent - BMI) (A. Toussaint)

Impeccable harmonies and a simple assertive drum and rhythm guitar beat make this one of the smoothest R&B/pop tracks heard in a while. The hook is cleanly executed. Nice sax work. From "We're All In This Together."

Smokey Robinson (Tamla/Motown T.54293F)
Daylight & Darkness (4:00) (Barrett — ASCAP) (S. Robinson/R.E. Jones)

This soulful ballad about the paradox of love is a delight. Smokey's vocals are emotionally expressive. The keyboard work is bright and shiny; the bass work has a quiet presence. Imagistic lyric. R&B and Top 40 material.

Robert John (Ariola 7692)
Give A Little (3:02) (High Sierra — BMI/All Rite — ASCAP) (M. Piccirillo/T. Pedrick/R. John)

Remember "The Lion Sleeps Tonight?" John's high register vocals are excellent on this tight R&B influenced number. The cascading hook is infectious. Stringing strings and sax solo are effective. A favorite pick.

3 OUNCES OF LOVE (Motown 1439F)
Star Love (3:49) (Jobete — ASCAP/Stone Diamond — BMI) (G. Wright/R. Vann)

Discovered by The Commodores, 3 Ounces Of Love is a new group signed to Motown, and this track from a forthcoming album features excellent singing and a nice arrangement of spacey funk. Prepared for R&B and pop playlist lift-off.

The Whispers (RCA YB-11246)

Silky vocals and solid horn arrangement characterize this funky number. Strings add sweep. Easy funk drum beat and love lyric ought to give this track a chance to go all the way on R&B and pop playlists.

Dorothy Moore (Malaco/TK 1048)
Let Me Play Music (3:47) (Two-Night — BMI) (F. Kinnard)

Bass, drums and rhythm guitar work a moderate dancing beat on this track taken from Moore's name album. The vocals are soothing; the guitar work is interesting. R&B mover.

Mike Pinera (Capricorn CPS-0286)
Alone With You (3:10) (Western Shores — ASCAP/Bayard Pub. — BMI) (M. Pinera)

Taken from "Isla," Pinera's debut album with Capricorn (he used to be a member of Blues Image), this ballad has a tasty blend of rhythm and lead guitar work and effective vocals. Suited to Top 40 playlists.

Albert King (Tomato 10002)
Chump Change (3:40) (Grooveville — BMI) (B. Murphy/E. Morganson)

Do you know what you've got after thefed, state and local taxes? After the light and phone bill? After child support? That's right. Chump change. This funky romp from the King has wit, strong background singers and pop arrangement.

Eddie Kendricks (Arista 0326)
Ain't No Smoke Without Fire (3:47) (Blackwood — BMI) (D. Bugatta/F. Musker)

A nice arrangement of horns, strings, gentle bluesy-funk guitar and backing vocals makes this ballad about the viciousness of love a nice pick for R&B and pop playlists. Kendrick's vocals are smooth and bright.

Harvey Mason (Arista 0323)
Till You Take My Love (3:29) (Mason — ASCAP) (H. Mason/D. Foster)

With Harvey providing an easy dancing beat, his high register female singers admirably handle the lyric and hook about waiting for love. Horns and strings fill. Suited to R&B and dancing pop playlists.

Sharon Redd/Ula Hedin/Ghod/arlette Crossley (Columbia 3-10713)
No Man Worth It (3:32) (Child/stary Society Hill — ASCAP) (A. Williams/B. Lipman)

Excellent vocal harmonies and a message-for-soul are featured on this track from the "Formerly Of The Harlettes" album. Dedicated to the struggle of "blah-blahs" against the tears, the track ought to find a nice pop home.

Cash Box/April 8, 1976
WELCOME TO KRISTOFFERSON'S "ISLAND!"

Easter Island: an ancient place full of unexplainable magic. "Easter Island": a brand-new album full of the musical magic that is Kris Kristofferson's. 10 new original songs, all with the special Kristofferson flair that made his most recent tour a sold-out smash wherever he played, a hit with press and programmers and audiences alike.

THE MYSTERY THAT IS "EASTER ISLAND!" THE MAGIC THAT IS KRISTOFFERSON.
ON COLUMBIA RECORDS AND TAPES.

Produced by David Anderie for Monument Records. 
Personal Management: Bert Block Management.
® "Columbia" are trademarks of CBS Inc. © 1978 CBS Inc.
ELTON JOHN (MCA 4688)
Ego (3:57) (Jodrell/Lee, Taupin)
Interesting record. This LP (July?), this song after the family plan. Flighty excellent vocals and a fast solid follow-up to "Nativi...

ODYSSEY (RCA JH-112)
Weekend Lover (3:15/Unichappell — BMI)
This re-recorded track is about an undercover plan. The track a strong contes...

DAVE MASON (Blue T)
Only You Know And I (Mason)
This classic rock song album was never original Mason. The double-click acoustic and electric guitar the track a strong contes...

AIRWAYS (A&M 2032)
So Hard Living Without (Charter/J. Butts)
These three guys — John David — have a goin'...

GERRY RAFFERTY (UA-7)
Baker Street (4:08) (Mush)
This interesting song... features tasty sax passage...

CHOCOLATE MILK (RC)
Girl Callin' (3:40) (Marsa, Impeccable harmonie: and rhythm guitar beats R&B/pop tracks heard in the track a quiet presence. Imagistic lyric. R&B and Top 40 material.}

SMOKEY ROBINSON (T)
Daylight & Darkness (4:00/inson/S. E. Jones)
This soulful ballad at delight. Smokey's vocals.. The keyboard work is bright...
Watch for Bonnie's American debut album soon to be released on RCA Records.
“It’s a Heartache”

The worldwide smash single by
Bonnie Tyler

Now Hits America
Watch for Bonnie’s American debut album
soon to be released on RCA Records.

Produced by
David Mackay, Scott-Wolfe

#1 Austria
#3 Germany
#3 Belgium
#3 Holland
#4 Britain
#5 Australia
Top 10 South Africa

One of the true superstars in the music world, Paul McCartney continues to produce some of the tastiest pop songs around. This time out he and Wings offer 14 songs and more than 50 minutes of beautiful melodies and sparkling music that should fly straight to the top of the charts. "With a little love, there's already a smash single and "Morse Moose And The Grey Goose" is a prime AOR cut. Overall, a brilliant collection.

TODAY'S MODEL — Elvis Costello — Columbia JC 35331 — Producer: Nick Lowe — List: 7.28

Elvis Costello so far has produced the highest yield of any of England's new wave crop imported to our shores. His second album is every bit the equal of his superb debut LP, enabling Costello to transcends the early comparisons to Graham Parker and Bruce Springsteen and emerge with an identity all his own. Key to that image is his stance against the shallowness of human character which is happening too much in today's mechanized, passionless society. For AOR and Top 40.

YOU CAN TUNE A PIANO, BUT YOU CAN'T TUNA FISH — Red Speedwagon — Epic JE 35082 — Producers: Kevin Cronln, Gary Richardson and Paul Grupp — List: 7.98

If you like your rock 'n' roll to sizzle without burning and be passionate without being pretentious — then RED Speedwagon has the LP for you. This mid-western quintet has been rocking for almost a decade, and at this point they've got it down. Powerhouse cuts like "Roll With The Changes" and "Say You Love Me Or Say Goodnight" are what this album is all about. Already the fourth Most Added FM Album this week, this could be RED's breakout.


This double-album should announce to the general public what the rabid Hot Tuna cult has known all along: the conclusion: The proof of the musical pudding is in the lowly performances. A variety of styles are touched on here, with side one spotlighting Jorma Kaukonen on such Tuna classics as "Bryonic Journey" and "Killing Time In The Crystal City" and a plethora of full-till rockers on the other side. AOR programmers should gulp this one down whole.

YOU'RE OK I'M OK — Billy Swan & A&M SP 4686 — Producer: Booker T. Jones — List: 7.98

With his first album for A&M, Billy has gone back to the free-wheeling rockabilly style with which he created the outstanding "I Can Help" in 1975. Legendary rock 'n roll figure Otis Blackwell, Scotty Moore and the Jordanaires lend their hands on several tracks giving the session a true "on-the-spot" spirit. Additional touches like Leo Sayer's harmonica on the title tune and Swan's own organ make the album a total delight. AOR, Top 40 and country programmers all should pick up on this one.


In addition to superbly producing and arranging this disc, the Masked Marvel penned five out of the eight tunes himself and the remaining two of the three with a partner. This second offering has some interesting and innovative compositions and featuring them Stephen Stills' "Farmer," "I Like Your Freaky Ways," and "Doing Nothing, Nothing Doing." Anything goes. For a variety of AOR.

PURE POP FOR NOW PEOPLE — Nick Lowe — Columbia JC 35329 — Producer: Nick Lowe — List: 7.98

The title says a lot about the first domestic release by the man who has produced Elvis Costello and Dave Edmunds and others. The songs are framed in classic pop melodies and arrangements, but as might be expected from someone with Lowe's track record, the lyrics often after stark contrast to the bright pop sound. "Marie Presvt" is a perfect example with its bouncy melody and story about an actress who goes to Hollywood from New York, fails and wind up as a dancer for a canning. Great sense of humor.

SECOND WIND — Delbert McClinton — Capitol CPN-0201 — Producer: Johnny Sandlin — List: 7.98

McClintoc's latest release features consistently top-notch arrangements by the Muscle Sholts Horn Section and his own backup band. McClintoc's style is reminiscent of the Allman Brothers, especially in his vocals. He also uses contrasting musical material, such as Johnny Cash's "Big River" and Jesse Winchester's "Isn't That So." His own writing style is in the southern folk-rock genre that tells a story and entertains musically. For AOR playlists.

NO PROBLEM HERE — Mac McAnally — Arista America SW 50029 — Producers: Clayton Ivey & Terry Woodford — List: 7.98

Mac is back with his second LP and a hearty seconding of his well-crafted story-songs that always deserve a close listen. McAnally's mostly mellow, acoustic-oriented songs take a lighthearted, slightly off-center approach in their outlook of a variety of subjects which range from funerals to dating plastic dolls to love. Although most of the emphasis here is on McAnally's vocals and lyrics, his guitar playing is also noteworthy. His songs should do well on AOR, pop and easy listening stations.

MAGAZINE — Heart — Mushroom MRS-5008 — Producer: Mike Flicker — List: 7.98

With their loyal badges behind them, the Wilson sisters, Nancy and Ann, are among the rest of Heart are back with an outstanding pop power collection. Their new single, "Heartless," rates with earlier Heart rockers and the title track is another of the LP's top five cuts, including "I've Got The Music In You," are an added bonus if the saying goes, especially if you're an AOR or pop programmer, you gotta have Heart.

AND THEN THERE WERE THREE... — Genesis — Atlantic SD 19173 — Producers: David Hentschel and Genesis — List: 7.98

Genius fans have received one shock after another as band members left the group one after another, most recently Steve Hackett. As the title says, only three members are left, but their lineup is no less than the previous. With no changes to the group's musical quality, these 11 songs may well be the best Genesis album yet. Initial AOR response: this is the week's second Most Added FM Album — indicates this could be an airwave giant for months to come.

WE CAME TO PLAY — Tower Of Power — Columbia JC 34906 — Producer: Steve Cropper — List: 7.98

Oakland's Tower Of Power is back with perhaps the group's best effort since "Back To Oakland." Famed session guitarist Steve Cropper adds his production expertise and some hot guitar licks to spice up the LP, already quite hot from the sizzling Tower. Both include the current concert favorites "Lovin' You I Gonna See Me thru," the irresistible "Yin-Yang Thang" and the powerful "Share My Life." Already getting heavy R&B and AOR airplay.

PHOTOCENIC — NOT JUST ANOTHER PRETTY FACE — Melpodon AOR-3033 — Producer: Peter Schekeryk — List: 7.98

Melanie is back, with a mix of classics ("Knock On Wood" and "Let It Be Me"), covers of pop hits ("We Can Work It Out" and "Can't Help Myself") and four of her own numbers. Prominent among the new songs is "Record People," which gives the industry quite a ribbing. Overall, the remarkably sustained and moving album is proof that LPs are not going to go long. Deserves substantial airplay, with something for every format.


This three-man band from Canada has long been regarded as one of the more inventive groups from north of the border, and this long-awaited LP containing material from three albums released in 1974-75 shows why. All the songs were composed within the group, and Goddy Lee, Alex Lifeson and John Rutsey all shine as musicians as well. AOR programmers should have a couple of songs to play off this top-notch collection. Not.


With some of the most well-wrought, whimsical lyrics around and an infinite range of voices, this LP makes the grade on this LP. A serious songwriter with a comic style's that in a class all its own, Wainwright takes the out-of-the-box propriety of playing back at hecklers, school and collect callers. And as always, his manic depressive vocals add a delightful dimension to his lyrical punch. Straight A's on this one.

GOTHAM — Dream DA3501 — Producer: John J. Williams — List: 7.98

Gotham might be described most easily by just calling them the Pointer Brothers. The male vocal trio, like the Pointer Sisters, takes some old standards, such as "South Rampart Street Parade" and "Jersey Bounce," as well as some contemporary tunes by the likes of Elton John and Billy Joel and rework them up into pointers. A varied album which projects a number of sounds and styles that should be good for several formats.

GRINGO — United Artists LA845G — Producers: Snuff Garrett and Steve Dorff — List: 6.98

Gringo. The very name conjures up images of the Pecos, parched horizons and buzzards hovering over a lone prospector. But waid! This band from New Zealand has a veritable pot of treasure. The group is armed with 10 of the catchiest pop-rockers ever to hit the musical trail, Pop programmers who can't find room on their playlists for Gringo have until sundown to get of town.


Arm yourself with some good ears 'cause you'll need a couple to get a load of this. The title tune is an indication of things to come. Not discouraged by the latter adjectives. All seven members exercise their writing abilities on this second effort, which is enhanced by excellent musicianship. Take a shot. "I Wish I Could See You Again," "Love At A Minute's Notice," "Space Out (All Funked Up)" are good ones. R&B programmers should take aim at this one.
THE AMAZING RHYTHM ACES

BURNING THE BALLROOM DOWN

PRODUCED BY BARRY "BYRD" BURTON
ON ABC RECORDS AND GRT TAPES

ABC DELIVERS
John Denver

MADISON SQUARE GARDEN, NYC — John Denver’s annual pilgrimage to New York filled the Garden with his familiar following, who were treated to rousing two- and-a-half hour show.

With support from the group-country-rock band, assembled for the 53-date concert tour, Denver performed some 30 selections from his RCA catalog including the title song from his latest LP, “I Want To Live.” He also did songs from Tom Paxton (“Get On The Blues”), Eric Anderson (“Thirsty Boots”), and the Beatles (“When I’m 64”). Instead of the string ensembles he has toured with in the past, Denver’s superb band consisted of four men who have recently been associated with Emmylou Harris — Herb Pedersen (banjo and guitar), James Burton (guitar), and O. J. Handric (keyboard), and Emory Gordy (bass). In addition, there were three excellent background vocalists, including Renee Armand, plus Jim Horn on woodwinds and Gary Barslow on drums. The group’s forays into bluegrass were especially effective, highlighted by their rendition of “Rocky Mountain High.”

Denver’s songs embrace his ecological concern for our natural resources, and his best work is personal in feeling. Accordingly, the warmly-received “To The Wild Country,” “Thank God I’m A Country Boy,” and “Rocky Mountain High” went over well with the New York audience.

To ensure that no one sat “behind” the state, Denver performed on a revolving platform to better connect with all members of the audience. The intimacy of the occasion was further enhanced by several potted plants that surrounded the performers. Denver can hardly be considered a complex man, for his songs deal simply and directly with life’s basic pleasures. He brought a touch of sentimentality and all-American idealism to his work when he sang of nature’s beauty, but demonstrated a more personal side with the lovey-dovey ballad, “How Can I Leave You Again.” The transition helped to provide some insight into what makes John Denver the great popular entertainer that he is.

Art Garfunkel

CARNEGIE HALL, NYC — Art Garfunkel’s recent appearance here was literally a rare treat for young and old. Playing to an audience that ranged from teens to people in their 70s, the performer of the current hit, “Wonderful World,” filled the venerable hall with a soft golden glow.

The program was divided between material from Garfunkel’s solo work, including his latest, “Watermark,” and songs that were popularized by Simon And Garfunkel. The warm applause that followed the14 songs presented the band under the watchful eye of producer Arif Mardin.

During the course of the show, the band played old favorites like “Harvest Of Eyes” and “Old Friends” as well as newer songs like “Good Times, Bad Times” and “Godzilla.” The latter song featured a diverse drum solo by Albert Bouchard, as well as an excellent display of laser beams and smoke, which created an other-worldly projection at the front of the stage.

The band ended with “Born To Be Wild,” and Garfunkel’s display of light that came from all sides of the band’s lighting stand and the floor of the stage. The crowd responded with hand clapping and the refrain “Oh, Who’s Fear The Reaper,” the band’s hit song.

One of the more pleasant surprises was the appearance in the encore of the hard-rock quartet showing signs of being an emerging Canadian group during their forty-minute set. Good guitar solos, and an enthusiastic response from the audience, made this a memorable concert for Garfunkel’s fans.

The group was warmed up by the crowd and was called back for an encore, a fact almost unheard of for an opening act in Toronto.

Kirk Lapointe

Renaissance

NEW YORK CITY CENTER — Renaissance exhibited many glinting facades as the group began a four-night run here recently. This was their first appearance in New York, and with the Sire recording artists showing themselves capable of rendering pop and MOR tunes which would sound fine on AM radio.

Much has been made of the classical influence in Renaissance’s music, and one could certainly hear it in the lead singer Anni Hulda’s breath control, in some of John Tout’s keyboard chops, and in the orchestral depth of the arrangements. But when compared with the classical fusion experiments of Yes or ELP, Renaissance has absorbed and melded their pop inspiration of an Abba or the more rockified aspects of Genesis. This was especially evident when Renaissance performed cuts from their latest album, “A Song For Seasons.”

For example, in “The Day Of The Dreamer” there emerged above a smooth, well-integrated mix of electric guitars and synthesizer strings, while the drummer provided a driving rhythm. Harmonies were unusual without being eccentric. Similarly, in the album’s track “Shine” a shapely rhythm and tight instrumental work, created a supportive framework for Hulda’s singing voice.

Despite the obvious desire in person to be fully appraised in “Things I Don’t Understand” from “Turn Of The Cards,” she had the hard-edged stripping of a Grace Slick, but in the song’s middle section, her long, lovely, worldless lines floated softly above the audience. In contrast, Hulda made her voice sound appealingly childlike in “Can You Hear Me Call?” from “Novella.” And in another number from the same album, “Midian,” she hit a couple of amazing high notes.

In the middle of the set, Betty Thatcher, who wrote “Mother Russia,” came out to introduce her song “Spectres” as an example of the Renaissance style. After a few bars on the piano, Michael Dunford laid down an acoustic guitar, turned to the audience and began to play a series of folk songs on the keyboard, which Jon Camp on electric guitar and drummer Terence Sullivan used as material for a rock’n’roll song. This kind of layered buildup, with Hulda entering after several lines had already been out in motion, was typical of the group’s arrangements.

If Renaissance demonstrated any weakness, it was that they often failed to deal with more complex material. They tried to take their listeners into unfamiliar harmonic territory. But when they stuck to their own songs, they were brilliant. And their set was filled with some of the best of their repertoire. They showed both the strengths and weaknesses of their formula.

The duo, and their five-man backup band, brought a cumulative powerfulness to their act that seems to make them perfect for television exposure, which has already been a key factor in their career. But they stand-up comic partner is out of place at a club like the Roxy, especially in the face of some obvious obstacles as one of the worst band members they perform so well. But musically, except for a somewhat slow opening, the Big Tree duo was first rate.

Eric Von Schmidt

McCABE’S, L.A. — in a rare concert appearance, Eric Von Schmidt and friends appeared here recently to a full house at the very intimate McCabe’s Club. One of the most influential figures of Cambridge, Mass., Von Schmidt revealed to the crowd his knowledge of folk blues and country western music in an interchange that was stimulating and intriguing. No doubt more will be heard from this solo artist.

Joey Berlin

Blue Oyster Cult

Teaze

CONCERT HALL, TORRONTO — Blue Oyster Cult is one of the more realistic rock bands. This is a group of hard knuckled and soft leather, don’t cut corners when it comes to giving the crowd what they want.

However, their high-decibel performance in the 9000-seat Concert Hall (one half of Toronto’s Maple Leaf Gardens) was, on the whole, disappointing. The concert should have been the grand finale of several shows to be found in the realm of hard rock.

The band is one of the few in existence today that straddles both the folk and rock genres. They are masters at both the effects to enhance, and not digest, from a show. Their relentless rock, coupled with an occasional folk-rock number, manages to make the show multi-dimensionally satisfying.

The group featured music from their six albums, but highlighted with the recent release of the platinum “Spectres” album. Buck Dharma, as always, was the musical highlight of the concert, playing some flashy, impressive lead guitar, as the band poured out a chunky percussive base.

During the course of the show, the band played old favorites like “Harvest Of Eyes” and “Megalodon” as well as newer songs like “Good Times, Bad Times” and “Godzilla.” The latter song featured a diverse drum solo by Albert Bouchard, as well as an excellent display of laser beams and smoke, which created an other-worldly projection at the front of the stage.

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Lenn chodore

England Dan & John Ford Coley

ROXY, L.A. — England Dan and John Ford Coley performed The Hit Factory’s appetizing 45 rpm, “Mama’s Just A Working Girl,” one of the biggest hits of the past year. The duo has an appealing style that is well-suited to soft rock pop performers. They enjoy themselves on stage, play a mix of mellow and country-rock tunes and throw in their familiar hits at the Roxy, the little-known pub in Hollywood, for pop fans and others who wanted to hear the group. Their next album, “The Best Of England Dan & John Ford Coley,” is due out in March.

Lenn chodore
We picked up some great souvenirs in New Orleans.

Warner Bros. Records congratulates the following artists on their NARM awards.

<table>
<thead>
<tr>
<th>Name</th>
<th>Award</th>
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<tr>
<td>GEORGE BENSON</td>
<td>Best-selling Jazz Album: <em>In Flight</em></td>
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<td>DEBBY BOONE</td>
<td>Best-selling Hit Single: “You Light Up My Life”</td>
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<td>Best-selling Album by a New Artist: <em>You Light Up My Life</em> (shared award)</td>
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<tr>
<td>SHAUN CASSIDY</td>
<td>Best-selling Album by a New Artist: <em>Shaun Cassidy</em> (shared award)</td>
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<tr>
<td>FLEETWOOD MAC</td>
<td>Best-selling Album: <em>Rumours</em></td>
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<tr>
<td>STEVE MARTIN</td>
<td>Best-selling Comedy Album: <em>Let’s Get Small</em></td>
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DENVER — A Denver county grand jury has handed down indictments charging five people with felonious criminal impersonation and conspiracy for allegedly tampering with Arbitron ratings. Named in the indictments are Harold Moore and Rodney "Bud" Elliott, Stambaugh, program director, and news director, respectively, at KHOW-AM, Dan Davis and Hal Widston, both formerly with KLZ-AM, and Davis' wife Paula.

The city and county of Denver in the indictments allege that Davis received six promotions.

AN ARBITRON SPEAKER INDICATES THE TAMPERING ALLEGATIONS WERE BROUGHT TO THE RATINGS SERVICE'S ATTENTION BEFORE THE NOVEMBER/DECEMBER 1977 DENVER REPORT WAS ISSUED, PRESENTING THE PUBLICATION OF AN INACCURATE BOOK. "WE SENT OUT MORE THAN TWO MILLION COPIES IN THE PAST YEAR, SO THIS IS BOUND TO HAPPEN SOMETIMES," SAYS THE SPEAKER. "BUT WE ARE VERY, VERY SERIOUS ABOUT AND USE MANY SECURITY PROCEDURES, SO THESE TYPES OF INCIDENTS ARE IN FACT QUITE RARE."

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An Arbitron spokesman indicates the tampering allegations were brought to the ratings service's attention before the November/December 1977 Denver report was issued, presenting the publishing of an inaccurate book. "We sent out more than two million copies in the past year, so this is bound to happen sometimes," says the spokesman. "But we are very, very serious about and use many security procedures, so these types of incidents are in fact quite rare."

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Two Fired

Davis and Widston were both fired by KLZ, which now employs a "modern country" AM format, although a spokesman for the station said both were terminated before the indictments came in. Davis' lawyer contends that his client's dismissal was not the result of his failure to discuss the tampering allegations with the station as much as the station's desire to change formats. KLZ had used an adult contemporary format up until March 11. Davis has since been hired by Denver television station KWWW.

Moore and Stambaugh are both still with KHOU, which employs an MOR personality format. "Both indicators are innocent until proven guilty," notes station general manager Joe Parish, "and we are supporting them 100 percent."

WARNERS COPS FOUR HONORS — WBNC in New York recently awarded Brother's four gold records for "Label Of The Month" (two awards), and one each for the Fleetwood Mac and Debby Boone records. Pictured at WBNC's award dinner are (l-r): Stew Cohen, local WB promotion rep; Bob Pittman, program director of WBNC; Roz Frank, music director of the station; and Ken Pugvole, WB promotion rep.

Twitty Visit — A Conway Twitty in-store appearance at a great Illinois radio store recently drew an estimated 5,000 fans. The promotion was sponsored by AMG Records, GMAS and radio station WQGL, which broadcast live from the store that day. Pictured above is Twitty (seated on the right) and two of his fans.

 live Billy Falcon simulcast from KWST on April 28. The Manhattan Records artist's performance will also be heard on WPXK, KSHJ, WNEW, WAIX and KMEK. Roger Lifefest, national director of UA LP promotion, is in charge.

Collaboration — Mel Brooks was in New York last week for a series of radio interviews. Speaking with WXLO-FM's morning man, Jay Thomas, Brooks discussed the wild possibility of a joint project with Woody Allen. It would mark their first collaboration since "Your Show of Shows," when Brooks was a member of Sid Caesar's writing staff, and Woody was a frendge schwebie and scrub bir.

In other remarks, Brooks announced his personal plans to rent a house in Yonkers and play "Jungle Jew" in the suburb. The previous evening, while admiring the music at WNEW-FM, Brooks told dj Dennis Elvas, "You've been so nice to me, hono's $300, blow your nose."

King Biscuit Celebrates

LOS ANGELES — The King Biscuit Flower Hour celebrated its 50th anniversary on the air March 26 with a special 90-minute broadcast of Eric Clapton in concert, taped at the Santa Monica Civic Auditorium. King Biscuit is a presentation of DIR Broadcasting, which debuted the show on 26 stations with a concert featuring the Mahavishnu Orchestra, Blood, Sweat & Tears, and then-unknown Bruce Springsteen. Other memorable performances during the past five years include John Lennon, The Who, The Rolling Stones and Linda Ronstadt.

Pariser Named VP At Arbitron

LOS ANGELES — Alvin Pariser has been named vice-president of Arbitron research planning. Prior to the appointment, he had been the general manager of Arbitron's radio market development, a position he held since joining Arbitron in March 1977.

He came to Arbitron from the ABC radio network, where he served as a vice-president and research director. At ABC, he was instrumental in developing and sponsoring the first network radio ARII report.

Looking Ahead

101 TURN THE MUSIC UP

102 I COULD HAVE LOVED YOU

103 BAKER STREET

104 OCEAN OF THOUGHTS AND DREAMS

105 OH YOU WANNA DANCE

106 YOU'LL BE WAITING

107 WEEKEND LOVER

108 LEAVE US PUT OUR LOVE BACK

Cash Box/April 8, 1976
On MCA Records... Naturally!
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<tr>
<th>TW</th>
<th>LW</th>
<th>WKs</th>
<th>Actv. Reg.</th>
<th>TITLE</th>
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<th>LABEL</th>
<th>CB LP Chart Pkg.</th>
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<td>N</td>
<td>My Aim Is True</td>
<td>Elvis Costello</td>
<td>Columbia</td>
<td>46</td>
<td>Detectives, Miracle Man, Red Shoes, Less Than Zero</td>
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<td>N</td>
<td>Eat Out Of Hand</td>
<td>Meat Loaf</td>
<td>Epic</td>
<td>47</td>
<td>Paradise, Words, Too Out Of Three, Title</td>
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<td>6</td>
<td>N</td>
<td>Level Headed</td>
<td>Sweet</td>
<td>Capitol</td>
<td>146</td>
<td>Liko Oxygen, California Nights, Fountain, Taper Loop</td>
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<td>N</td>
<td>City To City</td>
<td>Jerry Raftery</td>
<td>UA</td>
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<td>Baker Street, Home And Dry, Stealin' Time</td>
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<td>34</td>
<td>10</td>
<td>N</td>
<td>We're In Love</td>
<td>George Benson</td>
<td>WB</td>
<td>6*</td>
<td>On Broadway, Greatest Love</td>
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<td>35</td>
<td>17</td>
<td>N</td>
<td>The Grand Illusion</td>
<td>Styx</td>
<td>A&amp;M</td>
<td>12</td>
<td>Fooling Yourself, Miss America</td>
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<td>36</td>
<td>—</td>
<td>N</td>
<td>All This And Heaven Too</td>
<td>Andrew Gold</td>
<td>Atlantic</td>
<td>55</td>
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<td>1,3,5 Open Fire</td>
<td>Rennie Montrose</td>
<td>WB</td>
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<td>38</td>
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<td>This Years Model</td>
<td>Elvis Costello</td>
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<td>Easter</td>
<td>Pati Smith</td>
<td>Arista</td>
<td>104*</td>
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<td>Mercury</td>
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<td>Working In A Coal Mine</td>
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</tbody>
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**PYRAMID POWER** — Mushroom Records, in conjunction with Licorice Pizza and MS Distributors in Los Angeles sponsored a Paul Horn/"Inside The Great Pyramid" contest to give away a backyard-sized pyramid. The drawing was held at the Licorice Pizza Sunset Strip Strip during the week of the opening of the King Tut exhibit in Los Angeles. Winner of the pyramid was Gary Shaw of Los Angeles. Paul Horn's new album for Mushroom, "Dream Machine," will be released shortly. Featured on It-Rare: John Truman, Buck Davis, Mushroom production manager; Wink Vogel of Mushroom Records; Morris Sullivan of MS Distributors; Shelly Siegel, Mushroom vice president and general manager; Richard Sargent, Mushroom national promotion director; Paul Sullivan, Kf-TW program director; Paul Swartz of MS Distributors; Steve Sack of Licorice Pizza; Kevin Hutches, Licorice Pizza store manager; Bob Gowa of Kf-TW; Greg Diller of Licorice Pizza and Ralph Stading Ekh of Kf-TW.
ADDS: Raydio.

Gordon Ferguson, 21-10-Parliament.

Heatwave.

Elton Gold, Styx, 19-09

NEW BUFFALO

Gees Cole.

PROVIDENCE

JUMPS: Patti Trammps, Wings.

JUMPS: J - Parton, Styx, 22-16

JUMPS: TJ Strother, 17-09

ADDS: J.F. Stevens, 39-25

southeast 30-28 MD

England George Raydio, MD

Jefferson Ex

To Ex

Warren To Ex

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Jefferson - Ex

ADDS: Ex Money, Browne, 17-10 - 198 - Money, Browne, 18-17 - Johnny Fever.

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This is not a record...
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<tr>
<th>Region</th>
<th>Artists</th>
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<tr>
<td>Northeast</td>
<td>Warren Zevon, Jimmy Buffett, Sojourner</td>
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<td>Robert Palmer, Johnny Mathis, Tangerine</td>
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<td>Southeast</td>
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<td>South Central</td>
<td>Jimmy Buffett, Atlanta Rhythm Section, Andy</td>
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<td>National Breakouts</td>
<td>Warren Zevon, Jimmy Buffett, Van Halen,</td>
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<tr>
<td>Top Ten Account Reports</td>
<td>Michael McDonald, Nils Lofgren,</td>
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</tbody>
</table>

**Radio Report**

- **Northeast**: Warren Zevon, Jimmy Buffett, Sojourner
- **Baltimore**: Robert Palmer, Johnny Mathis, Tangerine
- **Southeast**: Atlanta Rhythm Section, Robert Palmer, Andy Gibb
- **South Central**: Jimmy Buffett, Atlanta Rhythm Section, Andy Gibb
- **Midwest**: Van Halen, Chuck Mangione, Atlanta Rhythm Section
- **National Breakouts**: Warren Zevon, Jimmy Buffett, Van Halen, Chuck Mangione

**Top Ten Account Reports**

- **Michael McDonald**, Nils Lofgren, **Beyond the Pale**

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**TOP TEN ACCOUNT REPORTS**

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**CORRECTIONS**

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- **Top Ten Account Reports**: Michael McDonald, Nils Lofgren, Beyond the Pale
Kendalls’ ‘Heaven’ Hit Brings Label Into Nash. Mainstream

by Bob Campbell

NASHVILLE — The remarkable “overnight” success of The Kendalls and “Heaven’s Just A Sin Away” has shot Ovation Records, a virtual newcomer to country music, deep into the mainstays of the music industry here. And Ovation has proved through sound leadership and solid business planning that, if it takes a little longer than expected, it can take advantage of a first hit and build a strong operational base.

“Heaven’s Just A Sin Away” was released in late July of 1977 as the original ‘B’ side of “Live And Let Live.” But once Ovation realized that “Heaven’s” was the obvious single, its organization had the ability and determination to work the song until it reached the #1 spot in all trades by the middle of October. And The Kendalls’ second single, “It Don’t Feel Like Sinning To Me” sits this week at the #2 spot on the Cash Box Singles chart.

The guiding force behind Ovation is owner and president Dick Schory, who entered the country market with wealth of his business experience under his belt. Although he could not foresee the quick success of The Kendalls, Schory approached country music with a sober realism.

“I am convinced, and have been convinced for some time, that a small label that knows what it is doing can carve a niche in this business, especially in the country field,” said Schory, who formed Ovation in 1975 and maintains a sales office in Gig Harbor, Wash. “We are treating the country field like a business, and there are certain basics you have to do in sales and promotion.

‘Respect Your Product’

“You have to respect your product, and you have to work it,” Schory added. “People have got to know about it. When a record is getting airplay, it has got to be in the stores. It’s got to be on the key racks in volume. The only way we moved the product of a record that we put on “Heaven’s Just A Sin Away” (Capitol Records, and Canadian sales total over million units) is because it was out there when the people wanted to buy it.

“We took exactly five days of watching that record in three markets to get it on,” continued Schory, who worked with RCA Records for 12 years. “I think the marketing people at RCA are getting more records now than a lot of labels do in country music. Some labels may have five or six records on the charts at once, but they are not working any one piece of product and bringing it home to its full potential.

“The Kendalls, we are doing extensive point of purchase display material,” he added. “We are doing a three by three-foot album blowup. We have a poster, divider cards, and we have a dummy jacket for window display. The Kendalls are established now. It’s like money in the bank. But you still have to work every piece of product like it’s the first record.”

Breaking Promotions

Ovation is working now towards breaking new artist Alan Phillips, whose debut single, “Well Turn Down The Invitation,” has been on the market three weeks. As a promotional idea, Ovation recently sent out

(continued on page 31)

VETERANS PROMOTED — Mel Foree, a 32-year-company employee, and Dean May, a 28-year veteran, have been promoted at Acuff-Rose. Foree is now a vice president and director of the promotion department and May is now a vice president and director of the copyrights department. Pictured above are (l-r) Foree, company president Wesley Rose, and May.

Lavender/Blake Selects Publicist

NASHVILLE — The Lavender/Blake Talent Agency. Inc. has announced that Ray Pradines has joined the firm in the newly created position of director of public relations.

“We are looking forward to building and coordinating strong working relations be-
The Country Column

MCA's Joe Ely has been on the road the last couple of months entertaining the folks and gathering disciples. MCA reports its traveling west Texas minstrel is being met with sellout crowds, standing ovations and general bedlam wherever he goes. Ely's current album, "Honky Tonk Masquerade," has received nearly unanimous rave critical reviews in all music publications. At a recent date in St. Louis, Joe had a chance to meet Chuck Berry, one of Ely's longtime idols. Ely talked Berry into joining him on stage, and the two artists sang impromptu duets on "Jambalaya" and "Mountain Dew." In addition to other honors, Ely's first MCA album, "Joe Ely," was selected by Melody Maker magazine in England as the "1977 Country Album of the Year."

Country music pioneer Tex Williams is having a career resurgence. On Denim Records, Williams will soon have a new album released, "Tex Williams—Then And Now," which will feature his standards "Smoke, Smoke, Smoke That Cigarette" and "Nancy Ann's Hotel." Tom Bresh and Commander Cody have also recorded versions of "Smoke, Smoke, Smoke That Cigarette." Tex will tour Iran and Australia this summer.

RCA's Tom T. Hall utilized winter this year to finish his second book and restructure his road show. Hall's first book was a treatise on songwriting, "How I Write Songs. . . And How You Can Too."

Kitty Wells, Wendy Holcombe and Connie Cato entertained recently on the Jackson, Tenn. Muscular Dystrophy Telethon. Producer Huey Meaux escaped from Texas for a few days recently and traveled to Los Angeles where his artist Freddy Fender was taping several television shows and appearing at the Palomino Club. Meaux, a colorful man with a long history in the music business, had to sit still for a few interviews himself. He also conversed with fellow southerner Jim Nabors during the taping of The Jim Nabors Show. Understand they talked about cajun and southern cooking.

Country songwriter Jerry Abbott, who has written for Freddy Fender and Johnny Paycheck, recently signed a recording contract with Churchill Records. Abbott's first release will be "I Want A Little Cowboy."

MCA artist Kenny Starr has been busy cutting local television commercials for the First American National Bank and for South Central Bell Company's Yellow Pages. Starr's new single release will be "The Rest Of My Life."

The Kendalls have purchased a new silver eagle bus to help smooth out the grind of the road.

MCA's Loretta Lynn will be traveling to England soon to tape a segment of the "Muppets" syndicated television show. While in England, Loretta and her husband, Mooney, will

Mac Davis Scheduled

LOS ANGELES — Singer/songwriter Mac Davis will perform at the Claremont College for the Performing Arts in Claremont, Cal., April 22, with all proceeds from the concert being donated to the center. Portions of the concert will be taped and included in Davis' next ABC-TV special, which will air on May 13.

Publishing Guide Out

LOS ANGELES — Reprints of an article titled "How To Get Your Song Published" are now available on request from the public relations department of the American Society of Composers, Authors and Publishers at 1 Lincoln Plaza, New York, N.Y. 10023.

Ervine Woolsey

Gets ABC Post

NASHVILLE — Ervine Woolsey has been named national country promotion director for ABC Records. The label's president of Nashville operations, Jim Foglesong, said that Woolsey assumes his new responsibilities immediately. Woolsey formerly was in charge of midwest regional country promotion for ABC.

"We are pleased to have a person of such extensive experience and credibility for this position," Foglesong said. "Ervine brings with him not only familiarity with our artists and product, but also quite a bit of savvy and ingenuity."

GOING ALL THE WAY

DAVID

ROGERS

I'LL BE THERE

(When You Get Lonely)

REP-015

Cash Box/April 8, 1978
45 / REVIEWS / AUG-88

The Country Column

(continued from page 38)


On the surface, The Kendalls' success can be directly traced to the public's infatuation with "cheatin'" songs. And although references to "cheatin'" and "sinnin'" run rampant throughout the album, The Kendalls are pure country singers in the best sense of the word. They keep their music down to earth and simple, which is an effective counterpart to the flashy, overblown productions and arrangements most country singers seem to think they need these days. And hidden on this record is a shining jewel — "Pittsburgh Stealers" has hit written all over it.

The Statler Brothers — Entertainers... On And Off The Record — Mercury SRM-5007 — Producer: Jerry Kennedy — List: 6.98

The Statler Brothers have worked their way into the hearts of middle America... and there are a lot of those folks out there. The Statler's concerts have become automatic sell-outs and this album should do well. With impeccable harmony and years of experience behind them, The Statlers sit at the top of country vocal groups. Produced by Jerry Kennedy, this record paints a well-rounded picture of the group's artistry, "Do You Know You Are My Sunshine" and the gentle "When You Are Sixty Five" are standout cuts.


Marcia Ball is an Austin, Texas-based lady who brings the soul and sensitivity of the Texas Hill Country to her music. With producer Neil Wiburn, Ball has chosen to work with the wide range of old and new songs. She has also used material by known and unknown songwriters. With record support, Marcia has the talent and intelligence to join the ranks of Linda Ronstadt and Emmylou Harris. "Leaving Louisiana In The Broad Daylight" and "Circuit Queen" highlight this album.


Larry Butler manages to dress up country music with pop flavor without destroying the basic "feel." And this is definitely the case on Billy Jo Spears' latest album. Billy Jo is a versatile vocalist who can slip easily in and out of pop and country music, although her staple is country. She tends to record songs with a strong storyline, such as "Lonely Hearts Club" and "His Little Something On The Side." "The Lovin' Kind" is also a recommended cut.

Dolly Parton — In The Beginning — Monument MG 7623 — Producer: Fred Foster — List: 6.98

Dolly has come a long way since her Monument days back in the '60s, but these tracks are not bad at all. In fact, it's interesting to note the strains of pop influence which run through her music even at this early stage. Her voice sounds thin, but the songs (all written or co-written by Dolly) are surprisingly good. "Fuel To The Flames," "Put It Off Until Tomorrow," and "As Long As I Love" are excellent cuts which stand up well today.


Capitol believes Kenny Dale has the makings of a major country entertainer, and he is enjoying quite and more chart success. Dale's newest album could give his career another boost if this is a strong, solid effort. There are no flies here, just good country music. And Kenny's voice is precisely suited for his laid-back, easy-listening singing style. Along with the title cut (currently on the CB chart), the classic "Swingin' Memories" and "The Loser" round out this well-produced album.

Helen Cornelius

Gustav's Red Sovie, encouraged by the success of "Lay Down Sally," has decided to hire The Rolling Stones to open his concerts on an April tour.

MCA's Jerry Clower and Steve Martin, long-time admirers of one another, had a chance to chat during the Grammy Awards in Los Angeles. The two came up with a joint album project to be recorded on the "Knock Em Out/Crazy Kind Of Guy" label. The album name? Try "Excursions With Me, Marcel Ledbetter."

PALLINOMI PALS — Hank Williams, Jr. was joined by friends from Warner Bros. Records after his recent engagement at the Palomino Club in North Hollywood. Pictured backstage above and below are (L-R) J.R. Smith, Williams' manager; Robie Rothman, WB producer; Chris Williams, WB county division coordinator; Williams; Nola Leane, Warner/Curb general manager; Bob Morris, WB publicity director; and Richard Whithorse, Warner/Curb vice president for business affairs.

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Chris Taylor

Kendalls’ ‘Heaven’ Hit Brings Label Into Nash. Mainstream

(first page)

faire invitations to DJs, distributors and press advertising a “swingers” party. This novel is based on a true story, is written in Phillips’ new roar. Now, Scohy plans a strong campaign to break his single.

"It’s a low-key, down-and-dirty album," Phillips said. "It’s a good record. Now we have to do everything in our power to hit that record on the phone and in the field, and we have a weekly activity sheet that goes out to the traders, radio stations, one-stops and all of our distributors and key accounts. It has a recap of all the trade shows, all of the promotions and our products on our packaging. This kind of flow of information to the people who move our products is our selling records. Of course, The Kendalls had a ‘people’s record’ that wasn’t planned. But we knew what to do with it when it did break, and now we are taking the new record to the top.”

First Single

Ovation released its first country single, “Making Believer” a year ago. Covered by Emmylou Harris, The Kendalls’ version charted in the 70s and stayed. But “Heaven’s Just A Sin Away” came along and everything changed for the better.

Up until January of this year, Ovation had no hits here, and quite suddenly, the label was the sole representative for Ovation in Nashville. Sun had promoted “Heaven” as an independent promoter and only joined Ovation as a full-time employee last December. And at the time The Kendalls signed with Ovation in late 1976, they were signed to a label deal with Noelle, a small record company, that gave them free reign of all their label’s power, and they could sign a deal with one of the major labels. Schory, who had been a largely unsuccessful independent producer hero for nearly three years, has had a hand in helping the Kendalls to Ovation. But success has changed everything from top to bottom for Fisher and the entire Ovation organization.

THE COUNTRY MIKE

HAS TOM ALLEN BEEN FOUND??? — The strongest and most reliable rumor of the week indicates that heavy changes are in the air at the big D... WDEE/Detroit. Sources say that Tom Collins is out as operations director, with Tom Allen, formerly of KBOX/Dallas, to take the helm. Collins was a rock disc jock when you learn that WDEE’s owner, Global Broadcasting, has recently been purchased by Combined Communications, which also owns KIS AM & FM/Los Angeles, among other radio and TV stations. The president of Global promises fusion, but says WDEE hasn’t learned of any changes to be made by Combined. Cash Box was unable to locate the president of Combined for comment, but we should know something by next week... so stay tuned.

KSON/San Diego sponsored the show with a $1,000 check, making the combined numbers of KQOK AM & FM by a full share and a half. The new lineup at KQOK features a new all night jock, Bill Hoover midnight-6. The rest of the talent looks like this: Dave Martin 6-9; Bill Corey noon-9; Chris Taylor 9-3; Peopleman 3-6; and Terry Bartell.

CFGM/Richmond Hill, Ont., has been running some veteran titles correctly... such as "the Why Does Don Williams Always Wear A Hat" contest. Music Director Joe LeFrense has implemented a new day for music calls. LeFrense will take calls on Tuesday and Thursday at 416-967-1210.

WMQA/Chicago is gearing up for what seems to be the biggest and most extensive bumpersticker campaign ever. MAQ has had over two million bumperstickers printed to give away to those going to the eight-city Chicago metropolitan area. The ‘WMQA’s Going Make My Rich’ stickers, when spotted by a WMQA “Q-Truck,” will be worth a valuable prize to the driver. The station plans to run the promotion through next fall in conjunction with one of its sponsors.

A major yearly journalism award given by the Texas Municipal Courts Association is being named for the late Frank Boardman, who was news director for KENW/Houston at the time of his death. Boardman died last March after a broadcasting career that spanned liminal.

WTOS/Madison will be sponsoring “County Against Cancer” at the Dane County Coliseum on May 27 to raise money for the American Cancer Society. WTOS needs county, country and rock and roll for the evening. The society will provide transportation, hotels and all meal expenses for any artist willing to help them out. If you know somebody who might be interested, please have them give Andy Witt a call at 608-274-1070.

If you’re looking for a laugh, call the KUDJ Doug Collins music line sometime when Collins isn’t there. He loves some strange messages that will come-a-phone at 608-372-2412.
A number of top record industry executives were on hand for the recent NARM convention. Pictured (l-r) are: Walter Yetnikoff, president of the CBS Record Group; Bruce Lundvall, president of the CBS Record Division; Ahmet Ertegun, Atlantic chairman; Mrs. Yetnikoff and Ron Alexenburg, senior vice president and general manager of Epic, Portrait and the Associated Labels; Irwin Steinberg, president of Polygram Record Group; Jimmy Tenner, president of Millennium Records; Joyce Bogart, co-manager of Donna Summer; Neil Bogart, Casablanca president, and John Cohen, newly-elected NARM president.

One of the highlights of NARM was the awards presentation. Pictured (l-r) are: David Lieberman, winner of the Rack Jobber Of the Year award with former NARM president George Souvall; Walter Lee, Capitol's national sales manager with Paul David of Stark Record and Tape Service, the winner of the Retailer Of the Year award; Wayne Newton presenting a record award to Ed Rosenblatt, Warner Bros. vice president of sales and promotions, and Joe Cohen, executive vice president of NARM, presenting the gavel to 1977-78 NARM president George Souvall. The awards presentations were made March 22.

When not busy attending seminars or watching award presentations, label executives could often be found chatting with artists. Shown (l-r) are: Donna Summer and Casablanca president Neil Bogart; Jane Olivor and Walter Yetnikoff, CBS Records Group president; E/A chairman Joe Smith and Harry Chapin; Bob Greenburg, vice president and general manager, west coast, Atlantic with Leif Garrett and WEA president Henry Oraz.

NARM attendees were treated to performances by a number of recording artists whose styles reflected the entire musical spectrum. Among the performers were (l-r): Donna Summer, Dolly Parton, Anthony Newley, Wayne Newton and Al Hirt.
Ball Park Thrills Abound In Midway's New 'Extra Innings' Baseball Game

CHICAGO — Commenting on the release of "Extra Innings," Midway's new video baseball game, the firm's director of marketing Stan Jarocki noted that, "It is a basic goal here at Midway in the creation and design of a baseball game to design a feeling of realism into each new game. Through imaginative use of graphics, sounds and an accurate representation of its real life counterpart, Extra Innings is a good example of this. It has a real take me out to the ballpark atmosphere," he continued, "from the opening musical refrain of the same name, through the cheering crowd and 'charge' sounds, to the clanging of the Night Riders. The player really gets the feeling that he is at the old ball park."

Extra Innings will accommodate one or two players and has two distinctive new features which, the factory folks, sets it apart from its predecessors. The first actually inspired the name of the game since it enables players to earn a bonus inning. This is accomplished by having the 'out' letters in the word M-I-D-W-A-Y which is spelled out across the outfield. The second key innovation is the special bonus scoring feature. In this, the word SPECIAL lights up on the playfield, at random, signifying that the next pitch offers a bonus score. If the player gets any safe hit while the special feature is lit, the scoring is doubled.

The game also has an "easy-hard" switch which is set at the operator's option. If "easy" is used, the player is allowed to light up the MIDWAY letters in sets of two rather than individually and a double score is earned for any kind of hit up to a home run.

Communication Stressed At 4th Atari Distributor Meeting

PEBBLE BEACH, CA. — More than 100 distributors from around the country gathered at the Del Monte Lodge here March 12-15 for the fourth annual Atari distributor meeting. The purpose of the meeting, according to national sales manager Frank Ballou, was to "get more communication with our distributors by bringing them all together as a unit to hear their problems and suggestions."

The informal activities began on Sunday as the participants were bussed to Atari founder and chairman Nolan Bushnell's nearby estate for a western-style barbecue. Later that evening a cocktail party and buffet was held at the Del Monte Lodge. Monday's business meeting was devoted exclusively to a customer service presentation to full-line distributors with Atari's new parts and support procedures. Among the company executives who addressed the group were sales chief Ballou, field service manager Don Smith, seminar manager Fred McCord and customer service representative Dave Tucker. Engineer Noah Agin gave an update on the latest technological developments at Atari.

Market Expansion Tuesday's session was focused on marketing. It was pointed out that, in addition to its extensive year-round advertising and promotions campaigns, this year Atari will exhibit at a dozen or more major trade shows in an effort to expand the market for coin-operated amusement games.

"At these shows we're selling Atari equipment but also doing a service to the entire industry," said Ballou of Atari's intensified convention activities. "The only way we are going to sell more games is to develop new players and new locations."

In addition to Ballou, the group heard presentations by eastern regional sales manager Howard Rubin, western regional sales manager Don O'Steen, marketing services manager Carol Kanter and marketing research analyst Colette Weis.

The final business meeting closed with speeches by top Atari executives on the direction of the company and the future of the industry as a whole. Chairman Bushnell addressed the distributors, along with president Joe Keenan and marketing vice president Gene Lipkin.

Throughout the three-day meeting there were numerous social activities, including golf, tennis, sightseeing and backgammon. A gala cocktail party and new product presentation Tuesday evening was followed by the annual awards banquet and dance.

The event was coordinated by western regional sales manager Osborn, who is already at work scouting possible locations for next year's meeting.

Gottlieb Releases 'Sinbad' 4-Player

CHICAGO — The newest solid-state four-player pinball machine to come off the assembly line at D. Gottlieb & Co. is a model called "Sinbad," which is equipped with the noted Gottlieb/Rockwell solid-state control system.

Moveregs will recognize the colorful and dramatic graphics of the machine from the recent Columbia Pictures film "Sinbad and the Eye of the Tiger." As reported in the March 25 issue of Coin Machine, Gottlieb has launched a promotional tie-in with the movie and will shortly make available to its distributors a special Sinbad poster.

The game's playfield action centers on 10 drop targets of various colors, which can activate the multiplier values and light the top roll-overs for super high score, extra ball and replay. The machine has a new multiplier bonus scoring feature allowing for two, three, four and five times bonus. Bonus scores can be advanced up to 75,000 points.

Operators can view the new model, which is being displayed in factory distributor showrooms.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. WITH A LITTLE LUCK WINGS (Columbia 3-1078)
2. MOVIN' OUT (ANTHONY'S SONG) BILLY JOEL (Columbia 3-1078)
3. STRANDED IN LONDON LEE PETERSON (Columbia 3-1071)
4. UNCHAINED MELODY SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCA PB-1127)
5. YOU'RE THE ONE THAT I WANT OLIVIA NEWMAN JOHN JOHN TRAVOLTA (Isld 891)
6. WEREWOLVES OF LONDON WARREN ZEVON (Elektra 4547)
7. BALTIMORE 8 BRUCE SPRINGSTEEN (Columbia 11212)
8. COUNT ON ME JEFFERSON STARSHIP (Goin' 11-1196)
9. DEACON BLUES STEELY DAN (Atlantic 21353)
10. IT'S A HEARTACHE DONNY TYLER (RCA PB-1129)

TOP NEW COUNTRY SINGLES

1. IT'S ALL WRONG BUT IT'S ALL RIGHT DOLLY PARTON (RCA PB-11240)
2. IF YOU CAN TOUCH HER AT ALL WILLIE NELSON (Columbia 3-1123)
3. DIVERS DO IN A LIMBO PAUL SIMON (Columbia 3-10701)
4. UNCHAINED MELODY SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCA PB-1127)
5. THE POWER OF POSITIVE DRINKIN' MICKEY GILLEY (Playboy 5876)
6. NO, NO, NO ID'D RATHER BE FREE AL RALPH JR (Warner Bros. 8541)
7. I'M GONNA LOVE YOU ANYWAY CRISTY LANE (RCA PB-1124)
8. FOUR LITTLE LETTERS ELLA PARTON (Elektra 4548)
9. THIS IS THE LOVE, SONNY JAMES (Columbia 3-10703)
10. SHE CAN PUT HER SHOES UNDER MY BED ANYTIME JOHNNY DUNCAN (Columbia 3-1084)

TOP NEW R&B SINGLES

1. OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century 2365)
2. LOVELY NIGHTS BILL WITHERS (Columbia 3-10702)
3. SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy 819)
4. EVERYBODY DANCE CHIC (Atlantic 3450)
5. ON BROADWAY GEORGE BENSON (Warner Bros. 8542)
6. IF YOU ARE, YOU ARE CURTIS MAYFIELD (Curtiss 035)
7. I FEEL GOOD AL GREEN (Crest 78511)
8. STAY RUFUS CHAKA KHAN (Atlantic 1234)
9. KEEP ON DANCING JOHN HORROR (Columbia 3-10796)
10. TAKE ME TO THE NEXT PHASE THE ISLEY BROTHERS (Epic/Teach 227)

TOP NEW MOR SINGLES

1. I'VE NEVER BEEN TO MARY MACGREGOR (MCA 8767)
2. THE LAST OF THE ROMANTICS ENGELBERT HUMPERDINKER (Epic 5-00526)
3. NO ONE GAVE ME LOVE TOM JONES (Epic 5-00526)
4. STRANDED IN LONDON LEE PETERSON (Columbia 3-1071)
5. TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10893)

Bally To Proceed With Casino Plan

CHICAGO — Bally Manufacturing Corp. will proceed with its plan to build and operate a $38 million hotel-casino complex in Atlantic City, N.J., despite legislation passed in the state that, the company feels, will restrict its financing options.

"Bally has sought informal long-term mortgage financing, but that possibility — in the company's view — has been seriously affected by legislation passed on Monday," said William T. O'Donnell, Bally president.

"Bally may now have no alternative but to finance the project through a limited partnership of Eastern investors and resources and other forms of debt financing," he added.

At the same time, O'Donnell said a recent press report that Bally would "probably withdraw" its application for a casino license was "erroneous."

Bally's decision was reportedly prompted by assurances from New Jersey legislators and other government leaders that if its concerns were "well-founded, the act would be changed to meet industry needs."

O'Donnell was referring to an amendment to the casino law passed by the legislature last signed by Gov. James Florio, which, under certain circumstances, authorizes the appointment of a conservator of not only a casino but the hotel as well.

O'Donnell also said that Bally is concerned that other potential licensees "not as financially strong (as) Bally" may be discouraged from the narrowing financing alternatives caused by the amendment — and this could hurt the industry.

O'Donnell said other companies shared Bally's concern at the Trenton hearings last week and urged "the deletion of the conservatorship provision as Bally had suggested."

'Sinbad'
CHICAGO CHATTER

Watch for the new 100-selection phonograph being introduced by Seeburg. Model is called "Celesta" and it's a real beauty.

The AMOA audio-visual slide presentation has been a featured attraction recently at many a state association meeting, with AMOA's president Don Van Brakel serving as moderator. Don, as we all know, was instrumental in putting the entire program together and it is really a very interesting and informative presentation, which concisely defines the various aspects of the coin machine industry. The package can be purchased through the AMOA office.

The newly released Bally "Mata Hari" pinball machine has certainly made an impact on the European market, as we learned from Tom Nieman. To sing out Germany, for instance, Bally's initial order has been the largest to date from this country. Domestic deliveries are scheduled to begin in mid-April and, based on U.S. distributor reaction, the machine should be among the strongest sellers of the season.

EMPIRE DIST. is moving its Chicago headquarters to a new location at 2828 N. Paulina. District Director Jerry Marcus tells us they hope to be settled in by June and everyone's really looking forward to moving into the large, one-story building which has great accommodations for offices, showroom, and all departments — plus plenty of parking and even loading docks. Additionally, the new location is much more accessible for customers.

Gottlieb's MARKETING VEEPEE Marshall Caras just returned from a whirlwind trip to Florida where he visited with many distrbs and heard all sorts of great things about the factory's new "Sinbad" four-player. Also the subject of high praise, he said, was Gottlieb's "Cleopatra" pin, with many citing specific experiences of the machine's outstanding reliability. Marshall anticipates a good spring selling season for pinballs — especially Gottlieb models.

BRAND-NEW FROM MIDWAY Mfg. Co. is an exciting video baseball game called "Extra Innings." A real sign of spring, we might add. Anyhow, firm's director of sales Larry Berke said that sample shipments to Midway distrbs have been in process so watch for it... Incidentally, belated but kudos to Larry and his wife, LaVerne, on the March 10 celebration of their 20th wedding anniversary. The big day was doubly exciting in that Larry's in-laws, Mr. and Mrs. Phil Schwartz, celebrated their 50th at the same time. Mr. Schwartz is quite well known in the coin machine industry, having been an active member of it for more than 40 years.

EASTERN FLASHES

Robert Jones International—Syracuse is planning a gala birthday party to celebrate the start of its fifth year in business. The big event will take place on Sunday, April 3, from 2-8 p.m., at the Syracuse office (601 Thompson Road, North) and, as RJL's Tony Procopio noted, it'll be a fun-filled afternoon with games, prizes, food, drinks and all the trimmings — so ops are invited to bring their wives and children along.

AL KRESS OF Coin Machine Dist., Inc. tells us he's enjoying brisk business these days at both his Peekskill and office and the recently opened Long Island branch. Customers are finally able to get out and do some shopping, he said, without being hampered by bad weather. An extra hand out there during spring vacation was fourth quarter Kathy Kress — daddy's little helper.

Larry Gordon and Peter Betti are back at the No. Bergen premises of Betson, after traveling to the west coast to attend the big Atari distributors meeting. Present business, Jerry tells us, is very good. The distributor's been moving a lot of Rock-Ola phonos — namely, models 474, 471 and 468. Shinn's new "Stars" pin is selling out extremely well and we hear that the novelty shop "Brushes" is now we're.through its "Sprint 1" and Midway's "Gloves" upright are among the hottest, most consistent sellers of the moment.

BOB CATLIN OF ROWE-ALBANY tells us that the first factory sponsored phonograph service school will be coming up very shortly in Grand Rapids, Mich. Dates are April 18-22. Rowe schedules these courses on a regular basis throughout the year as a special service to its distrbs and customers, and the classes are generally held in Grand Rapids.

CALIFORNIA CLIPPINGS

The previously announced changes in principals and management have been effective at El Cajon-based Cinematics, Inc. (Cash Box, Jan. 28, 1978) have taken hold and the systems are apparent in place. That impression is the result of a conversation last week with company president Jim Pierce, who noted: "A lot of good things have been happening. Just seven weeks ago, we had a sales force of two. Now we have a force of ten. "Spunts Holly" is off the line. Real estate and demand has increased since it has been in the field." New names:—

The recent C.A. Robinson company Midway service school drew an estimated 300 operators and servicemen to the district's Pico Blvd. showroom for another outstanding presentation by Midway's Andy Ducey. The session focused on electronic troubleshooting and repair with two new Midway games — "Extra Innings" and the company's first color video model, "Sea Wolf II" — on prominent display. A footnote worth mentioning: Andy's afternoons presentation was interrupted unexpectedly by a singing telegram in honor of C.A. Robinson president Al "Mr. B." Betteman's birthday.

An Atari Home Video Pinball game was the top prize in the recent Timo 2000 pinball tournament, hosted by Pinball Wizard Game Center, Davenport, Iowa. The winner was 19-year-old Steve Behrens of Davenport, who bested 15 other finalists with a score of 213-630 on Atari's "Timo 2000" solid-state pingame. According to game center president Dick Gallaway, "These tournaments are a good way to increase player enthusiasm and they stimulate interest in the sport of pinball.

New Sorter/Counter From Brand Lets The Operator Set Coin Stops

WATERTOWN — A new coin sorter/counter for banks, savings and loans, vending companies and other high-volume money handling firms that allows the operator to set the amount to be counted and to determine to whom the coins are delivered to each bag, was announced by Brand Inc.

The Model 936, scheduled for April production, is available in two breadboards — including Watertown, Wisconsin, stops automatically when the desired quantity of coins is reached. The operator sets bag stops make the machine particularly flexible and adaptable to any coin-counting operation.

Controls are easily set, and the operator is free to perform other tasks while the 936 is sorting, counting and totaling up to 600 coins per minute. Mixed coins from the hopper are handled in one operation.

The new Brand unit has a memory which always retains an accumulative total, and an instantaneous electronic readout giving batch and accumulative figures. Back-up mechanical registers by denomination add to the operator's total control, according to the manufacturer.

The 936 is finished in a soft desert tan color to enhance a variety of settings. It stands 20 inches deep, 19 inches wide and 25 1/2 inches high, and weighs 115 pounds.

Optional equipment includes an automatic feed holding up to 19,000 coins. An optimum load of coins is automatically regulated and maintained.

Also available is a Model 946 printer to record coin totals, and a security stand in which bags hanging from the machine are locked.

All Brand equipment is constructed for precision, durability and long life. Machines are backed by service provided through factory-trained specialists nationwide.

For further information about the Model 936 and its capabilities, contact Brand, Inc., Watertown, Wisconsin 53094.

Criner Appointed At Beatrice Foods

CHICAGO — Gary Criner has been promoted to vice president—controller for Beatrice Foods Co.'s Dairy, Soft Drink and Agri-Products Divisions, it has been announced by William W. O'Grady, president of theBeatrice Foods corporate executive vice president.

Criner, who has been serving as assistant controller to the president of the Western Dairy and Soft Drink and Agri-Products Divisions, in his new position will be responsible for the accounting programs and procedures for the three divisions.

CRINER APPOINTED AT BEATRICE FOODS

A graduate of Northwestern University with a major in business, Criner joined Beatrice Foods in 1962 as a member of the corporate office accounting staff. In 1964, he moved to Denver as controller of the company's Waukon, Iowa, dairy plant and then advanced to controller of the Chicago butternut division of Beatrice Foods.

In 1969, he returned to the Chicago General Office headquarters as a staff auditor, advancing through various staff positions to become senior auditor and audit supervisor.
Williams Schools Stress Participation  

CHICAGO — Since the introduction last year of its first solid-state pinball machine, “Hot Tip,” Williams Electronics, Inc. has been conducting a steady succession of service schools in an effort to familiarize distributors, operators and service personnel with all of the specifics of the new system. The special program of instruction was launched with the intention of initially being able to provide the course for Williams’ entire distributor network.

Recent Williams seminars included the following:
- On Feb. 16, Williams’ instructor Paul Dussault conducted a service school at Eastern Music in Philadelphia.

Williams’ instructor Paul Dussault () conducts a service school at Eastern Music in Philadelphia.

Dussault, assisted by the factory’s Jim Kline, conducted a day-long session at the Columbus, Ohio branch of Cleveland Coin International. The school ranked as one of the district’s most heavily attended.
- More than 160 attended the two schools sponsored by Sefco, Distg. Co., Inc. in the firm’s Sterling Elite series of two-piece, four-player. Student participation is a very important factor during the session and many even spend their break time at the machines.
- Williams’ initial solid-state seminar in Chicago likewise drew heavy distributor representation. Sefco staffers who completed the course included Ken Mullinix, electronics technician; Harry Baumbecher, operations manager and Nick DiSebastian, manager-electronics group.
- Eastern Music Systems Corp. of Philadelphia sponsored two schools on Feb. 27 and 28, and 100 service people representing about 50 operating firms were in attendance.

Brunswick Introduces New Billiard Supply Line  

CHICAGO — The consumer division of Brunswick Corporation has introduced its extended line of billiard supplies for 1978. Included in the group are two laminated cues — the M-11 and the Willie Hoppe Commemorative — which are extensions of the firm’s Sterling Elite series of two-piece cues. Also included are the Professional Series of two-piece cues — comprised of the Tital which is a four-prong cue of solid maple and ebony stock, and the Richmond and Imperial eight-prong cues. A new one-piece cue, the Autograph, is available in standard 57-inch length and a 58-inch model.

Two net sets of billiard balls have been added to the Brunswick line this year — Vitalite, which are preferred for tournaments, and Casino, a new and simple idea in eight ball, according to the company. The latter set is made up of seven red and seven yellow balls, an eight ball and a cue ball, and is considered to be ideal for commercial billiard rooms.

Midway Announces New ‘Extra Innings’ Video  

(continued from page 29) 

run while the bonus light is on. When the switch is set at “hard” the player must light up the letters with six hits and, in addition, must hit a home run in order to double scoring when the special light is on.

The game abounds in humorous other play features which are characteristic of the popular American sport — hits, walks, errors, strikeouts, double plays, etc. It is adjustable to one, two or three innings with multiple pricing combinations. Dimensions are 67 inches high, 26 1/2 inches wide and 32 inches deep and the model has a 23 inch mounting. The complete coin changer and a microprocessor system with built-in Rom and Ram testing. Cabinet graphics and design attractively depict the sport.

“Baseball fan or not,” Jarocki concluded. “Extra Innings is exciting, competitive and full of fun, like a game should be.”

Seeberg Announces New ‘Celestia’  

CHICAGO — A dramatic galaxy of colors and lighting, combined with futuristic design and touches of chrome and sparkling silver, are among the visual enhancements of the new Seeberg “Celestia” 100-selection phonograph, which is currently in production at the factory. The model is designed for the location with space limitations. It features solid-state circuitry with 10-button digital selector.

The sound system consists of two top mounted, Dynasonic horns and two 12-inch base mounted woofers for a broad musical reproduction which should be suitable to the acoustical needs of the location, according to the factory.

The decorative title display is easy to read and the model’s “equalization feature” is designed to accommodate all of the current recordings. Celestia has built-in provisions for volume control and the exclusive Seeberg Tonomat Memory Unit.

Optional accessories include the noted Seeberg Remote Volume Control as well as the self-contained solid-state paging system which readily plugs into the

1978 State Association Calendar  

Mar. 31-Apr. 1: Music Operators of Michigan Assn.; annual conv.; Michigan Inn; Southfield, MI.
Apr. 7-9: Florida Amusement Merchandising Assn.; annual conv.; Marriott Olym- pic Villas; Orlando, FL.
April 14-16: Wisconsin Music Merchants Assn.; annual conv.; Playboy Club; Lake Geneva, WI.
June 2-3: Ohio Music & Amusement Association; annual conv.; The Columbus Hilton Inn; Columbus, OH.
June 8-10: Music Operators of Texas; annual conv.; La Quinta Royale, Corpus Christi, TX.
Sept. 15-17: Ohio Coin Opera- tors Assn.; annual conv.; Sheraton Center; Charlotte, NC.
Sept. 22-23: Amusement & Music Operators of Virginia; annual conv.; John Marshall Hotel; Richmond, VA.

Bally To Proceed With Casino Plan  

(continued from page 29) 

Bally is one of the two companies to file an application for a permanent casino license.

Aquations  

Bally has purchased the Dennis Hotel in Atlantic City and has a long-term lease on the Marlborough-Blenheim, two of the resort’s major properties.

The company said it is confident it will satisfy the very stringent requirements of the New Jersey Casino Control Act, and is hopeful that its June 1980 target date for opening its hotel-casino complex will be met.

Cash Box/April 8, 1978


IMMEDIATE DELIVERY — Hollywood routers, Bally Bingo Control Meters, Bally G-K Games, Table, Poker Decks, Draw Machines, etc. Low prices, shipping included, see our color ad in the March 1986 issue of CASINO. Address inquiries to: W. Norwood Associated, 2 W. Norwood Rd., Livingston, NJ 07039. (201) 992-7858.

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FOR SALE: Rock-Ola 564 washbox $100, Rock-O-Palmas 1722-5, 1726, 1725, 1769 each $50, 2006 each $50. P.O. Box 248, Sun City, Ariz. 85273.


FOR SALE: 100% new listings of Rock-Ola, Rock-O-Palmas and many others. $250.00 for 100. Full color, 7.5" x 10" pages. Address inquiries to: STRATO Vending CO., P.O. Box 113, Rocky Mount, VA 24150.

FOR SALE: Seeburg De Luxe Automatic, Gatlin Bros. Target Alpha, Abra Dabra, Spin Shot, Atlanta, William. Inform: 739-2542. We also sell Rock-Ola and Electronix service manuals, etc. P.O. Box 37203, Houston, TX 77231.


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The next CTI release will hit in early April. The release will include a new LP by Idris Muhammad and CTI debuts by Nina Simone and Yusuf Lateef. From Atlantic comes "The Vibration Continues" by Rahsaan Roland Kirk. The two-LP set is a retrospective of the years 1966-76. Ellis Larkins, one of the best New York pianists, begins a run at the Carnegie Hall Cabaret April 3.

Tomo Records will issue a double album shortly, titled "A Tribute To Monk & Bird." Featuring Thad Jones, Cecil Bridge- water, George Lewis, George Adams and Lenny White. The music was arranged by Helmer Stahler and produced by Michael Cuscuna. A new Benny Golson forthcoming from Columbia very soon. Also on the horizon is the first LP by the CBS All-Stars with Steve Khan, Tom Scott and Billy Cobham. George Coleman and his band plus Irene Reid did another bash at the St. Charles Auditorium in Harlem last week. Red Norvo's latest Famous Door album is "Red In New York." Featured are McCenna, Scott Hamilton, Richard Davis and Connie Kay. Percussionist Ray Mantilla is working on his first LP for Inner City. Jeremy Steig is playing on the date and producing it. Others involved are Karl Ratzer, Eddie Gomez and Joe Chambers. Koko Taylor, the best of the blues ladies, is finishing up her next Alligator album. New LPs from Nessa include Ben Webster. "Did You Call?" and "Air Time" by Air. Bob Porter Summer Music Seminar Set For Montreux

MIAMI — The University of Miami School of Music is preparing what it terms the "Mon- treux Music Encounter" to run concurrently with the Swiss Montreux International Music Festival. It will be held at Chalot School overlooking Lake Geneva. The event will take place July 2-30, 1978, offering a unique opportunity for students, teachers, musicians and technicians to sharpen their skills in jazz techniques, recording procedures and the intricacies of the music business.

Montreux Music Encounter is a program of the world renowned University of Miami School of Music in cooperation with the Montreux International Music Festival, Mountain Recording Studios and NARAS Institute, the educational arm of the National Academy of Recording Arts and Sciences. Permanent faculty members are:

Montreux Music Encounter is offering two separate attendance packages. Package one includes airfare from the U.S., meals, course materials and a pass to jazz week at a cost of $1,495. Package two, designed for Europeans, includes everything but the airfare at a cost of $995. Enrollment is limited. Further information can be gained through contacting the University of Miami School of Music, P.O. Box 248165, Coral Gables, Florida 33124.

JOY OF JAZZ — Columbia recording artists Ramsey Lewis and Freddie Hubbard performed recently at Avery Fisher Hall in New York. Pictured backstage after the show are (l- r): Rich Chiaro, Lewis' manager; Bruce Lundwall, president of CBS Records Division; Lewis; Don DeVito, vice president of talent acquisition; Hubbard; Dr. George Butler, vice president of Jazz/Progressive A&R for Columbia Records; and Jim Fisher, director of A&R, east coast, for Columbia Records.

JAZZ ALBUM PICKS

LOVELAND — Lonnie Liston Smith — Columbia JC 35322
Producers: Bert deCoteaux and Lonnie Liston Smith — List: 7.98


The second release in Lionel Hampton's new "Who's Who in Jazz" series features "the drummer's drummer" with an eight-piece combo on newly-recorded (1977) material. The band wastes no time getting down to business, launching immediately into "Moments Notice" and "Second Tune," two swinging bo-bo charts. Throughout the session, Hampton's vibes compliment Rich's masterful percussion to lend a light, airy quality to each of the songs.

FIGURE AND SPIRIT — Lee Konitz — Progressive 7003 — Producer: Gus Staffas — List: 7.98

Konitz teams his alto with the seldom-heard tenor of Ted Brown and a soaring rhythm section (bassist Rufus Reid stands out). The material is original but based on standard changes in the best tradition of the Lennie Tristano school. Solid inventive playing by all concerned and a splendid debut for this newly re-issued and (potentially) significant label.

GLIDER — Auracle — Chrysalis CHR 1172 — Producers: Teo Macero and James Dills - Process — List: 7.98

Auracle's debut album shows the youthful group can handle a variety of styles, from jazz-rock through straight jazz and fusion. The sextet consists of highly proficient instrumentalists, with Steven Rubenstein holding the ever-present vibraphone, Steve Holley (trumpet, flugelhorn) and Stephen Kujala (woodwinds) making up the front group. Their hard work and determination show on this excellent debut.
Fitzgerald & Hartley Striving To Advance Artists Careers

(continued from page 19)

Is in headlined work company want assistant that own on March 10)

In we would say a solo album's establishment, foundation to together in all other the recent months.

And the Fitzgerald and Hartley Company recently finalized an agreement with Quincy Jones Productions/Mellow Management for direct involvement with the management of the Brothers Johnson. As the partners explained, they are working very closely with Jones and Eckstine in developing other artists as well.

"What we've established in the first seven months of this company," explains Fitzgerald, "is a foundation for us to do anything we want to do. Our clients have someone to put it all together for them and direct them; we feel that's our responsibility. Being able to put all the elements and ideas together and make them practical...making them work, whatever it takes. Never giving up—ever."

Tour In Progress

Rutus has begun working on their solo project for ABC and began touring with Chaka Khan March 17. The tour will run through May and a Los Angeles date is tentatively scheduled for June. Subsequently, the group will finish the solo album around August and after it's released, a national tour is planned. Fitzgerald and Hartley contend that they work very closely with the group, spending enormous amounts of time in the studios with them. In their opinion, the group has expanded remarkably, personally and otherwise. In addition to producing and writing (they produced their past three albums), some of the group's members are involved in projects with other artists as well.

"It's a situation in which they have really expanded their careers in terms of the three recording situations," says Hartley. "It seems real healthy, everyone is very happy and excited about it. It's good for all parties involved because it allows Rutus to musically do some things that they probably wouldn't have done in the past and I'm sure it will allow Chaka, in her solo situation, to do things that she's been wanting to do for a long time. And together it's the same as it has always been—very compatible, warm and a good working situation."

"It's a challenge for them," Fitzgerald adds, "and a good one because they are really very talented. We've found that putting creative people together goes hand-in-hand with management.

The Fitzgerald and Hartley Company recently finalized an agreement with Quincy Jones Productions/Mellow Management for direct involvement with the management of the Brothers Johnson. As the partners explained, they are working very closely with Jones and Eckstine in developing other artists as well.

"What we've established in the first seven months of this company," explains Fitzgerald, "is a foundation for us to do anything we want to do. Our clients have someone to put it all together for them and direct them; we feel that's our responsibility. Being able to put all the elements and ideas together and make them practical...making them work, whatever it takes. Never giving up—ever."

CHARLENE CELEBRATES — Ariola Records recently starred Charlene and celebrated the occasion with a party at Le Mon, new restaurant on Hollywood's Sunset Strip. Pictured (l-r): Mike Miller, who produced Charlene's producer; Charlene and Scott Shannon, senior vice president of Ariola Records.

The singer has been working on his second album for Ariola and is scheduled for a September release. The album will feature songs such as "Straight Time" starring Dustin Hoffman and be produced by George Harrison and John Lennon.

HARRISON LINEUP — George Harrison's new band, the Traveling Wilburys, will consist of Harrison, Bob Dylan, Tom Petty, Jeff Lynne, and Roy Orbison. The band will release its first album in the fall and tour later in the year.

THE MAGIC OF MUSIC — The Associated Press recently reported that Michelle Rooth, a 15-year-old schoolgirl who had been in a coma for 11 days after being thrown from a train, opened her eyes after hearing Roy Orbison tell her to get well. Orbison sent a tape-recorded message by plane from his home in Nashville after her parents said he was their daughter's idol and his voice might help bring her out of the coma. The doctors at the hospital said they could not tell if Michelle's response was to the message or other efforts to stimulate her brain. Before Orbison sent the personal tapes, two copies of his hits had been played at her bedside in the intensive care unit. A hospital spokesman said, "Her state of unconsciousness doesn't appear to be as deep now. We're hopeful she'll soon come out of the coma..." Texas songwriters Townes Van Zandt is working on a new album, "The Ballad of Tom Pickett," while Jim Stafford will return to the Aladdin Hotel's Baghdad room April 18-May 7, sharing a bill with Bobbie Genz, Stafford just completed another engagement at the Las Vegas hotel...The San Francisco Townsend Band will appear with Joey Heatherton April 21-23 in Las Vegas. An Irish band, The USC Trojan football team reportedly has adopted Warren Zevon's "Wolves Of London" as its unofficial fight song and even play the tune during drills...The cover story on the Rolling Stones this week in Rolling Stone's "The Rolling On Empty..." BAM (Bay Area Music) Magazine will now be available throughout California, instead of just the San Francisco Bay Area. It will also be published twice monthly. BAM also has issued its Southern California edition of The Mix, an exhaustive guide to the recording studios in Los Angeles. The Mix can now be found at recording studios and various music shops...One Man's Ceiling Is Another Man's Floor. Although Chuck Comstock will be only one floor away from his comrades at Cash Box, his new role pales with RCA's are eight floors below him. He was serving over the past 15 months as reporter, Points West author, and album and concert reviewer without peer, and most recently, accounts director. Chuck always listened to the office with his unique personality and humor. He was a joy to work with, and his contributions to the magazine will be missed...Good Luck, Chuck.
NEW YORK — NBC-TV news journalist Felipe Luciano, musicologist Joe Conzo, Latin musician Charlie Palmieri, and Andy Gonzalez of Conjunto Libre have announced an important milestone for Latin music and culture — the first Latin Roots Musical Exhibit.

Made possible by the National Endowment for the Arts and Schiltz Brewery, the exhibition will be taking place at Lincoln Center's (66th St. and Broadway) June 20—Labor Day. It is also being supported by George Wein of the Newport Jazz Festival in recognition of Latin music's contribution to jazz as a world. A permanent museum is a hope for the future.

Luciano first came to the attention of the media as host of a radio show called "Latin Roots" on radio station WRVR-FM. One of the few Latin music shows to be heard on a major English language station, it became a "must" for lovers of Latin music (today referred to as "Salsa"), Luciano got directly involved in the battle that started several years ago which inevitably led to the recognition of Latin music by NARAS (National Academy of Recording Arts and Sciences). He asked his listeners to petition the board of directors of NARAS so that "real" music would get the recognition it deserved.

An all-out effort is now being made to collect musical instruments, memorabilia, costumes and anything that pertains to the New York Latin music heritage from the 30s to the present. Tito Puente's first set of timbales, Machito's scrapbook, and many other fascinating objects will be displayed for the first time. The items will be loaned for the duration of the exhibit. Anyone who has any contributions to make can call (212) 688-3793 as soon as possible.

**Latin Beat**

This time last year Hector LaVoe toured Mexico and did very well, but his recent visit was one of Mexico's more notable events. He did SRO business in Mexico City and Vera Cruz, breaking all previous records. "Salsa" fans stood in line, but were unable to get into the venues and appeared in large numbers. It is now official: Angel Canales and Sabor De Mexico are managed by Ralph Mercade Management. Timing is important, and if ever the time was right for Canales to break through, it is now. He proved his popularity when he appeared at Roseland Dance City Market.

Celia Cruz has re-signed with Vaya Records for a five year period, and Pete "El Conde" Rodriguez has re-signed with Fania Records for the same length of time. Both artists will record two albums a year for their respective labels. "Salsa" music lovers will have an opportunity to see Venezuela's most popular "salsa" band in concert when Ralph Mercado and Ray Aviles present the group at the Fillmore Forum of Madison Square Garden on Saturday, April 15. The band, Dimension Latina with Andy Montanez, will also perform under the "Salsa Fever" concert, in New York on March 25 to kick off a two month tour.

There will be two concerts on April 15, one at 7:30 and another at 11:30 p.m. Appearing with Dimension Latina will be Pete "El Conde" Rodriguez, singing songs from his new album, "A Touch Of Class," and some familiar "oldies," and flute wizard, Fajardo, with his All-Stars, whose current album is titled "Selecciones Clasicas." Extra attention will be paid to one of the most talked about young artists on the "Salsa" scene, Angel Canales, being "El Difierente." He will be appearing in concert with his Sabor. Enamorando the concert will be Paquita Navaro and Polito Vega.

**SINGLES TO WATCH**

| MARIA CECILIA (CBS S.A. Colombia 43283) | No Digas Que Me Has Perdido (Raul Rosero) |
| Celia Cruz/Willie Colon (Vaya V 5144) | A Papa (3:49) (Vaya Publ.) (Mon Rivera) |
| CONJUNTO UNIVERSAL (Jaguar 7030) | Acucrec (Emilio Caballon) |
| LOS DINERS (CBS Mexico 7893) | Dime (Musinova) (3:11) (Nestor Pineda) |
| VICENTE FERNANDEZ (CBS Mexico 7905) | A Pesar De Todo (3:94) (Nelson Ned) |
| LOS HIJOS DEL REY (Karen 569) | El Herido (4:03) (Ismael Miranda/Jorge Millet) |
| LOS KIBOS (Cotique 298) | El Mismo (3:39) (Fania Publ. - BMI) (Adalberto Santiago) |
| DIORIS VALLADARES (Alegre 4089) | Monte Azteca (2:54) (Octavio Vazquez) |
| ANA MARIA (Top Hits 450) | Que Te Vaya Bien (Luis Cruz) |
| EDDY CASTRO (Top Hits 448) | No Haya Pasado Nadie (Eddy Castro) |
| LUIS ENRIQUE (Top Hits 449) | Mi Derrota (Andres Gutierrez) |
| ABACAXI (Epic 45255) (India) | Mi Nino (Jose Alvarez) |
| FEDERICO Y SU COMBO LATINO (Jaguar 7035) | Dale Fuera (D.A.R.) |
| DUETO CASTILLO (Epic En Mexico SC-71628) | Morena De Los Lunares (2:05) (Angel Sanchez Nava) |

**TOP 20 ALBUMS**

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<th>Los Angeles Salsa</th>
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<td>1 LOS ALVARDO</td>
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<td>2 TARDE</td>
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<td>JULIO TOLEDOIS (Alambra 38)</td>
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<td>5 EXITOS LATINOS</td>
<td>RAY CONNIFT (Caytronics 1502)</td>
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<td>8 LA VOZ DE UNA AMOR ALDO VONGES (Mexico 76006)</td>
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<td>9 LOS POTROS</td>
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<td>10 PAJARILLO</td>
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<td>11 LEO DAN</td>
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<td>12 SONORA SANTANERA</td>
<td>(Caytronics 1419)</td>
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<td>13 CHELO</td>
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<td>14 AMIGO</td>
<td>HEOBERTO CARLOS (Caytronics 10345)</td>
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<td>15 RICARDO CERRATTO</td>
<td>(Latin International 5064)</td>
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<td>16 DINGO</td>
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<td>17 VOL. #2</td>
<td>JUAN GABRIEL (Arcano 3539)</td>
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<td>18 JOYAS RANCHERAS</td>
<td>VICENTE FERNANDEZ (Caytronics CVS-1503)</td>
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<td>19 GRUPO MIRAMAR</td>
<td>(Accion 4056)</td>
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<td>20 JOSUE</td>
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**Latin Picks**

CON MUCHA SALSA — Vitin Aviles — Alegre JMAS-6011 — Producer: Louie Ramirez

Vitin Aviles needs no introduction to salsa music. He has been recording swinging tunes all his life. In fact, the Latin music industry has labeled him as the originator of the late Tito Rodriguez sound on vocals. All cuts in this album are excellent. Honorable mention goes to Ray Coen, Charlie Palmieri and Eddie Martinez for their swinging arrangements. All musicians on this album are fantastic. Without any doubt this album should go very high on Latin charts.

AHORA Y SIEMPRE — Tito Allen — Alegre JMAS-6012 — Producer: Louie Ramirez

Tito Allen's third round with the Fania Family. He has proven himself a super star since leaving Tipico 73 and Tito Puente. On this album he is surrounded by the top Latin musicians in the business. Most of the cuts are moving salsa numbers except for two boleros and one merengue. Tito Allen stands out in "Ciudad Solitaria." The album closes with a jazzy samba which is great.

LLAVES DE LA TRADICION — Ismael Rivera Y Cortijo — Tico 1419 — Producer: Pancho Cristal

Something new and old is what this album has in a reunion of Ismael Rivera and Cortijo. The difference is Ismael Rivera's vocals are not as crisp as in the original recordings. He is also not as active as in previous releases and continues their tradition of Bombos, and Plena. The best cuts are "La Solidad," "Cucala," "Borinquen Bomba Ao," and "Yo Soy Del Campo."
**RHYTHM AND BLUES**

**TOP 75 ALBUMS**

*Warner Executives Evaluate Commitment To Black Music*

**by Carita Spencer**

LOS ANGELES — Three years ago The Maters, Allen Toussaint, Larry Graham and Graham Central Station constituted Warner Brothers’ commitment to the area of black music. Now, the roster of black entertainers at the company consists of some of the industry’s top artists which include George Benson, Ashford and Simpson and Bootsy Collins. As the number of artists has grown, so has the company and subsequently their commitment to black music, according to executives of Warner’s black music marketing division.

Tom Draper, vice president and director of the division, assessed the company’s present position in relation to black music saying that the company is now a major contender for the top spot in black music. “At this point,” said Draper, “The success that we’ve had over the last two and a half years has been nothing short of sensational for a company that a lot of people, quite frankly, thought could never move into the area of black music and do an effective job.”

**Staff Increase**

Draper cited the increase in the division’s staff as a positive indication of the growth and success in black music. The jazz marketing department was recently established and there are plans to expand into the area of gospel music in the near future. “We expect a great deal of growth in those areas,” Draper said. “We are expanding from a strictly R&B base to really getting into additional areas of music that affect black people. We are becoming a total black music operation.

**“With our well rounded, well represented roster,” he continued, “and a company that has a roster with the number one pop company in the industry, we feel that we can make a practical application and draw from the success in that area by making the area of black music happen just as successfully. We’re just scratching the surface right now.”**

Eddie Gilreath and Cortez Thompson, national directors of sales and promotions, respectively expressed similar attitudes in their comments.

**Credibility**

“We are trying to bring Warner Brothers to a position that will enable us to attract artists in addition to being able to offer them more,” explained Gilreath. “We have been recognized by radio and record companies as well as artists as one of the better companies. We have that respect for going for us and we want to make sure that we don’t lose it. It is important to establish credibility in black music,” he said, “because people at one time looked at the R&B (as it was then called) business as a very shabby industry. People don’t respect it as they should have. We strive to become more professional in our approach to all facets of the industry on a day to day basis from the production of the product to the merchandising, promotion and selling of the product. Professionalism is the key to our present success and to greater success in the future.”

From a promotional standpoint, Thompson agreed that the professional approach is the best approach. Having just joined the staff (coming from WOL radio in

**WAR SPORES YOUNGBLUE** — Recording group War has been chosen to write and perform the music for the soundtrack to “Youngblood,” an American International Pictures release scheduled for release in April. The film stars Lawrence Hilton-Jacobs of “Welcome Back, Kotter.” Pictured standing (l-r) are: War’s Lee Oskar and Charles Miller; producer Alan Rich; War’s B.B. Dickerson; Jacobs; producer Nick Grillo; War’s Papa Dee Allen and War’s producer Jerry Goldstein. Shown kneeling (l-r) are: Bryan, “because actor, War’s Harold Brown and Lonnie Jordan; engineer Chris Huston and Howard Scott.

**THE RHYTHM SECTION**

**TOO HOT?** — Members of Heatwave were faced with a heated situation in Oklahoma while preparing for a date there. The engine of the limo which was to transport them from the airport to the hotel exploded and caught fire. Fortunately none of the fellows were inside and no injuries occurred. The group is presently in the southern area as a part of a regional tour and apparently smoking: “Central Heating,” their new LP, will be available next week. The single (no pun intended) “The Groove Line” and is the second Most Added R&B Single this week. What was the name of that limousine service? A showcase at a Los Angeles sound studio was a musical one, no casualties although a lot of people were affected, among them Maurice White of Earth, Wind & Fire/Kalibra Productions. The success of the company’s efforts. The group, Starburst, is headed up by saxophonist Azar Lawrence, who is producing the group in association with Andrew Woolfolk of EWF, whose younger brother Darryl is the group’s drummer. A number of other impressive musicians round out the group, including trumpet player Delbert Taylor, formerly of Gil-Scott Heron’s Midnight Band.

**MORE POWER** — Mike Jeffries is the new vocalist for Tower Of Power, scheduled to perform at the Roxy, April 9-10. Jeffries is from the bay area via one of the southern states
1. **USE TA BE MY GIRL — THE O’JAYS** — PHIL INTERNATIONAL
   WTLC, WSOK, KWKJ, WORL, WYLD, WCN, KDKA, WLOU, KRPS, WNT.

2. **THE GROOVE LINE — HEATWAVE** — EPIC
   OK-100, WBMB, WSID, WKVO, WSOK, KATZ, WORL, WCN, WOG.

3. **EVERYBODY DANCE — CHIC** — ATLANTIC
   WTLG, WGV, WSBK, WSR, WVR, WMJ, KJQ, KJOS.

4. **OH WHAT A NIGHT FOR DANCING — BARREY WHITE** — 20TH CENTURY
   WKBW, WMBM, WBMB, WSR, WSBK, WVR, WVR, DWAQ, WORL.

5. **DUKEY STICK — GEORGE DUKE** — EPIC
   WSBK, WSR, WSBK, WVR, WSBK, WVR.

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**MOST ADDED R&B LPs**

1. **WARMER COMMUNICATIONS — AVERAGE WHITE BAND** — ATLANTIC
   WCIN, WSOK, WAWB, WSNB, WNDK.

2. **LOVE BREEZE — SMOKY ROBINSON** — TAMLA
   WGPR, KSLF, WWRL, WNDK.

3. **ACTING UP — MARLENA SHAW** — COLUMBIA
   KMJQ, KKJO, WUFO.

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**MOST R&B SINGLES**

1. **USE TA BE MY GIRL — THE O’JAYS** — PHIL INTERNATIONAL
   WTLC, WSOK, KWKJ, WORL, WYLD, WCN, KDKA, WLOU, KRPS, WNT.

2. **THE GROOVE LINE — HEATWAVE** — EPIC
   OK-100, WBMB, WSID, WKVO, WSOK, KATZ, WORL, WCN, WOG.

3. **EVERYBODY DANCE — CHIC** — ATLANTIC
   WTLG, WGV, WSBK, WSR, WVR, WMJ, KJQ, KJOS.

4. **OH WHAT A NIGHT FOR DANCING — BARREY WHITE** — 20TH CENTURY
   WKBW, WMBM, WBMB, WSR, WSBK, WVR, WVR, DWAQ, WORL.

5. **DUKEY STICK — GEORGE DUKE** — EPIC
   WSBK, WSR, WSBK, WVR, WSBK, WVR.

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**Most Added R&B Singles**

1. **WARMER COMMUNICATIONS — AVERAGE WHITE BAND** — ATLANTIC
   WCIN, WSOK, WAWB, WSNB, WNDK.

2. **LOVE BREEZE — SMOKY ROBINSON** — TAMLA
   WGPR, KSLF, WWRL, WNDK.

3. **ACTING UP — MARLENA SHAW** — COLUMBIA
   KMJQ, KKJO, WUFO.
Warner Executives Evaluate Commitment To Black Music

(continued from page 47)
Washington as program director) he indicated that he was "highly impressed" and described Warners as a professional company.

"Warner has a good black roster," he affirmed. "Through the efforts of people like Eddie Griffin, Oscar Fields, and especially those in the WEA branches and the regional and local people, there exists a total campaign to really establish a name identification for Warner brothers. That is encouraging."

In his new capacity, Thompson will coordinate a staff of 15 promotion people; seven in New York and eight locals "doing whatever is necessary to get the job done." Although he has never worked in promotions before, he feels that his previous experience will be advantageous (after being on the other side) in motivating his people, supplying them with the proper tools and knowledge of how to use them. In his opinion, there are no problems in getting records played. "If you promote records to the best of your ability, you will get records played," he said.

Radio people consider themselves to be professionals at the radio level and they want to be approached by professionals," he explained. "Promoting records is not the same as it used to be. Promotion people now come equipped with information and support from their companies in terms of marketing efforts, track records, and you must have the product. Producing in itself is doing it professionally, providing radio people with all the information they can possibly use to encourage them to go on a record."

Thompson continued, saying that while black stations are a little more receptive to white product, he personally doesn't feel that there is a "problem" getting black records on white stations. Black stations, he said, have resisted the product just as strongly as white stations have resisted black product. He added, "Ultimately some records do crossover and go to the top. If one record can make it then why can't another? It's all a matter of how you go about doing it."

Gilreath injected that a station sometimes will react to exactly how much support the record company is giving to a product in terms of merchandising efforts.

In relation to Warners' custom labels, Whitfield and Curnut, Gilreath and Thompson all agree that they exist in conjunction with merchandising or promoting the product. "We work all product," says Gilreath, "I'd say, "somewhat harder than others because the product itself dictates to you what should be done with it by the amount of airplay as well as marketing, consumer and retail response." "It's a close working relationship with no distinctions. We work to deliver the records," added Draper.

In an effort to involve themselves to a greater degree with small black retailers, Warner Brothers has offered to supply the retailers with business people who will work with them to establish a better system of running their businesses. "It will be an educational process for them and us," stated Gilreath. "We try to help everyone that we involve ourselves with, making them more knowledgeable on our day to day functions and what they can do to better their career. It will obviously help us in the long run.

Pointing out that black music has always been a major influence on music in this country, Draper professed that the influence would be much greater in the future and defined its development thus far as "a stratification of black music."

"Black music is far more sophisticated now," he commented. "It's going to become more defined as we move through it and as it gains greater overall general acceptance. We are at a point now where we are about to explode. The generation of sales of over a million album units from black airplane alone is a positive sign. I expect to see that trend gaining strength in the years to come."

Atlantic Records

Live Studio LPs As Radio Promo

(continued from page 38)

The sponsoring station gets the opportunity to broadcast the disc first, and each LP begins with an introduction by a representative of the station.

Live In Studio

According to Atlantic, the series represents the first time studio-recorded live performances have been made available on disc. The LPs will not be commercially released, but will be made available to FM and college stations around the country.

Each album in the series will contain a previously unreleased song, and will feature a picture of the artist on the front cover, superimposed on a giant record label. The back cover contains production notes and other data on the artist.

An Atlantic spokesman noted that a sponsoring radio station could use its album for its own promotional purposes, including contests in which the winners are bussed to New York to attend the live show of the artist.

Atlantic currently plans the release of one LP per month. Jimmy Mack will enter the studio for a June release, and future releases will be announced.

King Elected New CCC President; Claudia Hall and SESAC Rep Speak

(continued from page 14)

on licensing users with an annual fee, the percentage of user income basis favored by ASCAP and BMI. Because of our struc- tured payments, SESAC offers young writers and composers the advantage of knowing exactly what they can expect to receive."

Distribution

Distribution of monies to SESAC mem- bers is determined by a six-factor index which includes: 1) total number of copyrights of member; 2) the diversity of the catalog; 3) the growth of the catalog; 4) the member's seniority; 5) promotion activity; and most importantly, 6) performance activity.

SESAC members include 470 publisher catalogs and 1,000 writers which repre- sent over 150,000 compositions running the gamut of music from classical to rock. SESAC has licensing agreements with 38 foreign organizations to administer and collect royalties abroad for SESAC members.

THE RHYTHM SECTION

(continued from page 47)
at an early age... hmmm. Power's latest release is "We Came To Play" on Columbia Records. Incidentally, Webster Lewis, keyboardist and conductor of the CBS Orchestra, has received an "Outstanding Male Vocalist" award. Other releases include "Let's Go All The Way," "Radio Days," and "The Whispers" single. "Let's Go All The Way" precedes their LP "Headquarters" which will be released around April-May along with "Street Corner Symphony" by Carolee Lucas. Forthcoming product is also expected from The R.Structs, which contains Challmar And The Gang of the "Soul Train Theme" fame. Product is distributed by RCA.

TAILOR MADE — Formerly Of The Harlettes, performing in the above, Apr. 12-13, will be sporting attire designed especially for them by the students of the prestigious Fashion In- stitute of Technology in New York. The ladies performed recently at the Institute and the idea for the program originated there. They'll obviously debut in "style."

THIS 'N THAT — Island Records has a licensing agreement with Omni Records, an R&B oriented label formed by Jimmy Bishop and Paul Robinson of Total Entertainment Inc. Their first single is "Who's Gonna Love Me" by The Imperials. The Main ingredient and Route Two will also record on the label which will be promoted and marketed by Island.

William "Wee Goe" Howard, former lead singer of the Dramatics, has a single on the Junior label for Ju-Par Records entitled, "You've Been A Part Of Mee," Howard, as a part of the group, was upfront on "Whatcha See Is Whatcha Get" and "In The Rain"... Vocalist Ron Preyer's single on Jimmy records is a cover version of "dandified - don't nobody" by Martha Gibbs who is also known as "The Jeffersons" television program, is involved in helping other people, other ways. She was the celebrity hostess for a radio-thon to raise money for the United Negro College Fund (UNCF), April 2 at KDIA in Oklahoma and later that same day hosted the Ninth Annual Women's At Work Organization's dinner to generate funds for the Southwestern Christian College of Texas, here in Los Angeles. April 8, Ms. Gibbs will be celebrity presenter for UNCF's Celebrity Amateur Golf Tournament at the Western Golf Course and will also present awards at Jack Gibson's Second Annual Family Affair in Atlanta, Georgia June 14-18. The awards will be sponsored by CBS Records.

LISTEN HERE — Radio stations interested in a syndicated, one hour program on nostalgic black music can write to Memory Lane Productions, c/o Senator, Atlanta, Georgia 30333, or contact Harold Lamar at (404) 349-3740 for more info.

NOW EAR THIS — The Commodores have completed their seventh wonder for Motown, scheduled for release in April. The album, which contains on a 30-day European tour of several cities beginning in Belgium on Apr. 7. Also on the show are their most recent, Three Ounces Of Love backed by the rhythm section of the group Machine. The Commodores' 1978 U.S. tour of 80 cities will begin in June... carola spencer
Hill & Gallant Get Top Junos; Rush Is Group Of The Year

by Kirk LaPointe

TORONTO — Dan Hill topped off an impressive year for himself in Canadian music by winning three Juno music awards at the annual presentation ceremonies held March 29 in Toronto.

Hill won the Best Male Vocalist and Composer Of The Year honors, and his album, "Longer Fuse," was voted Best Selling Canadian Album Of The Year. Hill’s producers, meanwhile, Matthew McCauley and Fred Mollin, won Junos for their production work on both Hill’s album and his single, "Sometimes When We Touch."

Patsy Gallant was the most prominent female recipient at the awards program, held annually to honor Canada’s most popular musicians. Gallant won Best Female Vocalist honors, and her single, "Sugar Daddy," was voted the Best Selling Canadian Single Of The Year.

Group Of The Year

Rush won the Group Of The Year award and when they gave their acceptance speech, guitarist Alex Lifeson, said, “I’d like to thank Dan Hill for not being a group.” Afterwards, the band was jubilant at winning the top group award but didn’t look at it as revenge against a critical press. “The award is nice,” said bassist Geddy Lee, “but we don’t look at it with vengeance, as getting back at the press and the media who have treated us roughly since our inception. It’s nice to see that the recording industry can ignore a critical media and vote on the merits of the popularity of our music.”

The awards ceremony, hosted by comedian David Steinberg, was televised live on the CBC television network. The awards are based on artist sales in Canada, and are voted upon by 600 members of the Canadian Academy Of Recording Arts and Sciences (CARAS).

Award Winners

The following is a list of the award winners in each category: Best Selling Album: Dan Hill, "Longer Fuse"; Best Selling Single: Patsy Gallant, "Sugar Daddy"; Female Vocalist Of The Year: Patsy Gallant; Male Vocalist Of The Year: Dan Hill; Group Of The Year: Rush; Composer Of The Year: Dan Hill; Country Female Vocalist Of The Year: Carroll Baker; Country Male Vocalist Of The Year: Ronnie Prophet; Country Group Of The Year: The Good Brothers; Best New Female Vocalist: Lisa Dal Bello; Best New Male Vocalist: David Bradstreet; Best New Group: The Hometown Band; Producer Of The Year — Single: Matthew McCauley and Fred Mollin for "Sometimes When We Touch." Producer Of The Year — Album: Matthew McCauley and Fred Mollin for "Longer Fuse." Best Album Graphics: Short Turn’s album jacket, designed by Dave Anderson; Best Classical Recording: "Three Borodin Symphonies" by the Toronto Symphony Orchestra; Best Jazz Recording: "Big Band Jazz" by Rob McConnell And The Boss Brass, Engineer Of The Year: (tie) Terry Brown, at Toronto Sound Studios, for "Hornpipe" by the Al Jolson Orchestra; Best Gospel Recording: "The Gospel Explosion" by the Gospel Explosion, Engineer Of The Year: Gordon Lightfoot; International Best Selling Album: "Rumours" by Fleetwood Mac; International Best Selling Single: "When I Need You," Leo Sayer.

The Academy also introduced its Hall of Fame awards, and this year there were two recipients, jazz great Oscar Peterson of Montreal, and the late Guy Lombardo.

Argentinian News

BUENOS AIRES — K-Tel is releasing its first record in Argentina, opening its 10th branch in the world. Richard Barley is executive vice-president and Hugo Mackinnon is sales manager. The first album slated for release is "Voyage." The first compilation album will be tagged "In Concert" and is scheduled for next month.

CBS has released the new Julio Iglesias album, "A Mis 33 Años," which has been already appearing on the charts in several South American markets, and is expected to sell strongly here. From the same company comes the second album by Daniel Magal, whose first effort, "Caro de Gritos," sold nearly 400,000 copies, an impressive figure for every market in the world and very near from the all-time mark of 450,000 held by Leonardo Faviolo and his "Fuego Mia Un Verano" single, released nine years ago also by CBS.

Phil Rose, International V.P. of WEA, has been in Buenos Aires holding talks with Nestor Selenska, president of Metrocarrera, who represents WEA in Argentina.

EMI-Odeon SA, affiliated with the EMI group in Argentina, has moved back to its old address, Mendoza 1600, Buenos Aires, with telephone number 781-4066, after about two years in downtown headquarters. New offices have been built and it is expected that the company operation will be handled there for some time, before the final move to new facilities in the city of General Pueyrredon, as reported to Cash Box by Luis Agudo, EMI’s managing director.

More moves: Cabal Records is now located at Avenida Centenario 668, in the city of San Isidro, about fifteen miles to the north of Buenos Aires, and has combined its operations with Artón Records, although the companies remain independent. The idea is to reduce warehouse and administrative costs, while giving new strength to the sales force and promotional campaigns. Cabal’s manager, Pedro Faetano, traveled to the northern part of the country for a sales tour.

RCA has signed sports announcer Jose Maria Munoz, probably the best known of this country, to record to describe the matches of the Argentine Soccer team at the upcoming World Cup, which will be held here next June. The LP is designed to be a souvenir for visitors from other countries and as a novelty item for local sports fans.

Teen chanteur Ruben Mattos is preparing a new tour of Latin America that will start next week in Buenos Aires and end in the United States, where he is preparing a new LP, which will be managed as an independent production in the area.

Corea Embarks On World Tour

LOS ANGELES — Chick Corea and his new 13-piece band are undertaking an around-the-world tour which began March 31 at the Rainbow Theatre in London and will include stops in Europe, Australia and Japan, finishing in Hawaii June 13.

First Leg

The Rainbow Theatre concert initiated the three-month long first leg of the world tour. Corea and his band played two festival dates and selected concerts through the summer and embark on a major North America tour in mid-October. The summer concert dates may include appearances at the Newport Jazz Festival, the Milwaukee Summer Jazz Festival and the Greek Theatre in Los Angeles. The Polydor recording artist’s most recent album is "Maid hydraulic."
New Distributor Formed In Japan By 4 Record Mfrs.

TOKYO — Nippon Record Center, a new record and tape distributor, was established in Japan Mar. 30, with the joint investment of four major record manufacturers and Nippon Victor Co., Ltd. The four manufacturers are Victor Musical Industries, Teichiku, RVC and Trio. Nippon Victor Co., Ltd. (parent company of Victor Musical Industries) is one of the biggest electronic component manufacturers in Japan. Nippon-Victor is contributing a 50 percent, 300 million yen share to help start the company. The other 50 percent will be supplied by the four manufacturers, according to the ratio of product handled. The company is expected to employ 400 persons. Katsunori Kasajima, vice president of Victor Musical Industries Co., Ltd., has been named as the president of the company. The purpose of this new company is to promote efficiency for the distribution business, within the framework of related companies. By the establishment of this company, the cost of distribution is expected to be reduced.

A&M UPS FUJII — Bottle Fujii has been appointed director of international production for A&M Records. Fujii, who has been with A&M for 10 years, will be responsible for production for A&M International's 45 affiliated companies worldwide.

Musidisc Signs Distrib. Deal With Grec Records PARIS — Jean Jacques Timmel, recently appointed general manager of Musidisc Records, has announced a new distribution deal with Grec Records from England, for a three year contract with this company. Arthur Brown, Steve Ashley and Isotope are among the artists scheduled for future releases under this new deal. Timmel also signed with Jorge Ben, the Brazilian artist who had a #1 album in 1976 with “No Pa’Cielo” on Phonogram, for a European distribution deal including Germany, Switzerland, Benelux, Austria and France.

New Music Magazine Set Backed By CHUM TORONTO — A new youth lifestyle magazine is being started up in Toronto, with financial backing coming from CHUM Limited.

The publication, called The New Music Magazine, will be a full color glossy magazine, featuring articles on music, fashion, theatre and other areas of interest to youth.

“We found a tremendous void in the market from 18-30, where they aren’t being serviced properly,” said Ron Waters, assistant editor of the magazine. “Our magazine will be guaranteed to be read. CHUM is just an investor. We have absolute artistic control.”

The magazine will likely start publication by the summer.

Redwood Wins Its Case Against Feldman & Co.

LONDON — On the 24th of February High Court judge Mr. Justice Goff gave judgment in favor of Redwood Music in a case bought by Redwood against publishers B. Feldman & Co. The case considered whether a song consisting of music jointly written by two authors and words jointly written by the same two authors reverted to the legal personal representatives of the deceased author. The publisher’s solicitor, Mr. Justice Smith, stated that works like this revert. This judgment does not affect a previous decision of Mr. Justice Goff where he held that a song in which the words and music were written by different authors is a collective work which would not revert.

Wings Breaks Record

SYDNEY — EMI Records, Australia announced that “Mull Of Kintyre,” a single by Wings, has held the #1 chart position for the longest period to date. The single topped the charts for 10 consecutive weeks.

Promo Video, Print Media And Film Give Blondie High Profile

by Peter Harz

LOS ANGELES — In November 1977, “In The Flesh,” a single by Blondie taken from their self-named album, topped the Australian pop charts. One of the principal reasons for this chart success by Chrysalis recording group (then signed to Private Stock) was the utilization of video as a promotion tool.

This music video trailer was financed by Peter Leeds, manager of the group. Fronting several thousand dollars and telephoning Richard Robinson who recently co-produced Lou Reed’s album and Bob Gruen, whose photographs of Kiss appeared in a recent issue of Playboy, Magazines, Leeds produced a striking trailer which the Chrysalis licensee in Australia, EMI, succeeded in placing on the popular “Countdown” television show. A strong sales response followed directly the airing of the trailer.

“Blondie is perfectly suited to video. Their show is dramatic and exciting and most importantly, the members of the band are attractive and present a good image. Deborah Harry is a beautiful woman. I think she is one of the most beautiful women in rock. In addition, she has worked very hard to develop her image,” commented EMI.

Individualizes

In markets saturated with releases, the Blondie video trailer provided a unique method of individualizing the band. It embodies: their sound with faces and images, creating a broader impact on the unknowing audience.

In September 1977 when Blondie purchased their recording contract back from Private Stock, Leeds made it a point to discuss video with the band’s new label, Chrysalis.

“Since a record company cannot understand the promotion value of video, it makes me doubt the marketing knowledge of the operation, I discussed with Terry Ellis, who signed Blondie to Chrysalis, the importance I place upon video. Because of his favorable understanding, we arranged the production of a new video produced in England by Peter Wagg and directed by Keith McMillian. We filmed ‘Denis’ and ‘Detroit 442’ from the ‘Detroit’ trailer LP in January and we filmed ‘Presence, Dear’ (possibly the new single) in March.

‘Chrysalis has an intelligent understanding of the value of video as well as an organized international operation to exploit it. The international headquarters in London takes all my material — whether stills or video — and distributes it internationally to the licensees who work the product.”

Persons

This strategy was similar to that used by Leeds and Chrysalis to build an international print media image for Blondie. Through a public relations effort coordinated with Magic Media, Blondie has appeared on the covers of 15-20 different publications, according to Leeds. This high profile resulted in the potential audiences for their records and also to develop the important ingredient of personal aura.

Sam Shaw Film

In addition to the promotional video trailers of Blondie, noted producer and director Sam Shaw, who was responsible for much classic Marilyn Monroe footage, did a 27 minute feature film on Deborah Harry which is slated for a May premiere in New York, double-billed tentatively with “Performance,” the film starring Mick Jagger.

The film production crew was the same crew that worked on the film “Opening Night.” John Cassavetes worked on the soundtrack, after shooting and recording a sequence filmed at the Whiskey in Hollywood during a Blondie date in October.

While I was doing ‘Opening Night,’ I wanted to make a short shot of Deborah but it kept expanding. I think she is the most exciting girl I’ve seen,” said Shaw.

“The film is going to make the rounds of the country in the theatres first,” said Shaw, “and I have had some queries from television also. Norman Smith will be handling the distribution on the west coast. He will decide whether we couple the piece with another film — such as Performance — for the whole run or whether we use selected pieces. That remains to be decided.”

Adds Leeds, “I think Deborah is an intelligent woman. She can do whatever she wants to. Her career could encompass film and music.”

Track Reaches The End

LONDON — Track Records has gone into liquidation with debts of over 70,000 pounds. The announcement was made by managing director Mathilda Hall, who also confirmed an ongoing loss of 2,000 pounds. Ex- isting releases will go ahead on the Track label through their distributor, Polydor Records.

GOLDEN BLONDIE — Chrysalis Records group label Blondie its first number one record. Blondie’s new single “Denis” reached the top of the Dutch charts within four weeks after release. The group was recently in Holland to accept a gold record for the album “Blondie”. The album was Chrysalis Records’ first number one hit in Holland since Ariola started to represent the label for the Benelux countries July 1, 1977. Pictured (I-r) are: Jimmy Deestri; Frank Infante; Nigel Harrison; Schipper; Chris Stein; Deborah Harry; and Clement Burke.
Met Opera Guild Releases Fifth In Historical Series
(continued from page 43)

**CBS at NARM** — CBS Records' attendance of the NARM convention was highlighted when Group president Walter Yentzkof, received the 1977-78 presidential award for "Outstanding contributions to the music industry worldwide at the optimum level of achievement." Pictured (l-r) are: Yentzkof, Jane Oliver; Michael Jackson; Mrs. Paul Smith; Paul Smith, vice president, marketing.

**Outlook Improves For Record Deps.**
(continued from page 4)

**Easy Credit**
Al Geigel, chairman & National sales manager, Kaplan added, cited still another reason for increased record sales at mass merchandisers: easy credit. Many mall shoppers can now cash in their business cards, Geigel indicated, and with most LP retailing for $6 or $7, multiple purchases may require either a credit card or a lot of cash.

"The kids all have their parents' credit cards," he said. "As long as we can offer that convenience, we can stay in the record business." He added that, over the past few weeks, Ward General has appointed its first "record department managers." Previously, part-time help serviced both the record and electronic departments. Ward's prices have also become more competitive, and its ad budgets have risen for the approximately 400 outlets that stock records.

Kaplan, however, sounded a few sour notes. "It's true that Ponney's isn't out of the record business, but the conditions are still pretty difficult. Not only have they dropped some departments, but they've reduced the sizes of many outlets. And from an overall pricing standpoint, we still lack the spread and that remains a key problem in our efforts to be competitive."

As for this week, Geigel reports heavy returns on hit Christmas product. And while wholesale prices have risen for retailers, they have not dropped at the rack level.

"It's the same story, really," concluded Geigel. "Records are a highly identifiable product, and we have to take advantage of that without going crazy in our pricing. But we're not seeing the folks who are making things difficult for everyone."

**New Artists Get Awards**
(continued from page 8)

Comedy Album; "A Chorus Line" (Columbia, 15), "Sweet Smell of Success" Soundtrack Album, "The Godfather," (Columbia) Motown as the Best Selling Album By A Black Group, "In Flight" (WB) by George Benson as the Best Selling Jazz Album; "Christmas By Elvis Presley" (RCA) as the Best Selling Economy Album; and "The Record" (CBS, Los Angeles) as the Best Selling Children's Album.

**Yentzkof Honored**
Another NARM event was the presentation of the 1977-78 NARM Presidential Award to Walter Yentzkof, president of the CBS/Records Group, in recognition of his "outstanding contributions to the music industry worldwide at the optimum level of achievement."

Yentzkof cited a special film tribute to the late Goddard Lieberson to coincide with the announcement of the newly-established Goddard Lieberson Scholarship.

**Kaye Conducts Classes**
LOS ANGELES — Songwriter Buddy Kaye will be conducting a series of weekend songwriting seminars in the coming months. In addition to giving students an intensive introduction to professional song and lyric writing, the creator and composer of "Top 40" market hits of his own, Viole, guitar, Kaye will make Top 40 market will be discussed, stressing working with words, creativity, discipline and direction.

Kaye has already conducted his first seminar at the University of California at Los Angeles (UCLA). Other stops on the agenda include lectures at the University of Nevada-Las Vegas April 7-8, UC Berkeley April 14-15, UC Santa Barbara April 21-22, UC San Diego April 28-29, Southern California, Columbia at Vancouver May 5-6, UC Irvine May 12-13, and University of Colorado at Boulder, July 28-29.
JOIN AHMET ERTEGÜN
IN THE FIGHT AGAINST
LEUKEMIA.

On August 7, 1975 The T.J. Martell Memorial Foundation for Leukemia research was founded by a group of concerned executives in the music industry in memory of T.J. Martell, son of CBS Records Vice-President, Tony Martell.

On April 15th, our 1978 Humanitarian Award Dinner will honor Ahmet Ertegün, who has supported the Foundation since its inception. Please join him in the fight against Leukemia.

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☐ I shall be pleased to attend the 1978 Humanitarian Award Dinner in honor of
Mr. Ahmet M. Ertegün, on April 15, 1978, at The Waldorf-Astoria in New York,
on behalf of the T.J. Martell Memorial Foundation for Leukemia Research.

I am enclosing my check for $__________

☐ for__________ reservations, $1600 (Table for Ten); $160 per person, and

☐ a__________ listing in the Commemorative Program, Platinum

Listing—$1000, Gold Listing—$750, Silver Listing—$500.

☐ Platinum Table $2600 ☐ Tickets $160

☐ Gold Table $2100 ☐ Platinum Listing $1000

☐ Silver Table $2100 ☐ Gold Listing $750

☐ Regular Table $1600 ☐ Silver Listing $500

☐ I cannot attend, but I am enclosing $__________ as a contribution to help support
the leukemia research at the T.J. Martell Memorial Research Laboratory at Mt. Sinai
Medical Center in New York City.

Listing of Contributors Name for Commemorative Program:

Name or Company:

Address:

City ___________________________ State __________

Zip Code: ______________________ Phone: ______________________

I hereby authorize the purchase of__________ tables (tickets) and the listing
in the 1978 Commemorative Program of the T.J. Martell Memorial Foundation.

Name ___________________________ Title __________________________

Signature: ______________________ Date: ______________________

Please make checks payable to:
T.J. MARTELL MEMORIAL FOUNDATION,
130 West 57th Street, New York, NY 10019.
All contributions are tax deductible.

HONORARY MEMBERS

M. Richard Asher
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Name ___________________________ Title __________________________

Signature: ______________________ Date: ______________________

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130 West 57th Street, New York, NY 10019.
All contributions are tax deductible.
1977 Cox Merger Boosts Revenues

LOS ANGELES — The merger of Cox Cable Communications, Inc. back into Cox Broadcasting Corporation in 1977 contributed to an 11 percent increase in Cox Broadcasting's 1977 operating revenues, according to Clifford Kirtland, president of Cox Broadcasting.

Speaking at the company's 14th annual meeting last week, Kirtland told shareholders that broadcasting and cable television will be the primary boosters of the anticipated increase in consolidated sales and earnings for the first quarter of 1978 compared to the first three months of last year.

Every area of broadcast revenues, except one, is up for the 1978 first quarter, shareholders were told. Television and FM radio continue to be the leaders, with both local and national advertising strong. AM radio is up in local advertising revenues but behind in national spot advertising.

In addition to the company's five VHF television stations, Cox owns and operates 11 AM and 14 FM radio stations. The board of directors declared a regular quarterly cash dividend of 16 1/4 cents a share on common stock, payable April 15 to shareholders of record April 3.

Profits, Revenues Rise at ABKCO Industries

NEW YORK — ABKCO Industries has reported increased profits and revenues for the first quarter ended December 31, 1977. The company reported profits of $166,012, compared to a loss of $68,408 for the last three months of 1976. Revenues were $2.83 million, up from $2.77 million in the previous year's period.

During the three months ended December 31, 1977, ABKCO incurred expenses of $196,953 in connection with litigation over the Apple Companies. No such litigation expenses occurred during the last three months of 1977, as a settlement was reached early last year.

Tyrell Presents PACE Award At FORE Lunch

(continued from page 2)

Replacing Ron O'Brien. Craig Hunt now doing 10-2 am at KLEO in Wichita. Chuck Britton to WAYS in "Chuck Britton Special" on NBC tape April 3.

NATURAL LIFE — A number of celebrities were on hand for Capitol recording artist Anne Murray's recent show at the Roxy in Los Angeles. Pictured (l-r) are: Vince Cosgrove, Capitol's director, country & A&R marketing; actress Bernadette Peters; singer/songwriter Kim Carnes; Murray; recording artist Norton Buffalo; Rupert Perry, Capitol's vice president, A&R; singer Dusty Springfield and Bruce F. Garfield, Capitol's director, press and artist relations.

Retail Explosion

LOS ANGELES — The California-based Wherehouse chain is planning to add 15 outlets, one a week through June 30, which will bring its number of stores to 111. According to Lee Hartstone, founder/president of the Wherehouse's parent company, Integrity Entertainment Corp., the expansion will make the chain's number of stores second only to Pickwick's.

Two of the new stores will be in Los Angeles, with another five in the greater metropolitan area. San Diego will also see two more Wherehouse outlets and four others are set for central California. Two Big Ben's record/tape/accessories stores will open in the Los Angeles area as well.

One of the Big Ben's will operate in a 15,000 square-foot converted supermarket and the other can be housed in one of the five former Wallichs' stores that Integrity assumed during bankruptcy action.

The 53rd National Record Mart "Oasis," opened for business on March 31 in Bloomfield, Pa. A&M recording artist Glode Vannelli was on hand for ribbon-cutting ceremonies at the 13,000 square-foot-store, which is located close to the University of Pittsburgh campus about three miles down from downtown.

ABC Records has serviced record retailers nationwide with one of their first EPDs pressed for a jazz artist. "A Sample Of Sample." The seven-inch, 33 rpm, two-sided EP features excerpts from keyboard player Joe Sample's first solo album, "Rainbow Seeker." Sample is a founding member of ABC jazz group the Crusaders. Stores are distributing the unusual sales tool free to customers.

Joey Berlin

NARM POTPOURRI — There was never a dull moment at this year's NARM convention as industry execs and recording artists mingled, attended seminars and received awards. Pictured (l-r) are: Cy Leslie, chairman of Pickwick International; Clive Davis, Artists president; Joe Smith, Elektra/Asylum chairman; jazz musician Lionel Hampton with a lady in his lap; Dr. Shelly Harrison, president of Symbol Technologies; Robert Summer, RCA president; Vernon Presley, Elvis' father, and scholarship winner Elsa Schoonover.

STATION BREAKS

NEW YORK — KIP International Corporation has announced the formation of Kip Records with offices at 1545 Broadway in the Loews State Building. Bruce Kaufman, president of the new label, said that he is seeking "both male and female" singers and songwriters. Kaufman also heads Global Films with his father, Lonnie.

Cash Box/April 8, 1978
CARLY SIMON
BOYS IN THE TREES
Produced By ARIF MARDIN