“Cheap Trick is by far the best band in America right now.”

— Ira Robbins, Crawdaddy

“Let England argue over power pop, punk calypso and raga-rock. America currently possesses a homegrown band good enough to hold its own magnificently against limey challengers. They have the sophistication of ELO, the wit of Nick Lowe and the voltage of Kiss.”

— Ira Robbins, Trouser Press

“Heaven Tonight!”
Cheap Trick’s “most added” new album.
Featuring the new single “Surrender”
On Epic Records and Tapes.

EDITORIAL

On Business And Art

The record business is based on music. This simple fact can be forgotten in the context of many business conversations or as one scans the trades. But this business begins in the imagination of a musical artist.

There is a natural curiosity in the trade about distribution agreements, marketing campaigns and executive shuffling among other things. These factors are important and should be reported and acknowledged as such changes directly affect the success of any particular record at any particular time. But often times, these items outweigh any significance to the artistic endeavor.

We are not in the shoe business or the automobile business. We are selling an intangible, far from a luxury in a budget. Few people can truly explain how it is created or even how and why it is enjoyed.

Some marketing techniques that are used for other products can also be applied to records, but once again the uniqueness of the artistic abstract warrants a special kind of attention.

While more artists have the opportunity to showcase their talents in this day and age, there are still many talented people in all facets of the business going unrecognized. The current flood of talent has created a survival of the fittest atmosphere which is dependent upon a variety of factors, not always related.

The bottom line is that the artist is often the forgotten factor in the complex process of selling music and records. And thanks to those creative people, we can say that we sell a product that is thought-provoking and intended to please. And it’s not even illegal.

NEWS HIGHLIGHTS

- Ranking House members introduce bill to overhaul Communications Act of 1934.
- Black radio execs voice displeasure over Arbitron methodology, anticipating new Expanded Sample Frame.
- Mike Curb captures GOP nomination for lieutenant governor in California primary.
- BMI honors most performed songs of 1977.
- Barry Hankerson charged in joint Buddah/Arista suit.

TOP POP DEBUTS

SINGLES

83 I’VE HAD ENOUGH — Wings — Capitol

ALBUMS

46 SHADOW DANCING — Andy Gibb — RSO

POP SINGLE

SHADOW DANCING

Andy Gibb — RSO

R&B SINGLE

USE TA BE MY GIRL

The O’Jays — Philco, Int'l

COUNTRY SINGLE

GEORGIA ON MY MIND

Willie Nelson — Columbia

JAZZ

FEELS SO GOOD

Chuck Mangione — A&M

NUMBER ONES

POP ALBUM

SATURDAY NIGHT FEVER

Bee Gees & Various Artists — RSO

R&B ALBUM

NATURAL HIGH

The Commodores — Motown

COUNTRY ALBUM

STARDUST

Willie Nelson — Columbia

CLASSICAL

RACHMANINOFF PIANO CONCERTO NO. 3

Horowitz; New York Philharmonic — RCA
The Chapin album you've been expecting on Elektra records and tapes.
These are some of the influential stations that are making The McCrarys' debut single, "You," a resounding smash. And if your station could use some more listeners, "You" is a record that definitely concerns you.


Executive Producer: Lionel Conway. Produced and Arranged by Trevor Lawrence.

"Portrait" and "Loving Is Living" are trademarks of CBS Inc. © 1978 CBS Inc.
Two New CBS VPs Named

NEW YORK — CBS Records has appointed two vice-presidents and a managing director. Thomas McGuiness has been named vice-president of sales branch distribution, while Joan Giewank was appointed vice-president of marketing, planning, and sales administration.

In his new position, McGuiness, who was previously director of sales and administration for CBS Records, will be responsible for product release on the Columbia, Epic, Portrait, and Associated labels. He will develop and implement sales programs and policies, as well as sales support material. McGuiness will report to Paul Smith, vice-president of marketing and branch distribution for CBS Records.

Giewank joined CBS Records in 1955, and held a number of positions in sales and marketing. From 1963 to 1969 he was based in Puerto Rico as Latin American sales manager for Columbia Records International, and later as district manager for Columbia Records. In 1972, he was named director of special product sales for CBS Records, and three years later was upped to director of sales and administration.

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Stir Caused By Layoffs At CTI

NEW YORK — A storm of speculation regarding the fate of the many employees who have been laid off has arisen here, following the large-scale layoff of CTI personnel.

Jerry Wagner, president of CTI Records, termed the present status of CTI “a highly complex situation,” but stressed that the company is “still in business.” A spot survey of independent distributors and retailers across the country confirmed that product flow from the company is continuing.

Another complication in the affair is a series of ongoing lawsuits between CTI and Motown, dating back to a non-defunct distribution agreement between the companies two years ago.

Barney Ales, president of Motown Records, had no comment regarding CTI. Wagner, however, stated that the Motown lawsuit was “not helpful” to CTI’s current status.

Curb Successful In Bid For Rep. Nomination

LOS ANGELES — Mike Curb, president of Mike Curb Enterprises, won the Republican nomination for lieutenant governor in the June 6 California primary.

Curb received 1,219,878 votes, or 54% of the total ballots cast, defeating State Assemblyman Mike Antonovich for the nomination. Curb is the son of late California Governor Ronald Reagan.

Curb ran on a platform of lower taxes, increased education spending, and reduced government regulations.

Black Radio Execs Concerned Over Arbitron Methodology, Looking Forward To New ESF

by Joey Berlin

LOS ANGELES — The accuracy of the Arbitron survey methodology for measuring black audiences has been called into question by a growing number of black radio executives recently. Arbitron critics say the ratings service excludes large groups of listeners and is often improperly weighted, although most believe the Expanded Sample File (ESF) Arbitron is planning to implement will go a long way towards alleviating the problem.

“We feel Arbitron’s current methods discriminate in a number of ways,” says Dorothy E. Bruson, general manager of WBLS in New York, the nation’s most-listened-to FM station, according to Arbitron. “We’ve asked how they are weighting their responses properly. For example, they have New York City pegged at 14.9 percent black. But New York state is 15 percent black.”

“Excludes Most Listeners”

“And their sampling excludes most radio listeners,” adds Radio and Records magazine editor-in-chief Rondell Davis. “A parent may not know what the older teens or young adults living at home are listening to.”

KKSJ/St. Louis operations manager Al Ramirez agrees that Arbitron is inaccurate in measuring black audiences and cites two reasons why.

1. Misses Students

“We have four or five major universities here that go virtually unmeasured,” says Ramirez. “Many of these students are often in dormitories or areas where they do not have access to a black-formatted station. Also being ignored are people with unlisted telephone numbers or who are not adults. There are also many people who are black. These are severe detriments when you try and measure 18-24s and blacks.”

2. Another Concern

Another commonly-voiced concern is the belief that blacks are less likely to properly respond and fill out ratings diaries than whites. But a spokesman for Arbitron points out that in markets where there is a black-formatted station or in areas where blacks make up 15 or more percent of the population, telephone retrieval of listening diaries is used to improve accuracy. Telephone retrieval is now used in more than 65 markets.

But pending, general manager of KDAL in Los Angeles, notes another problem with telephone retrieval.

“When you measure hundreds of hours by recall over the telephone, people usually have trouble remembering exactly what they listened to 24 or 48 hours ago,” says Price. “People are sometimes not in the mood to address the problem of college students living in dormitories or people with unlisted numbers.”

Expanded Sample Frame

Arbitron is currently planning to implement a new methodology for measuring black audiences, using an extended Sample Frame, as a means to as-

Communications Act Revision

Proposes Sweeping Changes

by Joanne Ostrow

WASHINGTON, D.C. — Legislation calling for a major overhaul of the federal communications law was introduced June 7 by Rep. Lionel Van Deering (D-Cal.), chairman of the House Communications Subcommittee, and John Frey (R-Fla.), ranking minority member.

The proposed bill offers an apparent trade-off to broadcasters: the establishment of a “spectrum” fee, which is opposed by the National Association of Broadcasters, among others; and a recurring theme of deregulation, particularly for radio.

The sponsors anticipate six weeks of hearings on the bill this summer. Optimistic projections for floor activity on the bill are for next term (1978-80), but many observers feel the proposed revision is so sweeping that passage will take years.

Broadcast Components

The bill would abolish the FCC and replace it with a Communications Regulatory Commission (CRC), composed of five commissioners, as opposed to the FCC’s seven. Either house of Congress would have 60 days to disapprove a Presidential nomination to the CRC. A new limit to the length of service would be enacted whereby commissioners would be appointed to 10-year terms and limited to one term, unless appointed to fill a vacancy in which the unexpired term was less than five years. No more than three members from the same political party would be allowed to serve on the CRC at the same time.

A highly-controversial item in the rewrite, Section 413, is the establishment of a license fee (or spectrum use fee) based on the cost of processing the license and the scarcity value of the spectrum. Separate fee schedules for each broadcasting service would be established, to be phased in over 10 years in increments of 10 percent a year, and the CRC has announced its intention to fight the proposal.

Under the bill, the money collected from such fees would be channeled into three areas: to cover operating costs of the CRC; to support a new public broadcasting entity (the Corporation for Public Broadcasting would be dismantled and replaced by a Public Telecommunications Programming Endowment with a budget of $200 million for fiscal years 1980-83); and to support rural telecommunications and minority ownership loan funds.

Deregulation Provision

The bill proposes measures to deregulate the industry. License renewals (currently subject to renewal) on deep-departmental and jingle broadcaster pleas for longer terms) would be dropped entirely for radio. Stations would be licensed for indefinite periods subject only to revocation on technical grounds. Television station renewals would be for five years, but the bill provides for indefinite license grants 10 years after the proposed legislation is enacted. This, some broadcasters point out, is an inducement for industry support of the bill, a way to “sweeten the pill.”

The ascertainment requirement, which instructed broadcasters to address issues of local interest and has long been opposed by the Corporation for Public Broadcasting, Van Deering bill. The rewrite says the CRC

Continued on page 36
**GROSS AT THE BOTTOM LINE —** Lifesong recording artist Henry Gross recently headlined at New York’s Bottom Line, featuring music from his latest LP. “Love Is The Only Be- lief” on R&B charts that time helped Streisand, product manager, Epic/Portrait/Associated Labels; Phil Kernit, vice president, Lifesong, Jim Charney, director of east coast product management for E/P/A; Gross; Terry Cashman, president, Lifesong; Ray Free, local Epic promotion; and Bob Russo, director of promotion, Lifesong.

**Mangione Scores Biggest Jazz Album Since ‘Breezin’**

NEW YORK — Chuck Mangione’s “Feels So Good,” which sold out the No.2 spot on the Cash Box Top 100 Album Chart for three weeks, is enjoying the greatest pop success of any jazz album since George Benson’s 1976 hit, “Breezin.” But, while sales of both LPs were buoyed by the success of singles, the similarity between them ends there. Whereas Benson’s crossover was strengthened by R&B sales, Mangione’s base has been jazz and MOR.

There have been additional differences. While Benson’s record was an out-of-the-box smash, both pop and R&B, Mangione’s was a strictly jazz effort, designed to meet the initial expectations of his label and overcome the resistance of program directors.

**Chart Odyssey**

Mangione’s LP was released in mid-October of last year with the release of the “Feels So Good” album on A&M. Mangione has typically had jazz acceptance, and the BMI Publishers, Writers Honored For Top Songs


**Buddah/Arista Complaint Levels Charges Against Knight’s Husband**

LOS ANGELES — Buddah Records and Arista Records jointly have filed a lawsuit against Barry Hankerson, Gladys Knight’s husband, which alleges Hankerson with breach of contract, interference with contractual relations and unfair competition.

In the complaint, the suit charges that Hankerson received a $40,000 advance for the production of an LP by Dennis Edwards, that he incurred costs and expenses in excess of $100,000 (in addition to the original advance) and that he has failed and refused to deliver the master tape. As part of a contract between Hankerson and Buddah, the action states, Hankerson was obligated to deliver the master from the session so Buddah could release an album by Edwards. Because of their agreement, according to the suit, “Hankerson is required to do all acts necessary to requisite all of his rights in the music.”

**Campaign Boosts ‘Almost Summer’**

LOS ANGELES — The pop group Celebration, featuring Mike Love, has undertaken a promotional campaign in conjunction with its new RCA album, which will provide exposure for its single, “Almost Summer.”

A national tour of free promotional concerts, the designing of special customized versions of the single and merchandising displays have all been beneficial in bringing the single to the attention of the public. For each single, but to the “Almost Summer” soundtrack album and corresponding new film. The group’s remaining members of Beach Boys, revealed that Celebration was formed due to the group’s mutual interest in transcendental meditation.

The whole idea of Celebration came up during extended TM courses that Ron Auerbach, Charles Lloyd and I attended in 1974, said Barry Price. “We discovered that Buddah was not interested in the record, and that being in a new spiritual group, Celebration is to provide free and benefit concerts whenever and wherever possible.”

The group made its debut free ap- pearance on the USC campus, where it performed a street-dance concert that would include the single that is dubbed the “Almost Summer/ Celebration Tour.” At USC, guest appearances were made by Brian and Carl Dean, and Woodman Jack.

Since then, Celebration has played free concerts in such cities as Memphis, Detroit, Los Angeles, and San Francisco. Each of the shows have been in conjunction with major radio stations throughout the coun- try. The group’s September 11th na- tional show in Memphis was sponsored by WHBO, while its performance at the “Walk For MCA” benefit concert in Detroit was in conjunction with CKLW.

Besides embarking on the promotional tour, Celebration has also recorded numerous singles of the single that include personal references to the par- ticipating radio stations.

According to Stan By, vice president of recording promotion, “The audience that accesses the recording tools have been prepared to boost the single, album and motion picture. In addi- tion, we have created a variety of merchandise being utilized for in-store display. Also, ‘Almost Summer’ T-shirts and sun visors have been released.” There have been over 100,000 complimentary tickets to the “Almost Summer” film and Beach Boys concerts.

**TOSH SIGNS — Reggae recording artist John Tosh has signed with Epic Records and will tour with the Stones this summer in the U.S. and Europe. Pictured (l-r) are: Bobbi Knobes, Shakespeare, bass player, and Sly Dunbar, drummer.**
The next beautiful step
CRYSTAL GAYLE'S new album,
"WHEN I DREAM"

New Faces To Watch

Michael Johnson

His single, the first release on the new EMI-America label, may be bulging up the charts now $19 billion, but don't look for Michael Johnson to start riding the talk show circuit to exploit his current success. Despite his extensive musical and theatrical background, Johnson plans to maintain a low profile in keeping with his musical and personal style.

"I'm concerned with being able to live with my career," says Johnson. "I don't want to sell out, but I would like to achieve a degree of commercial success. On my upcoming album I came to grips with the problem by incorporating my idea of sensuality, not sexuality, into the music. As a result, there's more of me in the new album than in my more esoteric stuff. I believe I can maintain this without sacrificing my integrity."

Johnson's first recording contract was a one-shot single deal with Epic in 1964, the prize in a national talent contest he won while a sophomore in college. Two years later he went to Spain, where he studied classical guitar. "I could have studied classical guitar anywhere," explains Johnson, "but I was infatuated with Spain at the time."

Soon after returning to the States, Johnson played with the Back Porch Majority and later joined the (Chad) Mitchell Trio and his partners in the trio was John Denver.

"It was a real education playing in that trio," remembers Johnson. "I learned about life on the road, but I also got bored with the material and the routine. Since single performers can change the date easily than groups, I moved on."

Johnson turned to acting after leaving the Mitchell Trio, appearing in productions of "Jesus Christ Superstar" in Los Angeles and Chicago. But music held too strong a hold on him. In 1970 Johnson moved to Minnesota and turned his attention back to recording and performing.

In 1972 he signed with Atlantic, who released his first LP, "There Is A Breeze." Later he recorded two albums for the midwest-based Sanskit label, "For All You Mad Musicians" and " Ain't Da Life."

"But it wasn't until late last year when Johnson teamed with producers Steve Gibson and Brent Maher and recorded a two-song master in Nashville that things started happening."

At the recommendation of Bill Traut and Jim Golden, Johnson took his tape to EMI-America, who quickly signed him.

"The signing was like the old-time record business, it was so fast," says Johnson. "We sat down in their offices and six hours later the contract was signed. Nine days later the product was in the trucks and one day later the song was on the radio."

"And then the response the record got was unreal. I've never seen a recording company do a better job promoting a record than EMI-America did with 'Bluer Than Blue.'" In his single high on the charts and his new album due out shortly, Johnson is looking ahead. He hopes to go out on tour in the fall, fronting a group for the first time in his career.

Carlene Carter

Given her rich musical heritage as a member of the Carter Family, one might expect Carlene Carter to follow her first solo LP. Instead, the singer's debut is distinguished by her collaboration with Graham Parker, on a setting that takes her miles away from Nashville and the stage of the Grand Ole Opry.

"Which is not to say that you can take the country out of the woman. "There isn't anything I sing that doesn't have a little country in it," she offers. "It's just something that's in my voice... and soul, I guess."

As the granddaughter of Mother Maybelle Carter, Carlene is the niece of A.P. Carter and the daughter of June Carter and Carl ('Country Gentleman') Smith (Johnny Cash's stepfather). Carlene says that her family was "thrilled at the prospects of recording on my own."

Ed Tucker, who manages Emmylou Harris, had met Carlene at one of her concerts in Los Angeles last summer, and invited her to a party for country music personalities in Nashville several months later. In six weeks she was signed to Warner Brothers and flown to London's Ridge Farm Studios along with Graham, and Martyn Smith, who co-manage Carlene, felt that The Rumour was the perfect vehicle.

"Everyone I know really spoke highly of them, but I had never heard any of their recordings," she says of the band. "I had all sorts of visions about what they looked like, had seen pictures of Graham, and he looked very interesting. When I met him, though, we just knew we had to work together and all the rest of the group was the same way."

The pairing worked so well, in fact, that Carlene and The Rumour will tour briefly in July with tentative dates set for the Bottom Line in New York, the Roxy in Los Angeles and Nashville's Exit In. But it was only after she parted with Dave Edmunds (originally slated to produce the album) that her collaboration with the group materialized.

With the cancellation of a winter rumour tour, Carlene cut "Who Needs Words" with pianist Bob Andrews and bassist Andrew Bodnar, "at a point I realized we could all work together." Steve Goulting later returned from Jamaica to play drums, and with guitarist Brinsley Schwarz, Carlene's band was complete. Parker even stopped by to harmonize on his 'Between You And Me' from 'Howlin' Wind.' But where was Martin Bertom and his Flying Fender? "Ah, well. I had no idea he was also in the band," says Carlene, who says future plans with the group will definitely include the guitarist.

Carlene Carter's first appeared on a Johnny Cash LP singing "The Junkie And The Juicehead (Minus Me)" at age 19 (she's now 22 and two years younger), grew up playing the piano and the guitar. After signing with the House of Cash publishing company upon her second divorce, she began working with Parker and he worked with one of her songs are represented on the new LP, as are songs by Alex Call, Tracy Nelson and Rodney Crowell, whose "Never Together But Close Sometimes" is her new single.

Producers Series:

Camillo Stresses Importance Of Human Relations In Studio

by Ken Terry

NEW YORK — Tony Camillo has been around. The 37-year-old producer, arranger and songwriter has worked on albums for such well-known artists as Gladys Knight and the Pips, Stevie Wonder, Dionne Warwick, Richie Havens, Freda Payne, Martha Reeves, Sha Na Na and Grand Funk Railroad. He received a Grammy award for producing "Midnight Train To Georgia," sung by Gladys Knight and The Pips, and he helped Freda Payne make "Band Of Gold" a Number One record. The list of singers with whom he has worked includes names like the Drifters, the Chambers Brothers, the Raspberries and Barry Manilow.

Extensive Education

Yet, these glowing credits give no hint of Camillo's unusual background. Born in Somerville, New Jersey, the future producer attended the Juilliard School of Music on a special summer program while he was still in high school, studying trumpet and composition. Later, he earned a degree in music education from Southeastern University and a Ph.D., in composition from Columbia University. In between, he found time to study conducting.

Douglas Named Nat'l Promo Head At Portrait Label

NEW YORK — Larry Douglas has been appointed director of national promotion for Portrait Records. In his new position, he will coordinate promotional activities for Portrait album and single releases. Douglas will work with the label's A&R and marketing staffs and will report to Larry Harris, Portrait's vice president and general manager.

Douglas comes to the label from Management III/Windsong Records, where he was vice president of promotion for the past three years. Prior to his affiliation with these labels as national promotion director in 1970, he served as both national promotion manager and national singles promotion manager for RCA Records.

In making the announcement, Harris commented that Douglas' "unusually comprehensive background and expertise in record promotion will enable him to insure full promotional support for Portrait product."

Phonogram $6.98

Lists Hiked $1.00

LOS ANGELES — Phonogram, Inc/Mercury Records is raising its list prices on all existing $6.98 pop, R&B and country albums to $7.98, effective July 1. Dealers have until July 1 to buy catalog items at the current price. The increase applies to LPs on the Mercury, Philips, Smash, Fontana, Limelight and Vertigo labels.

"We held the prices for a long time, but we just can't do it anymore," explains Lou Simon, senior vice president and director of marketing for Phonogram/Mercury. "Our production costs and marketing costs are as high on these albums as our $7.98 product, so we have gone ahead and matched the other companies' prices." He added that the classical lines of Mercury, RCA and the Festivo series would remain at $6.98.

Simon also said that all tape product on the affected labels is already priced at $7.98 and will not be raised.

Among the albums that will be raised to $7.98 from $6.98 are the entire Stax/Atlantic imports and select items on the Emi/Warner, RCA, Fall Out, the Platters, Urn Hip, Johnny Rodriguez and Jerry Lee Lewis.

PACT NABS WEREWOLVES — An album by the Werewolves, a Texas-based band, on RCA Records will be the first product released under a new worldwide publishing agreement between Freddy Bieckton Enterprises and Because Productions. Pictured (l-r) are: Brian Papagorge of the Werewolves, Freddy Bieckton, Andrew Loop Odell, the Werewolves' manager and producer, and Seab Mecador and Bucky Ballard of the Werewolves.
Stranger In Town Shipped Platinum
Bob Seger & The Silver Bullet Band.
Indictments Obtained Against Ten In Westchester Theatre Investigation

NEW YORK — The U.S. attorney's office for the Southern District of New York last week obtained indictments against 10 individuals in connection with the creation and operation of the Westchester Theatre in Tarrytown, N.Y. The indictments, which were the result of lengthy investigations conducted in association with the New Rochelle office of the FBI and officials of the Internal Revenue Service, represented a number of Federal offenses, including racketeering, stock and bankruptcy fraud, and obstruction of justice.

Those charged as the main conspirators were Elliott H. Weissman, Gregory J. DePalma, and Richard ("Nervy") Fusco. Others indicted were Murad Nersesian, Howard Horwitz, Laurence I. Goodman, Salvatore J. Cannatella, Lewis Pacella, Anthony Gaggi and Thomas Moran.

Pattern Of Racketeering

Assistant U.S. attorney Nathanial Akerman, who presented the case to the grand jury, said that the defendants engaged in a pattern of racketeering activity by operating schemes to defraud the public, the SEC, and federal bankruptcy court. The indictments charged that DePalma, Weissman, and Fusco formed the Westchester Theatre Corp. in 1971, and that although Weissman served as its president, they controlled and operated the theatre with DePalma and Fusco, who were undisclosed principals.

The indictment states that between May 25 and June 14 of 1973, the defendants proposed to sell 300,000 shares of common stock at $75 per share to the public. A minimum of 275,000 shares had to be sold before June 14 of that year, or the monies paid for the stock would have to be refunded. In their attempt to sell the shares, indictment charges that the defendants filed statements with the SEC, which fraudulently omitted the financial interests of DePalma, Fusco and others. When the defendants were unable to sell the minimum number of shares, they used "a variety of fraudulent means to make it appear as if the shares had been lawfully sold to the public. The indictment charged that among the ways they accomplished this were by giving cash bribes to individuals as an inducement to buy the stock, giving extra stock under the table, and by placing stock in nominee names of individuals who actually had not purchased the stock.

Skimming Receipts

In addition, the indictment alleges that the defendants skimmed off receipts from concert tickets, the bar and other concessions. It was charged that the skimming operation led to the filing of a bankruptcy petition in December, 1976. When a bankruptcy judge ordered the theatre to stay in business as a debtor in charge of the operation, it was charged that the locking continued and that the defendants enriched themselves by this means.

The indictment also alleges that tickets were sold for 61 permanent and 136 temporary folding seats which were not accounted for in the theatre's books. It was contended that the tickets were sold as seat reservations at concerts by Al Stewart, James Taylor, Paul Anka, and Frank Sinatra-Dean Martin duets.

New Nancy Wilson LP Celebrates Anniversary

LOS ANGELES — In celebration of a Capitol recording artist Nancy Wilson's 25th anniversary in show business Capitol Records will release her new album "Music On My Mind" on June 19. The LP was recorded before an audience of 40 guests who were invited to help celebrate the ejection.

Limited Mgmt. Formed

LOS ANGELES — Mick Fleetwood of Fleetwood Mac, Gabrielle Arrias and John Courage have recently formed Limited Management, which began operations immediately with Capitol recording artist Bob Welch as its first signing. The new company is based in Los Angeles.

Mighty Three Moves

PHILADELPHIA — Mighty Three Music has moved its quarters to the "mezzanine" at 309 South Broad Street, Philadelphia, PA 19107. Its number is (215) 546-3510.

GOmez Signs

Gomez Signs — Leroy Gomez has signed with Casablanca Records and will release his first solo LP late this summer. Pictured (l-r) at the signing are: Josep E. Porter III, attorney, Ron Silberman, manager; Neil Bogart, Casablanca president; Gomez and Cholly Bassalone, manager.
“Ain’t Nothing Gonna Keep Me From You”

NB 929

Produced by: Barry Gibb, Karl Richardson and Albhy Galuten

on Casablanca Record and FilmWorks
Butterfly Records Achieves Success During Its First Year
by Peter Hartz

LOS ANGELES — Since incorporating in Dec. 1976, Butterfly Records has developed an aggressive marketing and distribution strategy, tallied several chart successes, and achieved upwards of $10 million in gross sales. According to Bill Williamson, president and owner. With 24 releases planned for the next 12 months and six newly-signed acts currently in production. Butterfly looks forward to the future of the label.

This company has literally come out of nowhere,” says Williamson. “In the 10 months since our first major release, ‘Je T’aime’, by Saint Tropez, we have sold 9,000 records. The company is currently over 250,000 units sold and in several months, that record will be...

Audiofidelity Sues ‘Slim’ Williamson
NEW YORK — Audiofidelity Enterprises Inc. has filed suit against William J. Williamson in Nashville, Tennessee, charging that Bradley L. (“Slim”) Williamson conspired with former Audiofidelity Records President Bob Harris to default and resell Audiofidelity’s master tapes. The lawsuit seeks compensatory damages of $84,000 and punitive damages of $500,000.

Williamson, who formed the Nashville-based Chart Records in 1964, sold the company to Audiofidelity in 1969 but remained as manager of Chart. In 1971 Chart’s assets were sold back to Williamson, who formed Better Sounds Inc. He subsequently sold the Nashville operation to a partnership of promised owners, and in 1974 resold the assets of Better Sounds to Ms. Dorothy L. Williamson and Captain Williamson, who have since sued the company on the following charges.

Because audiofidelity is the name of the

Fogelson, ABC Sign New Pact
NASHVILLE — Jim Fogelson has signed a long-term contract to continue as president of ABC Records. The announcement of the deal was made by ABC Records President Steve Diener, president of ABC Records. According to a spokesperson for the company, ABC is the most respected figures in Nashville. This agreement demonstrates ABC Records’ continuing commitment to country music.

Fogelson’s association with the company began in 1970, when he was named Nashville director of the then Dot Records label. In 1974, Dot was sold to ABC and the record company was renamed ABC/Oct Records. ABC abandoned the logo in January of this year, and Fogelson was named to his present post.

I believe in the American Broadcasting Corporation and I’m proud to be renewing my ties with them,” Fogelson said of his new contract. “I feel the future for our label and Nashville is unlimited....

Capitol Signs Nitzsche
In Production Pact
LOS ANGELES — Producer/arranger Jack Nitzsche has signed a production agreement with Capitol Records. Capitol Records has also arranged to have Nitzsche produce artists through its North Spur Productions firm and to secure co-production status.

Nitzsche’s first project under the new agreement was the recently released Mink Deville album “Return to Magenta.” North Spur Productions has also brought two new acts to the label, Alley & The Soul Sneakers and the Neville Brothers Band.

(continued on page 23)
WINGS

"I'VE HAD ENOUGH"

The Second Hit Single From The Platinum-Plus Album

LONDON TOWN
East Coastings/Points West

Industry Announcements

GRP Label Formed By Grusin/Rosen

NEW YORK — GRP Records has been formed by Grusin/Rosen Productions and will be released on a new Sylvers album whose roster will concentrate on jazz-fusion artists, will debut with two albums scheduled for September.

Grusin/Rosen Productions has handled albums by such acts as Earl Klugh and Noel Pointer. In addition, Dave Grusin and Larry Rosen produced albums by Patti Austin, Lee Ritenour and Dave Valentine, as well as Grusin’s own LP, “One Of A Kind.”

Grusin/Rosen will release new solo albums by Randy Weston, Al Jarreau, John Klemmer, andsuites by Lalo Schifrin. Lila McCann has recorded an album of original music for the independent industry engineer he has worked on several Joni Lui-

Casablanca To Handle New Sylvers Album

LOS ANGELES — Casablanca Record and FilmWorks and Century Entertainment Corporation, an independent production and management concern, have signed a non-exclusive production agreement.

The first product to be released under this agreement is the new Sylvers album, “Forever Yours.” Produced by Leon Sylers with Al Ross and Bob Cullen for Century, the album is scheduled for release in June.

The “consumer” market accounted for about $25 million in sales in 1977, while the “education” market was responsible for $5 million.

The study, entitled “The Audio Tape Publishing and Communications Market,” was conducted by the New York-based firm.

Two Montreux LPs Slated For Release

NEW YORK — Atlantic Records has released two albums live at the 11th annual Montreux festival: one first is “Don Ellis Live At Montreux” by the Don Ellis Orchestra. The second is “The Album” by the Alan Lomax group.

Nucleus Album Slated

LOS ANGELES — Ian Carr’s Nucleus has signed with Capitol Records and will release their debut LP for the label. In addition, Carr formed the band, which featured Steve Winwood, James Bloodgood and Trevor Winks, in 1968.

‘Send It’ Aged Gold

LOS ANGELES — “Send It,” Ashford and Simpson’s latest album on Warner Bros. Records, has been certified gold by the RIAA. The LP, the duo’s first gold disc, contains their current single, “Way Of Love’s Express.”

For The Record

Hologram Records does not operate in the areas of artist management, promotion, public relations, video disc and ho-

Promo

the June 10 issue of Cash Box. Rather, its owner, International Talent Consultants, has interests in all these fields.

AN AWARD ON RECORD


East Coastings — BIG NEWS IN BIG APPLE

The action is fast and furioso

on Broadway and the Off-Broadway stage for the past three years. It is the group’s Shield Records, which has yet to firm up distribution plans.


Talk of the town, at the Nassau Coliseum, is the album of the year. Aretha Franklin will also be on a group’s tour.

On My Way 50-70

The median age of the Stone records, according to the study, is 24 years.

NAMEs IN THE NEWS

Andy Pyle and John Gollett, very recently ex-Kinks, have got together to form a new band. Also in the group are Ron Berg, ex of Biobug and Ron on drums and Dave Edwards and Dennis Stratton, on guitar and vocals.

Scott, Stills & Nash at the Garden July 22

The Rumour (sans Graham Parker) will be backing Carlene Carter during her debut tour in July.

Karim Abdul-Jabbar with companion Sylvesta Wright, the theme song of “Fool Play,” the upcoming movie featuring Chevy Chase and Ricky Nelson. Also, the 12 band “Reverend” has recorded an album of “Shame” for Mercury. The group’s European tour will feature the vocal group of the same name.

Simon & Garfunkel’s “My Little Red Book” was nominated for an RIAA plaque.

Bob Dylan has released a new album, “The Missouri Breaks.” The album features contributions by two of the country’s most prominent artists, Randy Newman and Lenny Bruce.

The action is fast and furioso

on Broadway and the Off-Broadway stage for the past three years. It is the group’s Shield Records, which has yet to firm up distribution plans.
Bob Dylan

AMPHITHEATRE, L.A. — Who but Bob Dylan could so completely rework songs regarded as classics by an entire generation, giving them new chord progressions, new melodies and even new lyrics? And who but Bob Dylan could do it successfully?

That Dylan continues to take such bold moves musically is as significant to his stature as an artist as his willingness over the years to tackle any subject lyrically. Throughout his entire career Dylan has shown a side of his personality most people have never seen or even thought they would see. While in previous concert appearances one or two "thank yous" was all the audience could expect to hear from him, this time he was more open and at times even chattering with his patter between songs.

With "Ballad Of A Thin Man," for instance, Dylan chose to go with a Chicago blues treatment of the song rather than the sinister rock arrangement of the original. Even set his guitar down, took the top of the instrument from its stand, slung it over the edge of the stage, shaking hands with fans as he sang, "Something is happening, but you won't hear me, I won't let it happen..."

He changed the emotional tone of "Tangled Up In Blue" by slowing it down and singing a new, more eloquent melody. As a result, the song gained a more plainspoken, sentimental feeling than the original. The laconic, tenor sax solo by Steve Douglas perfectly supplemented the new arrangement.

Much of the credit can be given to the electric guitarist who, with Springsteen just the right instrumental texture Dylan required, from the solo organ behind his back, creating an intimate atmosphere of Jazz confidence, electric all night. And from the started "oomphs" and "ahs," many were obviously taken by surprise, launched into the wrathful "Masters Of War."

He introduced songs from the forthcoming "Street Legal," just in case, apparently thinking, "Here's a new song from my new album on Columbia Records." One of those songs, "Tales of Yankee Power," is in the enigmatic, story-telling mold he has mastered.

From the new arrangements to his vocals (which recalled his early work as opposed to the 1974 tour with The Band or the Rolling Thunder Review) down to his flashy, silver-studded black leather outfit, Dylan avoided the safe route, but came away looking even better than he had just another month before at the Grand Canyon.

When someone has built a legend as impressive as Dylan's, it is especially a challenge when they can change the legend and not just rest on past achievements. Bob Dylan unequivocally shows he is as vital today as he has been t-shirt being hawking outside the Coliseum crowd inside the stadium testifying to the high level of interest in Dylan. And a year after his last New York-area appearance, having just reissued his "Street Legal" album, the uncrowned king of rock 'n' roll was about to take the stage.

The opening energy of "Badlands," the opening number, through "Rosalee" and several encores, there was virtually no letting up of excitement through the entire show. Springsteen did nail a dozen cuts from his new Columbia album, "Darkness On The Edge Of Town," including "Prove It All Night," "Racing In The Street" and "Adam Raised A Cain." Filling out the set were numerous selections from earlier albums, among them, "Thunder Road," "Back Streets," "Born To Run," "Sandy," and "For You."

Cutting around the stage in a mismatched suit, Springsteen seemed to be making fun of his nickname and of the whole star syndrome. But there was no missing the fact that he was a star. When, toward the end of "Thunder Road," he clicked his heels in mid-air and shouted, "Someday you'll be singing, "I wanna be a rock star, in a red leather outfit...'"

The most dramatic result of Springsteen's new role came in "Growing Up," one of his first LP, where he and saxophonist Clarence Clemons traded equally powerful riffs. For sheer rock 'n' roll majesty, the Street Band is hard to beat. Besides Clemons, who really stepped out on "Spirit In The Night" and "The Promised Land," drummer Max Weinberg and guitarist Roy Bittan delivered especially outstanding performances. Weinberg poured on the heat of an entire concert,While Young did several furious flights with his distinctive harmonica, Springsteen seemed to be blowing his nickname and subsequent role of rock star. When, toward the end of "Thunder Road," he clicked his heels in mid-air and shouted, "Someday you'll be singing, 'I wanna be a rock star, in a red leather outfit...'

It is easy to zero in on the anger and frustration in his songs (while bypassing the media stereotype), but then a bit of Elvish message comes through, an innovative reaction to the sound problem by throwing his guitar offstage several times or covering over one of the offending amplifiers.

While he was playing, however, there was no stopping him. In less than a year, Costello has created one of the most impressive bodies of work perhaps to come out of the 1970s. His songs contain the power and the potential of which few innovators, usually reserved for the most valuable artists.

As a performer, he has moved beyond the stiffness he sometimes displayed during his debut here last fall. Now he is more apt to move around the stage and make use of movements, the most effective of which were some waggery hands-to-head thrusts.

And even though his "This Year's Model" has only been out a short time, Elvis continues to supplement his shows with healthy doses of material not found on his albums. It is easy to zero in on the anger and frustration in his songs (while bypassing the media stereotype), but then a bit of Elvish message comes through, an innovative reaction to the sound problem by throwing his guitar offstage several times or covering over one of the offending amplifiers.

Jeff Young

BOARDING HOUSE, SAN FRANCISCO — Neil Young's first — and reportedly only — U.S. concert appearance of 1978 had a warmth and informality which made it seem more like a party than just an artist performing his hits.

While Young did several of his best-known songs from the past decade, he often emphasized words differently or punctuating phrases with unusual facial expressions, but the humor or satire of a particular verse.

Along on stage for roughly 75 minutes Young would stand with his eyes closed, his band, moving between a variety of acoustic guitars and piano, in most cases supplemented by his distinctive harmonica work.

Thanks to an innovative sound system, which allowed the microphones placed in his harmonica brace and guitar strap, Young was able to roam the stage, free from the burden of mikes, stands, cords and amplifiers which can clutter a stage. In place of such audio equipment were three wall mounted speakers used as props, helping create an even more personal, intimate atmosphere.

Recently, Young has refused to stick with one formula, no matter how successful, even though his exploration of various styles of expression has not always been met with total acceptance.

The three new songs he previewed from his new album, "Your Daughter's Man," are evidence he is continuing to reassess values. But rather than the more concrete stages he has passed through before such as the desoration of "Tonight's The Night" or last year's "free-wheeling" American Stars & Stripes, Young has transitioned in two ways, often about change itself, but also different in style for Young.

The new album's title song, for instance, acknowledges that one needs to happily search and probe for experience, but also recognizes the need to step back at some point and evaluate that experience. "Comes a time when you're drifting Comes a time when you set down "I'm just a little bit "out of change" attitude more directly to the world of music in a song which notes the passing of Elvis Presley as well as the arrival of Johnny Rotten with "Red Rocks" or "Rolling Rock 'n' roll is here to stay."

Through the 75-minute set seemed all too brief, it was gratifying to see an artist of Young's stature willing to play several of his most recent songs, as easily fill a huge arena and play to thousands more in a single night.

Ollie Parton

CIVIC CENTER, ATLANTA — With a bright and saucy, "Hello, Atlanta. RCA's Ollie Parton" was the hit after the house on this hour's worth of brilliant entertainment.

Shining like the star she is, Ollie and her signifying "Goin' to the blouse sheplaid dress and racy hair did not seem to matter at all.

"I'm just a little bit "angry" performer, demonstrated" costello notes the passing of such artists as Elvis Presley and Linda Ronstadt and is, as it were, saying, "I'm just a little bit "angry" performer, demonstrated"

Of"s The treatment of the media may have changed, but it seems uninflected and natural, mountain voices. Presumably, helping create an intimate atmosphere.

The"s The treatment of the media may have changed, but it seems uninflected and natural, mountain voices. Presumably, helping create an intimate atmosphere.

The"s The treatment of the media may have changed, but it seems uninflected and natural, mountain voices. Presumably, helping create an intimate atmosphere.
DON RAY
When a great arranger signs his own record.
You’ll be carried away by his first album.

KONGAS
Cerrone’s first group back after a six years’ absence with a super album, Africanism.
Malligator Productions

PADO and CO
Cerrone productions' latest release.

STRAIGHT TO GOLD!
with more to come...

www.americanradiohistory.com
C. P. McCartney's singing is characteristically engaging yet tempered.

**War (Far Out/UA-X1213-Y)**

Youngblood (Livin' In The Streets) (3:59) (Far Out/UA) (Allen/Brown/Dickerson/Jordan/Miller/Oskar/Scott/Goldstein)

This title track from the film "Youngblood" has a lush jungle of added percussion sounds, muscular, driving bass rhythms and tough singing about the on-the-street life. Horn arrangement, piano work and funky feel make this a solid R&B playlist pick.

**Singles To Watch**

**Hot (Big Tree/Atlantic BT-16119)**

If That's The Way That You Want It (2:43) (ABC/Dunhill) (D Lambert/B. Potter)

Hot is back with this first single from their album of the same name. The feel is smooth yet funky; the arrangement bristles with conga, horn, string and bass action. Gwen's lead vocals do the trick and Janita's harmonizing adds a melodic smoothness. Suited to R&B and pop playlists.

**FOXY (Dash/TK-5046)**

Get Off (3:30) (Sherlyn Pub./Linseyanne Music — BMI) (C Driggs/L. Ledesma)

The intro to this track from the album of the same name is reminiscent of Zager's "Let's All Chant." This single about getting your rocks off has disco funk, emphatic dance beat and interesting guitar work. R&B likely.

**DUKE JUPITER (Mercury 74009)**

Trouble Is Paradise (2:50) (Powerglide Music — BMI) (G. Walker/G. Barajas)

Taken from the album "Sweet Cheeks," this track is driven by cascading, tight-kick guitar work, steady, gentle funk beat and solid hook. The piano work adds texture; the guitar work is bluesy. Suited to pop playlists.

**DEE D. JACOBSON (AVI-211)**


This song originated in Germany and is the object of a cover battle between Jackson and Sylvia. Jackson's version is a mix which favors drum beat, steady synthesizer work and drone voice of the "automatic lover machine. Jackson's vocals are smooth and effective. R&B lists.

**SYLVIA (Vibration VI-576)**

Automatic Lover (3:42) (Martin-Coulter Music — ASCAP) (C. Unwin/P. Unwin)

Currently #65 bullet after four weeks on the R&B chart, this track offers a steady, dancing bass drum, funky bass, ringing guitars, handicaps, congas, minimal lyrics and punctuating horns. Likely to continue its R&B chart climb.
Black Radio Executives Voice Concern Over ARB Methods

(continued from page 7)

more accurate measurement of radio listening. The ESF will include people with similar interests and programs and will currently be used in Chicago. A spokesman for Arbitron indicates that advertisers are predominately in favor of the ESF, and the company's lobbying effort over the past few months has answered most of the questions about the new system. It is expected to go a long way toward alleviating criticism of current methods of measuring black audiences (see related story, page 7).

NYLON MONTAGES — There is no limit to the different types of promotions radio stations can use to attract attention and serve their communities. KWTX/Los Angeles is currently using one of the classics, giving away the tickets to the series of free concerts at the John Anson Ford Theatre sponsored by the county of Los Angeles. The recent Mink Deville/Steve Snodgrass was on the series' best, and Dick Hamilton and Detective are also set to appear this month... Blood drives are also a popular and worthwhile promotion. KFWD/Dallas sponsored a week-long drive last week in connection with local health facilities which climaxmed with a ticket giveaway for the upcoming Texas World Music Festival. A free ticket was given away to each of 1,000 pint-donors. Another blood drive was held in San Raphael, Calif. last month, sponsored by KTIM. The drive was launched to help rescue the many pints of blood needed to help Joe Crane, co-founder of the Hoodoo Rhythm Devils, in his recovery from a bout with leukemia... Three California stations — KEML/San Francisco, KSWT/Los Angeles and KPRR/San Diego — and the Guitar Center have come up with a unique promotion. They began the 1st West Coast Guitar Marathon at 5 p.m. on Monday June 5 and had a player in each city was plucking away, before breaking the old record of 128 hours and 2 minutes. The marathon had played more than six days straight... Television commercials are another favorite way of promoting radio, especially the KTNQ/Los Angeles is up for a Clio Award for its animated commercial... SYNDICATION INDICATIONS — Capri- corn artists The Marshall Tucker Band and Sea Level will be featured in the "Best of Rock Around the World Live," a 60-minute special that will air on ABC on Sunday. Sea Level are also appearing nationwide the week of June 11-18 through the Rock Around the World network. The MTB segment was taped at their Nassau Coliseum and Sea Level was recorded at the Roxy in Los Angeles. Multimedia Broadcasting placed host to a... TV commercials are another favorite way of promoting radio... SIGHTINGS — On the other hand, some black radio exec-...
REGIONAL PROGRAMMING GUIDE

northeast

WRY - ALBANY/ TROY - JEFF RYAN, MD - PICK: TASTE OF HONEY
WGA — SAVANNAH — BRADY McGRAW, MD — PICK: COMMODORES

WPGC — WASHINGTON D.C. — PICK: CHUCK MOLLOY

WALT — WALTHAM, MA. — PICK: BARRY MANN

WKL — HOUSTON, BILL YOUNG, MD

WNYC — NEW YORK
1-1 Andy Gibb. JUMPS. 30 To 31 — Barry Manilow. Ex To 28 — Paul Simon. 26 To 23 — Barry Manilow, 24 To 21 — Barry Manilow, 22 To 19 — O'Jays. 18 To 15 — Brian. 16 To 13 — Simon & Garfunkel. 11 To 8 — Barry Manilow. 7 To 4 — Michael Johnson. 1 To 0 — Jeff Beck. Ex To 27 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. EX TO 29 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WXYC — OKLAHOMA CITY — SANDY JONES, MD — PICK: SEAL'S & CROFTS
1-1 Andy Gibb. JUMPS. 20 To 15 — Sweet. 17 To 13 — Michael Johnson, 15 To 11 — Simon & Garfunkel. 12 To 8 — Barry Manilow. 9 To 5 — Andy Gibb. 6 To 2 — Judds. 3 To 0 — Jeff Beck. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZLQ — ST. LOUIS — PJ REYNOLDS, MD
1-1 REO Speedwagon. JUMPS. 34 To 29 — Donna Summer, 32 To 26 — Jackson Browne, 30 To 27 — Barry Manilow. 28 To 24 — Andy Gibb. 22 To 18 — Michael Johnson. 19 To 15 — Heart, 17 To 13 — Steely Dan. 11 To 7 — David Soul, 9 To 5 — Michael Johnson. 6 To 2 — Judds. 3 To 0 — Jeff Beck. Ex To 29 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZKX — LOS ANGELES — JEFF MUKAY, MD — PICK: JACKSON BROWNE
1-1 Andy Gibb. JUMPS. 30 To 20 — Heatwave, 26 To 23 — Abba, 24 To 21 — Barry Manilow, 22 To 19 — O'Jays. 18 To 14 — Brian. 16 To 13 — Simon & Garfunkel. 11 To 8 — Barry Manilow. 7 To 4 — Michael Johnson. 3 To 0 — Jeff Beck. Ex To 27 — Rolling Stones, Sealed & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZLX — BOSTON — RAYMOND & PAUL
1-1 REO Speedwagon. JUMPS. 34 To 29 — Donna Summer, 32 To 26 — Jackson Browne, 30 To 27 — Barry Manilow. 28 To 24 — Andy Gibb. 22 To 18 — Michael Johnson. 19 To 15 — Heart, 17 To 13 — Steely Dan. 11 To 7 — David Soul, 9 To 5 — Michael Johnson. 6 To 2 — Judds. 3 To 0 — Jeff Beck. Ex To 29 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZQX — PHILADELPHIA — KEVIN CAMERON, MD
1-1 Andy Gibb. JUMPS. 30 To 32 — Barry Manilow. Ex To 28 — Paul Simon. 26 To 23 — Barry Manilow, 24 To 21 — Barry Manilow, 22 To 19 — O'Jays. 18 To 16 — Brian. 14 To 12 — Simon & Garfunkel. 11 To 8 — Barry Manilow. 7 To 4 — Michael Johnson. 3 To 0 — Jeff Beck. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZAP — TULSA — DR. DON, MD
1-1 Andy Gibb. JUMPS. 30 To 32 — Barry Manilow. Ex To 28 — Paul Simon. 26 To 23 — Barry Manilow, 24 To 21 — Barry Manilow, 22 To 19 — O'Jays. 18 To 16 — Brian. 14 To 12 — Simon & Garfunkel. 11 To 8 — Barry Manilow. 7 To 4 — Michael Johnson. 3 To 0 — Jeff Beck. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WLWA — PEORIA — ROGER JYREY, MD
1-1 Andy Gibb. JUMPS. 30 To 29 — Michael Johnson, 27 To 25 — Commodores, 25 To 23 — Dan. 14 To 12 — Michael Johnson. 11 To 9 — Simon & Garfunkel. 8 To 6 — Barry Manilow. 5 To 3 — Seals & Crofts. 2 To 0 — Jeff Beck. Ex To 29 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.

WZZM — DETROIT — ROSE MOTT, MD
1-1 Andy Gibb. JUMPS. 29 To 21 — Rolling Stones, 28 To 20 — Michael Jackson, 23 To 19 — Barry Manilow, 19 To 15 — Barry Manilow. 15 To 14 — Andy Gibb. 13 To 12 — Barry Manilow. 11 To 10 — Andy Gibb. Ex To 27 — Rolling Stones, Seals & Crofts, Hall & Oates, Andy Gibb. 26 To 23 — Dan. ADDS: Barbra Streisand, Andy Gibb, Michael Johnson.
REGIONAL ACTION

EAST
Most Added 1: LOVE WILL FIND A WAY — PAULO CRUZ — A&M
2: CACOPABANA (AT THE CPA) — BARRY MANILOW — ARISTA
3: SHAME — Evelyn "Champagne" King — RCA
4: I'M NOT GONNA LET IT BOther ME TONIGHT — ARS — Polydor
Most Active 1: BAKER STREET — Gerry Rafferty — United Artists
2: STILL THE SAME — Bob Segar — Capitol
3: TAKE ONE CHANCE ON ME — Abba — Atlantic
4: USE TA BE MY GIRL — O-Jays — Phil. Intl./CBS

SOUTHEAST
Most Added 1: I'M NOT GONNA LET IT BOther ME TONIGHT — ARS — Polydor
2: MY ANGEL BABY — Toby Beau — RCA
3: MISS YOU — Rolling Stones — Atlantic
4: CAN WE STILL BE FRIENDS — Todd Kurgendin — Bearsville
Most Active 1: STILL THE SAME — Bob Segar — Capitol
2: BAKER STREET — Gerry Rafferty — United Artists
3: MISS YOU — Rolling Stones — Atlantic
4: USE TA BE MY GIRL — O-Jays — Phil. Intl./CBS

SOUTHWEST
Most Added 1: STUFF LIKE THAT — Quincy Jones — Arista
2: SONGBIRD — Barbra Streisand — Columbia
3: CHATTANOOGA CHOO CHOO — Tuxedo Junction — Buttery
4: MY ANGEL BABY — Toby Beau — RCA
Most Active 1: STILL THE SAME — Bob Segar — Capitol
2: BAKER STREET — Gerry Rafferty — United Artists
3: USE TA BE MY GIRL — O-Jays — Phil. Intl./CBS
4: BLUE THAN BLUE — Michael Johnson — EMI

WEST
Most Added 1: I'M NOT GONNA LET IT Bother ME TONIGHT — ARS — Polydor
2: MISS YOU — Rolling Stones — Atlantic
3: EVERY KIND OF PEOPLE — Robert Palmer — Island
4: RUNAWAY — Jefferson Starship — Grunt
Most Active 1: STILL THE SAME — Bob Segar — Capitol
2: BAKER STREET — Gerry Rafferty — United Artists
3: YOU BELONG TO ME — Carly Simon — Elektra
4: BLUE THAN BLUE — Michael Johnson — EMI

MOST ADDED SINGLES
1. BAKER STREET — GERRY RAFFERTY — UNITED ARTISTS
2. THE GROOVE LINE — HEATWAVE — EPIC
3. YOU MAKE ME FEEL (MIGHTY REAL) — Freddi — Atlantic
4. SHAMARR AND THE LEGENDS — FREDDIE — Atlantic
5. TOUCH WITH A FEELING — THOMPSON TWINS — MERCURY

SECONDARY RADIO ACTIVE

1. STILL THE SAME — BOB SEGAR — CAPITOL
2. RUNAWAY — JEFFERSON STARSHIP — GRUNT
3. MISS YOU — ROLLING STONES — ROLLING STONES/ATLANTIC
4. BLUE THAN BLUE — MICHAEL JOHNSON — EMI
5. TOUCH WITH A FEELING — THOMPSON TWINS — MERCURY
6. THE GROOVE LINE — HEATWAVE — EPIC
7. YOU MAKE ME FEEL (MIGHTY REAL) — FREDDI — ATLANTIC
8. SHAMARR AND THE LEGENDS — FREDDIE — ATLANTIC
9. TOUCH WITH A FEELING — THOMPSON TWINS — MERCURY
10. STILL THE SAME — BOB SEGAR — CAPITOL

Radio singles listed below are receiving strong radio support from key secondary stations around the country.

1. STILL THE SAME — BOB SEGAR — CAPITOL
2. RUNAWAY — JEFFERSON STARSHIP — GRUNT
3. MISS YOU — ROLLING STONES — ROLLING STONES/ATLANTIC
4. BLUE THAN BLUE — MICHAEL JOHNSON — EMI
5. TOUCH WITH A FEELING — THOMPSON TWINS — MERCURY
SOME GIRLS — Rolling Stones — Rolling Stones
Records/Atlantic COC 39108 — Producers: Mick Jagger and Keith Richards — List: 7.98

This is the Stones album everyone’s been waiting for. Clearly the strongest Stones album in years, the LP includes sizzling rockers, a country tune, a cover of the Temptations’ “Just My Imagination,” and the first single, “Miss You,” a prime disco cut. The lyrics and Jagger’s vocals are a throwback to “Let It Bleed” days, and “Respectable” and “When The Whip Comes Down” are as hot as anything the Stones have done.

LIFE IS A SONG WORTH SINGING — Teddy Pendergrass
Philadelphia International — Producers: Various — List: 7.98

Throughout his classic hits with Harold Melvin and his first solo release last year, Teddy Pendergrass has proven to be one of the very finest pop male vocalists. Again displaying the capacity to sing smoothly and delicately on one level yet extremely earthy and aggressive on another, Pendergrass is obviously in fine form on his latest LP. Contained here—on tracks labeled R&B single, “Close The Door,” this album has already entered the Cash Box Top 100 Albums chart at #118 bullet.


An 7.98

The All-American Boy continues to produce outstanding pop-rock collections, with the emphasis on straight-ahead rock ‘n’ roll. This time out he includes the title track and rockin’ highlights with lyrics by Alice Cooper and Bernie Taupin, and Warren Zevon’s “Lawyers, Guns And Money.” Other standout cuts are the surreal “I Ain’t Funny,” the bizarre “Monsamna,” and “Sleeper,” with lyrics by Pat Smith. Pop and AOR programmers should look carefully at this one — it’s a bullseye.

THE ACT (Original Cast Recording) — Liza Minnelli — DRG 6101 — Producer: Hugh Fordin — List: 7.98

This recording from the popular Broadway musical showcases the superlative artistry of Liza Minnelli, whose inspired, emotional vocals are featured throughout this album. “The ACT” has received mixed reviews from theatre critics, but scenes from Minnelli herself have been overwhelmingly positive and deserving so. Such sensitive, exquisitely executed numbers as “Where I Never Knew Him” and “It’s The Strangest Thing” make this effort a valuable contemporary adult package.

LAKE II — Lake — Columbia JC 35289 — Producers: Delif Peterisen and Lake — List: 7.98

What ever happened to “Kraut-Rock”? Lake, a German band now well on its way to international success, released its debut album last year and the hit single “Time Bomb,” are back with a follow-up LP. The nine tunes contained on its second effort are all uniformly excellent pop-rockers, and given the chance to tour and further refine its musical image, the band could very well be a group to watch out for in the Boston/Foreigner/EL CORO corner of the world’s music scene.

SEE FOREVER EYES — Prism — Ariola SW 50034 — Producers: Bruce Fairbairn and Prism — List: 7.98

On its second Aria effort, this potent quintet has concocted an exhilarating, consistent work that highlights the soaring synthesizer runs of John Hall and the high-pitched lead vocals of Ron Tabak. Already having received widespread radio exposure from its single last year, “Spacehip Superstar,” the group is ready to take off with such rockin’ new numbers as “N-N-N-NO!” and “Flyin’.” A strong contender for AOR and pop airplay.


This New York-based outfit is cranked up to go on its first Atlantic album, presenting a diverse array of material ranging from the electrifying “(Dallas) Queen of the Palace Revue” to a couple of richly melodic, resonant ballads. The band’s tight knit vocals and capable songwriting of Frank Carillo highlight this set, but the entire band provides strong support. Including such a diverse collection, the band is able to use the vocalist from Yvonne Elman, this is an AOR contender with pop potential.


Although U.K. Squeeze is not physically up to matching the iron-pumping muscleman pictured on its cover, this punchy quintet has issued an energized, rocking effort that includes enjoyable doses of humor and satire. There is a variety of material on this LP, but such exhilarating rockers as “Sea Master” and “Bang Bang” plus the group’s British hit, “Take Me I’m Yours,” are the standouts. Suitable for AOR airplay.

MARIPOS A DE ORO — Dave Mason — Columbia JC 35285 — Producers: Dave Mason and Ron Nevison — List: 7.98

Mason has enjoyed great success moving to a mellower sound. His early solo LPs, and his new album continues this trend and should propel the former Traffic member to even greater heights. “Will You Still Love Me Tomorrow” is already a hit, and the album is rife with follow-up pop picks. Mason’s throaty vocals have never been better and a long list of famous friends help make this one of the year’s fastest LPs, smooth but not lightweight.


With its follow-up album to the platinum-selling “We Must Believe in Magic,” Crystal Gayle has produced a major effort that indicates a change in direction for this expressive songstress. Venturing a bit away from her country influences, Gayle has produced a radio-decorated LP with pop, country and country tunes. Her moving title track and the single “Talking In Your Sleep” highlight this LP. A natural for pop, country and MOR playlists.

THE CARS — The Cars — Elektra 6E-133 — Producer: Roy Thomason

Elektra has a new entry in the new wave/power pop sweepstakes in what appears to be the ultimate, customized, chopped and channelled, nitro-burning machine. The Cars, along with the distinctive R&B production style of Roy Thomason, have crafted an album of near Swiss-watch precision. The quality of both the music and the lyrics is astonishingly perfect for a debut album, and AOR is adding it left and right (#4 Most Added FM LP) . . . please keep seat belts fastened.

LIVING ROOM SUITE — Harry Chapin — Elektra 6E-142 — Producer: Chuck Plotkin — List: 7.98

Harry Chapin has long been known for his ability to compose and perform (syufy), affectionate folk-pop tunes, and this new album pleasantly remains as such. In “Living Room Suite” generally utilizes sparse, acoustic guitar-laden arrangements, creating such appealing, touching numbers as “Dance Boy,” and “If You Want To Feel.” For a tasty change of pace, this LP also includes the rocking “Somebody Said” Suitable for pop and MOR formats.

CARLENE CARTER — Warner Bros. BSK 3204 — Producers: Bobby Bare and Brinsley Schwarz — List: 7.98

Carlene Carter on her debut Warner Bros. album is greatly assisted by Graham Parker’s Rurum band, but this stellar vocalist is clearly the center attraction, delivering an impressive collection of country-flavored pop-rock numbers. Such upbeat rollicking tunes as “Love Is Gone” and “Between You And Me” are standouts, but this singer capably handles all of the album’s songs with power and assurance. For a variety of formats.

WEREWOLVES — RCA AFL-2744 — Producer: Andrew Loog Oldham — List: 7.98

Hailing from Dallas, this fiery quintet has created a varied, infectious assortment of rock tunes ranging from the Delta-blues-flavored “City By The Sea” to such playful “70s-styled rockers as “Sausage.” The band’s only LP, “It’s A Flash. Easy,” crafted by Andrew Loog Oldham of Rolling Stones fame, this debut RCA album displays sizzling, propelling guitar licks and aggressive lead vocals. A promising AOR and pop pick.


After a somewhat disappointing effort on his last album, Hamilton Bohannon has rediscovered the groove that suits his infectious dance sound. Put this album on and be prepared to dance. Long bridges and the pulsing bass line carry the message throughout. With all songs written, arranged, directed and produced by Bohannon, this LP is a disco smash with progressive R&B potential.

SET THE WORK ON FIRE — Liar — Bearsville BMK 6982 — Producer: John Alcock — List: 7.98

With its debut Bearsville album, Liar may not literally “set the world on fire,” but the quintet’s powerhouse execution and keen sense of dynamics dans the right direction. More than a few hard rock fans. On its title track, this band from London pounds out throbbing, crunching guitar-rock, yet amazingly within the same LP, injecting soft keyboard riffs that combine for a sophisticated, blazing effort. An AOR winner.

KEBEKELEKTRIR — Salsoul SA 8502 — Producer: Pat Deserio — List: 7.98

Although music fans will have difficulty trying to pronounce this album’s title, there is no problem discovering that this excellent, eight-titled disco dance floor contender is a instant hit. “Bolero,” begins with a low-key, ominous bass riff, but quickly develops into a surging, mesmerizing affair. Also highlighted by “War Dance” and “Mireage,” this is a worthwhile disco contender.

www.americanradiohistory.com
Producers Seminar Held In Alabama

MUSCLE SHOALS, ALA. - The Muscle Shoals Music Association, which quickly works to advertise the viability of this sleepy town as a powerful force in producing hit records out of its many independent studios, sponsored the 1st Muscle Shoals Record and Producers Seminar near here May 25-27 at the Joe Wheeler Lodge in Wheeler State Park.

Featuring several seminars dealing with many facets of independent record production, the seminar drew 343 participants from Alabama, Nashville, Memphis, Atlanta, Los Angeles, New York, Chicago, London, Canada, England and other countries in Europe. Set on the edge of the Tennessee River, the lodge offered a relaxed atmosphere in which business and pleasure were mixed with equal enthusiasm. In addition to the seminars, an assortment of activities were offered including a golf tournament, swimming, tennis, fishing, hiking, afternoon boat rides and a tour through Muscle Shoals Studios.

Much of the discussion in the seminars centered around the risk of being an independent producer and how a producer's "head is on the chopping block" each time he produced a record. Rick Hall, president of the MSMA and owner of FAME Studios in Muscle Shoals, emphasized that a producer "was only as good as his last record."

Bill Lowery of The Lowery Atlanta Group created some interesting discourse between panelists and audience when he launched a colorful monologue on many of his experiences in the music business. He emphasized a producer must listen to his own heart.

A highlight of the seminar was an informative film which outlined the history of Muscle Shoals as a recording center and listed the many hit records produced in Muscle Shoals. The first hit big produced in Muscle Shoals was Arthur Alexander's "You Better Move On," produced by Hall in the early 60's. Other major artists who have recorded hits in Muscle Shoals since that time are Paul Simon, Wilson Pickett, Aretha Franklin, Clarence Carter, The Rolling Stones, Mary MacGregor, The Osmonds, Cher, Mac Davis, Boz Scaggs, Bob Seeger, Leon Russell, Rod Scotew, Dobie Gray and Hank Williams, Jr.

The charter sponsors of the seminar, presented plaques by Hall, were Warner Bros., Elektra/Asylum, Copyright Service Bureau, Big Tree Records, Epic, Epic International, Elektra/Lowery Group, U.S. Music/Characters, Capiti, Tune Publishing, Audio Consultants, Mercury, QRT, Malaco/TK Productions, ASCAP and BMI.

ENCHANTMENT GOES GOLD - Before a decision to merge into a 'company of the Roadshow Records recently presented Enchantment with its first gold album, "Once Upon A Dream." Picture (l-r) are: E.J. Johnson of Enchantment, Nick Albarano, executive vice president of Roadshow, Larry Cohen, vice president of UA Records (partially obscured); and Mickey Clanton of Enchantment.

High Court Declines To Hear Taxe Appeal

WASHINGTON, D.C. - The U.S. Supreme Court has refused to hear an appeal by convicted tape pirate Richard Taxe. The appeal of the decision by the Ninth Circuit Court of Appeals held that the four-year prison sentence and 26,000 in fines imposed on Taxe after he was found guilty on 20 counts did not constitute cruel and unusual punishment.

In rejecting Taxe's contention that his violation of the Copyright Law constituted a course of conduct and not separate criminal violations, the Court of Appeals in its opinion in 1971 was intended to eliminate record piracy and "to allow a series of discrete violations to merge into a 'course of conduct' and to be treated as a single offense which would vitiate the deterrent effect of the statute."

Taxe, who headed Gault Industries of Beverly, Mass., and a number of other firms in the manufacture and distribution of pirated materials, has previously appealed his conviction. The former appeal resulted in a unanimous decision by the Ninth Circuit Court of Appeals affirming his sentence and in the refusal by the U.S. Supreme Court to hear the case.

Walsh LP Goes Gold

LOS ANGELES - Joe Walsh's debut Elektra/Asylum album, "But Seriously, Folks," has been certified gold by the RIAA.

Celebs at bat - The sixth annual Kenny Rogers' Celebrity Softball Game to benefit the memorial fund established in honor of the late Ozzie Virgil was played Saturday, May 28, by celebrity teams whose players were Debbie Boone, Alice Cooper, Steve Martin, Kenny Rogers and Conway Twitty. Picture (l-r) are: Debbie Boone, tennis star Ilie Nastase and Rogers.
President and Mrs. Carter will pay tribute to 40 or so of the nation's greatest jazzmen at a White House Jazz Festival on Sunday, June 18. The occasion celebrates the 25th anniversary of the Newport Jazz Festival. Among those appearing will be Earl Hines, Teddy Wilson, Buddy Rich, Ray Brown, Ray Eldridge, Dizzy Gillespie, Stan Getz, Lionel Hampton, Miles Jacquet, Dexter Gordon, Sonny Rollins, McCoy Tyner, Ron Carter, George Benson, Zoot Sims, Benny Carter, Od Evans, Gerry Mulligan and Cecil Taylor. The entire performance is scheduled to last 90 minutes. They had better not put Cecil Taylor on first! New York City, meanwhile, is planning something a bit less spectacular, but potentially more significant. A series of commemorative sidewalk stones will be placed along 52nd Street to honor musicians who made "The Street" the place to go in the '30s and '40s. The awards will be known as "The Prez" awards, and the initial recipients will be Kenny Clarke, Miles Davis, Roy Eldridge, Dizzy Gillespie, the Thelonious Monk, and Sarah Vaughan among the living, and Coleman Hawkins, Billy Holiday, Charlie Parker, Stuff Smith, Art Tatum and Lester Young among the deceased. Ceremonies will take place June 15 near the CBS building.

Inner City is rolling with new LPs by The Revolutionary Ensemble and Irene Kraus. The latter record, titled "Gentle Rain," is on the Choice label.

Supersax, the Med Flory-led bebop outfit whose previous albums have consisted almost exclusively of Charlie Parker choruses, has completed its latest LP, which includes only one "Bird" tune. The new album, as yet untitled, was recorded in Europe and features material by Bud Powell, Antonio Carlos Jobim and Flory himself.

The Cannonball Adderley Memorial Benefit Concert, which was rained out by a broken water pipe backstage at UCLA's Royce Hall on May 25, has been rescheduled for June 16.

The Akinyishti-Tabackin Big Band, Freddie Hubbard, Kenny Burrell, Ray Brown, Cedar Walton and producer Shelly Manne, who were part of the original roster for the concert, were able to rearrange their schedules so that they might perform on this new date. In addition, Marlena Shaw has made special arrangements to join those originally scheduled for the benefit concert.

Pianist George Shearing will open June 12 at Leslie Linder's London Club in Los Angeles. The club, a gourmet restaurant, is located at 8511 Beverly Blvd.
Ariola Launches Prism Campaign

LOS ANGELES - Ariola Records is launching an extensive marketing and promotion campaign for its June album release of "See Forever Eyes," the second Ariola effort by the rock group, Prism. Conceived and organized by Scott Shannon, Ariola's senior vice president and Terry Barnes director of creative services, the campaign revolves around a Prism "Summer Survival Kit." Four different kits have been devised for the needs of retail outlets. Top 40 stations, AOR stations and the press. Prism t-shirts, stickers, jackets short, and sun visors have been designed for promotional purposes. Two major tours are being scheduled for the group. One is being set by Prism's booking agency, ICM, and the other is being scheduled by major market radio stations by Bill Barrettt, Ariola's national AOR promotion director. Radio spots and print advertising is scheduled to run on a national basis with the tours.

In speaking about Ariola's campaign, Scott Shannon felt the large-scale effort will call more attention to Prism's music itself. "The album certainly will stand on its own," said Shannon, "but we want to insure that the L.P. receives the exposure we feel "See Forever Eyes" deserves.

Chain Retailers Post Sales Gains For May

NEW YORK - The nation's leading chain retailers posted strong sales increases during the month of May, led by the J.C. Penney Co., which reported a 26% gain. Most retail chains posted double-digit sales increases over 1977, reversing some of the confusion caused by the mixed results of the last couple of months.

The nation's largest retailer of general merchandise, Sears, Roebuck & Co., posted a 10% sales increase during May, a drop from the 13%-year-to-year increase of the previous three months. K mart Corp., the second biggest retailer, reported a 16% sales gain in May after a 7.5%-year-to-year gain in April.

Pennini's strong sales gain in May was due in part to a relatively weak year-earlier month, according to company officials.

Montgomery Ward & Co.'s sales for May rose nearly 12% from a year earlier, following gains of 5% and 6% in the previous two months. F.W. Woolworth Co. had a 7.3% sales gain for the four-week period. Woolworth said that foreign sales for May rose 9.5%, while domestic sales rose 6.6%.

Other retailers reporting sales increases included: Wal-Mart Stores Inc., 39% (14% on a store-for-store basis); May Department Stores Co., 11%; Zayre Corp., 11%; Dayton Hudson Corp., 18%.
Dolly Parton And Friends Get Together In Atlanta

RCA HOSTS DOLLY — RCA's Dolly Parton, who treated Atlanta fans to a concert May 26 in the local Civic Center, visited with radio personalities and press personnel in a post-concert reception held by the label in the downtown Atlanta Hilton. Shown in the reception were: (l-r) Dave Wheeler, RCA director of national country sales, Nashville; Jim Sharp, Cash Box director of operations, Nashville; Dolly; Bob Campbell, Cash Box editor; and Joe Galante, RCA director of marketing, Nashville. Dolly greeting: "I really am glad it's here," said Dolly, who has worked in publishing companies in both New York and Los Angeles. "I think the company wants to show its continued faith and interest in our office here in Nashville. I think there is a general feeling now that Nashville and Nashville-oriented music is having a greater and greater impact on pop music. We are starting to get cuts on pop acts outside of town now, and songs written here are being cut by all kinds of artists and acts. We are much broader than just country music."

Hurt also added that Chappell and Intersong Music here will soon move out of the Mercury Building into the Joe Tabot Building (offices previously leased to Polydor) which will give the companies more office space. And Hurt announced that Pat Rolfe, previously general manager of Intersong Music here, has been placed on the new position of vice-president of Intersong, Belinda's country music division.

In addition to Hurt's statement, Rolfe said more emphasis will be placed on developing Intersong in Nashville. She also feels Nashville is expanding as a music center.

"Intersong is not as well-known here as Chappell although they are sister companies, but the national office is interested in building Intersong into a recognizable and viable company like Chappell," said Rolfe. "Also, it is nice to have our national meeting here. I think one reason is because we have gotten so much activity out of our Nashville office outside of country music. We are working songs here and getting them cut which are coming out of our other offices." Rollie also said that Nashville has become important to Chappell and Intersong.

Executives attending the meeting here will include Heinz Vogt, president of the Polygram publishing division from Germany; Nick Firth, vice-president of Chappell International from London; and Irwin Schuster, creative senior vice-president.

Attending from the New York professional staff will be Frank Military, creative vice-president; Chappell professional managers Helana Bruno and Ritchie Cordelli, and Don Orlando, vice-president and general manager, Intersong, USA.

Los Angeles representatives will include Roger Gordon, vice-president and general manager, west coast division; Randy Talmadge, professional manager, and Rick Dobino, intersong creative manager, west coast. Canada will be represented by Jerry Renewey, general manager.

The Nashville office will be represented by Hurt, Rolfe, Celia Hill, professional manager, Chappell/Intersong, and Charlene Sigmund.

Reev-ettes Take Fan Fair Crown

by Donna Barham

NASHVILLE — For the fourth year in a row, Mary Reeves Davis' Reev-ettes were the winners of the 1978 Fan Fair Softball Tournament, held at Cedar Hills Park here, June 5-6. In the annual mixed division, Ray Griff's Rays of Sunshine defeated Barbara Mandrell's Do-Rites 3-2 to capture the title for the third straight year.

Sponsored by the Country Music Association and WSM, the annual tournament drew fans from all over the country to see many of their favorite artists play in the tournament. The highlight of the
Too Hot
To Miss.
(Jerry Reed & Zella Lehr)
(I LOVE YOU)
WHAT CAN I SAY
WHEN THE FIRE
GETS HOT
BB 55• CB 51• RW 49•
BB 46• CB 43• RW 52•
(To)
(Miss.)
CRYSTAL GAYLE — United Artists UA-1214-9

Taking You In Sleep (2:53) (Roger Cook/Chriswood — BMI) (R. Cook/B. Woods)

Crystal's first single from her new album, "When I Dream," is as would be expected, geared to the pop listener but there is still that thin line which assures that no country fans will be turned off. Simple melody with good piano work.

JOHN WESLEY RYLES — ABC AB-12375

Kay (3:50) (Johnny Birstock — BMI) (Hamk Mills)

On his tours John Wesley has constantly been asked to re-release this single and this time reward him in late 1969, it could do even better now with more modern recording technology. Overall, the tune is not far removed from the original.

CHARLEY PRIDE — RCA PB11287

When I Stop Leaving (I'll Be Gone) (2:32) (P-Srem — BMI) (Kent Robbins)

Flat-paced hot complete with horns and that unique Pride vocal delivery. With the nice placement of female background vocal, support this single should appeal to all music directors.

LORETTA LYNN/CONWAY TWITTY — MCA-40920

From Seven Til Ten (2:40) (Irving-Dorsey, Green/Screen Gems — BMI)

Nothing too exciting about the "A" side of this single, but with the widespread appeal of Conway and Loretta it will probably get tested in many flat sides. The flip side could be interesting, though, "You're The Reason Our Kids Are Ugly."

Singles To Watch

TERRI BISHOP — United Artists UA-1194-Y

One More Kiss (1:58) (Dick St. Nicklaus — BMI/ID. St. Nicklaus)

KENNY PRICE — MRC MR1016

Daddy's Hands (2:59) (Talokahoe — BMI) (Ray Pennington/A L. "Doodle" Owens)

BILL WHITE — Prairie Dust PD 7625

Unbreakable Bonds (2:18) (Annextra — BMI/Me and Sam — ASCAP) (Dennis Morgan/Ann J. Morton)

MARTY MCGILL — MCA 5011

All Along In Austin (2:28) (Beechwood/Window — ASCAP) (L. L. Hargrove)

JACK RENO — WITH MARY ELLEN TANNER — (Deer Town DTY 306)

Need You (2:41) (MAGRAGINS) (Baker Knight)

COVA ELKINS — (Cova IDRA-502)

Looking For A Rainbow (2:36) (Pie-BMI/Chick — ASCAP) (John Schweeers/Dean Rutherford)

MELANIE JAYNE — (Firecracker FCR 1009)

Waking Up Together (2:45) (Ben Peters — BMI) (Ben Peters)

ERNIE ASHWOOD — (Former WIG-PR-808)

Give Me A Hundred Reasons (2:18) (Dallas — BMI) (Ann Jones)

Reev-ettes Take Fan Fair Crown

(continued from page 39)

two-day event was the All-Star game and featured such artists as Kitty Wells, Barbara Mandrell, Louise Mandrell, Randy Gurley, Linda Hargrove, Marcia Routh, Pam Rose, May Lou Taylor, Barbara Fair, Tanya Tucker and others. In addition, McGee, Don King, Oak Ridge Boys, Bill Anderson, Sterling Whipple, Jerry Foster, Geoff Morgan, Pat Rakes and Ray Griff. Present were Country Star magazine editor Carter was also on hand to pick off a few fly balls from center field.

Leon Rhodes, Opry guitar player, was named most valuable player of the men's tournament. Rhodes played third base for the Do-Rites. And in the women's division, Sharon Hubbard of Top Billing was named most valuable player. Hubbard led her team. Barbara Mandrell's Do-Rites, to the championship game where they were defeated 18-13.


Activities Continue

Fan fair activities continued the rest of the week at Municipal Auditorium with label showings and contests. There was a lively pace throughout the weekend. Many of the labels had displays for their record campaigns which for Tennessee is the national honorary chairman. Tanya's latest single is about the clubbing of baby harp seals in Canada and is titled "Save Me."

National Quartet Convention Set

NASHVILLE — Plans have been finalized for the 1978 National Quartet Convention to be held here Oct. 3-7 at the Municipal Auditorium.

J. D. Summer, president of the convention, said the convention will be kicked off with Old Timers Night, Tuesday, Oct. 3. It "will be a night of nothing but old songs sung by members of the Speers, Stamps, Blackwoods, Browns and Statesmen. Before the evening is over, we will probably have a jam session featuring various members from the existing quartet groups making up a group," Summer said.

Nancy Bond, director of the National Quartet Convention, said ticket sales are going "extremely well for this early in the season." Prices of the tickets are $5, $6, and $7.

Ticket information may be obtained by contacting Ms. Bond, Box 23190, Nashville, TN 37202.

Kerrville Folk Festival Draws Crowd Of 7,500 In 7th Year

by Hank Riddle

KERRVILLE, TX — The 7th annual Kerrville Folk Festival, established by Rod Kennedy and Allen Damron as a neighborly, esoteric musical gathering dedicated to providing family entertainment, was held May 25-28 deep in the Texas Hill Country at the Outdoor Theatre on the Quiet Valley Ranch. The festival attracts some 7,500 people attended the festival.

For months it was questionable whether there would be a 7th Kerrville Folk Festival. Flash floods put the '75 and '76 festivals in the red, and the 1977 festival cut losses by only 20 percent. However, by the end of the year, during the unveiling of the bust of the late Hondo Couch (proprietor-imagine of Luckenbach, Tx.), festival producer Rod Kennedy was inspired to make this year a success.

Under Kennedy's leadership, 165 businesses became $100 sponsors and scores of fans sent in early ticket requests. Many performers told Kennedy they would come to Quiet Valley Ranch if the festival was re-established (the festival's permanent home) whether there was an official festival or not. With this type of support and added cooperation from the local community, a predictable Texas weather, 1978 became the most successful of any Kerrville Festival.

The festival is held annually in conjunction with the Texas State Arts and Crafts Fair, held May 25-28, The Schreiner College campus in Kerrville is the site of Arts and Crafts fair.

For the seventh consecutive year, the Kerrville Music Foundation presented a series of New Folk Concerts during the festival. Forty singer-songwriters, selected from over 100 who submitted tapes, presented 80 original songs during after- noon concerts. The judges panel (Steve Fromholz, Gary P. Nurden, and Suzanne) presented six $50 awards to Vince Bell, Jessica Bryan and Lindsay Haisley, all from Austin, Tx. Other winners were Steve Sajic of Denver, Colo., Pettigrew and Blanchard of Dallas, and Louis Real of Kerrville. Among the 28 headliners for the four nightly concerts were Jimmie Driftwood, Alvin Crow, Joe Ely, Bill and Bobbie Heine, Gary P. Nurden, Tom Van Zandt, Guy Clark, Bobby Bridger, Rustra Wier, Skip and Allen Willits, Pauline Morton of Denver, Colo., Randy Houser, of Jackson, Miss., and Johnny Cash.

In addition to the entertainment, the Rev. Charlie Sumners held a Sunday folk mass.

April/Blackwood Appoints Harris

NASHVILLE — Judy Harris has been appointed professional manager of April/Blackwood Music here, announced Claude Blackwood, president. Harris will handle all operations, April/Blackwood, Nashville.

Harris previously has been employed here with the Grand Ole Opry and the American Society of Composers and Publishers. In announcing the appointment, Monk said, "Judy has been with us for over seven years and is one of the most capable people with knowledge of the business and her acquaintances, she should be the best song-plugger around."

45 / REVIEWS / SONGS / CASH BOX / June 17, 1970
Hickory recording artist Don Gibson is on the CB charts again, but that is nothing new for the composer of such classics as "I Can't Stop Loving You" and "Oh, Lonesome Me." Currently, his single, "The Fool," is $54 bullet on the CB singles chart and his latest album, "Sterling Again," has just been released incidentally, according to Mary K. Miller's new single is Gibson's "I Can't Stop Loving You," which is $44 bullet this week. In addition to performing at Fan Fair, Gibson is on the road most of the time, playing dates all across the country.

RCA's Steve Young has been cutting some single sessions recently in the old Monument Studio, Studio One, which has been purchased and renovated by Chip Young. Chip has been handling the engineering chores and Roy Dea is doing the production work. One of the tunes in the can is a rockabilly-flavored song called "Midnight Fever," written by Hank Riddle, who is also a CB free-lance writer. Steve's current album is "No Place To Hide," which includes the album's title song, "The second best country singer alive," "reservation first place for the legendary George Jones," and Waylon. Also used Young's "Lonesome, On'ry And Mean," the title song of one of his albums.

Governor Richard D. Lamm of Colorado has issued a proclamation designating June 19-24 as "Colorado Country Music Week." The proclamation was issued to the Country Music Foundation of Colorado in behalf of the forthcoming 16th Annual Colorado Country Music Festival and Trade Convention.

Behind every song or record in this business there is a story. Norbert Putnam, bass player and co-owner of Quadraphonic Studios here, was overheard relating how he happened to win his one-and-only "Superpicker's" A for playing bass. Putnam and Ray Stevens are old buddies, and a couple of years ago Stevens made Putnam promise he would play him on an upcoming session. Norbert agreed. But on the morning of the scheduled session, he overslept the night before the recording date. After a call from Stevens, Putnam hurried to the studio and arrived in time to play on what Stevens called the 'B' side. Norbert said Stevens told him to just listen to the instrumental track and add something of his own, "Ah'ab the Arab thing." As it turned out, the song was the million-selling "Streets." RCA Records has signed singer Brian Collins to an exclusive recording contract with the label. Collins, a Texas native, has recorded such chart records as "Stature Of A Fool," "That's The Way Love Should Be" and "I'm Gonna Sit Right Down And Write Myself A Letter." His first single, "Old Flames (Can't Hold A Candle To You)," produced by Pat Carter, is in CB this week.

Woodland Studios announces the addition of engineer Steve Goosetree to the staff. Goosetree is a recent graduate of Belmont College's music business program. In other news, veteran engineer Rex Collier was named studio manager of Woodland.

"Endless Wire," the most recent LP by Warner Bros. artist Gordon Lightfoot, has been certified gold by the RIAA. The LP, produced by Lightfoot and Warner Bros. vice president and director of A&R, Lenny Waronker, contains the artist's latest single, "Daylight Katy." This is the fourth gold album in Lightfoot's WB catalog.

Charter House Publishing Company has just signed a contract with Doris Lynch, Patricia Michamore and Hope Powell for a book on country music to be released later this year. Owner and publisher, Dominic De Lorenzo, and managing editor, Denise Jones, announced that the book, written by Lynch and Michamore, would be a major contribution to the available historical and reference books on country music. It will be illustrated in full color with photos by Hope Powell. Lynch and Michamore are the sisters of ABC recording artist. Tommy Overstreet.

"Hank Snow and The Rainbow Ranch Boys recently appeared at the Smithsonian Institution's Baird Auditorium as part of the museum's American Country Music series. The Washington Star arts writers have been as deserving of the Smithsonian's recognition as Snow. In 42 years of recording he has put out more than 100 albums, he is an astonishing prolific songwriter with a string of songs which help make up the bedrock of country music tradition.

"Warner Bros." Sterling Whipple is not a new name to folks around Music Row, but he's a relative newcomer to the country entertainment field. A prolific songwriter, having penned such tunes as "Now You See 'Em, Now You Don't!" for Roy Head, "Better Me" for Tommy Overstreet, and of course "Blind Man In The Bleachers" for Kenny Starr, "Dirty Work" is Sterling's first attempt at recording his own material for the Warner Bros. label (he previously had 2 cuts on Epic Records). Presently, Sterling is playing dates, and producer Jimmy Bowen intends to release a new single and album by him in July.

This is a much better site," Fallwell said. "The festival will be held in an industrial park with 536 acres, including beautiful bluffs and gorges. And the access is super. The access to the other site was almost non-existent. The new site is only about 35 minutes from Nashville just off Highway 31 North and 17. We were not forced from Williamson Country. We could have fought and ironed out the problems, but this other site was such a sad thing. We took it. The move has cost us no more money and it is no more than 15 miles from the original site."

Jo Walker, Charlie Rich have been recently added to the list of performers. Other performers scheduled to appear include Tennessee Ernie Ford, Johnnie Cash, Slim Whitman, Porter Wagoner, Jack Greene, Red Sovine, Dick Trenton, Happy Days, Marty Robbins, The Wilburn Brothers, The Del McCoury Band, and the Davis Sisters. The festival will be broadcast on a new site.
THE COUNTRY MIKE

IMUS IN THE AFTERNOON?? ... As we reported a couple of weeks ago, former WBRC/New York morning funnyman Don Imus will be beginning afternoon drive at WHK/Cleveland as of July 1. Not only is this the first country station Imus has worked for, but it is also, for the first time in moon drive, in a phone conversation from Imus’ home in Connecticut, he told Country Mike that his decision to go to work for WHK, his first radio gig since leaving WBRC last year, came after he was a guest on the station’s weekend show.

Imus began his radio career 10 years ago in Palmdale, California at KUTY. From there he traveled to Stockton, California, Sacramento, Cleveland, where he worked for WQAR; and finally to New York City. Imus gained notoriety a few years ago when he got fired from the Stockton station after running an “Eldridge Cleaver Look-Alike Contest” on the air.

Imus has also been involved in recording records for the past few years. He has a new comedy album released, containing bits and pieces from his radio shows. Imus also sings ... RCA released a country single by Imus a year or so ago entitled, “Play That Country Downstairs.” Imus also wrote the smash record by Jim Ed Brown and Helen Cornelius, “I Don’t Want To Have To Marry You.”

Imus says he has been given “carte blanche” by WHK station management, as far as what he is allowed to do on the air. He says his radio program will still be full of surprises for his Cleveland listeners.

Imus goes to WHK at an undisclosed salary, after confirming that he was making over $200,000 a year when he left WBRC last year.

So ... Here’s WHK’s new lineup as of July 1: Gary Dee, mornings; Joe Finan, middays; Mike Williams, 1-3 p.m.; Mike McElroy, 3-7 midnight; and Doc Lemon will do the allnight show. Welcome to the Country, Imus!!

OPERATIONS MANAGER PROFILE ... For the past three years, WJJD/Chicago has had two operations managers. On the outgoing staff, there was Leslie Hart, Clarksburg, West Virginia, where he worked at several stations in and around the Clarksburg area. Most notably, Hart was music director at WSLR/Akron before coming to Chicago last spring.

WHAT WILL JOHN LESLIE DO NEXT?? ... Recently reported we had KCKN/Kansas City morning man John Leslie gained nationwide television coverage by giving away hundreds of two-dollar bills on the streets of Kansas City. Leslie is up to his tricks again ... this time he is covering from the Associated Press. It seems Leslie called a tavern owner in London during his show a few weeks ago to ask the innkeeper if he would let Leslie’s Kansas City listeners hear Big Ben chime. At first the publisher, Neville McEvoy, thought it was a prank. But after McEvoy received several telegrams and phone calls from KCKN listeners, he knew Leslie was for real. So, McEvoy called Leslie a couple of weeks ago and Big Ben’s chimes were heard over the KCKN airwaves. Now McEvoy and his wife have been invited to Kansas City, all expenses paid, to spend a weekend with Leslie and his wife.

KSON/San Diego presents a “Day In The Country” for invited guests at the Wildcat Cany on Ranch on June 17. Thanks to president Dan McKinnon for inviting Country Mike.

WVOX/Jacksonville MD “Country” Charlie White is looking to record company people for suggestions on how to improve his system of music research. It might be a good idea for everyone to take suggestions from promotion people once in a while. Most of them have been in the business long enough to be able to give some helpful hints. By the way “Country” Charlie’s new private line at WVOX is 904-388-0769.

Ken Loomis has arrived at KWKH/Sheffield as MD. Loomis was most recently MD at WAXX/Eau Claire, Wisconsin, where he was MD for 2-1/2 years.

Congratulations to KENR/Houston production director Buddy Clark and his new wife, Beth, who is a receptionist at KENR. They were married last weekend by KENR MD Dr. Bruce Turner.

Condolences out, this week, to KONY/Billings MD Linnie Bell, whose house was washed away in the big flood up there a couple of weeks ago.

ALL COUNTRY TRAVEL is invited this weekend to listen to the “White Mansions” edition on A&M Records. This is a concept album based on the American Civil War. The LP features Waylon Jennings and his wife Jessi Colter. Watch for the release sometime in July. Also in Atlanta for the album preview were Mike Burger from WHOO/orlando, Diane Brennan from WBAM/Montgomery, and Dave Turner from WKDA/Nashville.

Cash Box/June 17, 1978
THOROUGOOD AT SWEETWATER — Rounder recording artists George Thorogood and the Kietes have four songs recently at the Sweetwater in Record's book. All five songs have been released on the CBS label. Not only are they in the Top 20, but they are also in the Top 10, as seen in the chart. #196912

THOROUGOOD AT SWEETWATER — Rounder recording artists George Thorogood and the Kietes have four songs recently at the Sweetwater in Record's book. All five songs have been released on the CBS label. Not only are they in the Top 20, but they are also in the Top 10, as seen in the chart. #196912

Butterfly Records Achieves Success During Its First Year

"With disciples as a base, we attempt to bypass the secondary radio markets and cross from major to major. For example, with Chattanooga Choo Choo from Tuxedo Junction, we generated sales of 100,000 units before airplay. Then a station like WBLS put the record in rotation, establishing us in a major market disco-cross over station. Then WNEW added the record because of its upper- demographic appeal; stations like WABC in New York and WABA in Chicago are playing our records."

"Butterfly Records targets the same niche market, from the same section of the country," says Cervantes. "We believe in creating a demand for our records, as opposed to putting in the radio markets." The label's strategy has been successful, with sales of 140,000 copies of its first album.

Independent Distribution

Cervantes commented that after initial skepticism by independent distributors who handle Butterfly, the label is now held in esteem by those based upon its ability to deliver sales.

"I am a firm believer in independent distribution and the master of your own destiny," says Cervantes. "After the departure of Casablanca, UA, and A&M on the west coast, Butterfly has become the fair-haired kid of independent distribution."

The label is handled by Pickwick in many markets, M.S. Distributing in Chicago and L.A. and Universal in Philadelphia. However, it is Alpha Distributing in New York which does the major share. Alpha distributes approximately 30% of Butterfly's volume.

"Butterfly's unique marketing strategies have given us a competitive edge by utilizing the promotional capabilities of the independents," says Cervantes. "Also, we have 11 independent promotion people working our stuff, including Don Anti and Tony Muscolo. In the next six months, we are going to add a regional promo team beginning in the midwest."

"Butterfly is developing a stable of Top 40 and AOR acts to complement and broaden the discography of the company. In the next six months, the label expects to release a minimum of six pop/AOR acts. However, Cervantes considers disco to be the label's "bread and butter."

"Disco Revolution"

"We are on the threshold of a revolution. Disco is going to be the late '70s what rock 'n' roll was to the '60s. That sound like sacrilege to some but all you have to do is look at the success of 'Saturday Night Fever' to know it is true."

Having already received and turned down two acquisition offers from major labels, Cervantes said Butterfly will continue to attract interest and become a major force in the industry.

CBS Announces VPs

CBS has announced the appointment of three new VPs. The moves, which were announced on Tuesday, will add approximately 20% to the company's management staff. The new VPs are:

- Charles A. Rider, who will be responsible for marketing administration.
- John J. O'Connor, who will be responsible for planning and administration.
- William J. O'Shea, who will be responsible for sales and promotion.

The appointments are the latest in a series of management changes at CBS, which announced last month the resignation of Michael D. Quill, president of CBS Records. O'Shea will be the new president of CBS Records.

CBS will also announce the appointment of a new head of its Paramount Pictures division, which has been under the leadership of Michael D. Quill.

Cash Box/June 17, 1978
Vox Catalog Sold To Moss; Bartholdy Is A&R Consultant
by Ken Terry

NEW YORK — The Moss Music Group, headed by Ira Moss, former president of Pickwick International USA, has acquired the Vox Record catalog including all the trademarks of Vox. Among the included lines are: Vox, John, Turnabout, Candle, and the Historical Series.

George H. de Mendelssohn-Bartholdy, who founded Vox in 1945, will assist the Moss Music Group as an A&R consultant. Tom DiVita will continue as vice president of sales.

According to S. Gordon Stenger, Moss's vice president in charge of sales to special markets, Vox turned over about $2 million last year. "We're looking to double or triple that in a couple of years or less," he said.

In order to do that, Moss commented, "We intend to launch an aggressive promotion and advertising campaign to bring the vast Vox catalog even greater prominence in the marketplace. This will involve a two-pronged approach, first to the dealer, secondly to the consumer. Attractive point-of-sale materials and displays will be made available to dealers to help them sell in national and co-op advertising."

Market Penetration

Vox, Turnabout, Candle, and Historical, whose single discs list for $3.98 and $4.98, comprise over a thousand titles. Specializing in licensing European recordings as well as recordings of lesser-known American orchestras, the economy lines have introduced to the U.S. public such artists as Alfred Brendel, Guisamova, Otto Klemperer, Jascha Horenstein, Ingrid Haubler, Rudolf Firkusny, Walter Klein, Peter Zsenyja, Ruggero Ricci, Aaron Ros- sify, Adam Simon and Grant John- nathan.

Ironically, the company's large catalog has proved a liability in terms of distribution. Independent distributors, by and large, don't want to touch a classical line if it means keeping so many titles in inventory; instead, they'd rather handle a few big pop hits. Consequently, the only indies who are currently distributing Vox are California Record Distributors, Connecticut One Record Service, Chaps in Philadelphia. Associated in Phoenix and Transcontinent in Buffalo.

However, this hasn't stopped Vox, which is subject to many big accounts, including Sam Goody, Stark/Camelot, National Record Mart, Harmony Hut and Ross Records. In addition, Moss recently set up a Vox warehouse in Canada under the direction of John Leetham, formerly director of Canadian sales for Pickwick. Vox has had distribution in Canada for some time; now it will also press records there.

The key to Vox's success has been to persuade more rack jobbers to add the Vox lines. His argument is that, as Funk & Wagnalls' success with a "sand, sand, sand," means so to touch the sales. Meanwhile, the other labels are getting into the act. DG and Philips have released

Majors Move On Budget Cassettes

by Ken Terry

NEW YORK — Due to the general pick-up in sales and the superior sound quality of cassettes, the classical labels have concentrated more on cassette sales over the past couple of years. Now the majors are also moving in the area of budget cassettes, which until recently have been the exclusive province of independents like Vox.

In two months since Columbia Masterworks issued its first, 50-title batch of Odyssey cassettes, the program has been a big success, according to Mike Kellman, director of product management for Masterworks. Retailers confirm that the $4.98 list cassettes have been selling extremely well. "The Odyssey are doing well because they have a lot of classic Columbia recordings, trying to persuade more rack jobbers to add the other labels are getting into the act. DG and Philips have released

CLASSICAL ALBUM REVIEWS

BEETHOVEN: Missa Solemnis — Lucia Popp, Yvonne Minton, Mallory Walker, Gwynne Howell; Chicago Symphony Orchestra & Chorus, Sir Georg Solti; conductor — London OSA 12111 — List: $15.96

This is simply a first-class recording. Soft's direction is crisp and incisive. Tempos and dynamics are exceptionally well-judged, and the performance brings out the work's dramatic cohesion. In addition, the soloists are very fine: Lucia Popp's voice is positively angelic, and contrasts beautifully with contralto Yvonne Minton's darker tone. Gwynne Howell also makes a splendid contribution, especially in the "Agnes Dei."

VIVALDI: The Four Seasons — Henryk Szeryng, violinist; English Chamber Orchestra — Philips Festivo 657/0/861 — List: 6.98

So many versions of this work have been recorded that it is difficult to grade them. Nevertheless, this one must be recommended for the purity of Szeryng's tone and the wholeness of his vision. Some might cavil at his over-interpretation of certain passages, but he performs better with the extended than, for instance, Izhak Perlman is on his version for Angel. Moreover, the orchestral sound is suave and polished.


The colorful, often violent moods of "El Amor Brujo" are depicted with an evocative immediacy in this performance. The well-known "Ritual Fire Dance" comes across with all the white-hot sensuality, and Marilyn Horne turns in a superior solo. Her dark-hued, husky tone is also used to good advantage in Ravel's sumptuous tone poem, "Sheherazade."
**Black Stations See Benefits In Dropping Playlist Numbers**

by Carita Spencer

LOS ANGELES — Growing concern for the listening audience, greater exposure for a variety of music and record companies, and pressure are some of the reasons given by programmers for the elimination of numbered playlists from black radio stations in major and secondary markets.

Stations KDAY-AM in Los Angeles and WRFL-AM, New York, recently implemented the change, joining WBMX-FM, Chicago; WRAP-AM in Norfolk, Virginia; WWDM-FM, Sumpter, North Carolina and WOL-FM in Washington, D.C., which have not used numbered playlists for a year or more.

Ernest James has been program director at WBMX for three years and says the station has used the method since he has been there, adding that, in his opinion, there was never any reason for numbers in the first place.

"No Frills" — We have no-frills playlists, he explains. "People aren't number conscious, they want to hear the music they like. Music is the most important thing we do and not saying that a song has a number, this allows the audience a freedom of choice. We believe in music developing its own credibility." is programmed on a rotation basis involving several categories determined by research based on listener requests, store reports and "call outs." Full-time music researchers also observe buying habits "in cognito" at record outlets, adds James.

LPs and Singles

WBMX programs albums and singles but doesn't differentiate between the two on air. In some cases, the station has played cuts from albums which later turn out to be single releases, as the Commodores' latest LP illustrates. Because of audience appeal, "Three Times A Lady" is presently in a high rotation, and is being released as a single.

"Audiences need an alternative to dictator radio," says James. "They need to have a choice. In the last ARB survey, WBMX was number three in the market, 18-34: third in teens and fifth, 18-49. The effect of the rotation is method proving itself in the ratings."

At WOL, program director Don Mac held a similar view, saying that in the past radio stations have been too concerned with record company priorities and sales information from总公司.

"Numbers don't mean anything," he says. "We play records based on the needs of our station and establish what people want to hear by using our research methods. Music is our main concern."

Mac went on to say that the different categories of music at the station (i.e., hosts new, prime LPs, oldies, etc.) are necessary so that a variety of music can be played and more exposure can be given to the music. "For contemporary R&B stations, states Mac, "we need loyal listeners. We can't be two-faced, we have to be mass appeal."

At WWDM, the no-numbers method has been in effect for about one year and has been "very beneficial" according to music director Barbara Taylor. She adds that various factors are involved in determining the rotation a record will receive. In addition to trade and retail information, several sheets from the air personalities are also taken into consideration, she says.

"They (the jocks) know as much as I do and also have good ears for music," says Taylor. "I feel that the new rotation system is easier to follow and a lot fairer to artists because everything's in one place. The DJs don't pick the music but they have a fair amount of input."

Criteria

"Numbers don't have much significance," says Barry Mayo, program director at WRAP. "What criteria is used to determine a number? Requests, Sales? What (continued on page 44)"

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**The Rhythm Section**

A LOT CAN HAPPEN IN TWO YEARS and as the saying goes, you don't get older, you get better. Well, such is the case of vocalist Margie Joseph, who, after a brief break in her career, now says that she gave her an opportunity to concentrate on herself as an individual. The vacation was good for my heart," she confided recently during a visit with Cash Box, "it gave me time to get me together." Her performance at the BRE convention during a dinner sponsored by Atlantic Records was evidence that she's accomplished that. Backed by the B-5, she was in top form, singing her versatile vocal technique on tunes like What's Come Over Me?, Emotion and Best Of Your Heart. If you missed that, look forward to her new LP entitled Feeling My Way," produced by Johnnye Bond, co-host of American Bandstand, who is working on his third album for Atlantic at studios in L.A. An August release is anticipated and I'm told the Pointer Sisters, along with Kenny Burke, Greg Philangines, Noel Pointer and Devadip Carlos Santana are participating in the Wayne Henderson/Sunny Burke production. Walden is also doing some.

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PEACHES AND HERB SIGN — Singing duo Peaches and Herb recently signed with Polydor Incorporated's MVP Records label, owned by producer Freddie Perren. Picture (l-r) at the signing are: Herb, producer Archie Elegant, Linda Green (Peaches), Fred Haeney, president of Polydor and Polydor International, Ferrer, Herb Fame; Dr. Eke Schnabel, Polydor's senior vice president, legal affairs and Hal Yoergler. Polydor's vice president A&R, west coast.

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Cash Box/June 17, 1978

www.americanradiohistory.com
R&B RADIO PLAYLIST HIGHLIGHTS

MOST ADED R&B ALBUMS

1. LOVESHOE --- CON FUNK SHUN --- MERCURY
2. SOUNDS ... AND STUFF LIKE THAT!! --- QUINCY JONES & A&M
3. LIFE IS A SONG WORTH SINGING --- TEDDY PENDERGRASS --- PHILA. INTL.

MOST ADED SINGLES

1. CLOSE THE DOOR --- TEDDY PENDERGRASS --- PHILA. INTL.
2. GOOD, BAD & FUNKY --- SHOTGUN --- ABC
3. BABY I NEED YOUR LOVE TODAY --- SWEET THUNDER --- WMOT/FM"
NUMBERS DROPPED FROM R&B PLAYLISTS

about the people who don’t call the stations or who don’t purchase records? People who raise [activity] only a certain percentage of the listening audience. You have to identify them and know who they are. Being on the air helps a lot because you have to have a feel for the audience.

Mayo feels that these points can’t be the total determining factors. He believes in the ‘live majority’ and says programmers should not let the system override logic. Pointing to “Lady Love” by Lou Rawls as an example of a song that is down on this record, his research indicates that people still want to hear it.

“The music people here at KUT 2012, are very aware of this,” Mayo maintains, “that is is easier to categorize the music for rotation and every record gets an equal chance for becoming a hit. Even in a case where you have one or two records that are, saleiswise, doing as well as those in the Top 10, these records still have a live shot because of the rotation.

In conclusion, Mayo says that black programmers who have not thought about limits before, should seriously give this matter some consideration. It is important to have a system and rotation, in his opinion, because many will misinterpret which, he says, occurs when four or five persons (on the air) like a certain record and continuously play it.

“You can’t have those people dictating music in a market,” he says, “rotation is the only way to insure consistency.”

Steve Woods and Spanky Lane, program and research directors, respectively, at KDAY, agree that the elimination of numbers will allow for more freedom in compiling the playlist.

“The mechanics of the numbered playlist with having a new blank number?” says Lane, “in a case where you have two new songs on the air, you couldn’t add them all in a numbered situation because you would have to drop an equal number of records from certain positions in order to do that.”

He adds, “The numbered playlist actually defeats the purpose of adding records.

Wood continues, “This system allows more of a free form, more room to add and drop records, and we feel that we are being more accurate by giving the 10 hottest albums in alphabetical order and a listing of the others being played, also in alphabetical order if same method applies with the singles.”

Lane notes that an awareness of the target audience is a very important part of research. Research, he says, is knowing everything about the product in order to control its numbers.

Marc Olds, general manager at WWRL, states that the station is far more concerned with the general sound and type of music rather than with numbers.

“People are more interested in a variety of music,” adds Sonny Taylor, program director. “The best possible music for our listeners. The numbered system limited the music selection. Now we can interchange the music on the air just as we feel we want. Every record is equally played at the different levels of rotation.”

Marc maintains that we constantly keep our finger on the pulse of the audience.

Heatwave 45 Is Gold

NEW YORK—“Always And Forever,” the second single from Epic recording group Heatwave’s double-platinum LP, “Too Hot To Handle,” has been certified gold by the RIAF. The LP is currently on a tour of the South and Midwest through May in support of their new album, Central Heating.

Gold For Enchantment

NEW YORK—“(I Can’t Help) I’m Falling In Love,” the first single by The Enchantment, has been certified gold by the RIAA.

THE RHYTHM SECTION

writing for the Sisters’ upcoming LP, and Santana’s new solo album for Columbia will contain duets with two of the Sister’s lead vocalists. One good turn deserves another. While vacationing in Honolulu, George Johnson (of the Brothers Johnson) attended the Rufus/Chaka Khan concert at the NBC arena, joining the group on stage for a couple of numbers. They even re-strung a guitar for drummer Denny Dempsey of Chicago who was with them.

Sound Like Sha Na Na’s Denny Greene singing “Tears On My Pillow” on the soundtrack of the movie “The Grease”...Noting High Energy singing “We Are The Future” on the soundtrack of Universal’s “Almost Summer”...This will be the first single from the LP, and the upcoming album by the group, entitled “Steppin’ Out,” will also contain the tune “Hard Rain”...The new single, “All American Anthem,” Lift Every Voice And Sing,” at the NAACP Image Awards, June 9 at the Century Plaza Hotel...The “International Stars Concert” benefit at UCLA, June 10, featuring producer Mario Machado, Peter Nero, Pla Zadora, Willie Bobo, Nolonger Idle and Hiroshima...Willie Hutch is “In Tune” (his new LP on Whittingfield Records is released soon). “All American Punkathon” has been culled as the single...The Unexpected were just as their name implies at the Exit Inn in Nashville recently. The five vocalists accompanied by an eight-piece band opened for Elita James with an impressive performance. Their latest release is “Falling Apart At The Seams” produced by Bud Cason on Phonogram/Mercury’s Mustang label...Westwood One’s “American Disco Network,” hosted by Kris Erik Stevens, will be available to radio stations who are already being aired on KUTE 102 in Los Angeles and has aired on American Armed Forces radio for the past year...The new LP by vocalist Vivian Reed of “Bubbling Brown Sugar” fame will be released soon. Their single, produced by an up and coming Artist...There will be more sales, where that come from as Soul Publications announces two new features debuting in their latest issues. “Careers, So You Want To Be A...” will, on a monthly basis, present detailed job descriptions and interviews with experts in entertainment, while “Chasin’ the Dirt With Michael St. John” adds “a touch of brass” to Soul.

IN RECOGNITION OF his contributions to the preservation of the black musical heritage, Atlantic recording artist Ray Charles was presented with an honorary degree of Doctor of Music by Shaw University in Raleigh, North Carolina during their 113th commencement exercises...Along the same lines, on Monday, June 12, Stevie Wonder was feted at a reception to celebrate the opening of the “Songs in The Key Of Life” exhibit at the Virginia Museum of Fine Arts in Richmond. The event is being presented by MUSIC, Music Friends of the Los Angeles Public Library...Happy Belated Birthday to Deniece “Songbird” Williams and Ronnie Dyson.

Jeff Lane of Whitfield Records has signed WYLO-FM and going to WKNJ in Newark...Tom Toeymer to WBXM in Chicago...Hardy Jay Lang, new MD at WSOK in Savannah.

IN RECOGNITION TO an item appearing here concerning Heatwave, the question, during a telephone program on KUTE 102, should have been why the group has not played a concert in L.A., not why the group has not toured, as the statement indicated.

carla spencer

BROWN AT BRE—During a luncheon sponsored by ABC Records at the recent Black Radio Exclusive Conference at the Biltmore Hotel in Los Angeles. Shown at the dinner are (l-r): Noreen Woldo, vice president of Atlantic; Jerry Brown with a gold record for his contributions and inspiration to the recording industry. Pictured at the presentation are: (l-r) Governor Brown; State Senator Bill Green; Bill Craig, national director of promotion, special markets and Steve Diener, president of ABC Records.

ATLANTIC HOSTS CONVENTION DINNER—Atlantic Records hosted a dinner and show at the second annual Black Radio Exclusive Convention at the Biltmore Hotel in Los Angeles. Shown at the dinner are (l-r): Noreen Woldo, vice president of Atlantic; Jerry Brown with a gold record for his contributions and inspiration to the recording industry. Pictured at the presentation are: (l-r) Governor Brown; State Senator Bill Green; Bill Craig, national director of promotion, special markets and Steve Diener, president of ABC Records.

RCA R&B MEET—RCA’s rhythm and blues department completed a two-day series of meetings at the Biltmore Hotel in Los Angeles, where promotion and marketing plans for their products for the balance of the year were discussed. Afterwards, the staff was treated to a disco-party and performance by Lakeside, whose LP will be released on the RCA-distributed Solar album. Pictured at the party are (l-r): host Dick Griffey, president of Solar; Don Cornelius of “Soul Train”; Steve Woods, program director of KDAY; Leroy Phillips, RCA’s midwest regional R&B promotion manager; Don Burkheimer, vice president of product management and artist tours for RCA; Ray Harris, director of R&B promotion and merchandising for the label; and RCA producer Jerome Gasper.

CBS AT BRE—Artists and record company personnel were on hand for the CBS-sponsored Awards Banquet at the second annual Black Radio Exclusive Conference at the Biltmore Hotel in Los Angeles. Pictured (l-r) prior to the affair are: Tony Martelli, vice president of Associated Labels; Don Dempsey, vice president/general manager of E/P/A labels; artists Willie Bobo and Mlume and Vernon Slaughter, director of progressive music.

Vox Catalog Sold

(classical continuity series in supermarkets has proven, many discount store customers will buy budget-priced classical records. If the rack jobbers and dealers dropped the emphasis on classical, the other music on the racks is proving the stores, they’re missing out on something that their public is buying,” he asserted.

At the same time, Moss is telling specialty retailers that items like Vox Boxes ‘yield an abnormally high gross profit margin’ and as many as eight to ten turns a year. “We want that story told, and we’re going to support it. (RCA) can get in the game with their new Laserdiscs,” he says.

Along future projects, Moss plans to expand Vox’s worldwide licensing arrangements while continuing to build its lines. Eventually, there may be folk and jazz lines, according to Strenger. In addition, Vox is beginning negotiations to license out-of-print releases from the major labels.

Mangione Scores

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**Latin Picks**

**VOLCAN** - Jose Jose - Pronto PTS 1035 - Producer: Rafael Perez Botella
Multi-talented singer Jose Jose scores again with another sparkling album that consists of a collection of love songs as only he can perform them. He has recently been acclaimed as the best ballad singer in Mexico, and here, he excels cut after cut. Likewise, the orchestra backing him in this album is superb. The songs are beautifully suited to his style, with excellent string arrangements. Another hit for Jose Jose.

**LATIN FROM MANHATTAN** - Bobby Rodriguez Y La Compania - Vaya 72 - Producer: Alex Masucci
This is Bobby's third album for the Fania Family. Already his single from this album titled "Latin From Manhattan" has been hitting the charts all over the country. Good arrangements and vocals plus a very tight rhythm section. Great for dancing as well as listening. With right promotion, it should make a good cross-over.

**LATIN FEVER** - Fania 00527 - Producers: L. Harlow/R. Harlow
In the beginning there was woman, and woman had a need to create, a dream to express the soul's yearnings. In this debut album there are 14 women of different backgrounds, each bringing her own hopes and ideals into this new venture which they call Latin Fever. The vocals are first rate. Honorable mention goes to Larry and Rita Harlow, for without them Latin Fever never would have existed.

**Latin Beat**

Tito Puente has made numerous appearances in Puerto Rico but the Tico is always a recording artist's favorite. At the 16th concert of Roberto Clemente Musical Coliseum in San Juan was a first for the island. For the first time in Puerto Rico, Tito was accompanied by his 21-piece concert orchestra. Also on the same bill was Tommy Olivencia, Justo Bentancourt and Wilfrido Vargas from Santo Domingo.

**Brazilian News**

RIO DE JANEIRO — CBS Records Brazil will release in July the new Rafaela Carrara LP entitled “Falaflia” with a strong promo- tion.

Marinheiro De Vila is flying to Paris to release some records. In Japan Da Viola will speak about Brazilian pop music. His stop will be in N.Y. where he is going to release his new LP in Portuguese.

Santo Esmeralda Group, during its appearance in Rio de Janeiro’s Discologue “Papagio”, played their new LP entitled “The House Of The Rising Sun”.

Gilberto Gil released his latest album “An- tonia Damba De Samba Breve.” Gil is going to the U.S.A. to record his next LP. In July he will be at the Montreux Jazz Festival to record live his next LP to be released in Brazil in September.

Marisa Creusa and Jar Rodrigues arrived in Rome last week. The duo will do some personal presentations (4 days) at the Theatre Sistina. After that they will appear at the Olympia in Paris for the first time.

Caetano Veloso, now touring Europe, is the composer of the title song of the film “The Girl From Ipanema”. Veloso is also very successful in Colombia, Panama, Venezuela, Ecuador, Chile and other Latin American territories.

According to the recording companies association, during the first quarter of 1978, Roberto Carlos was the number one record seller in Brazil (more than 1 million LP copies) Außerdem folgen ihm Maria Bethania, Alice, Benito Di Paula, Beth Carvalho and others. Despite the rising number of international masters released in this period, it is interesting to notice that of the first 10 places on the list, 6 are local Brazilian-produced masters.

EMI/Odeon is producing an LP by the very well known Angela Maria. The execu- tive producer of this album is Miguel Poplis, the leader of the pop and best- selling group The Fever.

**SINGLES TO WATCH**

HANSEL Y Raul (Del Mundo Int.) Junto (3:58) (S. Fiallo)
IMAGO One (Vaya Int.) (Rebelle) (3:49) (Jose A. Cruz)
TITO GOMEZ (Inca) La Jeya De La Jeya (3:59) (D.R.)
MONGO SANTAMARIA (Vaya) Hey You, Sexy Thing (3:30) (William Allen)
CHIVIROC DAVIDA (Contrap) Mi Orgullo Se Rindo (4:06) (Angel Amadore)
CHARLIE PALMIERI (Acore) Azucar Con Baccacero (3:53) (Johnny Alvarez)
GAVIOTA (CBS Costa Rica) Tritte Madrugada (C. Guzman)
ORLANDO RUIZ (CBS Costa Rica) Sublime Amor (O. Ruiz)
SAOCO (Salsoul 8729) Paso Fino (3:31) (Henry Fiol)
TAYACAN (Indica Costa Rica) Las Campesinas Del Cau (5:40) (Carlos Godoy)
TONY MORALES (CBS Costa Rica) Mi Maldicion (Ramon Velquez)
TRINO MORA (Top Hits) Himno Al Amor (3:35) (D.A.R.)
EMIR BOSCN (Top Hits) A Orizaba (Roccarato)
MIRLA (Top Hits) Porque El Amor Se Va (4:08) (Mallory/Gomez)
Participation By Int'l. Companies Up For MUSEXPO

NEW YORK — Participation by German companies and executives has already more than doubled for this year’s 4th Annual International Record and Music Industry Market which takes place November 4-8, 1978 at the Konover (Hyatt) Hotel in Miami Beach. It was announced recently by Roy Z. Shashoua, MUSEXPO president.

Over 36 companies from Germany have already confirmed their participation at MUSEXPO ’78 with the following companies having already booked several office booths: Hansa Records/Merck Music, BMG/RCA, Records/Global Music Group; Karman Productions/Butterfly Music; Quint Ram Albatross; Discoun/UA; Walfer Records/Siegel Music; and Ballaphon, among others.

Overall Participation Up

Shashoua also announced that international participation has risen sharply and may reach 140 companies at the Music Industry Market.

With the introduction of substantially reduced airfares now available on all major airlines, a record number of buyers from London to the USA and Miami, European participation has to date almost doubled as compared to last year at this time.

VM1’s Sales Increase In Fiscal Year 1977

TOKYO — Victor Musical Industries has reported today that sales for the year ended March 31, 1977 increased 31.6% over those recorded a year ago, from Yen 43.3 billion to Yen 56.9 billion. Net income for the year increased 51%, to Yen 7.3 billion.

The strong year over year improvement in sales is attributed to increased sales of domestic Japanese recordings, which are to the credit of the company’s recent output of light classical music, TV soundtracks, and other repertoires which represent a changeover from tape to in-pressed records. The company also noted increased sales of foreign repertoire albums, primarily from Germany.

RCA Is Set to Handle Distribution Of 7 Rec.

SYDNEY — RCA Records has taken over distribution of seven Australian labels, formerly M7 Records, and 7 Records has closed all its sales and distribution area offices around Australia.

Let To Retailers

Mike Delaney, 7 Records’ national marketing manager, said this week that the only office to remain open will be the Sydney operation. In a letter to record retailers including: "We've been informed, as the industry changeover period could cause hold-ups in the processing of your orders for our products, that we are offering generous advance payment terms to assist you through the changeover. The purchase order will be canceled if you are unable to pay within 30 days of the order being placed. If you have any problems during the changeover, please do not hesitate to contact us.

If you have any questions or concerns, please contact your local RCA representative. We appreciate your understanding and cooperation in this matter."

CRIA Certifies Awards For May

TORONTO — The Canadian Recording industry Association reports 14 certifications for May which include 3 double platinum albums, 3 platinum albums, 7 gold albums and 1 platinum single.

Recent certifications are Oliva Newton-John’s “If You Love Me”，MCA; Olivia Newton-John’s “Have You Ever Been Mellow”, MCA; Elvis Presley’s “Moody Blue”, RCA.

New platinum albums include: Heart/“Magazines”, Mushroom; Carroll Shelby’s “Golden Boomer”, Iridia; Genesis’ “A Trick Of The Tail”, IWEA.

Certified gold albums: Doucette/“Mama Legs”, cane; The Band/“Last Night On Broadway”, IWEA (double album), Raylon/“Newman”, Little Criminals”, IWEA.

The one platinum single is Bee Gees/“Feynman Follies”.

INTERNATIONAL BESTSELLERS

Canada

1. “You’re the One That I Want” — John Travolta/Olivia Newton-John

Australia

1. “You’re the One That I Want” — John Travolta/Olivia Newton-John

Italy

1. “Staying Alive” — Bee Gees

TOP TEN LPs

Iran

1. “I Know What You Did Last Summer” — Various

TOP TEN LPs

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s

TOP TEN 45s
**Canadian Notes**

TORONTO — Leon Helm and the RCO All-Stars have broken up. The sudden breakup of the band left officials at the Ontario Place facility angry and perplexed. The band’s breakup took place three days before their May 24 engagement at the Ontario Place, leaving promoters with no options other than to “fold up the tent.”

Rompin’ Ronnie Hawkins was a late replacement. Leon Helm tried to come to Canada to jam with Hawkins at the show, but still was stopped at the border. Leaving many Forum attendants dissatisfied, Ray Randle, the band’s Ontario promotions manager, took a year to do what he has always wanted to do — travel! Ray Randle has left RCA Canada as its Ontario promotions manager.

The band is doing an extensive Ontario tour, with a headline date in Toronto at Massey Hall. A Beach Boys/Stevie Miller/Pablo Cruise/Journey quadriplex bill is set for Toronto’s CNE Stadium June 24. Also on tap at the stadium is a triple bill, with Genesis, Santana (with Steve Wolfe). A third date, featuring the Eagles and the Little River Band, is also tentatively scheduled for Chilliwack this summer.

**International Bestsellers**

**Brazil**

1 *Na Caixa* — Céu — Céu
2 *Cada Minuto* — Onça — Onça
3 *Morro Azul* — Zeca Pagodinho — Zeca Pagodinho
4 *O Amor É* — Raul Seixas — Raul Seixas
5 *Eu Me Lamento* — segunda — segunda
6 *Vida* — Djavan — Djavan
7 *A Vida* — Djavan — Djavan
8 *Era Uma Vez* — Djavan — Djavan
9 *A Vida* — Djavan — Djavan
10 *Vida* — Djavan — Djavan

**Argentina**

1 *El Mejor Amigo* — Albo y Los Pasteles Verdes — Microfon
2 *Adios Mi Amor* — Adios Rossinos — Philips
3 *Eres Eres* — Adios Rossinos — Philips
4 *Te Quiero* — Adios Rossinos — Philips
5 *Te Amo* — Adios Rossinos — Philips
6 *Me Amo* — Adios Rossinos — Philips
7 *Quiero* — Adios Rossinos — Philips
8 *No Me Voy* — Adios Rossinos — Philips
9 *Me Amo* — Adios Rossinos — Philips
10 *Te Quiero* — Adios Rossinos — Philips

**France**

1 *I Want to Be* — Elton John — RCA
2 *Don’t Stop* — Elton John — RCA
3 *Daniel* — Elton John — RCA
4 *Candle in the Wind* — Elton John — RCA
5 *Tiny Dancer* — Elton John — RCA
6 *Saturday Night Fever (The Best of Bee Gees)* — Bee Gees — RCA
7 *Bee Gees* — Bee Gees — RCA
8 *Saturday Night Fever* — Bee Gees — RCA
9 *Saturday Night Fever* — Bee Gees — RCA
10 *Saturday Night Fever* — Bee Gees — RCA

**Europe 1**

1 *Amar* — Elton John — RCA
2 *How Deep Is Your Love* — Bee Gees — RCA
3 *How Deep Is Your Love* — Bee Gees — RCA
4 *How Deep Is Your Love* — Bee Gees — RCA
5 *How Deep Is Your Love* — Bee Gees — RCA
6 *How Deep Is Your Love* — Bee Gees — RCA
7 *How Deep Is Your Love* — Bee Gees — RCA
8 *How Deep Is Your Love* — Bee Gees — RCA
9 *How Deep Is Your Love* — Bee Gees — RCA
10 *How Deep Is Your Love* — Bee Gees — RCA
Camillo Stresses Importance Of Human Relations In Studio

(continued from page 10)

two-track studio in Bound Brook, N.J. One of the first to be cut there was the song "Big Voice," a hit single and an approach, producer Of The Four Seasons, who introduced him to Bill Holland and Brian Dozier at Motown. Eventually, he moved to Detroit and helped produce "Band Of Gold."

Camillo never became a staff producer at Motown, however, and after a while as an arranger, he offered a production deal. But, as he recalled, "It was a seven-year deal and they waited 10 years to do it. I just got into Motown work-free-lance for about 3's years; then I made my own record and split." The first record Camillo worked on was "I Hear A Song In My Heart," recorded by Sandra Richardson, and later a hit for Gladys Knight.

Returning to Somerville in 1971, Camillo began producing at the 16-track Venture Studios and established Venture Productions. Since then, he has worked strictly as an independent producer; but that may soon change. Recently, he set up a new firm, with Cecil Barker (former manager of Peaches & Herb and Sly and the Family Stone) called CB Productions. The company has released several albums with a group called Deirdre Richardson, John Gates, and a group called Creme de Cacao, and are presently shopping for a "big voice."

"Big Voice"

Camillo's most recent production credits include albums for RCA recording artists Valerie Simpson and Helen Schneider. He noted that the difference between his production on Schneider's current album, "Let It Be Now," and Simpson's past hits lies in approach, not in quality. "I think Ron did a good job. He might have been a little afraid, I think there was a logic in that, too. He thought people wouldn't really go for that because it lends itself to being MOR, so he might have tried to get her into a more commercial bag by not exposing her voice so big. And I decided before I got into it that I would take a chance and expose her fully, and let the chips fall where they may."

Working with an artist's concepts without implementing them is a tricky task for a producer. Camillo pointed out, "That's one of the major problems," he said. "You're supposed to present something in a way that's different from what they've heard before, but it's really difficult to say, "Hey, let's do it my way. I think it's better for you," or whatever. It can get really sticky. In a group situation, there's so many elements involved, and everybody's got their own interests. And unless their thoughts and ideas are unified, you become an arbitrator in a lot of ways."

"What it really boils down to is trust. They have to feel they can depend on your musical sense and your ideas about what's going to work. And that sometimes is a tricky proposition."

Conflicting Interests

If he only had to deal with the artists, Camillo would be happy. But, as he noted, the producer is the man in the middle. He must reconcile the often conflicting interests of the artist, the record label, the manager and other involved parties. And if the album turns out to be a hit, the producer receives a large share of the blame.

Camillo recalled a recent dinner at which he sat with a particular artist and people from his record company. "Here's an artist with the most kind of great songs," he said. "And my responsibility is to deliver a record that's obviously going to be a viable piece of product. So I have to stand my case: 'Okay, here's what I think of the songs' — they're charming, lovely and so

on, but when you put them out in the marketplace. I think you ought to know that you've got the kind of album that's going to represent an artist with a certain kind of appeal. And if that's OK with you, I'll do the most credible kind of job that I can with it. But we're not going to put records out there that are going to go zap in the singles market. I need to state my case so that they all know what we're dealing with."

"And then in the studio, the artist gets into his own thing and says, 'Well, I feel I'm really an artist who knows my own music, and I'm a musician, and I just basically need somebody, there to work the electronics.' And my response is, 'What do you need help for? You need an engineer, not me.' That's the kind of things you deal with all the time."

Production Style

If there is a hallmark to his production style, Camillo said, it is economy. "I try to put things in the right place so that there are no wasted notes for the recording of wasted notes. I just try to leave enough space so that it's not cluttered, and so that things come up, they have to be like a picture that draws your eye in, and you see different things in different places. And to me that's what an arrangement and a production are all about, just holding your interest and not inundating you with a lot of sound."

He has Camillo's classical training affected his approach to working in the R&B, MOR, jazz and rock fields? "I found in my growth, my transition from that into this, I had to get past using some kinds of elements that I would use in classical-style composition," the producer replied. "But they come up sometimes and can be very valuable also. And it's easier knowing all the devices and the concepts."

Buddah/Arista Complaint Levels Charges Against Knight's Husband

(continued from page 9)

into production agreements with Hanker for the services of Knight and other recording artists on terms different from those contained in the agreements by which Pip (Perfection in Performance, Inc.) and Knight were already obligated to perform services for, or in favor of the benefit of Buddah. And the suit also claims that Knight would not have done the things herein alleged but for Hankerson's unlawful and wrongful interference with Buddah's and Pip's contractual relationships with Knight.

Majors Move On Budget Cassettes

(continued from page 4)

cassette versions of all of their mid-line Festivo and Privilege LPs at $8.98 list, which is a budget price compared to $8.98 list for their full-line product Anger's Sensation albums, and are utilizing 50 budget cassettes, listing for $4.98. And RCA Gold Seal will release 20 cassettes at $4.98 list toward the end of the year. In view of that, the suit was filed, so once again, the courts are being used as a weapon.

Irwin Katz, director of Red Seal merchandising for RCA Records, said, "There is a definite need to produce more cassettes at this time. The new RCA line will find a strong position in that market, featuring as it will performances of some of the greatest array of artists imaginable."

Among the titles in the first RCA cassette release are Tchaikovsky's Fifth Symphony with Pierre Monteux conducting and the Boston Symphony; Tchaikovsky's Violin Concerto with Dvorak's "Romance" (Perlman, Leinsdorf, BSO); Brahms Piano Concerto No. 2 (Richter, Chicago Symphony, Leinsdorf); Stravinsky's "Petrushka" (Munter, SSO); Schubert's "Unfinished" Symphony (Munich, BSO); and "Fritz Reiner Conducts Wagner" (Chicago Symphony).

EXECUTIVES ON THE MOVE

his own public relations firm. Wolk Appointed — CBS Records has announced the appointment of Nathan Wolk to sales manager, Chicago/Milwaukee marketing area for CBS Records. Prior to joining CBS Records, he represented Pickwick International as a buyer, served as a sales representative for RCA, and as a promotion manager for Private Stock. Dempsey Appointed — CBS Records has announced the appointment of Susan Dempsey as Columbia Radio's advertising representative for Gotham advertising agency. She joined Gotham Advertising in 1974 and most recently held the position of broadcast assistant. Adonily To Free Flow — Gail Adonily has joined Free Flow Productions, New York, as an executive assistant. She was formerly with April Blackwood Music in New York.

Gaimon To Monarch — Michael Gaimon has joined New Jersey-based Monarch Entertainment. He will be heavily involved in college bookings for the northeast, where Monarch exclusively books shows on more than 25 campuses.

Beorns Jams BMI — Michael Beorns has joined the writer-promotion relations department of Broadcast Music Inc. Formerly associated with Uni Records, Buddah Records and ABC Records, he was also music director of KLOTS-FM, Los Angeles, and KROQ-FM, Los Angeles.

Bird Named Sales VP — Barry Fiedel and John Antoon, Confidential Report principal owners and publishers announce the appointment of El Bird as vice-president, sales and marketing. Most recently he was with Playboy Records for three years as marketing and sales director.

Peter Pan Records Names Wultschn — David L. Wultschn has been named mid-west sales manager for Peter Pan Records label. He was formerly employed by MCA Records.

Hankerson, according to the action, "was guilty of misappropriation and intended to injure plaintiffs, so that plaintiffs, in addition to their actual damages, are entitled to $1 million and "an order permanently enjoining and restraining Hankerson from and against entering into, of including Knight or others to enter into, any agreement for the rendition of recording services by Knight to any competitor of plaintiffs."

PENDING LEGAL ACTION, THE complaint asks for a temporary restraining order and preliminary injunction Hankerson and his "all persons acting in concert with him," from entering Knight into a new recording contract.

Last week, in a related matter, Buddah and Arista moved to dismiss the $23 million lawsuit Knight filed against the labels in late April (Cash Box, June 10).

New Smokie 45 Set

LOS ANGELES — "For A Few Dollars More," the new single by RSO recording group Smokie, is set for release June 12.

CARLENE CARTER PARTY — Warner Bros. Records threw a bash last Saturday night to celebrate the release of Carlene Carter's first album. Among those at the celebration, which was held at Yamashiro Restaurant in Hollywood, were Dolly Parton and Em-
Seeburg's Cohen Thrives On The Challenge Of Promotion

CHICAGO — Observing the development of a jukebox in all of the various stages from a cardboard mock-up to the finished product is "one of the exciting aspects of the coin machine business," according to Bernie Cohen. The jukebox referred to bears the Seeburg logo, of course, since Cohen is the firm's advertising and sales promotion manager. In this position, which he has held for the past 11 years, he supervises the creation and design of the attractive brochures which are part and parcel of every product produced by the Seeburg Corporation, and this goes for vending also.

Since a brochure, or similar promotional piece, often provides potential customers with their first glimpse of a new product, it must accurately and attractively depict said product and serve as an enticement to buy. Therefore, Cohen spends many hours at the photography studio supervising the camera work, and he also designs the sets which are used in presenting the product graphically.

Then there's the text — the descriptive copy which is an integral part of the project. Although it is said a picture is worth a thousand words, when promotion and exposure is the object, it doesn't hurt to include a few paragraphs defining the physical and mechanical features of the product. For this reason, and a personal inclination as well, Cohen is frequently on hand at the factory observing the step-by-step development of a new model to the point where it is ready for showing to the trade.

The finished product is subsequently displayed by Seeburg distributors, but first premiered at territorial showings, and Cohen plays a very vital role in this aspect since in addition to the brochures, there are specially-designed invitations and voluminous promotional materials that Bally 'Black Jack' Pinball Features Casino Scoring

CHICAGO — Announcing volume delivery of the new Bally electronic four-player pinball game "Black Jack," Paul Galamari, sales manager for Bally Manufacturing Corp., pointed out that the name of the game describes the basic scoring action as well, with the skill objective being to beat the dealer, as in the popular blackjack or twenty-one casino table game. "The player beats the dealer," Galamari explained, "by shooting the ball in the..."

Bernie Cohen

must be made available. This requires a lot of man hours, but for Cohen it is a labor of love. "I really enjoy my work," he said, "because it gives me an opportunity to become involved and to do the things I really like to do — writing, designing, graphics, promotional programs..."

Exhibit Duties

Bernie is also responsible for designing the attractive Seeburg exhibit for the AMOA and other trade functions. Press kits, public relations, advertising, trade press relations — it's all his bag at Seeburg. What helps considerably is the fact that he likes the environment in which he works and the "great group of people" he works with at the company.

So what are Cohen's interests outside of his many activities at Seeburg? Well, he's a graduate of the University of Illinois, having majored in marketing and journalism. He's a bachelor and a native Chicagoan who currently resides on the city's north side. His hobbies include painting, reading, and "a little" tennis.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. RUNAWAY JEFFERSON STARSHIP (Giant 11724)
2. MISS YOU ROLLING STONES (Rns 19207)
3. FM STEELY DAN (MCA 40824)
4. COPACABANA (AT THE COPA) BARRY MANILOW (Arista 0239)
5. HOT LOVE, COLD WORLD BOB WELCH (Capitol-P 4588)
6. PORTRAIT (HE KNEW) KANSAS (Kichrahehe 25 8472/3)
7. I CAN'T DANCE ENGLAND DAN & JOHN FORD COLEY (Big Tree 16117)
8. I'M NOT GONNA LET IT BOther ME TONIGHT ATLANTA RHYTHM SECTION (Polydor P 1444)
9. LIFE'S BEEN GOOD JOE WALSH (Asylum E 41135-A)
10. PROVE IT ALL NIGHT BRUCE SPRINGSTEEN (Columbia 3-10763)

TOP NEW COUNTRY SINGLES

1. ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (CBA-P 88-11720)
2. LOVE OR SOMETHING LIKE IT KENNY ROGERS (LPX A-1210 Y)
3. THERE AIN'T NO GOOD CHAIN GANG JOHNNY CASH & WAYLAY JENNINGS (Columbia 3-10742)
4. YOU DON'T LOVE ME ANYMORE EDDIE RABBIT (Elektra E 45488)
5. BETTER ME TOMMY OVERSTREET (ABC AB-19362)
6. SPRING FEVER LORRETTA LYNN (MCA-A-1091)
7. WHEN WE DO THIS AGAIN T.G. SHEPARD (Warner Bros. WBS 85935)
8. RAGAMUFFIN MAN DONNIE FARGO (Warner Bros. WBS 8578)
9. ANOTHER FINE MESS GLEN CAMPBELL (Capitol-P 4584).
10. (I LOVE YOU) WHAT CAN I SAY JERRY REED (CBA-P 11281)

TOP NEW R&B SINGLES

1. STUFF LIKE THAT QUINCY JONES & THE JORDAN JUKEBOX (A&M 2042-S)
2. GOOD ROOM OR BAD ROOM JIMMY REED (Motown 125)
3. FUNKENTHELECHI PARLIAMENT (Cassabelle 921)
4. SUN IS HERE SUN (Capitol-P 4565)
5. TIMBER TAHARES (Capitol-P 4583)
6. NEVER MAKE A MOVE TOO SOON B.B. KING (ABC AB-12860)
7. HOLLYWOOD SQUARES BOOTSYS RUBBER BAND (Warner Bros. WBS 85675)
8. WHAT YOU DO IN THE DARK B.T. EXPRESS (Columbia 3-10527)
9. THANK GOD IT'S FRIDAY RONNIE MILLER (Capitol-P 61952)
10. TEACH ME TONIGHT (ME GUUSTA TU BAILE) PATTI LABELLE (Epic E-00550)

TOP NEW MOR SINGLES

1. SONGBIRD BARBRA STREISAND (Columbia 3-10566)
2. CHATTANOOGA CHOO CHOO TUXEDO JUNCTION BUTTERFLY (Dove 520)
3. LOVE OR SOMETHING LIKE IT KENNY ROGERS (LPX A-1210 Y)
4. ANOTHER FINE MESS GLEN CAMPBELL (Capitol-P 4584)
5. OVER THE RAINBOW GARY TANNER (20th Century 2572)

Bernie Cohen

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Bally Introduces New ‘Black Jack’

Calamari continued. “First three values double, triple or multiply bonus by five. The remaining two values deliver extra balls or score specials, thus, beat the dealer scoring is the key to top scoring potential.

“Dozens of other exciting ways to build big scores are also built into ‘Black Jack,’” he added. “Extensive worldwide location tests indicate that, just as ‘Eight Ball’ hit a new earnings record in the pinball pool class, ‘Black Jack’ will be another outstanding sensation in another popular ‘green felt’ style of game.”

Empire Distributing Names Charlie Elkins

CHICAGO — Charlie Elkins has been named vending sales manager of the Chicago office of Empire Distributing, Inc. 25 Year Span

For the past 10 years Elkins was based at Empire’s Grand Rapids, Michigan branch, where he served as sales representative and assistant branch manager. His total tenure in the coin-machine industry spans 25 years, 15 of which were spent as a service man for both an independent and a national vending company.

Cocktail Model Pinball Game Is Marketed By Mirco

PHOENIX — Mirco Inc. Games Division has introduced a third-generation, microprocessor-controlled cocktail-style pinball game called “Lucky Draw.”

The four-player flipper machine measures 28 inches wide by 38 inches deep by 26 inches high, and because of its compact size, dual purpose, attractive wood cabinet and optional sound control, “it opens the door to many new high-profit locations heretofore unavailable to operators,” according to Bernie Shapiro, Mirco sales manager.

‘Lucky Draw’

The new game also features a triple-coated polyurethane playfield specially produced in Europe to assure greatly extended life for the playfield surface.

Shapiro added that Lucky Draw is the first Mirco game with electrical and mechanical parts which are interchangeable with parts from Williams Electronics’ games.

Play features of Lucky Draw are double and triple bonus, action-packed spinner, roll-over for extra scoring and extra ball play. Operator selections include three-or-five-ball play, coin options, a pre-game show option and extra ball options at 250, 500 and 750 points.

California Vend Council Elects Braly President

CHICAGO — Clarke Braly of Rowe Automatic Vendors, Inc. in San Diego, was elected president of the California Automatic Vendors Council, a state affiliate of NAMA. He succeeds Nathan Keyes of Mornings, Inc. of San Francisco.

Also elected by the board of governors were the following officers: Henry Van Mowinkel of Brookside Vending Service (Redlands), vice president; Harry Sheldon of Automatic Catering Co. (Belmont), vice president; James Wood of Servomation Corp. (Long Beach), secretary; Peter McCormick of ARA Services, Inc. (El Segundo), treasurer.

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

Cash Box/June 17, 1978

www.americanradiohistory.com
CALIFORNIA CLIPPINGS

Attar's two-game cabinet module is now available, according to marketing services manager Carol Kantor. Currently there are two variations of the module, which was de- signed and under full sponsorship by Scavarda, Inc. One is called "Spring 1" and "Breakout," while the other comes with "Avalanche" and "Super Bug." Speaking of Avalanche, Carol noted that the firm was especially pleased with initial reception to the game, adding that they have "hundreds of enthusiastic believers." Carol also said the factory is set to release a new game, "Sky Diver," at the show.

IN THE WAKE of the departure of Malcolm Baines as vice president of sales at Grem- lin, company president Frank Fogelman indicated he plans to take a more active hand in the day-to-day operation of the firm. On the one hand, Fogelman said, "we participate in the marketing in the same capacity I did before Malcolm joined us." Fogelman noted further that this will give him a chance to assess the Gremlin marketing operation and determine what changes, if any, are needed.

MEANWHILE, OVER AT PSE, where vice president of marketing Satish Bhutani recently left, no replacement has been named, according to company president John Chaudhry. Hot on the heels of the marketing chief being named at a later date.

CIRCLE INTERNATIONAL district's May 25-28 service school on Seeburg phono- graphers drew more than 100 operators and service personnel. That's the word from Circle's John Stavards, who termed Seeburg service engineer Ed Urgus' presentation "excellent and very informative." Looking ahead, Buffalo (Alany) Circle will sponsor a two-day session on Williams equipment June 20 and 21 in Phoenix.

Chi cAGO CHATTER

NAMA is alerting its members to a currently-pending regulatory proposal by the U.S. Dept. of Agriculture, concerning the sale of soft drinks, candy, gum and frozen desserts in National School Lunch Program (Cash Box, June 10). The proposal, as NAMA pointed out, "would prohibit the sale of these so-called "competitive foods" on school premises until the end of the last lunch period. Members are being urged to express their comments in letters to the USDA, with copies to their senators and con- gressmen. NAMA has requested a special meeting, detailing all of the specifics of the rule and explaining the association's position. Further information may be obtained by contacting the NAMA office, in Chicago, at (312) 346-0370.

Cor neli us Marketing New Coin-Op Soft Drink Refreshment Dispenser

LOS ANGELES — The Cornelius Company recently released Refeshop, a secondary generation, coin-operated soft-drink dis- penser designed especially for offices and public service areas.

Refeshop is a three-flavor post-mix unit with a self-contained cup station and self-feeding cup. A coin is required to activate the machine, with change being returned. The machine can handle varied mixes and has been designed so that it won't drop change if the user does not make a selection.

NAMA says that it takes up less floor space, stands 54 inches tall and can be slowly styled to blend into any decor. A drink capacity of 1408 six-ounce cans of pop and unique features: solid-state timer, motorless carbonator, built-in 24-or 115-volt converter for coin changer, electronic eye for detecting correct cup size. The glass for pouring drink; free drink switch; up-front flow control valves, easily adjustable; in minutes, to dispense one or two low-cal drinks, and many more features.

All components are contained within the cabinet. Two 3-gallon and one 5-gallon syrup tanks come with the Refeshop with room for an extra tank.

Retail, $695 per unit, builds up approximately a nine-pound ice bank which assures about 36 degree Fahrenheit temperature in the glass. It carries a standard industry warranty of five years on the refrigeration unit and one year on all other parts.

Refeshop comes completely assem- bled and factory tested. Several accessory kits are available, including cup station door, drain kit, low-water pressure kit and caster kit.

1978 State Association Calendar

June 14-15: Montana Coin Machine Operators Assoc., annual conv., at Fairmont Hot Springs in Gregson, Montana — which is "a fun place," according to several returning participants. The convention site has indoor and outdoor swimming as well as tennis courts, an 18-hole golf course and many recreational activities. The social agenda will also include a tour of the Deer Lodge area and other sight-seeing, climaxing by dinner and dancing at the Broken Arrow, which is another tourist attraction out there. There'll be some business meetings as well, however, with a special operators session on Saturday morning followed by a general membership meeting featuring a lineup of guest speakers including AMOA proxy Don Van Brakel and the association's executive VP Fred Granger. Illinois ops are very concerned about the possibility of an increase in license fees from the present $10 (per machine) to $50. ICMA president Kem Thon is urging members to express their objec- tions to their state legislators and representatives. The state group's annual meeting, by the way, is set for June 16-18 at the Playboy Resort in Lake Geneva, and you can bet this will be a meaty topic for discussion.

Sept. 21-22: West Virginia Music & Vending Assn., confirmed their sponsorship of an AMOA mechanics school June 19-28 at the Heart O' Home Motor Hotel in Charleston. For further info, contact Leoma Ballad at (304) 949-3289.

Eastern Flashes

In addition to satisfying present demand for the current Playmatic "Big Town" Flipper, Universe Affiliated Int'l is also preparing to start sample shipping the next one — and its name is "Lawman," with some of the game's features: Spirit 1 and "Breakout," while the other comes with "Avalanche" and "Super Bug." Speaking of Avalanche, Carol noted that the firm was especially pleased with initial reception to the game, adding that they have "hundreds of enthusiastic believers." Carol also said the factory is set to release a new game, "Sky Diver," at the show.

MEANWHILE, OVER AT PSE, where vice president of marketing Satish Bhutani recently left, no replacement has been named, according to company president John Chaudhry. Hot on the heels of the marketing chief being named at a later date.

CIRCLE INTERNATIONAL district's May 25-28 service school on Seeburg phono- graphers drew more than 100 operators and service personnel. That's the word from Circle's John Stavards, who termed Seeburg service engineer Ed Urgus' presentation "excellent and very informative." Looking ahead, Buffalo (Alany) Circle will sponsor a two-day session on Williams equipment June 20 and 21 in Phoenix.

STATE ASSOCIATION NEWS

Coming up on July 14 and 15 is the Montana Coin Machine Operators Assn., annual meeting, at the Fairmont Hot Springs in Gregson, Montana — which is "a fun place," according to several returning participants. The convention site has indoor and outdoor swimming as well as tennis courts, an 18-hole golf course and many recreational activities. The social agenda will also include a tour of the Deer Lodge area and other sight-seeing, climaxing by dinner and dancing at the Broken Arrow, which is another tourist attraction out there. There'll be some business meetings as well, however, with a special operators session on Saturday morning followed by a general membership meeting featuring a lineup of guest speakers including AMOA proxy Don Van Brakel and the association's executive VP Fred Granger. Illinois ops are very concerned about the possibility of an increase in license fees from the present $10 (per machine) to $50. ICMA president Kem Thon is urging members to express their objec-
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RECORDS-MUSIC 

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Four weeks in a row, we taught the record business a lesson.

For weeks, the record business has been witnessing a wonderful example of how we dominate the charts.

Three singles made it to the top on the Cash Box Top 100 R&B, Billboard Hot Soul Singles, and Record World R&B Singles charts. All three were E/P/A singles from top-charted albums.

The O'Jays' "Use Ta Be My Girl," Heatwave's "The Groove Line," and The Isley Brothers' "Take Me to the Next Phase" are the songs that made our winning triple.

And bubbling under the Hot Three in all the trades:

George Duke's "Dukey Stick," bulleted at number four in Billboard and Cash Box, and at number five in Record World.

We like it on top, and plan to stay there.

Epic, Portrait, and the Associated Labels.
Their debut album, "Rings Around the Moon," on Atlantic Records and Tapes. Produced by Chris Kimsey.