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ARRIVALS POINT TO FLEET W strikes (1950-1980)
CBS Goals: A Year Later

A year ago in London, Walter Yetnikoff, president of the CBS Records Group, projected a $1 billion year by 1980. Recently at the label's convention in Los Angeles, Yetnikoff reported that the billion dollar figure was much closer than originally planned. In fact, he said, CBS Records expects to reach the unprecedented sales plateau this year, with the addition of revenues from Columbia House.

Often criticized for being overly concerned with growth, CBS Records, in fact, is quite satisfied with the idea of massive growth. But, what record company is not? Because of its size and scope, CBS is the recipient of critical remarks regarding growth. But, during the course of the convention, the label proved it is also very artist-oriented. Its success in keeping artists on its labels is well-known, and their commitment to boosting careers was continually stressed throughout the week.

There is a persistent pride within the CBS organization that is not easy to maintain in a company of such dimensions. But, success breeds pride. At times, while the executives point to references to their competition is unnecessary, their attitude of "we're the best" must be admitted.

As CBS Records continues to grow and change, it will be interesting to note what predictions Yetnikoff will come up with in 1979 — and how accurate those will be.

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**NEW HIGHLIGHTS**

- Six-day CBS Records 1978 Convention in Los Angeles draws 1,400 representatives from CBS offices throughout the world.
- Jet Records, Electric Light Orchestra asks more than $300 million in suit against United Artists, Artie Mogul and Jerry Rubenstein on a variety of charges.
- NARM considering legal action against Small Business Administration for withholding loans from record merchants.
- Arizona court upholds Arbitron enforcement of distortion policy in KUPD case.
- Atlantic Records creates product management department to be headed by WJL Lewis.
- MCA Records launches new Who LP with massive promotion, merchandising campaign.

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**TOP POP DEBUTS**

**SINGLES**

| #1 | SUMMER NIGHTS — John Travolta/Olivia Newton-John — RSO |

**ALBUMS**

| #1 | SGT. PEPPER'S LONELY HEARTS CLUB BAND — Various — RSO |

**POP SINGLE**

MISS YOU

Rolling Stones

Rolling Stones Records/Atlantic

**NUMBER ONES**

**R&B SINGLE**

BOOGIE OOGIE OOGIE

A Taste Of Honey

Capitol

**COUNTRY SINGLE**

LOVE OR SOMETHING LIKE IT

Kenny Rogers — UA

**JAZZ**

SOUNDS... AND STUFF LIKE THAT!!

Quincy Jones — A&M

**POP ALBUM**

GREASE

Various Artists — RSO

**R&B ALBUM**

NATURAL HIGH

The Commodores

Motown

**COUNTRY ALBUM**

STARDUST

Willie Nelson — Columbia

---

**GOSPEL**

LOVE ALIVE

Walter Hawkins & The Love Center Choir — Light
FOXY'S on fire with a two-way Summer smash. GET OFF (DASH 5046) is the new hit single from FOXY'S hit LP, GET OFF (DASH 30005). Both are high on the charts... and they won't get off 'till they reach the top.

Produced by Cory Wade for General Entertainment Corp.
There's Nothing Like...

"Love Or Something Like It"

From the L.P. "Love Or Something Like It"

UA-LA-903-H

It's Everywhere.

IN BUFFALO
WBEN-FM 20-16

IN HOUSTON
KILT 20-16

IN LITTLE ROCK
Z-98 26-22

IN DULUTH
WAKX 17-14

IN SALINAS
KDONE 10-8

IN ST. LOUIS
KSLO 34-30

IN BALTIMORE
WCAO 24-21

IN TULSA
KAKC 18-14

IN KANSAS CITY
WHB 33-29

IN BAKERSFIELD
KERN 21-19

IN MILWAUKEE
WOKY 35-31

IN DALLAS
KLIF 26-21

IN BIRMINGHAM
WSGN 16-14

IN ALTOONA, PA.
WVAM 35-25

IN ROSWELL
KBIM 30-23

And Everybody Loves It!

Produced by Larry Butler
On United Artists Records And Tapes

Personal Management:
Ken Kragen, Management 3

www.americanradiohistory.com
NARM Considers Suit Against SBA On Loan Denial

NEW YORK — NARM counsel Charles Ruttenberg said last week that his office would consider taking legal action against the Small Business Administration (SBA), which repeatedly denied a loan to an independent one-shop record and tape distributor. The SBA action was motivated by a policy that prohibits loans to businesses involved in the “distribution of ideas, values, thoughts, opinions or similar intellectual property.”

Ruttenberg (who declined to discuss the specifics of the case because the application for the loan was still pending), the dealer had sought financial assistance from the SBA through the Manufacturers Hanover Trust Company. Ruttenberg said that when the loan was refused in January of this year, he contacted the SBA and raised NARM’s objection to the application of the regulation to record merchandisers.

“I’ve been telling the SBA for four months now that distributors have nothing to do with the creation of sound recordings but are merely distributing the product to the retailer,” Ruttenberg said. “The distributor has nothing to do with the content of the record. He’s just there to sell the product.”

Specialized Distribution

Eric Weinmann, the SBA’s deputy general counsel, said that as a rule, “If all distributor merchandises a special kind of prerecorded music that represents a particular religious, political, or moral point of view, or even feminist marching songs — there might be a problem giving him assistance.”

The dealer whose loan was refused, according to Ruttenberg, was not a specialized distributor.

Cites Ruling

Ruttenberg cited a recent ruling that granted SBA loans to applicants “for the construction and expansion of radio, television, and cable television operations.” He said that he felt there was enough precedent in this action to lift the loan ban against record merchandisers.

He also said that several small business investment corporations in the motion picture business were recently granted assistance by the SBA, which contributes three public tax dollars for every dollar invested by the company. “It seems to me that video and radio carry as much opinion-molding influence as a sound recording,” he said.

Yetnikoff Forecasts $1 Billion Year in 1978, Further Growth At CBS Records Convention

LOS ANGELES — Walter Yetnikoff, CBS Records Group president, said in his keynote address at the CBS Records 1978 Convention, that the company will achieve a $1 billion year even sooner than its prediction of 1980.

“If we were to add Columbia House’s mail order record sales to the projected 1978 revenues of the CBS Records Group,” Yetnikoff said, “then it looks as if CBS is going to hit $1 billion in record sales not in 1980, and not even in 1979, but this year."

Yetnikoff based this prediction on the second day of the week-long convention which drew 1,400 people, including representatives from CBS Records branches throughout the country as well as from CBS Records International offices in 14 foreign countries.

The company entered the convention with its best six-month sales record ever as well as 31 gold and 13 platinum record certifications, an all-time high for this time in the year.

New Signings

In addition to the presentation of 74 new CBS albums and live performances by 20 CBS recording artists, the convention was highlighted by the announcement of recent signings of several major artists, including David Crosby & Graham Nash, Marilyn McCoo and Billy Davis Jr., Barry White, Johnny Rodriguez and Gladys Knight.

Bruce Lundvall, CBS Records Division president, chose one of the evening sessions at the convention to make the announcement of three new vice presidents: Al Demarino, vice president of artist development for Epic/Portal/Associated Labels; Ron Oberman, vice president of merchandising, west coast for Columbia; and Al Bergamo, vice president of marketing, west coast for E/P/A.

Other major speeches, in addition to those by Yetnikoff and Lundvall, were given by John Backe, president of CBS Inc., and Dick Asher, president of CBS Records International.

The international division placed an important role at this year’s convention, as did marketing, which was emphasized by UA, Mogull & Rubinstein Hit In $300 Million Jet, ELO Suit

by Randy Lewis

LOS ANGELES — Jet Records and members of Electric Light Orchestra have sued United Artists Music and Record Group Inc., and its owners for more than $300 million in actual and punitive damages on a variety of charges.

First Jet 26 in Los Angeles Superior Court, the suit names as defendants United Artists Music and Record Group Inc., UA Corp., Transamerica Corp., Artists Marketing, Jerry Rubinstein, and Does 1-50. Mogull, Rubinstein and UA Records are charged with holding back more than 58,000 copies of ELO’s “Out of the Blue” album which were purchased from UA in Jet Records’ move to CBS for distribution three months ago.

The suit further alleges that they planned to “dump” the ELO albums in their possession on the market for half the going price. Mogull and Rubinstein were out of the country and could not be reached for comment.

After Mogull and Rubinstein purchased the stock of UA Records from its parent UA Corp. for $9 million earlier this year, “UA (Corp.) contracted to sell, and did sell, to Jet all of the (ELO) inventory of long-playing phonograph records, cassettes and tapes manufactured by the (record division) from certain master recordings,” according to the suit.

Sell At Half Price

In the transference of the albums from UA to Jet, however, Mogull and Rubinstein, as directors of UA Records, are said to have “removed from the inventory and converted to their own use in excess of $80,000 albums of “Out of the Blue” and allegedly failed to sell the albums to distributors for $3 each. Jet Records charged CBS $38 for the two-record album.

If the defendants were to sell the albums to distributors for half the regular price, it would cause Jet and ELO a loss of sales and profits on the albums sold at the regular price through normal marketing channels, the suit states.

Claims Jet seek to recover the albums allegedly held by the defendants and restrain and enjoin them from selling any copies for less than 66 cents, claiming such sale would “severely impact” both Jet’s sales and profits from the album and ELO’s royalty income derived from the sales of “Out of the Blue.”

Eight causes of action in the suit include conversion (transferring albums from UA to Jet to CBS), specific recovery of property, and breach of contract.

TWO NEW WINGS FOR MCCARTNEY

— Paul McCartney recently announced the addition of two new members to Wings. Guitarist Laurence Juber has worked with David Essex, Cleo Laine and Shirley Bassey and drummer Steve Holly is featured on the soon-to-be-released Eton John album. The addition of Wings a practising touring unit. Pictured (l-r) are: Juber, Linda McCartney, Paul McCartney, Denny Laine, and Holly.

Walter Yetnikoff

Artists, Personnel Announced For ARC Columbia

LOS ANGELES — Personnel and artists for the newly-formed ARC Columbia label were featured in an audio visual presentation at July 27’s convention. From left, the Cavalo and Joe Rufallo were announced as co-chairmen while Earth, Wind and Fire leader Maurice White will serve as president.

ARC Columbia (American Record Company) is the first west coast-based label for Columbia Records.

The presentation highlighted upcoming albums for the label from several artists including The Emotions, Valerie Carter, Weather Report, Deniece Williams, Pockets, D.J. Rogers, Reggie Knighton and Curtis The Bakers.

White, who is also serving as the label’s staff producer, worked on many of the upcoming albums.

Polygram’s Solleveld Moves To New York

NEW YORK — Polygram, head of the worldwide Polygram Group, has taken up residence in New York as forecast several months ago in Cash Box (May 27).

Solleveld’s temporary assignment in the States, which is expected to last for three years, is keyed to Polygram’s continuing effort to increase its share of the American market.
Ariz. Judge Upholds Arbitron 'Delisting' Of KUPD/Phoenix

LOS ANGELES — An Arizona Superior Court judge has upheld Arbitron's decision to "delist" one station, KUPD/Phoenix, for alleged diary distortion. Arbitron will issue a Phoenix ratings book without listing KUPD, although the company will publish a supplement to the Phoenix book with only KUPD listed. The April/May ratings marked the first time Arbitron has enforced its ratings distortion policy.

A similar situation exists in two other markets. KFRE/Fresno and WAEI-Jacksonville also engaged in diary distorting promotions during the sweep period, according to Arbitron, and both stations have been "delisted" from their respective books. Ratings for both stations will be issued in supplementary ratings publications.

WAYS/Charlotte also was found to have engaged in a diary distorting promotion by Arbitron. But in this case, WAYS will be included in the regular market book, which will feature a notice on the cover referring to an explanation of the alleged distortion inside the book.

KUPD To Fight

In the Phoenix case, Arbitron has indicated it will continue its legal battle and will sue Arbitron if the station is actually "delisted." In the event it is "delisted," the company hopes these "delistings" will serve as a warning to other stations to refrain from engaging in diary distorting contests during ratings periods.

Arbitron defines diary distortion as activities which "could cause survey participants to record radio activity in their diaries which exceeds their actual listening.

These activities have involved contests which reward participants on the basis of the amount of time they record listening to the station conducting the contest.

Polygram Group

Posts 1977 Sales Of $900 Million

NEW YORK — Worldwide sales for the Polygram Group have surged past the $900 million mark, according to the giant international music conglomerate's annual report for 1977.

Taking into account the 11% U.S. dollar devaluation during the past year, the figure represents a 13% increase from last year's $762 million sales figure, according to Coen Solleveld, president of the Polygram Group. Solleveld also characterized 1977 as "the best year ever," in the history of the company.

Contributing Factors

Contributing to the Polygram Group's sales surge, Solleveld said, were the company's major undertaking, Intersong WorldWide Commercial, a music publishing by Chappell and Intersong Music; the increased production of the Polygram Group's TV Film division; and sales from the company's classical division, Phonogram International and Polydor International.

In addition, the Polygram Group released figures estimating that 60% of its music sales came from Europe, 16% from the United States, 11% from Japan, and 13% from the rest of the world.

Jules Abramson

Abramson Named Polygram Inc. VP

NEW YORK — Jules Abramson has been appointed to the newly-created position of vice president of planning for Polygram Distribution, Inc.

In his new capacity, Abramson will be responsible for the overall evaluation of distribution at each level of Polygram's customer base. Abramson will report directly to Polygram president John Frisoli.

Abramson has worked at Phonogram for the past 18 years. He has served the company in various capacities as vice president of sales, national sales manager, eastern regional marketing manager, and Philadelphia branch manager, and most recently held the position of Phonogram's senior vice president of marketing.

In making the announcement, Frisoli said that "we are very pleased to have Jules Abramson join our company and look forward to his contribution to Polygram's overall growth plans.

Andi and the Three Gees

— During RSO recording artist Andy Gibb's recent concert in Miami, the Bee Gees joined his younger brother on stage for his final song, "Shadow Dancing." It was the first time all four Gibb brothers appeared on stage together. Pictured (l-r) are: Andy Gibb, Maurice Gibb, Barry Gibb, and Robin Gibb.

Jim Lewis

Product Mgmt. Dept. Created At Atlantic Records

NEW YORK — Atlantic Records has created a product management department to serve as liaison between the artists and their managers and the various departments within the Atlantic/ATCO organization. The focus will be on coordinating all activities related to the release of new product by an artist, including advance planning, execution and follow-up in the areas of merchandising, advertising, promotion, publicity, etc.

Jim Lewis has been appointed product management director. He was formerly assistant to Dave Glew, senior vice president and general manager of Atlantic.

During his tenure at Atlantic, Lewis attended Columbia University's Graduate School of Business, where he received his MBA with a concentration in marketing. A graduate of the Juilliard School in New York, Lewis has played in various orchestras and contemporary groups and has been a studio musician.

Commenting on the creation of the new department, Jerry Greenberg, president of Atlantic, said, "Actually, we've always had different people here responsible for the acts. This is just a formal way of shifting Jim Lewis, who's been doing it anyway, into that title. We've had a lot of people here as product managers, but we've never formalized it.

Initially, Greenberg said, three of four product managers will be working under Lewis's supervision. "We're looking to expand and create a team," added Greenberg, "because we found that it's a very valuable tool, being able to know where the artists are, when they're recording, when they're going to be delivering the product, and also following through with the merchandising of their albums.

NARAS L.A. Chapter

Elects New Officials

LOS ANGELES — The Governors of the Los Angeles chapter of the National Academy of Recording Arts and Sciences have recently elected their chapter officers for one-year terms. Jay S. Lowy has been selected as president, Eddie Lambert as first vice president, Mait Lathower as second vice president, Martin Jackson as secretary, and Alfred W. Schlesinger as treasurer.

Chosen for the office of trustee to represent the chapter on the national board are Bernie Fleischer and James Helms, re-elected for two-year terms.

For The Record

Mushroom Records recently ran an ad for Paul Horn's LP, "Dream Machine" MRS-5510 and regrets omitting Al Schmitt's name and not giving him producer credit.
Another Smash Hit Single

"AN EVERLASTING LOVE"

from the Triple Platinum Album

"SHADOW DANCING"

Produced by Barry Gibb, Albhy Galuten & Karl Richardson
Peter Gabriel Boosts Solo Career With Second Album
by Dale Kawashima

LOS ANGELES — Throughout his seven-year tenure as the leader of Genesis and now as a solo artist, Peter Gabriel, both visually and musically, has always been noted for his unpredictable nature. For the second time since leaving Genesis, Gabriel recently shaved off all of his hair for the mere sake of it, explaining that he "liked the feeling of hearing the pitter-patter of raindrops falling on his head."

Musically, Gabriel has been equally unpredictable. When he was the lead singer and composer for Genesis, Gabriel was frequently pre-occupied with unified, highly conceptual recordings and in concert would coordinate flamboyantly theatrical costumes to match each particular album concept. But when he launched his solo career on ATCO Records last year, Gabriel surprisingly emerged with a distinctly conceptual work that offered nine original compositions in as many different styles and voices.

That first album entitled “Peter Gabriel” (which also happens to be the same name of his recently released second album), displayed so many different musical influences that it was difficult to decide which

**Polygram Promo On Soundtracks Judged Success**

NEW YORK — The success of Polygram’s Distribution’s “Dateline Hollywood, Dateline Broadway” campaign demonstrates the current sales resurgence of soundtrack and original cast LPs. The program pulled together all the film and show albums handled by Polygram so that catalogue albums like “Dr. Zhivago” and “The Deep” could latch onto the momentum of current pop hits like albums like “Grease” and “Grease 2”.

John Peisinger, marketing development president, Polygram commented, “The program was successful beyond our wildest expectations. Not only has it helped increase sales of the ‘Grease’ Popper and ‘Grease’ albums, but albums like ‘2001: A Space Odyssey’ and the ‘Grease’ Broadway cast album have gone crazy. In two weeks they’ve sold the equivalent of four to five months and the other items have sold the equivalent of three to four months.”

A Cash Box survey of dealers that participated in the program across the country confirmed the successes of both the program and of artists like Linda Stelling, manager of the Harvard

**Criteria Set To Open West Coast Facility**

NEW YORK — Criteria Recording Studios of Miami has begun construction of a new 17,000 square foot facility in Hollywood, California. The new studio, which will be called Criteria West, will begin operation in January 1981. Criteria President John Stormy Sinar Loal said, “I think this will be a very ambitious undertaking,” said Criteria president Mac Emaner. “There are dozens of musicians who have expressed very positive vibes about the move to California and I think this will open up a whole new world for Criteria West. Criteria West will be our way of catering to these people.”

Peter Gabriel, himself with his new album wanted to create a more unified sound than his first solo effort. Like the first album, the new work would steer clear of any concept format, simply presenting itself as another collection of individual pop songs. But Gabriel wanted to insure that the new LP would come across as a ‘band’ album, and not just a varied assortment of

**New Faces To Watch**

Exile

Exile is that rare kind of group that effectively combines the gravelly vooer of pop with the raw energy of rock and roll. Their current single, "Kiss You," is a perfect example of this with its urgent lead vocal and brooding guitar playing over a slick rhythm section. ("Kiss You" is the first record to serious attention to Exile, the group has been around 15 years and could write the book about dues paying in the music business.

The group, which hails from Richmond, Kentucky, was formed in 1965 as the Exiles. Back then, they were a high school band doing soul music covers, playing weekends, and just out for a good time. But agent Peggy Rogers of Dick Clark Productions heard the group at a college pub, and liked them enough to get them a gig on Clark Caravan of Stars. They toured with The Caravan on shows that headlined Paul Revere and the Raiders and the Rascals. They would often play two shows a day, doing twenty minutes between each, then boccy up single artists like Brian Hyland and Tommy Roe. But, though the group had an ally in Rogers, they were barely visible, they toured extensively, and enjoyed the support of their hometown, they failed to attain more than local success.

The turning point in the band’s career was their association with Mike Chapman, who co-wrote and produced “Kiss You All Over” ("Fever of Emotions") from which it is derived. Their meeting was based on a complex set of circumstances, and the influential Brian Ross was playing a “spring break” dance in Florida at a club called the Safari where a local dj reportedly offered his help to the group. The sixth year they played there, they were without a contract and took him up on his offer. The writer of the song was not able to attend the session, but the Who, Yes and the Beatles. Prism distinctly blends the slashing power chords associated with the Who, the sophisticated run synthesizers of Yes plus the accessible melodies of the fab four some.

Like such other North American-based groups as Styx and Kansas, Prism is a technically gifted, hard-rock configuration which derives many of its musical elements from the progressive rock bands of England, such as Yes, and the Beatles. Prism distinctly blends the slashing power chords associated with the Who, the sophisticated run synthesizers of Yes plus the accessible melodies of the fab four some.

Now with the release of Prism’s second album on Aria Records, “See Forever Eyes,” we’ve a very different sound and style of sound. With the recording of their second album, it was more of a group project than our first album.”

In support of “See Forever Eyes,” Prism has recently embarked on a six-week tour of the U.S. and will take the group across the country, winding up in Washington, D.C. Unlike in Canada, however, the group has been evenly distributed throughout the country, Prism has thus far only enjoyed scattered, regional success in the U.S. However, with the new album moving rapidly up the pop charts, and with the band’s willingness to tour constantly to build a fan base, Prism could be the first to complete the transition from being longtime local musicians amidst the late 1970s forays to attaining widespread international success.
Now Bonnie Tyler has two certified heartaches.
The single / The album
PB-11249
R.I.A.A. Certified Gold

"If I Sing You A Love Song"
her next hit single from the album.
PB-11349

Produced by David Mackay, Scott and Wolfe
RCA Records
Clark Hopes To Fill Sullivan's Shoes With Live Variety Show

by Jeff Crossan

LOS ANGELES — "There are still a lot of people who associate that all-deck is play records while kids dance," says Dick Clarke, host and producer of one of the longest-running shows in television history — "American Bandstand," the weekly dance program which has been televised regularly for 26 years. But while Clarke has already expanded his career, he is hoping to boost his public profile even farther above his 'Bandstand' image this fall with a new variety program scheduled to debut Sept. 18 on NBC.

Clark's new show, a weekly, hour-long program, the mold of "The Ed Sullivan Show," will be hosted by Clark and will be called "Dick Clark's Live Wednesday."

"The title is cumbersome," Clark says. "But in my mind, this show will have more interest in billboards, ads and listings than how it sounds. This way we get everything in the site. Like, "The Wolfman Assaults The Teenager On The Drag Strip." It tells everybody everything about the show. The thing we left out was 8:00."

Electronics

Clark says the live program, which is part of a three-year contract signed recently with NBC, is the fulfillment of a dream he's had for more than a quarter of a century. He described the program, which will be broadcast live from Studio Four in Burbank, as "an electronic vaudeville show."

"We will have at least two musical acts per show, a couple of comedians, a family act, and stunts and events," Clark says.

And although he stresses that the show will offer a variety of talent and will not be musically-oriented as some people will probably expect it to be, Clark says there will be more music on his show, which will be played on all age groups, than on other similar programs.

"I think there will be plenty of people out there who will think there are going to be people dancing to records," Clark says. "But it's not going to be just a music-oriented show. Still, you can expect to see a lot of music on it — more than on most so-called variety shows."

King, Pride Get Country Promo Spots At Capitol

LOS ANGELES — Pat King and Jack Pride have been appointed regional country promotion managers for Capitol Records following the recent realignment of the company's country promotion and marketing position of Capitol's country promotion headquarters from Nashville to Hollywood.

King will be based in Dallas and Pride will be based in Nashville. Their responsibilities involve airplay, artist relations and sales and marketing on behalf of Capitol's country artist.

King joined the label in 1971 as a Dallas-based customer service representative. He was named promotion manager for the Minneapolis area in May of 1977, and took that same position in St. Louis in November of that year. Prior to joining Capitol, King worked for several years in radio as music director of KPLR-AM/KJAK-FM in St. Louis, Missouri and as program director of WJRNA in Norman, Oklahoma. King holds a B.A. in Speech Communications from the University of Oklahoma.

Pride joins Capitol after six years with the Polygram label. After graduating from the University of West Virginia, Pride entered the broadcasting field and his radio career included tenures as program director at WAYS in Daytona, North Carolina and WAQO in Jacksonville, Florida. He was Atlanta promotion manager for Mercury Records from 1972 to 1974, after which he moved to Nashville as the label's national country promotion manager. In 1976, he took the same position with Polydor Records.

Wallach, Robinson, Schenconberger, Gooding

ABC Names Wallach — ABC Records has announced the appointment of Mickey Wallach as vice president of national promotion for ABC Records. Wallach, who joined the company in 1972, has served as West Coast promotion manager at ABC Los Angeles for three years. His new position in the national promotion department includes supervision of promotion activities for artists on ABC's roster of rock, pop and country acts.

Robinson To Elektra/Asylum — Primus Robinson has been named national marketing director for Jazz/Fusion at Elektra/Asylum Records. In his new position, Robinson will develop and direct all national marketing activities for the label's artists and Records.

Schenconberger Named At Arista — Arista Records has announced the appointment of John Schenconberger as director of national album promotion-special projects for the label. Prior to this appointment, he was Arista's associate director of west coast album promotion. He has also been ABC and Sire Records director of national album promotion, and has served in several capacities for ABC Records in the south.

Gouding Appointed At Private Stock — Private Stock Records has announced the appointment of Bob Gouding as director of album promotion. He comes from Private Stock from WCAU-FM in Philadelphia, where he is currently news director. Previously he had been vice president of programming at WCCL-AM-FM, and also program director at WCOL-FM.

Disco DJs Form Union; Ties To AFL-CIO Seen

CHICAGO — With the number of discoteques rapidly expanding nationwide, approximately 20 Los Angeles DJs have joined the fledging International Union of Program-makers, according to Rocky Jones, acting president of the disco jockeys' trade group.

The organization was founded last month by Jones, a part-time deejay who also runs Midwest Audio Talent Record Pool: a service of records for Midwest disc jockeys. Principal concerns of the union are expected to be low wages, insurance rights and the legitimization of the disco jockey profession. There are approximately 10,000 disc jockeys nationwide who seek to accomplish these goals by establishing a nationwide and international membership and giving the club promotions the collective bargaining power.

Offices In 17 States

Union leadership has announced organized branch offices in 17 states including New York, California, Hawaii, Indiana and Wisconsin. Immediate plans call for the signing of several thousand new members in order to qualify for AFL-CIO affiliation status.

A membership of 5,000, establishment of a charter, professional standards for membership and formation of a contract with club owners are expected to be the prerequisites for AFL-CIO affiliation.

In order to further reinforce the union's objectives with the music industry, members of the trade group are expected to distribute their own trade journal, Programming and Technology, to record companies, record pools and club owners during the next several weeks.

As seen in the debate at the recent Disc Jockey Forum in New York, the issue of unionization is hotly contested among deejays themselves. Club owners are also expressing apprehensions, fearing a rapid escalation of salaries and benefits.

Jones stated that club owners will benefit by the union's efforts to form a collective negotiating body which will be guaranteed higher professional standards.

The union's main office is currently in the Galaxy Disco in Chicago.

King, Pride Get Country Promo Spots At Capitol (continued on page 28)

Friedman, Green, Budge, Babineau

Budge To UA — United Artists Records has announced the appointment of David Budge as national publicity director for the label. He comes to United Artists from CBS Records where he was publicity manager for west coast for a year and a half.

Prior to joining Columbia, he was editor-in-chief of Cash Box Magazine.

Babineau Promoted — A&M Records has announced the appointment of Marco Babineau as assistant FM promotion director for the label. Most recently, he was Midwest regional A&R director for Arista Records. Prior to that position he did local promotion in Chicago for Arista.

Urban Joins Polygram — Polygram Distribution, Inc. has announced the appointment of Ron Urban as director of national promotion for Polygram's west coast division.

Cassablanca Taps Glenny — Cassablanca Records and FirmWorks has announced the appointment of Richard Glenny as controller of the label. He joins the label after four years with the Los Angeles office of the international C.P.A. firm, Hurdman and Cranstoun.

Gottschalk Named — The appointment of Paula Gottschalk as director, corporate relations, was announced today by CBS. He comes to the corporate information department after two years as associate director, investor relations. She joined CBS in 1971 as manager, sales promotion, CBS radio division services and in 1975 became director, information services, CBS radio spot sales.

ABC Intl. Appoints Three — International division of ABC Records has announced three appointments in the division. Lee Wilder has been appointed as publicity manager, international division. She comes to ABC from A&M Records, where she was international publicity coordinator. Craig Dugan has been named manager, promotional materials. He also comes from A&M Records, where he was responsible for international production. In addition, Dugan was operations manager for Atlantic Records, where he did promotional services.

Mattax Appointed At Portrait — Portrait Records has announced the appointment of Arlene Matza as A&R manager. Portrait Records was formed in 1973, where she joins the company's ABC Records A&R and staff and in 1976 moved to the Portrait Records A&R department.

Tucker Joins Far Out — Will Tucker has joined Far Out Productions as the manager/promotion director. Prior to this position, he was promotion director for the company. He is most recently M.S. Distributing's R&B regional promotion director.

Schwartz Appointed ATV/PA — A Epic/Portrait/Associated Labels has announced the appointment of Walter Schwartz as ATV/PA account manager. He comes from Creative Artists, where he did artist relations and promotion.

Cash Box / August 5, 1976
ON SATURDAY AND SUNDAY NIGHTS, AUGUST 5th & 6th

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Art Director: Linda Kindl
Producers Series
Lane Combines Experience With Expertise In The Studio
by Ken Terry
NEW YORK — When he was a solo recording artist back in the '60s, Jeff Lane watched helplessly as his records flopped, one after the other. Finally, he decided that it was pointless to go on unless he could break through and avoid the mistakes his own producers had made.
That decision eventually led him to choose another producer himself. But the man who helped mold his sound of Brass Construction and B.T. Express — which between them have, a platinum and six gold records — emphasized the fact that making a hit record "is more than just putting it in the grooves." As he himself learned the hard way, he said, no record can reach the top without the correct marketing, promotion, public relations, and advertising.
With this head-hardened view of the music business, Lane prefers not to work self-contained acts. "I would rather work with artists who don't write their own material, because it makes it much easier for me," he said.
"I have some acts now, for instance, who, because they think they can write a song, are basically putting themselves out of business because the record company should be the responsibility of the record company and the producers are on top of everything today. We're out there, we know what the people are talking about, and songs have to relate to people in order to make it.
"We know what they're talking about, we know what they're dancing to — and most acts don't know that. If they're working 365 days a year, the only things they see are hotel rooms, concert halls and the kids they

Unusual Firm Does Advance Work For Clients’ Concerts
by Charles Palbert
NEW YORK — Sundance Music is an unusual entity in the music business. A small firm headquartered in Portland, Ore., the company bills itself as a "management/marketing company" which also does a plentiful amount of public relations work for a wide variety of clients, including Kenny Rogers, Harry Chapin, the Nikon Camera Company, the Portland Trail Blazers, an underwater film-maker, Pete Forman, a disc jockey, and Ruthie Sound Company, a concert equipment supplier.
Bob Hinkle, who co-owns Sundance with Jim Hart, cites the company's current involvement with Kenny Rogers, Sundance's largest client, as an example of Sundance's diverse services. Before Rogers goes into a market, Hinkle explained, Sundance contracts with the concert promoters to check on ticket prices, seat counts and also checks on equipment, "the union situation," and advertising and publicity.
Also surveyed by Sundance in the concert market, Hinkle added, were radio stations and retail stores. The store buyers, Hinkle said, are asked if Rogers albums are in stock, display material is available, and if Rogers has his own Bin divider in the store.
According to George Dassinger, a Rogers & Cowan publicist who works with Kenny Rogers, Sundance "has done a really thorough job in each market they go into. And what's helpful to Kenny right now is the fact that they're plugging into many markets that are not even big enough to be called markets."

Media Experience
Hinkle compared Sundance's work to that of a political advance man, and ex- Planed that Sundance's in-depth media work has been a result of the accumulation of media experience between himself and Hart.
Hinkle described a performer with the musical group "The Good Earth" in the late '60s, Hinkle became a media planner for Young & Rubicam, a leading New York advertising agency. In 1971, Hinkle went to work for the Ampex Corporation, and three years later, he began a position as product manager and artist liaison between Capitol Records and the Band. In 1976, Hinkle worked as an independent producer until he met Hart, and in mid-1976 they formed Sundance Music.
At that time, Hart was managing Harry Chapin, his brother, Tom Chapin, and the group Mt. Airy. Undoubtedly, Sundance's association with Harry Chapin since its inception has contributed to its unorthodox structure, since Chapin is an unusual client.

Benefit Concerts
Besides performing over 60 benefit concerts a year for various charities, Chapin is also heavily involved with World Hunger Year, an organization which he promotes and also finances. Consequently, Sundance is constantly busy in trying to maximize Chapin's appearances in each market the enter. TV is especially important for Chapin, Hinkle added, "because it's a medium that lands itself to someone who has a warm and vibrant personality and enables him to get a message across."

TV/Bruatal Arena
"However, Hinkle stressed that Sundance is very careful in selecting media outlets for its clients. "Kenny Rogers is another artist for whom TV is extremely well suited," he

Unusual Firm Does Advance Work For Clients’ Concerts
(continued on page 40)
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The NAB Radio Programming Conference takes place at the Hyatt Regency in downtown Chicago. Registrants' reservations will be placed at the Hyatt on a first-come, first-served basis. When the Hyatt becomes full, reservations will be made for registrants in a comparable, nearby hotel.

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Mizell Recaps Jazz/Fusion’s 1st Year At Elektra/Asylum
by Alan Sutton

LOS ANGELES — When Elektra/Asylum Records launched its new jazz/fusion division, the label wanted to call attention to its long-term commitment to the artists and their music. As a result, jazz/fusion became known as “the division of the future.”

Today, one year later, the future has arrived sooner than expected and the division’s first gold record is perhaps only a release or two down the pipe, according to general manager Dr. Don Mizell.

“We’ve really put Elektra/Asylum on the map in this area of music,” Mizell says. “We had an immediate presence in the market with our launch, and effectively established the concept of jazz/fusion to the industry and the public.

“This year is primarily a building year in which we expect to reap the dividends a year or two down the pipe, although we are selling records and making money. And our strongest artists haven’t put out any records yet.”

Jazz/fusion came into existence in July 1977 when E/A chairman Joe Smith decided to expand the label’s operation with a division encompassing the areas of jazz and progressive rock music.

Diverse Roster

“Our goal was to assemble a diverse roster of new, emerging and established acts representing a broad cross-section of musical styles and attitudes,” says Mizell, and expose them to new levels of sales and image in the marketplace. We wanted to do something different and provide jazz/fusion artists with the same resources, input and energy as pop acts.

The numbers suggest how effective the strategy has been. Sales for the first seven LPs released by the division have averaged 100,000 units, according to Mizell.

While noting that the most successful record to date has been the debut LP by Ubiquity/Starbooty at 175,000 copies,

Dr. Don Mizell

Mizell points out that all the acts on the roster are “respected as artists, and that is as important to me as how many records they sell.”

The first jazz/fusion release, which debuted in Feb. 1978, featured albums by Lenny White, Dave Dewey, Bridgewater and Ubiquity. To boost the release, Mizell embarked on a series of sales presentations at the WEA branches across the country, accompanied by E/A’s top three executives — Smith, vice chairman Mel Posner and president Steve Wax.

Next came “Twin House” by Larry Coryell and Philip Catherine, followed by albums from Lee Ritenour, Michael White and Terry Callier.

Chart Activity

In each case, the albums made their presence felt on the jazz chart, with the LPs by White, Bridgewater, Ritenour and Ubiquity making a strong showing on the R&B and pop charts as well. Still to come is the division’s biggest release, both in terms of quantity and artist stature. Slated for Sept., it will include LPs by Donald Byrd, Patrice Rushen, Oregon, Aquarian Dream and Sweetbottom.

“I’ve always said this is the music of the ‘80s,” notes Mizell, “and I expect to see...

Sierra-Briar Records Moves Offices, Schedules 4 Albums, Expands Staff

LOS ANGELES — Sierra-Briar Records, a label which specializes in bluegrass, folk and country music as well as contemporary and progressive recording acts, recently made a number of changes to its operations, relocated its offices and announced the upcoming release of four albums.

Mike Necheles has been appointed managing director of the label; Gene Parsons, former member of the Byrds and the Flying Burrito Brothers, has been named A&R director; Victoria Nadsady has been appointed art coordinator; Roy Laman has been named promotion director; Duane Thorn is director of the label’s distribution company and S.D. Ashley is general counsel. Heading operations at the label’s new offices at 11312 Santa Monica Blvd., Suite 7, is the company’s founder and executive director, John Deigatto.

Releases Set

Upcoming releases will include “Nashville West” by the pioneering country-rock group of the same name, consisting of Clarence White, Gene Parsons, Gib Guilbeau and Wayne Moore. “Nashville West” will be the first LP released by Sierra Records, which was formed in 1977 to handle contemporary and progressive acts.

The Briar label will remain more traditional, specializing in country, folk and bluegrass acts.

Other albums slated for release in the near future are: “It’s Hot,” from Corn Bred, a Los Angeles-based bluegrass/folk band; “Aspen Skyline,” by Aspen-based performer Wayne Stewart and an album by dobro player Leroy Mack, a former member of the Kentucky Colonels.

New signings will include a number of singer/songwriters, according to Marsh Necheles, managing director, who says Sierra-Briar is able to provide all its artists with the specialized attention that most major labels reserve for their top selling acts.

“The people who are coming to us primarily are artists who have left or been dropped from major labels,” Necheles says. “They come to us because they realize that although they had the money that a big label can afford, they didn’t even get enough support. Now they would rather go with a company that is going to give them personal help.”

Sierra-Briar is handling its own distribution in the Southern California area and is independently distributed elsewhere.

Hearing On Purim’s Deportation Canceled

NEW YORK — Flora Purim’s fight against deportation for a prior drug conviction took an encouraging turn when the immigration authorities canceled a deportation hearing last week.

Purim’s lawyer, Leon Wildes, described the situation as “hopeful.” “I had filed my request for non-priority treatment,” he remarked. “They didn’t just adjourn the hearing for a few days, but they wrote a letter cancelling it and will hold off on it until a determination is made on her status.”

A spokesman at the director of the immigration office of the Immigration Department, which is handling Ms. Purim’s case, would only comment that Purim’s application is presently being considered.

www.americanradiohistory.com

Cash Box/August 5, 1978
**HEART STONED** — Bill Wyman of the Rolling Stones stopped backstage to greet the members of Heart prior to the group's recent concert in Memphis. Pictured (l-r) are Janis Wilson of Heart; Wyman; Ann Wilson, Howard Leese, Steve Fossen and Roger Fisher of Heart and a member of the Rolling Stones management staff.

**Overnight Success: Foreigner Reached Top The Hard Way**

by Joey Berlin

LOS ANGELES — Foreigner exemplifies the myth of the "overnight success," the group made up of artists who have worked long and hard to achieve success and suddenly finds itself appreciated by the mass audience and "discovered" by the consumer press.

The group's first album on Atlantic Records, released in March of last year, has sold well over three million copies in the U.S. alone with three hit singles. The follow-up album, "Double Vision," has already passed the two million mark in sales here after only five weeks. "Double Vision" currently stands at #3 bullet on the Cash Box Top 200 Albums chart and the first single, "Hot Blooded," is #11 bullet on the Singles chart. The first album is still holding on at #118 after 72 weeks on the chart.

Success of this magnitude is not easily achieved in the intensely competitive record business. Since Foreigner's inception in early 1976, the group has been constantly rehearsing, recording or touring. The group's "Around The World In 42 Days" tour was a highly visible one, but Foreigner has been just as busy the rest of the year as well.

"We've been working non-stop since the band started coming together," says Ian McDonald, who along with Mick Jones founded the band. "There were six months of auditioning and preparation before we even played for anybody or thought of going into the studio. But when we got our chance, we were ready."

The grueling schedule has had its effect on the band. To the consumer, Foreigner burst suddenly on the scene, but for the band members success went hand in hand with hard work.

"It seems like a lot more than two years," says singer Lou Gramm looking back. "At the end of this year we are demanding six weeks to ourselves."

**Birth Of Foreigner**

Mick Jones, guitarist, vocalist and co-producer, and multi-instrumentalist and co-producer Ian McDonald met at a recording session for Ian Lloyd two and a half years ago. Soon after, Jones called McDonald and asked him if he was doing anything for the next five years.

"Mick and I were at similar spots in our careers," recalls McDonald. Both had been with "name" bands, Jones with Spooky Tooth, the Leslie West Band and guest appearances on albums by Peter Frampton and George Harrison and McDonald with King Crimson. But both were searching for a situation where they could play music that they could be proud of that also had commercial appeal.

Keyboard player Al Greenwood was the first addition to the team, and the first American to join what would become a half-English, half-American group. Next came former Black Sheep vocalist Lou Gramm, drummer Dennis Elliott and bassist Ed Gagliardi. The group became an unusual combination of various levels of experience that struck a responsive chord with rock fans around the world.

After the success of its self-titled debut and their first addition to the team, the first American to join what would become a half-English, half-American group. Next came former Black Sheep vocalist Lou Gramm, drummer Dennis Elliott and bassist Ed Gagliardi. The group became an unusual combination of various levels of experience that struck a responsive chord with rock fans around the world.

**DG, Phonogram Post Changes In Top Management**

NEW YORK — Several management changes have been announced by Deutsche Grammophon and Phonogram, parent company of Philips and Mercury. Oskar Drehshler, currently president of Phonogram GmbH, has been named executive vice president of Deutsche Grammophon, effective October 1. In November, Wolfgang Arment, presently senior vice president of Deutsche Grammophon, will leave that position to join the management of Polygram Musikunternehmen in Vienna, Austria.

In another management shift, Roland Kommerer, currently vice president of Polydor International, has been named president of Phonogram GmbH, effective October 1.

**Kihn LP On Beserkley**

LOS ANGELES — Greg Kihn's "Next Of Kihn" LP on Beserkley Records is scheduled to ship July 31. The album is the first release from Beserkley since the label packed with Janus Records for distribution.

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**KC Celebrates New LP With Skating Party**

LOS ANGELES — TK recording group KC and the Sunshine Band recently held their first annual "Rockin' and Rollin' Roller Skating Party" at Kendall Lanes Skating Center in Miami to celebrate the release of their new album "Who Do Ya (Love)." More than 1,000 people were on hand at the affair, during which the band was presented platinum copies of the LP.

**Drennon Design Opens**

LOS ANGELES — Tom Drennon Designs, a full graphic design facility serving the entertainment industry, has recently opened offices at 8236 Blackburn Avenue, Los Angeles (213) 653-0723. Drennon, in addition to serving as the former art director/designer in charge of total creative services for BNB Management and Tattoo Records, has initiated graphic campaigns for Kansas, Chaka Khan, Lou Rawls, Cheryl Ladd, Parliament/Funkadelic and others.

Drennon designed the cover art work on the Cash Box 36th Anniversary Edition.
JOHN TRAVOLTA & OLIVIA NEWTON-JOHN (RSO 906)

Summer Nights (3:36) (Edwin H. Morris & Co. — ASCAP) (J. Jacobs/W. Casey)

"Grease" is threatening to be another blockbuster for R&B audiences to a "Saturday Night Fever" in tonnage. Hit singles is a major reason why. This fourth single has a bright, enthusiastic sound suited to summer Top 40 action. Fine singing by Travolta and Newton-John and cast.

SHAUN CASSIDY (Warner/Curb WBS 5624)

Our Night (3:40) (Unichappell Music/Begonia Melodies/Finest Music — BMI) (B. Roberts/C. B. Sager)

"Under Wraps" is Cassidy's new album and this first single is a crisp, moderate rockier likely to garner pop chart action. Electric guitar work, kick drumming, piano licks, strings, and a rising to falsetto chorus make this a good pop add. Cassidy's singing is airy and effective.

DANNY GREEN (ABC 12393)

Ask Her (2:45) (Night Dog Music — ASCAP) (D. Green)

"Go on and ask that lady to go" is the advice of this interesting cut from Green's "Night Dog" album. Green's voice is distinctive and engaging. The firm beat, organ backing and guitar work make this track particularly appealing to AOR and Top 40 playlists.

GLADYS KNIGHT & THE PIPS (Buddah 598)

It's Better Than A Habit (3:45) (Maccabeys Music/Almo Music — ASCAP) (T. M. C. Mayalle)

Taken from "The One And Only. . ." album, this track features characteristically fine singing of beauty and classic, well-stated accomplishment by The Pips. The arrangement favors a fast bass line, aggressive horn chart and backing strings. Suited to R&B and pop lists.

SEALS & CROFTS (Warner Bros. WBS 8639)


The title track from Seals & Crofts latest LP, this second single is a funky rocker with the emphasis on tight licks. Electric guitar work. Piano fills, wood block percussion, driving vocals and a dedication to finding that place to take it easy makes this a good add for AOR and pop lists.

GOOD LIGHTFOOT (Warner Bros. 8644)

Dreamland (2:55) (Compos Music to CAPAC) (G. Lightfoot)

This moderately paced rock ballad is the third single from Lightfoot's "Endless Wire" album. Pedal steel, acoustic guitar backing, simple bass line and melodic singing by Lightfoot make this suited to pop playlists.

STEVE HACKETT (Chrysalis CHR 2237)

Nanna (3:28) (WB Music — ASCAP) (S. Hackett)

Hackett left Genesis more than a year ago to pursue his solo career and other musical projects and this single taken from his "Please Don't Touch" is a guitar dominated ballad which features the singing of John Perry. The beat is vigorous. Suit for pop and AOR formats.

MICHAEL JOHNSON (EMI P-8004)

Almost Like Being In Love (3:25) (United Artists Music — ASCAP) (A. Lerner/F. Loewe)

"Bluer Than Blue" was a Top 10 record for Johnson (and new EMI label) and this second single from "The Michael Johnson" album has an interesting slow embellished ballad which merits pop attention. Percussion touches, electric piano, strings, impressive singing and an elegant sax solo combine in a shimmering arrangement.

DAN HILL (20th Century TC-2378)

All I See Is Your Face (3:28) (Weebuck Music — ASCAP) (D. Hill)

This first single from Hill's forthcoming "Frozen In The Night" album is a sensitive piano ballad which builds in intensity. Drums, guitar and strings interweave and add effective punch. Hill's lyrics characteristically deal with love themes which are often painful; this track deals with the inability to escape the sound of the echo of a former lover. Suited to pop and MOR lists.

JOURNEY (Columbia 3-10800)

Lights (3:09) (Weed High Nightmare Music — BMI) (S. Perry/N. Schon)

This song from the "Infinity" album expresses a desire to see the city by the bay and leave on the road-side blues. Driving guitar, Camelot, lead and backing vocals makes this a good track for AOR and pop lists.

GENYA RAVAN (20th Century TC-2374)

Back In My Arms Again (3:29) (Jebote Music Co. — ASCAP) (Holland/Dodzer/Holland)

Ravan tackles the classics by The Supremes on this first single from her "Urban Desire" album. Her gritty, rough and tough voice, reminiscent of Janis Joplin, transforms the original smoothness into uncompromising rock 'n roll. Guitars dominate, piano adds boogie touches. AOR, pop lists.

ENGELBERT HUMPERDINCK (Epic 8-50575)


Humperdink delivers an easy and accessible performance on Wonder's plea for love and cooperation on this single from "The Last Of The Romantics" album. Guitars strings and soaring sax solo add flavor. Suited to pop, MOR lists.

LOU RAWLS (Philadelphia Intl ZSB 3653)


A gentle upswing, piano backing, strings and horns and conga back beat make this track from the "When You Hear Lou, You've Heard It All" album a good spin for R&B, MOR and pop lists. RAWLS offers a good performance.

JOHN PRINE (Elektra/Los E-45509)

Fish And Whistle (3:13) (Big Ears Music/Brused Oranges Music/ASCAP) (J. Prine)

Prine's storytelling wit is the heart of this first single from his "Brused Orange" album. Acoustic guitar work, simple drum and bass fills, backing singers and whistle accompaniment make this a pleasant pop and country add.

BONNIE TYLER (RCA JH-11349)

If I Sing You A Love Song (3:35) (Mam Music — ASCAP) (R. Scott/W. Wells)

Bonnie had an international hit with "It's A Heartache" and this second track from the LP ought to make another run on the pop charts. "Love songs last longer than lovers ever do" is one of the memorable lines on this ballad. Acoustic guitars and strings bolster the easy beat. Tyler's familiar rasp is pleasant.

THE O'JAYS (Philadelphia Intl ZSB 3652)

Brandy (3:33) (Mighty Three Music — BMI) (J. Jefferson/C. Simmons)

"Use Ta Be My Girl" which climbed to the Top 5 marked a pop resurgence for the O'Jays. This second single from the "So Full Of Love" album is a ballad with a similar lost love theme. Piano, strings and light beat highlight Water Williams lead vocals. Good pop, MOR, R&B add.

TRICKSTER (Jet ZSB 5051)


Jet has a new distribution deal with CBS and this first single from the "Trickster" debut LP is likely to receive considerable push. A driving rocker with double-time beat, solid guitar and synthesizer work, the track soars on Phil Bates lead vocals and the harmonies add band members. Suited to AOR and top pop lists.

THE MARSHALL TUCKER BAND (Capricorn CPS-0302)

I'll Be Loving You (3:30) (No Exit Music — BMI) (T. Caldwell)

Taken from the "Together Forever" album, this track is a melodic rocker, dominated by solid rhythm and lead guitar work and the soaring lead vocals by Doug Gray and Hill's lyrics and acoustic guitar syncronization adds a nice texture. Suited to AOR and pop lists.

ROSE ROYCE (Whirlwind/WB WH 8629)

I'm In Love (And I Love The Feeling) (3:44) (May Twyller/Warner-Tamerlane Music — BMI) (K. Whirlwind)

Taken from the "Rose Royce Strikes Again" album, this track is a smooth R&B ballad bolstered by a gentle funk rhythm, steady, high hat beat, strings and fine falsetto singing.

100% WHOLE WHEAT (AVI 216)


Taken from a forthcoming album of the same name this first single is suited to pop playlists. Moderate rock beat, guitar, synthesizer lines, mild beat and singer's harmonizing make this suited to pop playlists.

GREY AND HANKS (RCA JH-11346)

You Fooled Me (3:22) (Iving Music/Medad Music — BMI) (R. Hanks/Z. W. Grey)

Grey and Hanks wrote the hit "Back In Love Again" for LTD and this time out they are using their talents for their own cause. This track has a good horn chart, piano, guitar, bass, sax, and the smooth, tumbler chorus. Good R&B add, possible pop.

LHAR (Bearsville BSS 0328)

Set The World On Fire (3:32) (Chappell Music — ASCAP) (Taylor)

This first single from the album is a rock 'n roll pyromaniac's anthem. A skillful mix of acoustic guitar back beat and overall rock makes this track move. The singing is high flying. AOR material.
AirPlay

TIME WATCH YOUR WALLET—Fresh from a confidence-building victory over the Rolling Stone softball team, the Eagles are going on a road trip this summer. Although the band's ostensible purpose for hitting the road is to promote their new album, the real reason for the trip, we suspect, is to polish their softball skills against local radio station teams or whoever else they think can beat them. Stadium dates are set for Boulder, Chicago, Kansas City, Minneapolis, Milwaukee, Orlando, and Providence, and the group hopes to test its prowess on the softball diamond on days before and after shows.

A couple of warnings to any stations thinking of challenging the Eagles' Nasty Nine: check the equipment and watch your wallets. The group is bringing along its own balls, bats and gloves, and when they played the Rolling Stone, Glenn Frey's wallet was ripped off along with his jack and keys. You'll have to guard your wallet all the time.

And if the group can be counted on to scare off the local Dixie Bullets will be ready. Time, place and stakes are negotiable, if the Eagles aren't chicken.

WHAT'S THE NEWS ACROSS THE STATIONS?—Two lucky winners of the WAXY-FM/Miami "Viva Las Vegas Getaway" will fly to Las Vegas to witness the first world-class Elvis Fan Summer Festival to be held at the Hilton Hotel September 7-10. From mid-July through mid-August WAXY will test its listeners on Elvis trivia and 200 weekly winners will participate in the grand prize drawing on August 16, the first anniversary of Presley's death. WAXY's "Gimme Shelter" interviews featuring screeners of "Gimme Shelter" and "Ladies & Gentlemen... The Rolling Stones," and a live broadcast from the Old Waldorf of Rolling Stones opening act Peter Tosh on August 27. It raised in Miami during the recent Y100 "street dance," but that didn't dampen the enthusiasm of the thousand who couldn't find Jim McInich at Jimmy's first live public performance and from all reports the rain-drenched crowd loved every minute of it. While in town, Jimmy also stopped by Y100 to talk with DJ Kid Curry and ended up setting a station record for longest-on-the-air visit. McInich's program was topped off with a surprise visit from Curry with more than three hours.

WROR/Boston listeners are currently searching for jack Annie and her "Woo," the missing Woo, forcing Ginsberg to use a single Woo as his nickname, is reportedly on the lookout for her. "Goo-FM"/Anchorage's Miss America contest with Curry for more than three hours.

WROR/Boston listeners are currently searching for jack Annie and her "Woo," the missing Woo, forcing Ginsberg to use a single Woo as his nickname, is reportedly on the lookout for her. "Goo-FM"/Anchorage's Miss America contest with Curry for more than three hours.

SYNDICATION INDICATIONS—With the release of the "St. Pepper's Lonely Hearts Club Band"/movie and album, Bee Gees for one. WMMS/Cleveland's "Star Trak," hosted by Candy Tusken, will feature a week-long series of RSO interviews beginning August 14, including an interview with the chart-topping Gibb brothers and label president Al Coury. Drake-Chenault also has a deal with RSO. Janus' latest has produced a one-hour radio program called "St. Pepper's Lonely Hearts Club Band: Backstage." The program includes comments from the Bee Gees and RSO chairman Robert Stigwood. The Who is coming out with its first album in three years, "Who Are You?" and will air a two-hour special to the group with the LP's August 20 release date.

NEW JOBS—Walt Tiburski has been named station manager of WMMS/Cleveland. Tiburski has been with WMMS since 1973, most recently as general sales manager. The new vice president of network communications at the Mutual Broadcasting System is John B. Frykman. Frykman, who joined Mutual late last year, has previously worked at Boston-area stations WLYN and WJDA. KBSE/KA is new to the ranks as a general sales manager. "I've been at KBSE in 1973 and was most recently local sales manager. WROR/Boston also has a new general sales manager. David Brown. Joel Levin has left KBSE to take over as a general sales manager for KSAN/San Francisco.

To help smooth the transition from Top 40 to country, John Dinscll has relinquished his post as program director at KTNQ (Ten Q's) in Los Angeles, although he will keep his 10-2 P.M. shift for the time being. Ed Salamone, Storer's national PD, is now Ten Q's acting PD.

ODDS & ENDS—Look for WDDQ to go on the air in Indianapolis in the next few weeks. It will be the first link in the Heftel Broadcasting chain which includes such high-profile stations as Y100/Miami and 1LO/Pittsburgh. KAFY/Bakersfield will switch to an MOR format soon. Management is aiming at becoming Bakersfield's number one station, possibly with a Year One/midday format. KFRC, who resigned... The 1978 Fight Leukemia Radio Events, sponsored by the National Leukemia Broadcast Council and conducted by more than 80 radio stations from coast to coast, raised more than $2 million. This raises the NLBC's six-year total to more than $21 million. Next year's events will be held over the weekend of February 24-25. As he said he would a year ago, Paul Drew has discontinued his consulting services provided to RKO Radio.

Cox Broadcasting Announces Gains

LOS ANGELES—Cox Broadcasting Corporation recently announced increased revenues and earnings for both the second quarter and six months ended June 30. Net income for the three-month period was $5.9 million or $1.43 per share, a 27 percent increase over last year's figures. Operating revenues for the 1978 second quarter reached $56.8 million, an increase of 14 percent over the April-June 1977 period.

For the six months ended June 30, net income was $14.7 million, equal to $2.69 per share, an increase of 30 percent over the same 1977 period. Operating revenues for the 1978 first half increased 16 percent to $104 million from $90.1 million for the first half of 1977.

Broadcasting revenues rose 21 percent over the first half of 1977 April-June quarter. Radio reported increased in local advertising, with national matching last year's second quarter. Television reported strong gains in both local and national advertising. Cox Broadcasting owns and operates five AM and seven FM radio stations, as well as five VHF television stations. Radio stations include: WSAM-AM/Atlanta; WHOI-AM/FM/Dayton, WSOC-AM/FM;Charlotte; WIOD, WAIA/FM/Miami; KFI, KOST-FM/Los Angeles, WLIF/FM/Baltimore and WWSW-FM/Philadelphia.

Looking Ahead

101 BLAME IT ON THE BOOGIE MICK JACKSON (Aco 7911)
102 BACK IN MY ARMS AGAIN JOHNNY WINTER (GENYA RAYANOVA) (COLUMBIA 23734)
103 GLADDEN A GROOVIN' THING MICHAEL MCNICHOL (EMI 8004) ASCAP
104 RAISE A LITTLE HELLMICHAEL MCNICHOL (WHEN LOVE IS GONE) ASCAP L.T.D. (ASCAP 2057)
105 BRANDY (Meat, Three Music) - BMI
106 HOLDING ON WHEN LOVE IS GONE MICHAEL MCNICHOL (WHEN LOVE IS GONE) ASCAP L.T.D. (ASCAP 2057)
107 STAY THE NIGHT (Whitney/Three Men) - BMI
108 ALMOST LIKE BEING IN LOVE (Ark Music, Foy, Means/Gay) - BMI
109 LIVINGSTON SATURDAY NIGHT (BRYMPELL/DOOLEY) E/A east coast general manager.
110 CALIFORNIA NIGHTS (MIKE MORGENSTERN/THE BEACH BOYS) ASCAP SWEET (CASIPE 4610)

RAISING HELL FOR TROOPER—To promote Trooper's new single, "Raised a Little Hell," MCA Records' Seattle branch visited station KZOK disguised as the Devil and a hold-up man. Trooper's latest MCA album, "Wild at Thymes," is pictured. (l-r) are: Jerry Leenester, MCA promotion manager; Mavis Mackoff, KZOK music director; and Dan Waddock, MCA sales manager.

Janus Conducting Covergirl Search

LOS ANGELES—One hundred radio stations are now conducting a nationwide search for the covergirl of the next album by Janus recording group Charlie in the form of the first Charlie Girl Contest. The winner will also adorn the cover of the Charlie Calendar. The 1979 calendar will utilize 12 of the regional winners for the different months.

Contests at most of the participating stations began on July 31, with final judgment set for Los Angeles in the first week of September. The grand prize winner and 16 runners up will be selected by a panel of judges including Stan Montero from Cash Box, representatives from other trade publications and Janus executives Ed DeJoy, president; Don Wright, promotion director; Howard Silvers, sales vice president; and media director Leslie Rosen.

In addition to her cover work, the grand prize winner will also receive an all-expense paid trip for two to New York or Hollywood (winner's choice), including a limousine at her disposal and $1,000 spending money. The winner will also receive a professional modeling portfolio.

Regional winners will get a number of Charlie gifts, including jackets, bags, purses, T-shirts, Charlie catalogs and the services of a professional photographer flown to the winner's city to photograph her for her modeling portfolio.

Miami Discorama Set

NEW YORK—99X Radio, in conjunction with J and J Productions and House of Dance, will present Discorama, a spectacular featuring name acts and a five-hour dance marathon, on Saturday July 29 at the Miami Beach Convention Center. Headliners will be Peter Brown, Vicki Sue Robinson, Bionic Boogie, Country Heights Affair and Laura Taylor.

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>WKS</th>
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<td>Just What I Needed, You're All I've Got, Bye Bye Love</td>
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<td>City To City</td>
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<td>You're Gonna Get It</td>
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<td>You Can Tune A Piano</td>
<td>REO Speedwagon</td>
<td>REO</td>
<td>81</td>
<td>Roll With, Time For Me, Blazin'</td>
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Lights from the Valley

CHILLIWACK TURNED 'EM ON SO YOU CAN TURN 'EM UP.

"LIGHTS FROM THE VALLEY"
The brand new album from

Chilliwack

featuring their latest single,
"ARMs OF MARY"

Produced by:
Ross Turner, Bill Henderson & Marc Gilutin.

MOST ADDED
Week Ending 7/21
#1 Most added Radio & Records
AOR chart #37: #22
#1 Most added CASHBOX
Record World "Flashmaker"
#1 Most added Bill Hard report FMQB
#1 Most added Goodphone Weekly highest chart debut #24

From MUSHROOM RECORDS
"THERE'S MAGIC UNDER OUR UMBRELLA"
LEON RUSSELL
America's Paradise

AMBROSA
Life Beyond L.A. Warner Brothers

GENYA RAVAN
Urban Desire 20th Century-Fox

SAMMY HAGAR
All Night Long Capitol

CHRISS REA
Whatever Happened To Benny Santini? Magnet/U.A.

JESSE WINCHESTER
A Touch On The Rainy Side Bearsville

#1 Most Added
LEON RUSSELL — America's Paradise

#2 Most Added
AMBROSA — Life Beyond L.A. Warner Brothers

#3 Most Added
GENYA RAVAN — Urban Desire 20th Century-Fox

#4 Most Added
SAMMY HAGAR — All Night Long Capitol

#5 Most Added
CHRISS REA — Whatever Happened To Benny Santini? Magnet/U.A.

FM Station Reports — New ADDS/Hot Rotation

KWST-FM — LOS ANGELES — BOB GOWA
ADDS: Chris Rea
HOTS: Tom Petty, Foghail, David Gilmour, Bruce Springsteen, Pablo Cruise, Joe Walsh, Rolling Stones, Foreigner, Prism, Stonebolt, Dave Mason, Cheap Trick, Chilliwack

WMZ-FM — MILWAUKEE — JOE SANTORO/JOE BENSON
ADDS: Sammy Hagar, Chick Corea, Larry Carlton, Jesse Winchester, Genya Ravan
HOTS: Rolling Stones, Foreigner, Crusaders, Joe Walsh, Sammy Hagar, Kenny Loggins, Genesis, UFO, Cheap Trick, Moody Blues, Bob Dylan, David Gilmour, Bruce Springsteen, Pablo Cruise, Marshall Tucker, Dave Mason, Bob Seger, Steve Gibson, Cars

WJNO-FM — NEW ORLEANS — SAM ROBERTS
HOTS: Wings, Rolling Stones, Bruce Springsteen, Gerry Rafferty, Dave Mason, Bob Seger, J. I. Le Roux, Joe Walsh, climax Blues Band, Journey, Trooper, Todd Rundgren, Foreigner

WNR-FM — NORFOLK — RON REGER
ADDS: Prism, Chris Rea, Dolly Boy (45)
HOTS: Kenny Loggins, Pablo Cruise, Jimmy Buffett, Bob Seger, Foreigner, Van Halen, Bruce Springsteen, Rolling Stones, Sgt. Pepper’s, Little River Band, Moody Blues

WIOQ-FM — PHILADELPHIA — HELEN LEIGHT
ADDS: Ambrosia, Leon Russell, Moon Martin, Chris Rea, Gato Barbieri, Michael Stanley, Leo Sayer, Sammy Hagar, Loni Lieberman
HOTS: Rolling Stones, Foreigner, Cars, Talking Heads, Bruce Springsteen, Alan Parsons, Tom Petty, Cheap Trick, Rafferty, Chilliwack, Bob Seger, Joe Walsh, Trickster, Sgt. Pepper’s, Russ Ballard, Todd Rundgren, Peter Gabriel, Tanny- Spencer Band, U.X

WMMR-FM — PHILADELPHIA — JERRY STEVENS
ADDS: UFO, Sammy Hagar, Jim Hendrix, Genya Ravan, Leon Russell
HOTS: Rolling Stones, Dylan, Bob Seger, Bob Dylan, Cheap Trick

WYSP-FM — PHILADELPHIA — PHILIP JOHNSON
ADDS: Ambrosia, Commodores (45), Who (45/imp)
HOTS: Alan Parsons, Billy Joel, Joe Walsh, Wings, Bob Dylan, Foreigner, Moody Blues, Rolling Stones, Bruce Springsteen, Bob Seger, Sgt. Pepper’s, Kenny Loggins, Pablo Cruise

WYBE-FM — ROCKFORD — MIKE BAILEY
ADDS: Ambrosia, Leon Russell, Sammy Hagar, Crimson Tide, Liel, Weresovets, Sgt. Pepper’s
HOTS: Bob Seger, Rolling Stones, Joe Walsh, Wings, Alan Parsons, Dave Mason, Foreigner, Rafferty

KINK-FM — PORTLAND — MIKE BAILEY
ADDS: Loni Lieberman, Stonebolt, Colin Blunstone, Kinks (45), Jim Rafferty (45)

WHFS-FM — WASHINGTON — DAVID EINSTEIN
ADDS: Leon Russell, Chick Corea, Talking Heads, Leon Russell, Moss Jones, Larry Carlton, Dave Brubeck, Who (45/imp)

WAAF-FM — WORCESTER — LEE ARNOLD/JOHN DUNCAN
ADDS: Creed, Chris Rea (45), ARS (45)
HOTS: Cars, Bob Dylan, Foreigner, Meat Loaf, Moody Blues, Pablo Cruise, Rolling Stones, David Gilmour, Bruce Springsteen, Who (45/imp), Sgt. Pepper’s, Joe Walsh, Rafferty
& His Hot! Non-Stop! Rock 'N' Roll!

ALL NIGHT LONG

What Thousands Of Hagar Fans Experience In Concert!

Red
Rock 'N' Roll Weekend
Make It Last/Reckless
Turn Up The Music
Young Girl Blues
Bad Motor Scooter

...and his latest single,
I've Done Everything For You

Produced by Carter & Sammy
Management: Ed Leffler
Agency: D.M.A.
REGIONAL ACTION

Most Added 1. SUMMERS NIGHTS - Olivia Newton-John & John Travolta - RSO
2. HOT CHILD IN THE CITY - Nick Gilder - Chrysalis
3. REMINISCING - Little River Band - Harvest/Capitol
4. LIFE IS IN THE AIR - John Paul Young - Scotti Bros/Atlantic
5. LIFE WILL FIND A WAY - Pablo Cruise - A&M

Most Active 1. HOT BLOODED - Foreigner - Atlantic
2. SUMMERS NIGHTS - Olivia Newton-John & John Travolta - RSO
3. THREE TIMES A LADY - Commodores - Motown
4. LIFE'S BEEN GOOD - Joe Walsh - Asylum
5. NEWLYPE DEVO TO YOU - Olivia Newton-John - RSO

SOUTHEAST

Most Added 1. REMINISCING - Little River Band - Harvest/Capitol
2. WHENEVER I CALL YOU "FRIEND" - Kenny Loggins - Columbia
3. GOT TO GET YOU INTO MY LIFE - Earth, Wind & Fire - Columbia
4. KISS YOU ALL OVER - Exile - Warner/Curb
5. HOPELESSLY DEVOTED TO YOU - Olivia Newton-John - RSO

Most Active 1. REMINISCING - Little River Band - Harvest/Capitol
2. HOPELESSLY DEVOTED TO YOU - Olivia Newton-John - RSO
3. AN EVERLASTING LOVE - Andy Gibb - RSO
4. LAST DANCE - Donna Summer - Casablanca
5. THREE TIMES A LADY - Commodores - Motown

SOUTHWEST

Most Added 1. KISS YOU ALL OVER - Exile - Warner/Curb
2. BOOGIE OOGIE OOGIE - Taste Of Money - Capitol
3. YOU NEEDED ME - Anne Murray - Capitol
4. SUMMERS NIGHTS - Olivia Newton-John & John Travolta - RSO
5. HOT BLOODED - Foreigner - Atlantic

Most Active 1. HOT BLOODED - Foreigner - Atlantic
2. THREE TIMES A LADY - Commodores - Motown
3. LIFE WILL FIND A WAY - Pablo Cruise - A&M
4. GREASE - Frankie Valli - Kool
5. REMINISCING - Little River Band - Harvest/Capitol

MIDWEST

Most Added 1. SUMMERS NIGHTS - Olivia Newton-John & John Travolta - RSO
2. TWO TICKETS TO PARADISE - Eddy Money - Columbia
3. HOPELESSLY DEVOTED TO YOU - Olivia Newton-John - RSO
4. REMINISCING - Little River Band - Harvest/Capitol
5. LIFE'S BEEN GOOD - Joe Walsh - Asylum

Most Active 1. HOT BLOODED - Foreigner - Atlantic
2. THREE TIMES A LADY - Commodores - Motown
3. LIFE WILL FIND A WAY - Pablo Cruise - A&M
4. GREASE - Frankie Valli - Kool
5. REMINISCING - Little River Band - Harvest/Capitol

WEST

Most Added 1. HOT BLOODED - Foreigner - Atlantic
2. HOT CHILD IN THE CITY - Nick Gilder - Chrysalis
3. A ROCK 'N' ROLL FANTASY - Kinks - Ariola
4. LIFE IS IN THE AIR - John Paul Young - Scotti Bros/Atlantic
5. HOPELESSLY DEVOTED TO YOU - Olivia Newton-John - RSO

Most Active 1. HOT BLOODED - Foreigner - Atlantic
2. LOVE WILL FIND A WAY - Pablo Cruise - A&M
3. LIFE'S BEEN GOOD - Joe Walsh - Asylum
4. AN EVERLASTING LOVE - Andy Gibb - RSO

RADIO ACTIVE SINGLES

1. HOT BLOODED - FOREIGNER - ATLANTIC
2. SUMMERS NIGHTS - OLIVIA NEWTON-JOHN & JOHN TRAVOLTA - RSO
3. LIFE'S BEEN GOOD - JOE WALSH - ASYLUM
4. NEWLYDE DEVOTED TO YOU - OLIVIA NEWTON-JOHN - RSO
5. LIFE WILL FIND A WAY - PABLO CRUISE - A&M

SECONARY RADIO ACTIV

1. REMINISCING - LITTLE RIVER BAND - HARVEST/CAPITOL
2. HOPELESSLY DEVOTED TO YOU - OLIVIA NEWTON-JOHN - RSO
3. AN EVERLASTING LOVE - ANDY GIBB - RSO
4. LIFES BEEN GOOD - JOE WALSH - ASYLUM
5. NEWLYDE DEVOTED TO YOU - OLIVIA NEWTON-JOHN - RSO

Most Added Records

1. REMINISCING - LITTLE RIVER BAND - HARVEST/CAPITOL
2. HOT CHILD IN THE CITY - NICK GILDER - CHRYSLIS
3. KISS YOU ALL OVER - EXILE - WARNER/CURB
4. HOPELESSLY DEVOTED TO YOU - OLIVIA NEWTON-JOHN - RSO
5. LIFE'S BEEN GOOD - JOE WALSH - ASYLUM

FOOL (IF YOU THINK IT'S OVER) - CHRIS REA - UNITED ARTISTS
10. YOU NEEDED ME - ANNE MURRAY - CAPITOL

SECONDARY RADIO ACTIVE

1. HOT BLOODED - FOREIGNER - ATLANTIC
2. SUMMERS NIGHTS - OLIVIA NEWTON-JOHN & JOHN TRAVOLTA - RSO
3. LIFE'S BEEN GOOD - JOE WALSH - ASYLUM
4. NEWLYDEVOTED TO YOU - OLIVIA NEWTON-JOHN - RSO
5. LIFE WILL FIND A WAY - PABLO CRUISE - A&M

CASH BOX | August 5, 1979
Clark Hopes To Fill Sullivan's Shoes With Live Variety Show

(continued from page 25)

KLTQ — DENVER — RANDY JAY
Wash. 25, T.O. 24 — Eddie Money, 22 — Parky, 17 To 28 — Barry Manilow, 21 To 28 — Danny Summer, 17 To 28 — Eddie Money, 5 To 14 — Barry Manilow, 5 To 14

KIQQ — PASADENA — BUBBLE GUM
28, T.O. 24 — Joe Walsh, 21 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 11 To 28 — Barry Manilow, 11 To 28

KNOX-TV — SAN ANTONIO — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KRLA — LOS ANGELES — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KSTP — MINNEAPOLIS — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KTCW — MEMPHIS — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KTLA — LOS ANGELES — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KXLY — SPOKANE — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KXIS — KANSAS CITY — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KZHK — HOUSTON — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

KZTV — DALLAS/FORT WORTH — BILL RIBSON
28, T.O. 24 — Joe Walsh, 21 To 28 — Barry Manilow, 17 To 28 — Eddie Money, 17 To 28 — Barry Manilow, 11 To 28 — Eddie Money, 11 To 28

The following stations also were used in this week's research: WKLO, WAGQ, WERC, WMFX, WJJD, WLOF, WINW, KFMD, WBCS, KWLK, WDMA, KYNQ, KROY.

REGIONAL PROGRAMMING GUIDES


dollar

Wallace says he not going to try and beat categories. Despite says the new program will be a small audience. It will be a hit television program. It is most an hour -and of Cher, "hit-televising" and the new show will be on the studio, the stage for an-...
New Gospel LP Out On Triange Label

NASHVILLE - Triangle Records, Inc. here recently announced the release of "Peace Like A River," the newest and second album by David Ford. Arranged, conducted and produced by Burly Red, Ford's new LP contains traditional as well as contemporary songs. Ford's first album is titled "David Ford Sings, Words Of Life." Ford has performed many inspirational concerts in the United States, Europe and Australia. He has also performed as guest soloist with the symphony orchestras of Cleveland, Ohio; Dallas, Texas, and Nashville. For several years, Ford worked as bass soloist for the Robert Shaw Chorale.

IMPACT SIGNS GAITHER - Impact Records, a division of The Benson Co., has announced the signing of Danny Gaither to an exclusive recording agreement. Gaither (I) is shown with producer Joe Huffman. Under the contract, Gaither will record five albums during the next three years.

Carmichael And Crouch Enter Publishing Pact

WOODLANDS HILLS, CA. - Lexicon Music president Ralph Carmichael has announced a joint publishing agreement with Lexicon and Andrae Crouch. Under the joint agreement, all of Crouch's new songs - those on the albums "This Is Another Day" and "Live In London" - will be published as Lexicon Music/Crouch Music. Lexicon will also administrate the copyrights on all of Carmichael's material.

Gospel Reviews


IN the past several years, Andrae Crouch & The Disciples have performed before millions all over the world. "Live In London" is a representative two-record set. It is impossible to single out the secret of the success of "The Disciples," but there are

common denominators relative to their live and recorded performances. First, the technical excellence of this group is unsurpassed anywhere. Secondly, whether the song is up-tempo or ballad their delivery is full of emotion. People love Andrae's "The Disciples and they will love this album. Includes: "I Surrender All," "Take A Little Time," "Hallelujah" and "Revive Us Again."

MARIJOHN - Lord, Let Me Leave A Song - Day Spring DST 4009 - Producer: Marijohn Wilkins - List: 10.98

Marijohn Wilkins has achieved legendary status as songwriter, music publisher and producer. She also has a poignant and emotional delivery that speaks of one she has been there. When Marijohn sings "Lord, Let Me Leave A Song," it is truly inspirational. "Barnstormin'" (set to a square-dance cadence) is a tribute to the paternal branch of Marijohn's family tree, while "Pretty Is As Pretty Does" eulogizes her grandmother. "Not Because He Died For Me" is an intense, personal account of attempted suicide and subsequent resurrection. The sky's the limit for this album but, hopefully, Marijohn will stay right where she is for a long time and leave many more songs.

Norma Boyd Resigns GMA Executive Post

Nashville - Norma Boyd, executive secretary of the Gospel Music Association for the past 10 years, recently followed her doctor's orders and resigned from her position with the association. Boyd was hired in 1968 by the board of directors to run the association's office, which she did single-handedly until Don Butcher was hired as executive secretary in August, 1976. Boyd has been largely responsible for the growth of the GMA's membership from 395 members in 1968 to its current enrollment of over 3,000. She was actively involved in such annual GMA projects as the directory and yearbook, the Dove Awards, the Gospel Music Seminar, and numerous other activities. As a result of her resignation, co-worker Dorothy Polk has taken over the vacant post as executive secretary.

Singers Visit Prisons

LEXICON - Lexicon's "Children Of The Day" recently performed concerts at Soledad's South Prison and in the main yard of San Quentin, the two California maximum security prisons. The gospel group has also performed in the central and north yards of San Quentin. In September, "Children Of The Day" will hold a concert at Vacaville.

Cash Box/August 5, 1978
ASSOCIATED WITH HITS.

DURING THE FIRST SIX MONTHS OF 1978 THE CBS ASSOCIATED LABELS HAVE ACCOUNTED FOR AN IMPRESSIVE NUMBER OF HITS. THEY'VE EARNED A DOUBLE PLATINUM ALBUM, FOUR PLATINUM ALBUMS, FOUR GOLD ALBUMS AND TWO GOLD SINGLES.

NO WONDER WE'RE PROUD TO BE ASSOCIATED WITH THEM.
**MERCHANDISING**

**SINGLES BREAKOUTS**

- **Camelot** — B. B. ANDERSON
- **Fotomaker** — FLETCHER HENDERSO
- **Cheryl Ladd** — D. HERRING
- **Trick Steepest** — LOUISIANA
- **Tosq** — JOSHUA

- **Whistledown — Los Angeles**
- **Frankie Avalon** — J. B. OSAF
- **Con Funk Shun** — RICK JAMES
- **Paydays** — J. B. OSAF
- **Cherie Dee** — T. S. & J.

- **Carlin** —褲子
- **Youngblood** — T. S. & J.
- **Frankie Valli** — T. S. & J.

**ALBUM BREAKOUTS**

- **Pickers** — National
- **Brothers Johnson** — National
- **Cal Jam** — National
- **Cars** — National

- **Natalie Cole** — National
- **Michael Johnson** — National
- **Jimmy Ricks** — National
- **Kenny Loggins** — National

- **Latin American** — National
- **Clyde Johnson** — National
- **CARRIE** — National
- **J.B. OSAF** — National

**Sgt. Pepper**

**Sgt. Pepper Campaign Unites Dr. Pepper, RS0, Universal**

**LOS ANGELES** — RS0 Records has joined forces with the Dr. Pepper Company and MCA/Universal Films in one of the label's most extensive marketing campaigns on behalf of the soundtrack album from the film *Sgt. Pepper's Lonely Hearts Club Band*. The campaign, titled "The Pepsi Generation" of America," the title of the album with the film, was designed to promote a new album, which includes five songs from the RS0 soundtrack LP.

**Free Poster**

The soft drink company will be offering a free "Sgt. Pepper" poster to purchasers of six-packs of Dr. Pepper. The album and its new songs will also be available for an exclusive collector's edition of the album, which includes five songs from the RS0 soundtrack LP.

**Who Are You?**

**Getting Big MCA Promo Campaign**

(continued from page 6)

conducting on behalf of what they hope will be a multi-million selling LP. Extensive point-of-purchase merchandising, in- cluding mobiles, buttons, a variety of T-shirts, and "Who" letters, will be employed at retail outlets, where "Who Are You?" is due for release on August 21, according to MCA marketing vice president Bob Siner. Extensive radio time buys are another aspect of the campaign. A short film of the Who performing the album's title track has also been made for use as a theatrical trailer and an in-store video display. Clips from the film may also be used as part of an early television ad campaign, an unusual promotion for an LP that has not been market-tested.

"With a group like the Who, we are securing enough to do spots on TV right out of the box," says Siner.

**Who**

All four Who members, Peter Townshend, Roger Daltrey, Keith Moon and John Entwistle, are due in the U.S. during the week of August 7-11 to do a series of small-scale appearances and new album is expected to be released in the fall.

Singer indicates that what MCA is currently planning for the Who is only the first batch of the band's five major promotional campaigns to come.

"We're doing everything we can to create even more enthusiasm for the Who after the group's third year absence," says Siner. "We expect to keep the momentum going through Christmas."
New MCA Nashville Division VP/GM Bowen Outlines Plans
by Bob Campbell

NASHVILLE — Jimmy Bowen, newly-appointed MCA vice president and general manager, Nashville, has outlined plans for re-organizing the MCA division here. Effectively immediately, Nick Hunter has been named national MCA country promotion manager and Don Doherty has been named MCA vice president, sales, Nashville. Doherty previously had served as vice president of RCA operations here. Hunter was formerly director of national country promotion for Playboy Records.

A veteran producer and A&R man both here and in Los Angeles, Bowen said MCA president Mike Maitland had authorized a full commitment to the Nashville division.

"The operation here now is a must for Nashville. We are going to be a fully-staffed division," said Bowen, who produced Dean Martin's "Everybody Loves Somebody" back in the middle '60s. "We are now MCA, Nashville and we won't come out of independent production any other way. We want to make MCA a viable operation. To begin with, we have hired Nick Hunter as national promotion producer, and we will be hiring a vice president of A&R soon. We will be fully staffed by August 15. Our whole country operation will be centered here. We plan to back our product with marketing, artist development, public relations, A&R, promotion and sales and all our personnel will tend to build a substantial MCA Nashville operation using the entire MCA Records resources behind the Nashville artists."

Bowen said a twofold approach would be utilized toward artist development here. First, he emphasized, will be placed on developing the current roster. But Bowen also has definite plans for signing new talent.

"Our number one project will be the greater development, marketing, handling of our current roster and any new talent we should be done for the artist," Bowen said. "We will concentrate heavily on key acts at all levels in our roster and take any new talent we can bring into the market-place. This is in addition to new acts we will be signing."

"We will be looking for acts who are good in person and can back it up on record," added Bowen, whose previous record company affiliation was president of MGM in Los Angeles in 1974-75. "If I find a R&B or pop act, I will sign them. I am looking for artists who can sell platinum. I am not going to say what kind of artist because it could be any kind. We are just looking for artists with large sales potential."

In the early '60s, Bowen worked as head of operations for Chancerior Records on the west coast. He soon joined the A&R department of Reprise and eventually served as head of A&R for Warner/Reprise. For the past three years, Bowen has lived in Nashville, and has produced Mel Tillis, Tom Bresh, Roy Head and Sterling Whipple.

"Maitland and Bowen had worked together at Warner/Reprise, and Maitland Bowen's caliber of leadership would add to the professionalism of MCA's Nashville division."

"Our commitment to Nashville warrants the appointment of a general manager," Maitland said. "Jimmy's involvement with country is well respected in Nashville and his concern for quality production makes him ideal for the position. In addition, my respect for Jimmy has continued at a high level since our days of working together at Warner/Reprise, I welcome having an executive of his caliber to join us."

Jeff Lyman, former MCA national country promotion director, will continue to work for MCA on the West Coast in the pop division.

RCA Dominates Top Of Album Chart Over 59-Week Period
by Bob Campbell

Nashville — RCA artists have held almost complete control over the #1 spot on the Cash Box Country Album Chart for the past 15 months, a study shows. From April 30, 1977 until this week, only Linda Ronstadt's "Simple Dreams" and Willie Nelson's "Stardust" have replaced an RCA album as the #1 charted.

With the exception of Dolly Parton's "New Harvest... First Gathering" (charted #1 April 30 and May 3, 1977), each of the 11 albums which reached the #1 spot have earned RIAA certified gold or platinum status. In addition, three major country records (and one certified twofold platinum) attained the #2 position but failed to reach #1.

"Stardust" AT Top
In the '59-week period from April 30, 1977 until June 17, 1978, RCA albums held the #1 position for 54 weeks. Only "Simple Dreams" broke the RCA hold on the #1 slot. Last week, "Stardust" replaced the "Waylon and Willie" LP as the top album. Through this week, "Stardust" remains #1 for the eighth week. RCA also scored a first this past year as "Ol' Waylon" debuted May 14, 1977 as the first album ever to enter the CB Album Chart at the #1 spot. On Feb. 11 of this year, the "Waylon and Willie" LP also debuted at #1.

Two albums by United Artist's Kenny Rogers and the platinum "We Must Believe In Magic" by UA's Crystal Gayle failed to reach #1 on the LP chart because of RCA's album strength.

Rogers' "Daytime Friends" (certified gold) debuted at #34 bulb Aug. 20, 1977 and reached #2 Sept. 24 where it stayed for three weeks. But "Daytime Friends" failed to stay at the top. "It was the first time ever that we had a #1 record," said Kenny Rogers' manager, Sterling Whipple.

"We Must Believe In Magic" by UA's Crystal Gayle failed to reach #1 on the LP chart because of RCA's album strength.

Sammie's Back — After a five-year absence, Elektra recording artist Sammi Smith returned to the top of the Cash Box Stage at the Exit in recent Smith and backed by several Nashville session musicians, and received a standing ovation when she performed one of her biggest hits, "Help Me Make It Through The Night." Pictured Backstage after her show are (l-r): Norm Osborne, national promotion, E/A Records. Buddy Emmons, steel guitar player, Smith and Bob Campbell of Cash Box.
DOLLY PARTON (RCA PB-11296)
Heartbreaker (3:32) (Songs of Manhattan Island/Unichappell/Begonia Melodies, Inc. — BMI) (D. Wolfert/C. Bayer Sager)
This single, previously released by Randy Gunley on ABC, should be another pop vehicle for Dolly, yet not offend country admirers. DJ copies pressed in red vinyl will attract a lot of attention.

DAVE & SUGAR (RCA PB-11322)
Tear Time (2:32) (Forrest Hills, Inc. — BMI) (Jan Crutchfield)
With a classy yet smooth arrangement this single has the possibility of being accepted at all formats. Produced by Jerry Bradley and Dave Roland.

HANK WILLIAMS JR. (Warner/Curb WBS 8641)
I Fought The Law (2:23) (Acuff-Rose — BMI) (Sonny Curtis)
Hank Jr. puts his personal touch to this old Bobby Fuller Four pop hit. Good driving beat and vocal support. Produced by Ray Ruff.

CHARLIE RICH (United Artists UA-X-1222-Y)
I Still Believe In You (3:22) (ATV Music Corp. — BMI) (J. Mayer)
The timing is right for this Charlie Rich release with his Epic single in the Top 20, however this is probably not as strong a record.

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Singles To Watch

MERLE HAGGARD (MCA-40936)
It's Been A Great Afternoon (2:13) (Shade Tree Music, Inc. — BMI) (Merle Haggard)
BOBBY BORCHERS (Playboy/Epic 6-50565)
Sweet Fantasy (2:40) (Chappell Music Co. — ASCAP) (R. Bourke)
FREDDIE HART (Capitol P-4609)
Tie To Tce (3:04) (Blackwood/Fullness — BMI) (Jerry Fuller)
VAN TREVOR (Country International 131)
GLENN THOMAS (Counterpart 3794)
Living The Good Life Again (2:12) (Hurdy-Gurdy — ASCAP) (G. Thomas)
JERRY INMAN (Elektra E-45508)
Why Baby Why (2:20) (Fort Knox — BMI) (George Jones/Darrell Edwards)
DONNIE ROHRS (AD-KORP 1257)
Honky Tonk Heroes From Hollywood (2:34) (Adkorp-ASCAP) (Donnie Rohrs)
BUCK OWENS (Warner Bros. WBS 8614)
Nights Are Forever Without You (2:46) (Dawnbreaker — BMI) (Parker McGee)
BILLY WALKER (Scorpion SC 0552)
You're A Violin That Never Has Been Played (3:06) (Double Play/PRO Canada — BMI)
(Dallas Harms)

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Every so often, an entertainer with true talent emerges. Susie Allanson is such a singer. With the release of this polished album, Susie should take a big leap up the stardom ladder. There is an appealing mixture of old and new songs here. And she adds a genuine touch to songs originally recorded by other artists. Programmers already have shown a deep interest in Susie, and nearly every tune on this LP can fit some format.

Hank Cochran, hard-living rascal and one of the world's finest songwriters, has finally recorded an album. Cochran is no singer's singer, but his gritty, street-wise vocals are refreshing and as real as true love or one of the burnt-out drunks sprawled on the sidewalk of Nashville's lower Broadway. Cochran has also enlightened the help of Willie Nelson, Merle Haggard, Jessnie Seeley (Cochran's wife) and Jack Greene.

MELLO — Mel McDaniel — Capitol — ST-11779 — Producer: Johnny MacRae — List: 6.98
Stories of success and failure crisscross music row like a road map, but Mel McDaniel has risen above the tide of would-be singers and continues to build a name for himself. His second album is a visible improvement and spotlights the increasing confidence in McDaniel's vocals. Emphasis here is on smooth, well-vowen songs. "The Grandest Lady Of Them All," "Oklahoma Wind" and "They'll Never Take Her Love From Me" highlight this set.

In the liner notes, Bobby Goldsboro says Jimmy Wilkerson is at home playing any type of music. Considering this statement, it is fair to say guitarist Wilkerson derives totally new meanings from the melodies of standard country tunes like "Wabash Cannon Ball," "Help Me Make It Through The Night" and "Uncle Pen." The tempo is changed entirely on most of these songs, but the classical-jazz influence brings new life to these classics.

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PERFECT: having all the proper parts naturally belonging to it complete sound; flawless: WEBSTER'S DICTIONARY

THE ONLY 'PERFECT' LOVE SONG ON THE CHARTS!

"THE PERFECT LOVE SONG" #132

By DURWOOD HADDUCK

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Country International Records

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Cash Box/August 5, 1978

www.americanradiohistory.com
The Country Column

Backliner notes on the new Johnny Rodgers LP "Love Me With All You Heart" (the song "Rest Your Love On Me"), and as is the case with most songs, this one has a story behind it — Johnny was at home in Nashville when the phone rang and the caller identified himself as Barry Gibb in Paris, France. Johnny, who has a good sense of humor, thus jolted someone was playing a practical joke and decided to play along with it, but the caller insisted he was really Barry Gibb. He told Johnny the Gibb brothers listened to his recordings frequently, admired his singing style, and wanted to write a song for him. Sure enough, the song was mailed to Johnny and he cut the tune for the Mercury album with Jerry Kennedy producing. Johnny said it was a thrill for him to have fans like the Bee Gees whom he admires. Currently, Rodgers is playing with appearances including The Four Seasons in Denver Sept. 9 and Salt Lake City's Sept. 11. Rodgers is also preparing for his first trip to Europe Oct. 11-27. The tour will include appearances in Germany, Italy, and Spain. Celebrity Management's Bob Bray, Rodgers's booking agent, will accompany him on his European tour.

Warren Bros.'s Con Hunley has been busy with personal appearances — he recently completed an engagement of the legendary Ray Charles in Gatlinburg and along with fellow artist Margo Smith, John Conlee and John Anderson, entertained a crowd of fans at a concert sponsored by WUNI in Mobile. Con will be at WHK Johnny Rodriguez in Cleveland Aug. 11 and together with Susie Allison, will make an appearance Aug. 13 at WTSO in Madison, WI. In other Warren Bros. news - Susie Allison, Margo Smith and Rex Allen Jr., recently taped segments of "Pop Goes The Country." Tex will appear at the Chicagofest Aug. 8-9.

ABC recording group the Amazing Rhythm Aces recently performed four SRO shows at Nashville's Exit Inn. In honor of keyboard player James Hooker Brown's birthday, ABC Nashville hosted a birthday party at nearby Ellis Hall to celebrate after the first show. Among those attending the between-shows gathering was ABC-Nashville's vJm Fiegelson, who took the lead in singing the traditional birthday song.

The free Ambassador Pops at air-conditioned Ambassador Auditorium in Pasadena has been holding a series of country music performances. Last year's series resulted in capacity houses with many turned away. These free concerts are sponsored by the Ambassador International Cultural Foundation, the Music Performance Trust Funds of the Recording Industries in cooperation with the Musicians Union, Local 47, A.F. of M., and radio station KLAC. The final concert is set for Sunday, Sept. 17 at 2:30 pm.

Wendy Holcombe was recently in Nashville taping her fourth appearance of "Pop Goes The Country." As part of the taping, the prolific banjo player joined Monument's Larry Gatlin onstage for a bluegrass rendition of his "Broken Lady." Jody Miller whose new single release on Epic Records is titled "I'm Gonna Love My Life Away," is out west on the major fair circuit starting with the Napa Town and County Fair, Napa, CA. Aug. 4. She goes on to Thermopolis, WY, Dodge, MT, and ends with the San Luis Obispo Fair, Paso Robles, CA. Aug. 10. Aug. 11 finds her entertaining the troops at the Hill Air Force Base in Ogden, UT, and Aug. 12 she will join fellow artists managed/booked by the Jim Halsey Company at the giant Yellowstone Exhibition in Billings, MT. She'll then cool off in the mountain states with dates at Jeep's in Alpine, WY. Aug. 13, the Casa Fiesta County Fair, Burley, ID. Aug. 16 and the Washakie County Fair, Worland, WY, Aug. 18. Independent record producer Ray Ruff has taken Dawn Chastain into the studio for a session at the Heritage Studios in LA. Ruff, who also produces WB's Susie Allison, will soon announce a label affiliation for Dawn. She was recently on CB's country singles chart with "Never Knew (How Much I Loved You)" on her previous Prairie Dust label.

Johnny Rodriguez's new single on Monument's new single "Fandango" and Tender Ladies" — a record on which McCoy produced, engineered and both sang all vocals and played all instruments. Davis, Collins, and McCoy's previous success with McCoy's "Wagon Wheel" directed by Larry Kennedy and The Statler Brothers and played them the cut. There was a moment of silence when Harold Reid of The Statlers drewled, "All right - number one, how is he going to reproduce that on stage, and number two, tell him to lay off all that group singing and leave it to the group."
In the tradition of "Before The Next Teardrop Falls" and "Wasted Days And Wasted Nights," another great country and crossover smash from Freddy Fender

"TALK TO ME"

BB-14* CB-17* RW-15* AB-12370

From the hit album "Swamp Gold," Featuring 15 new recordings.

Produced and Managed by Huey P. Meaux

www.americanradiohistory.com
RCA Dominates Top LP Spot

(continued from page 32)

bullet Jan. 14 of this year, but it failed to pass Dolly Parton's platinum "Here You Come Again..."

...Shove It Stiffed

Another major country album stifled by RCA was Johnny Paycheck's "Take This Job And Shove It" on Epic. After 11 weeks on the chart, Paycheck's album rose to #2 bullet on Feb. 4 behind "Here You Come Again" and remained there the following week when "Waylon and Willie" bolted into the charts at #1.

Beginning April 30, 1977, "New Harvest First Gathering" hit the #1 spot—beginning a continuous streak of #1 RCA LPs which lasted until Ronstadt's "Simple Dreams" on Elektra/Asylum jumped to #1 Nov. 19. "Simple Dreams" was the only album which rose to #1 on both the country and pop CB charts.

The untimely death of Elvis Presley on Aug. 16 of last year contributed greatly to the success of RCA. "Ol' Waylon" debuted #1 on May 14, 1977 and remained there for 16 weeks until Presley's " Moody Blue" hit the #1 spot two weeks after his death on Sept. 3. "Moody Blue" remained #1 for nine weeks until Nov. 5 when Ronnie Milsap's "It Was Almost Like A Song" took over the #1 spot for two weeks. Presley's "Live In Concert" debuted at #40 bullet Nov. 12 and climbed to #1 Nov. 26 where it stayed for one month.

Beginning Jan. 7, Dolly's "Here You Come Again" rose to #1 for two weeks and returned again to #1 for the week of Feb. 4. The following week, "Waylon And Willie" debuted at #1 and rested at the top position for 15 weeks until it was unseated on June 17 by Nelson's "Stardust."

List Of #1 Country Albums Since April 30, 1977

DOLLY PARTON. New Harvest ... First Gathering, debut: March 12 at #42 bullet, week #1: April 30-May 7 (two weeks); WAYLON JENNINGS, Ol' Waylon, debut: May 14 at #1, week #1: May 14-Aug. 27 (16 weeks), certified platinum; ELVIS PRESLEY, Moody Blue, debut: July 16 at #36 bullet week #1: Sept. 3-Oct. 29 (9 weeks), certified platinum; RONNIE MILSAP, It Was Almost Like A Song, debut: Sept. 7 at #38 bullet, week #1: Nov. 5-Nov. 12 (two weeks), certified gold; LINDA RONSTADT, Simple Dreams, debut: Sept. 24 at #49, week #1: Nov. 19-Dec. 24-Dec. 31, Jan. 21-Jan. 28 (five weeks), certified platinum; ELVIS PRESLEY, Elvis In Concert, debut: Nov. 12 at #40 bullet, week #1: Nov. 26-Dec. 17 (four weeks), certified platinum; DOLLY PARTON, Here You Come Again, debut: Oct. 29 at #38 bullet, week #1: Jan. 7, Jan. 14 and Feb. 4 (three weeks), certified platinum; WAYLON JENNINGS/WILLIE NELSON, Waylon And Willie, debut: Feb. 11 at #1, week #1: Feb. 11-June 10 (18 weeks), certified platinum; WILLIE NELSON, Stardust, debut: May 6 at #34 bullet, week #1: June 17-Aug. 5 (eight weeks), certified gold.

Cash Slated To Host CMA Awards In N'ville Oct. 9

NASHVILLE — Columbia's Johnny Cash will host the 12th annual Country Music Association Awards Show to be televised live Oct. 9 from The Grand Ole Opry stage. Sponsored by Kraft Inc., the 90-minute special will air on CBS.

The special is being produced by Bob Pracht for Sullivan Productions and directed by Walter Miller. Marty Ragaway and Don Eastein are writers for the show, and Bill Walker has been named musical conductor.

Irving Waugh, CMA board member and chairman of CMA's TV committee said of the upcoming special, "I have recently reviewed several of the past Awards Shows, and the 1977 effort was the most professional of all. We are pleased to have Bob Pracht and Walter Miller back, and all of us look forward to working with Johnny Cash as host."

MCA HOSTS "WHOREHOUSE" — MCA Records recently invited key radio, press, and dealers to see the new Broadway musical. "Best Little Whorehouse in Texas," which the label has released as an original soundtrack LP. Gathered backstage after the performance (l-r) are: Sammy Vargas, northeast regional promotion manager for MCA; Barry Goodman, the label's New York promotion staff; cast member Henderson Forsythe; Bob Siner, MCA's vice president of marketing; cast member Carlin Glynn; John Brown, the label's national country marketing director; George Lee, executive producer of the original cast album; cast member Deanna Hall; Larry King, co-writer of the book for the musical; Carol Hall, composer and lyricist of the songs in the musical; and cast member Edna Milan. Kneeling in the foreground is Jeff Lyman, MCA's national country promotion director.
TOP 40 ALBUMS

Weeks On
7/29 Chart

1. **SOULS OF THE SOUTH, AND STUFF LIKE THAT!**
Quincy Jones (A&M SP 4685)
1 7

2. **FEEL THE GOOD TIMES**
Chuck Mangione (A&M SP 4586)
2 40

3. **WEEKEND IN L.A.**
George Benson (Warner Bros. WB 3139)
3 27

4. **IMAGES**
Crusaders (ABC BA-6030)
4 12

5. **SUNLIGHT**
Herbie Hancock (Columbia JC 34970)
5 6

6. **DON'T LET GO**
George Duke (Epic JC 35366)
6 10

7. **ARABESQUE**
John Klemmer (ABC AA-1068)
7 9

8. **THIS IS YOUR LIFE**
Noriyuki Hoshino (A&M SP 4677)
8 9

9. **FREESTYLE**
Bobbi Humphrey (Epic 35338)
9 11

10. **MODERN MAN**
Stanley Clarke (Nemperor/COBS JC 36303)
10 8

11. **SUPER BLUE**
Herbie Hancock (Columbia JC 36366)
11 5

12. **MAGIC IN YOUR EYES**
Earl Klugh (United Artists UA-LA877-H)
12 7

13. **RAINBOW SEEKER**
Joe Sample (ABC AA-1050)
13 26

14. **CASINO**
AJ Dimeola (Columbia JC 35277)
14 15

15. **LIVE MUERTHERFOLLY**
VARIOUS ARTISTS (Columbia JC 35249)
15 3

16. **SKY BLUE**
Passport (Atlantic SD 19177)
16 12

17. **THE CAPTAIN'S JOURNEY**
Lily Renier (Elektra 96-136)
17 9

18. **ELECTRIC GUITARIST**
John McLaughlin (Columbia JC 35326)
18 10

19. **LOVE AFFAIR**
Gary Bartz (Capitol 11787)
20 4

20. **TROPICOL**
Gato Barbieri (A&M SP 4710)
28 2

21. **IN THE NIGHT TIME**
Michael Henderson (Buddah Box 5712)
24 5

22. **LOVE ISLAND**
Berri Bros. BSK 3132)
17 19

23. **MONTEREUX SUMMIT**
VARIOUS ARTISTS (Columbia JC 36366)
23 4

24. **SPYRO GYRA**
(Amherst AMH 1014)
18 13

25. **HEART TO HEART**
Warner Bros. BSK 3189)
21 10

26. **SUITE LADY**
Warner Bros. BSK 3189)
27 6

27. **MY SONG**
Keith Jarrett (ECM-1-1115)
— 1

28. **PAT METHENY GROUP**
(ECM-1-1149)
— 1

29. **SAY IT WITH SILENCE**
HUBERT LAWES (Columbia JC 35202)
29 19

30. **CUMBA & JAZZ FUSION**
CHARLES MINUS (Atlantic SD 8811)
30 7

31. **PHIL UPCHURCH**
28 3

32. **LIVE AT THE BIDOU**
GROVER WASHINGTON JR. (Kudu KUX-3637)
25 28

33. **LIVING ON A DREAM**
WAYNE HENDERSON (Polydor PDI-6145)
26 11

34. **EVERYDAY, EVERYWHERE**
FLORIDA BURLING (Warner Bros. BSK 3168)
33 10

35. **ALL ABOUT ESTHER PHILLIPS**
ESTHER PHILLIPS (Warner Bros. WSM-1-3339)
— 1

36. **SUNNY SIDE UP**
WILLIAM LANDREW (Columbia/Tappan Zee JC 35365)
39 2

37. **LIVE AT MONTEREUX**
DAVID MAURICE (Atlantic SD 19787)
37 5

38. **GLIDER**
AURALE (Chrysalis CRH 1172)
36 5

39. **BREEZIN'**
GEORGE BENSON (Warner Bros. BS 2919)
38 26

40. **DONT ASK MY NEIGHBORS**
RAUL DE SOUZA (Capitol SW 11774)
31 11

JAZZ ALBUM PICKS

The latest Chick Corea album ("Friends") from Polydor has arrived. Much as Herbie Hancock, Freddie Hubbard and other giants have done, Chick has made a straight-ahead quartet record with Steve Gadd, Joe Farrell and Eddie Gomez. This is the continuation of a trend which began with VSOP and continues now with the announcement tour of the Milestone All-Stars (Ron Carter, Sonny Rollins, McCoy Tyner) which begins in September.

New from ABC-Paramount is "Summer Soft" by Blue Mitchell. The album was produced by Esmond Edwards and features Cedar Walton, Harold Land, Herman Rill and Lee Ritenour.

Upcoming from Atlantic is the new Jean Luc-Ponty album, "Cosmic Messenger." Raphie Armstrong and Allen Zavad are the only sidemen returning for the latest effort. Guitarists Peter Manu and Joaquin Levy and drummer Casey Scheuerell join the cast this trip. Pony, in addition to his hand, organ and synthesizer work on the LP. Also coming from Atlantic is a new LP by Don Pullen. The pianist has a trio session recorded at last summer's Montreux Festival.

Bobbi Hutcherson's first Columbia LP will be titled "Highway One" and will feature George Cables, Hubert Laws and Freddie Hubbard.

Cecil Taylor performed a rare solo concert at Delacorte Theatre in Central Park on July 29. RCA has issued the original cast album of "Ain't Misbehavin'" on a double Red Seal album. How about some more of the genuine article Fats Waller on a double Bluebird album?

Charles Mingus and Joni Mitchell? If this sounds like the year's most incongruous pairing, consider the fact that Joni, an Asylum artist, has an album which has been written on the same Atlantic release schedule and that she has been writing lyrics to some of Mingus' tunes.

AURALICE HITS THE BIG APPLE — Chrysalis recording group Auracle recently played a two-night engagement at The Other End in New York City. Pictured in the top row backstage (l-r) with the jazz outfit are: Freddie Salzbog, Chrysalis east coast publicist; Bob Levy, tour manager; Bill Starbell and Steve Kujala of Auracle; Linda Jersey Schmidt, Chrysalis east coast publicist, and John Serry Jr. of Auracle. Bottom row (l-r): Rick Braun and Ron Wagner of Auracle; Teo Macero, producer; and Steve Ruhlman of Auracle.

With his third solo ECM album, Pat Metheny has issued an exquisite, graceful work that focuses upon his subtle yet powerful guitar playing along with the tasteful execution of the entire group. Lyle Mays is extremely effective on his array of keyboard passages, while Mark Egans on bass and Dan Gottlieb on drums supply strong rhythmic support. Featuring stellar compositions by Metheny and Mays, this LP is a jazz and pop pick.

SHIPPIN' OUT — Groove Holmes — Muse 5134 — List: 7.98
Holmes is back at his mighty Hammond organ here and there is no program in evidence for a change. Groove is one of the hardest corect on the scene, and with help from Dave Schnitter and guitarist Steve Giordano, he flies through the five-tune session with typical fire and drive. Solid air play potential in "Feelings," which has a bit of his "Misty" feel to f.

MOVE — Rene Gustafsson — GNP Crescendo 2118 — List: 7.98
The leader is a Swedish guitarist who has surrounded himself with three other guitarists (including Janne Schaffer and Jojo Wademenus) for an attempt at SuperSax for guitars. The voicings are most effective on "Early Autumn" and "A Child Is Born," which are ballads. The going is a bit rougher on "Four Brothers" but that is a difficult tune, regardless of the instruments used. A provocative idea, generally well-conceived and well-executed.
Peter Gabriel Boosts Solo Career With 2nd ATCO Album

(continued from page 12)

himself as a solo performer away from the shadow of Genesis.

"When I decided to leave Genesis and embark on a solo career," said Gabriel, "I wanted to try to build things up from scratch again. I didn't want critics to be able to say that I was only doing well because I was still running around in wild costumes (on his solo tours), which isn't an outfit, or because I was relying on my old Genesis concept-styled material. In my solo career, I intend to make my own strengths as a solo artist, and not because of my affiliation with Genesis."

Unusual Company Does Work For Clients' Contests

(continued from page 14)

offered. "But TV is a brutal arena, and you have to have picked everything you arrive with on television very carefully.

Radio, according to Hinkle, "as opposed to any other media, can have validity to it. You believe it very fast. More, I think, than anything else. One of the promotions we're doing with it is 'Ten Years Of Gold,' a cassette with an interview and songs by Kenny Rogers that has worked very well.

The printed word, Hinkle feels, is more 'literary' to some people. It has a more definite quality of its own, because each paper is an entity upon itself, unlike the overall effect of television, where programs often seem to bleed into each other.

Sundance also works in the live lecture circuit, setting up appearances for Pete Fornarola, a University of Minnesota college-oriented multi-media show, and film maker photographer Sam Waterson, whose slides and exhibits are sponsored by the Nikon Camera Company.

According to Hinkle, Sundance's diversification of clients will continue, because public relations "has to be used by us to make it happen. If you're not into the person, it's not going to happen. And we want to have the right people. We feel that we're far off, and as fast, as anyone else could."

Sound Story Expands

LOS ANGELES -- Sound Story Records, a label which is based in Hollywood, has recently been established to serve as a general clearing house for soundtracks. The move is part of the company's expansion and diversification plans, and will showcase new recording acts that the label is headed by Ken Stoney, president, and is affiliated with KSR studios.

ENTERTAINMENT CO. SIGNS DUSTY SPRINGFIELD

The Entertainment Company has signed United Artists' singer Dusty Springfield to a production agreement. Her first release, produced by David Wolfert, is scheduled for release in the fall. Picture (l-r) are: Wolfert, Springfield, and Jay Warner, vice president of west coast operations, The Entertainment Company.

(continued from page 12)

pointment of Chuck Schwatz to regional album promotion manager, midwest region, Epic/Porotic/Associated Labels. He joined CBS Records in 1972 and in 1975 he was named local promotion manager, E/P/A for the Cleveland marketing area, the position he has held until the current move.

BURNS NAMED AT W/E/A -- Barbara Anne Burns has been appointed national advertising coordinator for the Warner/Elektra/Atlantic Corp. She was assistant to the promotion manager for Capitol Records in Buffalo, N.Y. She joined the company in 1974 as an assistant to the promotion manager for Warner Bros. Records, and became assistant to the president of the BMI and ASCAP. She succeeded Dave Berman, who has been appointed sales manager of the Midwest region.

MICHIEL NAMED -- Stefan Michiel was named label manager for Warner Bros. Germany. He joined the company last year as vice president of marketing and new product manager for Germany. Before coming to the company he was associated with Avalon Productions in Cambridge, Massachusetts, where she worked in contracts and promotional material for tours of acts.

SALES APPOINTED AT POLYWAY -- The appointment of Frederick W. Sands as product manager for Polygram Corporation has been announced. He has been with Polygram since 1974 and served as supervisor of product development. Prior to joining Polygram, he was a manual production supervisor for Loma Records and Polygram. Prior to that, he was a secretary/product evaluation at Motown Record Corporation.

 SMITH NAMED AT ASCAP -- Seth Smith has been appointed Publicity Manager of the ASCAP Licensing Department. Prior to that, he was advertising manager for the ASCAP Licensing Department.

MANN NAMED AT E/P/A -- Epic/Portrait/Associated Labels has announced the appointment of Lou Mann to regional promotion manager, southeast region, Epic/Portrait/Associated Labels. He joined CBS Records in 1973 as local promotion manager for Warner Bros. Records. Prior to that, he was an independent promotion manager for Epic.

Friedman and Rapporton Upped At Capitol -- Ron Friedman and Vic Rapporton, staff artists in Capitol Records, Inc.'s west coast office, have been promoted. Friedman was named assistant manager in charge of the general sales area of the Capitol division, and Rapporton was named assistant manager in charge of the West Coast area.

Almam Named At April-Blackwood -- April-Blackwood Music Publishing has announced the appointment of Bill Almam as manager of the Los Angeles division. Prior to that, he was an account executive for April-Blackwood Music Publishing. Prior to his affiliation with CBS, he was a professional manager for Screen Gems Music and the director of Chappel Music's professional activities.

Gallagher Named At 1976 -- Joseph G. Gallagher has been appointed corporate secretary of the 1976 Film Corp. He replaces David Y. Hodelman who recently was appointed vice president and general counsel. Gallagher was most recently vice president, production administration of the Twentieth Century Fox Pictures Division, and he will continue to be involved with Fox Pictures productions. Previously he was assistant vice president, production.

 Dunaway Promoted At EMI-America -- Chuck Dunaway has been appointed manager of national promotion at EMI-America Records. He was named EMI's first western promotion manager.

 Lipman Expands -- Macey Lipman Marketing, the Los Angeles-based independent management company, has expanded operations into the Pacific Northwest. The company, which was recently promoted, has been charging and implementing national marketing campaigns in association with record companies and artists directly. Assisting Lipman is Shari Gfend, who has been with the company for the past year, and has also opened a branch office in Seattle. Mike Forman, Richards previously worked in the national promotions office of RCA Records and did public relations for Broadcast Works, Inc. Forman worked with Nemi Distributors and the CBS Records chain, where she was involved in its first expansion move. She came to Lipman from management of the R&B Sound Washington, D.C.

 Polydor Makes Appointments -- Polydor Incorporated, has announced the following appointments. Don Bernstein has been named New York local promotion manager. He was previously local promotion manager for The House of Usher in New York City. Niel Lasher has been appointed local promotion manager in Denver. He was formerly program director at WQCB in Ann Arbor, Michigan, and most recently music director for WIOI in Chicago. Lasher's career has been at WORJ for seven years as music director and program director and was involved in all aspects of that station's operation. Marti More has been appointed local promotion manager for Polydor Records in Los Angeles. Marti More was a manager for Capitol in the west and prior to that was a teacher of autistic children.
RHYTHM AND BLUES

TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>NATURAL HIGH</td>
<td>The Isley Brothers</td>
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<tr>
<td>2</td>
<td>LIFE IS A LONG SONG WORTH SINGING</td>
<td>Kim Carnal</td>
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<tr>
<td>3</td>
<td>COME ON!</td>
<td>J.J. Johnson</td>
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<td>4</td>
<td>TOGETHERNESS</td>
<td>Capitol</td>
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<tr>
<td>5</td>
<td>A TASTE OF HONEY</td>
<td>RCA</td>
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<tr>
<td>6</td>
<td>ROLLING STONES AND STUFF LIKE THAT!</td>
<td>Sonny &amp; Cher</td>
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<tr>
<td>7</td>
<td>DIONYSUS</td>
<td>A&amp;M</td>
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<tr>
<td>8</td>
<td>SATURDAY NIGHT FEVER</td>
<td>Various Artists</td>
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<td>9</td>
<td>FIRED UP 'N KICKIN'</td>
<td>Ray Charles</td>
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<tr>
<td>10</td>
<td>SUMMERCROVE GROOVE</td>
<td>Various Artists</td>
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<tr>
<td>11</td>
<td>FANTASY LOVE AFFAIR</td>
<td>Barry White</td>
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<td>12</td>
<td>TASTY</td>
<td>Elton John</td>
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<tr>
<td>13</td>
<td>SYMPHONY</td>
<td>Various Artists</td>
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<tr>
<td>14</td>
<td>NATIVE SONS</td>
<td>Various Artists</td>
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<td>15</td>
<td>B HTML</td>
<td>Various Artists</td>
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<tr>
<td>16</td>
<td>120th FAITH, LOVE OTHER SONG WORTH</td>
<td>Various Artists</td>
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<tr>
<td>17</td>
<td>OH BABY</td>
<td>Various Artists</td>
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<tr>
<td>18</td>
<td>CALL ME BTW</td>
<td>Various Artists</td>
</tr>
<tr>
<td>19</td>
<td>GET IT!</td>
<td>Various Artists</td>
</tr>
<tr>
<td>20</td>
<td>THAT'S WHAT I'M THINKIN'</td>
<td>Various Artists</td>
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Record Companies Welcome Talented Teens Contestants

LOS ANGELES — The thirty preliminary winners in Hal Jackson's Talented Teens International contest were feated by a number of record companies last week as they prepared for the final competition held Sunday at the Cactus Club.

RCA Records welcomed the ladies, the chaperones and the staff of Hal Jackson Productions with a dinner at the Ambassadors Hotel, Sunday, July 22.

The following Monday, Atlantic Records hosted a luncheon at the hotel with a number of the company's executives, including chairman of the board of Atlantic, Ahmet Ertegun on hand to greet the contestants.

Noreen Wood, senior vice president and assistant to the chairman of the board, Eddie Holland, vice president of special markets, Hilleigh Johnson, president of Hitax Records, Raymond St. James, west coast national promotion director, Paul Cooper, director of national publicity and Kathy Aquaviva, west coast publicity manager, were all in attendance.

"It's a great honor for all of us to be associated with you here," Ertegun said.

"You are our hopes for the future. For you and your friends grow the stars of tomorrow. Atlantic Records is dedicated to young people because a great deal of our music is made by young people for young people.

THE RHYTHM SECTION

WELL THEY DIDN'T cover the roof off the mug. But hologram recording artists For Shake's Sake did put out some high energy rock 'n roll at a recent performance at the twin towers of the World Trade Center in New York during a private celebration for "Rock Wars," a musical scheduled to hit Broadway this fall. Radio One, a new one hour broadcast from the location while the sounds was also being recorded 110 stories below by a remote mobile facility from N.Y.'s Record Plant Studios. More hologram happenings have Machine at Record Plant in N.Y. recording first LP for the label, scheduled for a fall release. Mike Callaway, taking a break from his road responsibilities with "Bubbling Brown Sugar" and his own nightclub act to participate in a promotional campaign on the east and west coasts in support of his "Minnie The Moocher" show due to be folded on August 15.

FOR IMMEDIATE RELEASE: a solo album from vocalist Sidney Barnes formerly of Rotary Connection (from whence Minnie Riperton came) on Parachute Records. Get It In The Wind on TK/LRC from Joe Thomas whose current single, inspired by a New York night spot, is "Plato's Retreat." Also from TK/Glades, "Diga A Little Digger" by Latimore produced by Steve Alamo. And on TK/Drive, a single from recently signed Jimmy Castor titled "Bertha Butt Encounters Vadar." On Warner Bros., the new LP from The Rolling Stones will entertain at the Music Festival in Sao Paulo, Brazil, this September. For KDAY, I.A.M., a new recording artist in town, "Mix 2001" will attend the city. Fantasy/Starz recording artists The Soul Children have signed with Warren Lanier Enterprises for publicity and press representation. The Nobles inked to Polydor Records.

UPCOMING ON THE AIR: to be announced. The Sylers on Don Kirshner's Rock Concert. A Taste Of Honey on the "Mike Douglas Show." The group recently competed concert dates with Capitol recording artists Sun and Peabo Bryson in Georgia and North Carolina and will continue to tour with the Isley Brothers in New York and Philadelphia, August 3-5. Bryson will join Natalie Cole during her engagement at the Universal Amphitheatre August 11-13. Her fifth Capitol album, "Natalie Live," has been certified gold by the RIAA.

RADIO ROTATION has Arnie Schorr exiting from his position as general manager at KTTD in Los Angeles with former sales manager Rob Babel taking his place. Welcome to L.A. Walt Love.

carla spencer
**MOST ADDED SINGLES**

1. SMILE — THE EMOTIONS — COLUMBIA
2. JUMP — BROTHERS JOHNSON — KYSK, WWX, WORL, WWKO, WESL, WCN, WWIN, KDAY, KUTE, WUFO, WOOK, WWMD, KACE, WADS-FM, KKMJ, WOL.
3. ATLANTIC STARR — A&M
4. YOUNGBLOOD — WAR — UNITED ARTISTS

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**R&B RADIO HIGHLIGHTS**

**Most Added Singles**

1. BLAM! — BROTHERS JOHNSON — KYSK, WWX, WORL, WWKO, WESL, WCN, WWIN, KDAY, KUTE, WUFO, WOOK, WWMD, KACE, WADS-FM, KKMJ, WOL.
2. ATLANTIC STARR — A&M
3. YOUNGBLOOD — WAR — UNITED ARTISTS

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**Selected Album Cuts**

1. BLAM! — BROTHERS JOHNSON — Blam! Ride-O-Rocket, Ain’t We Funky Now
2. WELCOME TO YOUR ROOM — RANDY BROWN — Parachute

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**Most Added Albums**

1. BLAM! — BROTHERS JOHNSON — A&M
2. WELCOME TO YOUR ROOM — RANDY BROWN — Parachute

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**R&B Radio**

- **WIGO** — ATLANTA — PAUL CHILDs, MD — 01 — A TASTE OF HONEY
- **WNN** — BALTIMORE — DON BROOKS, PD — 01 — A TASTE OF HONEY
- **WBIM** — CHICAGO — ROYCE MCCLAIN, PD — 01 — A TASTE OF HONEY
- **WJJO** — CLEVELAND — LYNN TOLLIVER, MD — 01 — TESSA PEDERGRASS
- **WIBO** — CLEVELAND — PATRICK KELLY, PD — 01 — TESSA PEDERGRASS
- **WDET** — DETROIT — LEWIS DELL KING, PD — 01 — TESSA PEDERGRASS
- **WTKK** — DETROIT — LEWIS DELL KING, PD — 01 — TESSA PEDERGRASS
- **WXEL** — DELRAY BEACH, FL — 01 — TESSA PEDERGRASS
- **WJLT** — JR CASTELLANO, MD — 01 — TESSA PEDERGRASS
- **WABC** — LAKEWOOD, OH — 01 — TESSA PEDERGRASS
- **WXVI** — MONTGOMERY, AL — 01 — TESSA PEDERGRASS
- **WXWJ** — CHICAGO — STANLEY HAGEN, PD — 01 — TESSA PEDERGRASS
- **WFLA** — TAMPA, FL — 01 — TESSA PEDERGRASS
- **WIIK** — WILMINGTON, MD — 01 — TESSA PEDERGRASS
- **WIBO** — CLEVELAND — PATRICK KELLY, PD — 01 — TESSA PEDERGRASS
- **WXVI** — MONTGOMERY, AL — 01 — TESSA PEDERGRASS
- **WXDQ** — MEMPHIS, TN — 01 — TESSA PEDERGRASS
- **WAXL** — RALEIGH, NC — 01 — TESSA PEDERGRASS
- **WJLQ** — LOUISVILLE, KY — 01 — TESSA PEDERGRASS

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**WAXL** — RALEIGH, NC — 01 — TESSA PEDERGRASS

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**WJLQ** — LOUISVILLE, KY — 01 — TESSA PEDERGRASS

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**Cash Box/August 5, 1978**
Record Companies Assisting Teens

(continued from page 41)

dustry and the industry is very receptive. Whatever talent you have," she said, "recognize it and learn how to use it.”

She continued, “Basic education is important and academic ideas are just as important. Work hard to pursue whatever goals you have set for yourself.”

Other entertainment activities included a tour of Universal Studios sponsored by MCA Records and a luncheon hosted by CBS Records. Additionally, all 30 contestants were treated to a performance of “Pal Joey” courtesy of Clarence Avant, president of Tabu Productions. The play stars Lena Horne and Clifton Davis and the ladies had the opportunity to chat with members of the cast after the show.

Warner Brothers Records also sponsored a winners reception following the final competition on Saturday, July 29.

TV Special

The Talent Teens competition, produced by Alice LaBrice Johnson, will be aired as a 90-minute special on KHJ-TV in Los Angeles, Saturday, August 6 at 9:30 pm. New York’s WOR-TV will carry the program Aulst 23 at 10 pm. The young ladies participating in the contest represent several states across the country including Hawaii with contestants from the Virgin Islands, Bahamas, Bermuda, and Jamaica as well.

Michael, Randy and Janet Jackson provide entertainment for the program. Judges for the competition included Rob Cohen, president of Motown Film TV writer Hal Kantor; actor Fred Berry and record executive Gwen Gordy.

KDAY Bike-A-Thon Nets $5,000 Total

LOS ANGELES — Radio station KDAY here recently sponsored its Third Annual Bike-A-Thon to benefit the South Central YMCA’s summer youth camp program, which provides recreational outlets for underprivileged children.

"The event was an overwhelming success," says Dereke Clements, public affairs director at KDAY. "Over 2,000 riders participated in this all-city event and we’ve received pledges totaling some $5,000." According to Clements, an estimated 3,000 bikers plus other spectators, including a host of entertainers, were on hand for the event which began Saturday morning, July 22 at Exposition Park. Among the 2,000 registered bikers with sponsors were Casablanca recording artists The Sylviers, honored as this year’s grand marshals. Members of Parliament (Sir Nile and The Bride Of Funkenstein), actor Brian O’Dell, vocalist Gloria Jones and Louis Price of the Temptations were scheduled for the event.

The event was co-sponsored by the City of Los Angeles Department of Recreation and Parks and drew the participation of Los Angeles city councilman Dave Cunningham and Gilbert Lindsey. The department constructed the bikers route from several park facilities beginning at Exposition Park and continuing around the south central portion of Los Angeles to Green Meadows, St. Andrews and Harvard recreation centers, encompassing approximately 70 square miles.

Sponsors

Each registered biker participated on behalf of a sponsor pledging 25 cents or more per mile. Two bikes were given away as prizes for the most miles ridden by an individual and the most money raised. Some of the sponsors were individuals as well as small businesses in Los Angeles. Community organizations such as the Brotherhood Crusade, the Watts Health Foundation and Teen Post, Inc. also pledged their support.

"It was a tremendous cooperative effort," concludes Clements. "We received 100 percent cooperation from other recording artists like Village People, Stevie Wonder, Earth Laws and the Spinners who were thoughtful enough to record promotional spots encouraging people to come out and participate. Everyone had a great time riding for a worthy cause."

Since the program’s inception three years ago, KDAY has raised over $11,000 for community service organizations.

Mizell Recaps Jazz/Fusion’s 1st Year At Elektra/Asylum

(continued from page 16)
sales explode in the next couple of years. This will appeal to a wide range of audiences, so the payoff will be when we have a couple of hits."

Mizell, 29, a lawyer who was formerly product manager for A&M Records’ jazz line, says he is “generally disappointed” at FM radio’s cool reception toward jazz/fusion. "But there is a demand out there and I’m among the black-formatted FMers where airplay is heavily concentrated.

According to Mizell, AOR stations would do well to begin programming more of this type of music. “These same young white listeners that are tuning into BLS in New York, are also going to be demanding these stations give them unbelievable ARBs,” he says, “would stick around if they got a more diverse diet. AOR stations, especially those haven’t shown any gains in their markets, should look at this music with a more positive attitude.”

All jazz/fusion’s systems and procedures are now in place, he says, and the staff expanded recently with the appointment of Primus Robinson as national marketing director.

“Primus brings to us a combination of intelligence and experience in the field of radio, promotion and black music generally,” says Mizell. Formerly national promotion director at Atlantic Records, Robinson will direct the division’s regional promotion staff and work with the WRGT program director (ladies, second column, right) and their national label reps.

Music School Posts Upcoming Programs

NEW YORK — A program of advanced music studies has been announced for the upcoming academic year by The Creative Music Studio in Woodstock, New York.

The program, which offers students basic practice, theory, workshop and composition courses in contemporary jazz and classical music, begins September 25 and runs through June 3. “Personal expression and student initiative” are highly stressed in the CMS program.

Students who have completed some college undergraduate courses may obtain one or two-year study certificates at CMS, and a B.A. of Arts degree offered in conjunction with the State University of New York to music students who participate full-time at CMS during their last junior and first senior semesters.

The CMS faculty includes Karl Berger, Carl Carter, Anthony Braxton, Don Cherry, Oliver Lake, Garrett Lis, Roscoe Mitchell, Fredric Rzewski, and Leo Smith. Visiting artists for the 1978-79 school year include George Lewis, Richard Teitelbaum, and Jeanne Lee.

American Song Fest Entries Being Judged

NEW YORK — Preliminary judging has gotten underway at the fifth annual American Song Festival competition, with over 150 executives and artists in the recording and music publishing industries listening to the thousands of songs entered in both the amateur and professional divisions. Winners will be awarded cash prizes, and in the lyric competition, a contract offer with 20th Century Fox Music Publishing.

American divisions on his division is on the right track. "I think jazz/fusion, along with disco, is the most integrated music happening today and growing all the time. At the same time, there is less and less resistance among programmers because they are beginning to recognize there is a vast market out there for this music. We’re making great progress," he says, "and a few more big records like (George) Benson and (Chuck) Mangione will make it a lot easier.”

45 Released To Fight Muscular Dystrophy

LOS ANGELES — Rahni Harris performed "Six Million Steps," the theme song of the Muscular Dystrophy marathon, at a press reception July 17, in Bushnell Park, Hartford, Connecticut. Harris was a marathoner representing Connecticut runners and he produced and performed the song. Funds raised by West will be delivered to the Muscular Dystrophy Association.

Butterfly Picks Pils

LOS ANGELES — Butterfly Records has named Pils Distributors to handle Butterfly product in Detroit, according to A.J. Cervantes, label president.

FROM HARLEM TO HOLLYWOOD — Harlem Globetrotter Meadowlark Lemon has recently signed a recording pact with Casablanca Record and FilmWorks. His first solo album is set for release in January. Pictured (l-r) are: Larry Harris, senior vice president of Casablanca; Lemon; Randy Phillips, Lemon’s manager; and Cecil Holmes, Casablanca senior vice president.

FUNKY KING — Everything was Fun-kadelic as RCA Records’ Evelyn “Champagne” King dropped in on the famed Funkadelic crew following their recent performance in Hampton, Va. The Queen of Funk also dropped her forthcoming LP. Non-Funkadels pictured are: Patrick Spencer, RCA’s regional R&B promotion manager (standing second from left); King (center); Leonard Ware, Norlfo’s WOW-FM program director (standing, extreme right.)
first album since signing with Rolling Stones Records is tentatively set for a September release, while a single, featuring a Tosh/Mick Jagger duet, should be out at the end of August... One last Tosh/Stones note: Following Tosh's final Starwood performance, Rod Stewart was brought down to the stageto hoist his guitar into the air and present it to his hero, in gratitude for Stewart's support from his concert party. Thinking the Stones were there, hundreds of fans showed up and kept knocking on the door asking if the Rolling Stones were there. One of the Stones' publicists, old-schooler Billy Alen, should have had Rod answer the door and say, "I'm sorry, but Mick's not here."

ALESSI MEETS GIBB — A&M recording duo Alexi recently met Andy Gibb backstage during the first leg of his American tour. Alexi is scheduled to serve as the supporting group on the second leg of Gibb's tour beginning in Oakland on July 31. Pictured (l-r) are: Bobby Alexi, Gibb, and Billy Alexi.

A benefit which was entirely up front in its intentions was the Hollywood Squares All-Star Celebrity soccer game in which the team played the Penny Lane Celebrity squad (formerly the Paul Revere and the Raiders band). Beverly Hills Heat coach for the Centerfielders, while Ike Turner filled in a last-minute spot in the Hollywood Squares team. The charity of the day was Children's Hospital of Orange County. And Far Out Productions produced and, according to TK/Marlin artist Joe Thomas, the event was a success. The match took place at halftime during the regularly scheduled game between the California Surf and Oakland Stompers pro soccer teams. Williams, one of ABC-TV’s “Eight is Enough,” has signed a $21/2 million contract to perform as a solo career. "My first concern is about making a hit record in the studio, regardless of what it takes," he said. "If it’s a five-piece group and I feel that I need a 100-piece sound, that’s what I’m going to go after. But today I think George’s group will be doing very well. I’ll try to minimize it. For example, maybe I’ll decide to overdub three guitars wherever there’s only one player on the stage. Maybe we’ll add a second bassist and a second keyboardist and make it sound like there are 10 boys playing.

When you’re recording and you just want to do one track of vocals, it’s just not strong enough. You’re trying to make a really hot record, and it doesn’t pull strong enough. We’ll replace the weak tracks on the clubs. But one thing you have to remember: if there’s no hit record, there’s no live performances.

Lane Combines Experience With Expertise In The Studio

at a dance that was held at his wife’s social club. “I thought they were great,” he recalled. “They didn’t have the problems at the beginning that I thought they would because they had good singers in the group. So I worked with them for a year to develop the material.” Three years after he signed B.T. Express, in 1975, the group had a hit with "Do It To Your Satisfaction," and Lane was on his way to becoming a successful producer.

Lane remembers, when he was a recording engineer, a producer “would give me a song that was probably written for a white artist and say, ‘concert this act today. If they really don’t like a song, we won’t do it.’

On the other hand, Lane feels that it is crucial for a producer to maintain firm control over what is happening in the studio. “There are artists today who are super in producing themselves,” he commented.

“But I’ve noticed, when I’m mixing something in the studio that the horn players are playing so loud, and the bass player will come and say, ‘Hey, the bass is a little low. I think you’ve got to turn it a little up.’ And the artists or producers tend to lean toward what each of them is doing, rather than the overall project.

Lane is not all bashful about admitting that he takes some pride in his own group. "My first concern is about making a hit record in the studio, regardless of what it takes," he said. "If it’s a five-piece group and I feel that I need a 100-piece sound, that’s what I’m going to go after. But today I think George’s group will be doing very well. I’ll try to minimize it. For example, maybe I’ll decide to overdub three guitars wherever there’s only one player on the stage. Maybe we’ll add a second bassist and a second keyboardist and make it sound like there are 10 boys playing.

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Stigwood Sued By Theater Producer

NEW YORK — A claim for more than $13 million for breach of contract against the Robert Stigwood Organization on behalf of David Bowie, represented by lawyer Martin Silfen, president of Vidicom Systems, Inc.

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...of the title track to the group's latest LP, "Macho Man," which featured two glam-rock muscle men flexing on either of the stage. Opener Phyllis Allen, who is married to Williams, delivered a solid performance, and problems and gave a well received performance. She exhibited a powerful range with good control. An ensemble with her called "Josephine Superstar."

alan sultan

Ceceil Taylor

CARNegie Hall — Ceceil Taylor's mid-night concert at Carnegie Hall, co-billed with fellow avant-garde innovator Ornette Coleman, brilliantly reaffirmed the pianist-composer's status as one of the most original and gifted contributors to modern music in the past several decades.

For slightly over an hour, Taylor carefully guided his seminal trio, consisting of the McCurdy saxophonist Jimmy Lyons, Violinist Ramsey Amin and Trumpeter Ralph Mali through a winding multi-leveled odyssey. A light, airy passage opened the piece, and quickly established the well-disciplined character of the Taylor band. After a series of duets between Taylor and individual musicians, Taylor shifted to a more cohesive framework, spotlighting interlocking lines of the keyboard, bass and drums. Even the "outside" tunes, melodically, were classic and brilliantly structured. But the group was never overpowered by the pianist's romantic playing.

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**Latin Picks**

**MUCHO MACO** — Machito — Pablo Record 2627-712 — Producer: Norman Granz

Machito has been coming out with a lot of re-issues lately. But "Mucho Macho" tops them all with this greatest hits collection. Machito has been labeled the Count Basie of the Latin field. He still maintains the Afro-Cuban sound. The selections on this album are magnificent and well reproduced, considering it's a 78s put together in one package of 24 sides of swinging mambo madness. Special credits go to Hector Rivera, music consultant, and Joe Conzo for beautiful liner notes. A must for collectors in Latin or Jazz.

**EXPLORATION** — Eddie Palmieri — Coco 151X — Producers: Harvey Averne & Eddie Palmieri

Since the beginning of his career, Eddie Palmieri has constantly explored the outer limits and expanded the boundaries of Latin music. Palmieri's musicians and followers have come to expect this and no one is more aware of these demands than Eddie. At his recording sessions there are always one or two tunes that are his pet projects of the moment. There are no lead vocals on this album. Four of the tunes are completely instrumental. The other two are with short coro's. Fantastic solos by most of Palmieri's orchestra make this album a magnificent effort.

**MIAMI SOUND MACHINE** — Audiolon-S427 — Producer: Carlos Oliva

This Miami-based group in its second LP offers an interesting blend of Latin pop and soft rock. Beautiful background vocals and lead vocal guitarist. Good sax solos throughout the album. Nice arrangements for strings and a tight rhythm section. With good promotions it should go to the top in Latin & American charts. A good crossover group.

**Latin Beat**

"Alma Del Barrio" is a bilingual radio program which airs over the educational radio station of KXLU, 88.9 FM, every Saturday and Sunday from 7 a.m. until 6 p.m. Studios and transmitter are located on the campus of Loyola Marymount University. KXLU's maximum broadcast range encompassed a 40-mile radius of the greater Los Angeles area.

The program's format focuses on the oldest popular Latin music including salsa, jazz, rock and the more traditional styles of Mexico and other Latin American countries. As a public service, "Alma Del Barrio" features informative highlights on activities and resources that are offered by various organizations in the community and it also presents particular issues that are of concern to our listeners. "Alma Del Barrio" was first originated in October 1973 as a one-hour Latin jazz show. With Enrique "Kiki" Soto and Raul Villa as co-founders, the program began to gain recognition both in the community and in the broadcasting media industry. The following year KXLU became affiliated with the Latin Broadcasters (Los Locutoros) of Los Angeles. This collective group of individuals helped tremendously to pave the | way for educational, non-commercial and commercial radio stations to provide Los Angeles with more Latin music. Since those times, KXLU-FM has proven itself to be a true vanguard in the promotion and programming of Latin music. It has also demonstrated itself to the broadcasting industry, the media, and, most specifically of all, to its listening audience that Latin music is still very much alive and prosperous on the west coast.

KXLU-FM and the staff — Steve Lopez, Eddie Lopez, Diana Fuentes, Raul Villa and Hector Renesendez at "Alma Del Barrio" take great pride. "muchu orgullo," in inviting you to join them every Saturday and Sunday for 22 hours of the very finest in the world of Latin music.

Clancy Morales was born in Puerto Rico and grew up listening to salsa, jazz, R&B and rock. For the past five years he has performed and recorded as a percussionist with such artists as John Lennon, The Elephant's Memory and Brother To Brother, in addition to operating his own record labels in which he functioned as talent scout, producer and promotion man. Recently he decided to call upon musical friends old and new to form Maranta Music, a 20-piece group consisting of the best young Latin, Jazz and R&B players in New York and New Jersey. Their music combines the styles of past, present and future into a unique musical fusion.

Brother to Brother bassist Leslie Booker, vocalist Joni Glover and guitarist Billy Jones provide the soul texture. Premiere Latin trumpeters: Larry Spencer and Arthur Clay Miller (veterans of the Tito Puente and Larry Harlow bands) along with saxophonists Charlie Camielero and Ronnie Cuber brought the New York Latin/salsa texture to Maranta Music. Guitarist Jimmy Lopez and keyboardist Wayne Hayden lend their rock experience to salsa, jazz, R&B as bassist Eddie "Guagua" Rivera and percussionist Cacheta Maldonado bring Latin/jazz flavor to the group.

Recent additions to the Maranta Orchestra are Joffrey Jones, Eddie Benitez & Nebula and Fania All-Stars vocalist Nancy O'Neill, drummers Jeff Brillinger, Byron Benbow (Carlos Garnett) and Salomon Smith (Mezo), keyboardist Herbert Mac Brandon and saxophonist Leslie Cunningham, Jr.
Yetnikoff Predicts $1 Billion Year In 1978 At CBS Convention (continued from page 7)

we’re a music business and as we grow we should keep equal emphasis on both words.”

Lundvall Speech

Lundvall’s July 25 address was preceded by a film which presented a man standing in front of a series of image-distorting mirrors, paving the way for his talk which focused on “vision.”

Vision, Lundvall said, “is both our tradi-
tion and our contemporary business lifestyle,
and it creates the difference between leading
and catching-up. But all of this creative business acumen would not have been
us very far without the most impor-
tant difference of all,” he said, “our music
vision.

He pointed to the successes of some other
companies in the past year, saying that
vision “will make the difference be-
tween remaining #1 and losing our bullets
on the big chart.”

“Little RSO had a multi-media vision and
became a major factor in the business in a
single year,” Lundvall said. “RCA may have
suffered some rough years, but they’re cer-
tainly awakening now — and one can take
issue with their vision in the country
field.

“Polygon through label acquisition, has
become a third power in the industry in a
very short time,” he added. “And consider
the well-funded outsiders who must be look-
ing at the attractive growth projections
of this industry and are perhaps ready to
climb on board to reach for the platinum
ring. We’ve finally come of age as an in-
dustry and there simply will not be a place
for those who have been counted out by the
ants while the elephants roar by.”

Areas Of Concentration

After announcing the new appointments he
said there were a number of areas in which
CBS would concentrate to strengthen its
creative business acumen, including acqui-
Sons of the world, distribution to the
field.

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distorting mirrors, preceeded words.”

In 1978 “Little

the 'big chart'.

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bility where there’s time enough to care.

CBS International

In Dick Asher’s presentation of CBS
Records International’s (CRI) performance
he said sales and profits in 1977 were more
than 1970 high and 1976, com-
pared to many other companies which
Asher said “are expending a good deal of
their creativity now preparing excuses to
their stockholders and the financial analysts
(while) we’re forging ahead on all fronts.

He cited the successes achieved by CRI
in breaking internationally many CBS ar-
estists established in the U.S. “Crystal Globe
Awards went to Johnny Mathis; Bill
Williams, Simon and Garfunkel, Santana,
(continued on page 56)

CBS Mktg. Meet Touches All Bases

LOS ANGELES — “Motivating the con-
sumer to buy our ultimate goal,” said Jim Tyrell,
vice president, marketing, Epic, Portrait
and Associated Labels. “The creativity of the
country business accounts for the growth,
but the maximum realization is in the exploita-
tion — the marketing.”

Tyrell remarks the CBS Records convention
captured during an afternoon
devoted to marketing meetings on Tues-
day, July 25. In addition to Tyrell, the
athering included presentations by Joe
Mansfield, vice president marketing, Columbia
Records; Rick Blackburn, vice
president, country music marketing, CBS
Records; Mike Martinovich, vice
president merchandising, CBS Records; and Le
Borson Tatum, vice president, broadcast
marketing, CBS Records, who was not
present but delivered his address via pre-
recorded tape.

As part of a recent print ad prepared by the
Xerox Corp. which contains that 75 per-
cent of all information available to market-
ners has been processed with the last
two decades, Tyrell stressed the difficulties
rising from an overabundance of informa-

Information Glt

“Millions of pieces of information are
created by all the trade each year, billing
over 10 years,” he said. “The problem,
with as many crises, is one of management.”

Emphasizing “the need to further define,
and develop the ability to take the
next step in the development of artis-
tists,” Tyrell went on to say, “I have a great
interest for the quality of information handled by our
promotion managers because radio is such

CBS Previews New LPs Heats 20 Acts At Meet

LOS ANGELES — Seventy-four new
albums or LPs were previewed at the disc
next three months were previewed during
several general sessions at the CBS
Records convention last week. Live slide
and film presentations were used to
highlight the new product.

Among the records previewed from the
CBS Laboratories were a couple live
release from rock group Aerosmith; “Sun-
beam,” a new album by The Emotions, the
debut Columbia LP by Marilyn McCoo and
Billy Davis, Jr.; a live album package from
rock group Blue Oyster Cult; a new LP from
Chicago; Earth, Wind & Fire’s upcoming
release; Deniece Willams’s new LP; “Mr.
Gone” by Weather Report; Janis Ian’s first
album with Columbia staff producer Joe
Wissert; “Against The Grain,” Phoebe
Snow’s latest release, which will include
songs co-written with Paul McCartney; an
upcoming LP from Ramsey Lewis, Maynard
Ferguson’s “Carnival” album; “Pity
The Rich” from Pierce Arrow; “The
Blue Man,” Steve Khan’s second LP for
Columbia; “Thoroughfare Gap” from
Stephen Stills; “Take It On Up” from
Pockets; “This Is Me” by Barbara Farchild,
“Wild Child” from Valerie Carter; Regge
Knighton’s “Rock ‘N Roll Alien” LP; a new
LP from Moe Bandy; “Human Emotions”
from David Allan Coe; and an upcoming LP
from Janne Schaeffer.

New Columbia artists whose LPs were
previewed included: Paul & Barry
Hutchinson, Craig Fuller and Eric Kaz; The
Bliss Band, Medusa, Jules and The Polar
Bears, The Midwest Band Flint; Dars
Donahue, Willie Bobo, D.J. Rogers
(continued on page 56)

CRI Participation At CBS Convention Reflects Growth

LOS ANGELES — During the year since
CBS Records convention in London last
summer, CBS Records International has
grown profoundly, according to company
spokespersons. The expansion of CRI was
symbolized recently by the large turnout of
350 delegates from 32 countries who atten-
ded the 1978 CBS Records Convention
held here July 23-28.

During the last year, new managing
directors have been installed in the Dutch,
French and Canadian affiliates. In addition,
a new CRI company has been formed in
New Zealand and the New York staff and
regional offices in Coral Gables, Florida and
Paris, France have been expanded. CRI
also opened a Los Angeles office to deal
more efficiently with international con-
tracts and act as a liaison with artists based
on the west coast.

Week Of Seminars

These and other changes reflect the
growth of CRI which was a principal con-
cern at the convention. CRI presented a
series of seminars which covered all
phases of the division’s operations, in-
cluding A&R, marketing, publishing, busi-
ness affairs, record promotion, sales.

Key CRI executives representing over-
seas affiliates included Peter DeRouge-
au, senior vice president, European
operations; Maurice Oberstein, vice
president and managing director, CBS
Records, &; K. Nick Cirillo, vice
president, Latin America operations; Bill
Smith, vice president and managing
director, CRI’s Australian company; Arnold
Gosewich, chairman and chief executive
officer, CBS Records of Canada; John
McCreary, managing director, CRI New
Zealand; Jacques Ferrairi, managing
director of CBS Records France; and Allen
davis, acting managing director of CRI’s
dutch affiliate.

Hosted by Dick Asher, president of CRI,
the meetings summarized recent suc-
cesses and procedures and unveiled up-
coming releases slated to receive inter-
national attention.

During a banquet dinner at Le Bistro in
Beverly Hills, which inaugurated CRI’s con-
vention agenda, Asher presented CBS
Records International artist Neil Diamond
with a Crystal Globe Award, signifying sales
in excess of 5 million albums throughout
the world, excluding the U.S.

Conferences began on Monday (July 24)
with general managers meeting, which
CRI’s overseas managing directors and the
New York staff examined the global
growth over the past year of CRI artists
including: Steve Khan, Young Man;
Jules, Ian’s Travelers; Jinone; Linea;
igels, Tina Charles, Raffaella Carr; Um-
berto Tozzi, Miguel Bose, The Clash, The
Vibrators, and Roberto Carlos.

American artists who have enjoyed inter-
national success include: Kansas, Meat
Loaf, Billy Joel, Santana, Mother’s finest,
Johnny Mathis and Deniece Williams,
Cheap Trick, Bob Dylan, Ram Jam, Earth,
Wind, & Fire, Lou Rawls and Blue Oyster
Cult.

Product Presentation

CRI’s worldwide marketing structure was
discussed later in the day at a Marketing
meeting chaired by Bunny Freidus, vice
president of marketing services, CRI. This
meeting was followed by an extensive A&R
presentation to the conference attendees.

The presentation featured recently
released product by more than 65 artists
from CRI’s list of 250 and was presented
in the Grand Ballroom of the Beverly
Hilton, coordinated in New York by CRI’s
international manager.

The presentation included a new prod-
test product from GTO Records in the U.K.

(continued on page 56)

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Cash Box/August 5, 1978

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**Phonogram Italy Celebrates Growth At Annual Convention**

MILAN — While the size of the Italian recorded music market has quintupled in the past ten years, Phonogram Italy has grown by 200 percent, according to Arianna Trossat, managing director of Phonogram Italy. Trossat made his remarks at the Phonogram annual convention held at the end of last week at the Hotel-Club Le Castella, Isola Capo Rizzuto.

In 1977, record and tape volume for the Italian market represented around $588 million, compared with the $500 million figure for the Great Britain market and the $700 million mark for France.

In detailing the make-up of the Italian market, Trossat reported a decrease in singles sales, the increasing popularity of albums and the important role played in the market by tapes. In Italy, tape sales are at comparable levels with the sale of tapes in Japan.

CBS Sings production Deal With New Company

LONDON — CBS has signed a long-term licensing and production/licensing agreement with a new company set up by Peter Shelley and Colin Robertson, according to Maurice Orbib, CBS senior vice president.

The new company will function as an independent record label, with Robertson and Shelley being responsible for all creative and business decisions. A release delay is in an agreement to CBS, but is a special one. A release will be to appear through CBS but will carry a special logo. In conjunction with the agreement, the deal's Merchandising deal has been set up with April Music.

Both Robertson and Shelley were having independent talks with Ooberstein at the end of last year, unaware of each other's intentions. Ooberstein put the pair together and the new company resulted. "He acted as a matchmaker," said Robertson.

Robertson is a successful impresario based in Glasgow. In addition to owning several record companies, Robertson also manages the CBS act, The Dead Kids and new signers, Flying Squad.

The company was one of the克服 forces behind Magnet Records and produced Alvin Stardust and Guys 'N' Dolls. He also wrote "My Co-Ca-Choo" and "Jealous Marie" and built up his GRT Stable and tape company, as well as the New York festival. Robertson also buys into his own production company, "Shelley Productions." For the new label he will be responsible for selecting, writing, and producing talent.

About the new association, Robertson said, "I am delighted that CBS marketing and sales abilities will be behind us. Both Peter and I are looking forward to what we can create."

In his address before the convention, Trossat said that in the past ten years, Phonogram Italy has concentrated most of its efforts to marketing albums. Trossat said that Phonogram had had difficulty in creating a stable market for singles. The influence of occasional hits and fashion trends were noted as factors of the instability. Trossat continued that most popular albums, on the San Remo Song Festival, which are the best promoters of singles, have lost mass appeal. In addition, Trossat noted the importance of the size of an album's aids artistic expression of contemporary singer-songwriters.

Trossat compared 1977 sales figures with the results of the first half of 1976 and made predictions based on the trends. Classical music has improved its 1977 market share of 7 percent, and pop is expected to reach 12 percent in 1978. Italian domestic product which had a 49 percent market share in 1971 is expected to remain stable and reach 50 percent in 1978.

International market, Trossat predicted, would lose two percentage points from its 1977 record share of 40 percent. The total Italian market is expected to increase 13 percent in 1978, from the $160 million 1977 figure to approximately $170 million.

"Low Consumption"

Trossat noted that the record and tape industry in Italy was suffering greatly during the political and economic crises which has hurt other items in the field of non-essential consumer goods. However, Trossat noted, "The Turin album was a major reason for the music industry's protection against reduced sales.

Trossat felt that Phonogram owed its success to the constant improvement of the classical repertoire (Deutsche Grammophon, Archiv Produktion, Philips), the international catalogs (Charisma, Chrysalis, Capricorn, RSO, Polydor, and CBS), the radio program, the strength of national product, represented by the success of Anglo Branduardi, An-

Following Trossat's address, Giorgio Perotti, marketing manager, underscored Phonogram's success in the area of national product stating that the company had registered a 400 percent increase in sales over the period in which market increased 47 percent. Flora Brocchetti, taps division manager, detailed a program to fight "pirates" of tapes.

Sergio Lodis, president of the Consorzio Comunicazione Sonora and Divergo Recs, and Gianni Sassi, president of Cramps Recs, announced that they plan to utilize the distribution network of Phonogram.

**INTERNATIONAL BESTSELLERS**

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AFTER THEIR GREAT SUCCESS IN EUROPE AND JAPAN

ON US-TOUR SOON

PRODUCED BY DIETER DIERKS FOR BREEZE-MUSIC / SWITZERLAND
**International Talk**

**MSI/Agency Merger Dropped Due To Top Executive Clash** by Kirk LaPointe

TORONTO — A proposed merger, which would have combined the forces of the two largest booking agencies in Canada August 1, 1975, has been cancelled.

Music Shoppe International and The Agency planned to merge to form the largest Canadian booking firm, with about 12% of the market.

“The merger was called off as a result of a disagreement over how much weight to give to the Canadian musical scene,” said one source familiar with the negotiations.

**Brazil**

**INTERNATIONAL BESTSELLERS**

**Top Ten 45s**

1. Verde Vida — Paulo Alexandre — Antecedente
2. Dance A Little Bit — Closer — The Salsoul Orch.
3. Quem e Ele — Miss Lena — CBS
4. Easy To Love — Yvonne Fair — Soma
5. Fol Voca — Beth Mota — Phonogram
6. We're All Alone — Rita Coolidge — Odeon
7. Our People — Good Vibrations — Polydor
8. Buenos Dias Argentina — Demetrio — RCA
9. Black Cow — Almir Srouni — RCA
10. Don't Let Me Be Misunderstood — Santa Elena

**Top Ten LPs**

1. Os Astronauts — Various — Som Livre
2. Amigo — Roberto Carlos — CBS
3. Os Taletcos — Various — Som Livre
4. O Pulo Do Gato — International — Various — Som Livre
5. Amor, Vida E Pulso — Maria Bethânia — Fonogram
6. Sus Paixao (Vol. 1) — Various — Som Livre
7. Papagato Disco Club — Various — Som Livre
8. Passado Da Mamba — Maria Bethânia — Fonogram
9. Saturday Night Fever — Various — Fonogram
10. The Lone Wolf — Misunderstood — Santa Elena

**Argentina**

**Top Ten 45s**

1. Argentina Te Queremos — Los Campeones — Philips
2. Me Olvidas — Wanda Jackson — Philips
3. Mandala — Manuel Montes — Philips
4. Mañana Se Olvidará — Los Pajaritos — Philips
5. Ojalás de Que Hagas — Los Pajaritos — Philips
6. Amo a mi Madre — Tanca — Philips
7. Cuando Llueve — Paco Nzuri — Philips
8. La Vida — The Troggs — Philips
9. No Hay Que Olvidar — Los Echos Del Amor Vol. 4 — Selection — Fonogram
10. Star Show — Selection — Intercord — Prenalin

**Top Ten LPs**

1. En Castellano — Dennis Rousset — Philips
2. Casero — Mexico — Discos Pagina Frontera
3. Buenos Aires — Los Campeones — Philips
4. Pampa — Chicos — Philips
5. From Here To Eternity — Georgia — RCA
6. Mexico — Julio Cedillo — Fonogram
7. Los Exiles Del Amor Vol. 4 — Selection — Fonogram
8. Star Show — Selection — Intercord — Prenalin

**New Zealand**

**Top Ten 45s**

1. Rivers Of Babylon — Honey M — WEA
2. You've Got The Love — John Atlantic/Olivia Newton-John — Polygram
3. Let's Make Love — Johnny Mathis/ Deniece Williams — CBS
4. Flashlight — Parliament — Polygram
5. Baker Street — Righteous — Byrd
6. Shadow Dancing — Andy Gibb — CBS
7. Night Fever — Bee Gees — Polygram
8. The Doctor — Robert St. John — EMI
9. The Younger — Polygram

**Top Ten LPs**

1. You're The One — Ray Manzarek — Capitol
2. Saturday Night Fever — Various — Polygram
3. The Cars — The Cars — Polygram
4. The Stranger — Biff Byrd — CBS
5. Bat Out Of Hell — Meat Loaf — RCA
6. The Life Of A Poet — Billy Connolly — EMI
7. The Kick Inside — Karl Bush — EMI
8. Some Girls — The Rolling Stones — EMI
9. Barry Manilow — Live At The Greek — EMI
10. And Then There Were Three — Genesis — Polygram
EXECUTIVES ON THE MOVE

Capricorn Appoints Harold — Capricorn Records has announced the appointment of Richard Harold as Los Angeles area promotion manager. Prior to joining Capricorn, he served in a national promotion capacity with Rocket Records.

Singer-Johnnie-Joe Billbord — Lloyd Alan Silver joins Rockhill/Campus Promotions Inc. as director of marketing. He formerly held positions with University Communications, Inc., Somerset Talent Associates and Creative Follies Internationale, Ltd.

Weiss To Capitol — Mark Weiss has been appointed as promotion manager for the Washington, D.C. sales district, for Capitol Records Inc. Prior to coming to Capitol, he spent two years as a promotion person with 20th Century Fox Records in Washington, D.C., and before that time he worked promotion for Haven Records.

Starr To Ariola — Ariola Records has announced the appointment of Marsha Stern as east coast disco coordinator. Prior to joining Ariola she was the manager of national and international relations for Can't Stop Productions.

Brodie To Casablanca — Casablanca Record and FilmWorks has announced the appointment of John Brodery as the label's album promotion representative based in Boston. He was recently music director of WBCN-FM in Boston, a station he was associated with for nine years.

Young Named — Big Sound Records and Miracle Records have appointed Rolphe Young director of press and public relations. He will report directly to Mr. Tiven in this capacity.

Levitt To MCA — David Levitt has joined MCA Records in Detroit as local promotion manager. A sales representative for the Handleman Company, Levitt was a buyer for Music Stop in Detroit just prior to joining MCA.

Schuman Appointed At CBS — CBS Records has announced the appointment of Susan Schuman to administrative coordinator, marketing administration, CBS Records. She joined CBS Records in 1975 in artist development for CBS Records International. Prior to that she worked at ICM where she was responsible for artist's tour projects.

APAs Announces Changes — The Agency for the Performing Arts Inc. has announced some major promotions and changes in managerial positions. Marty Klein will assume the responsibilities of being the president and chief operational officer of the company. David Baumgarten will become chairman of the board. Roger Vorse was named to the position of senior vice president. John支付s Staats, who has served as the executive of the motion picture and television department. Dick Shuck, the other member of the executive committee, will assume larger duties both in New York and Miami. Bill Richard will continue to head the Chicago office.

Levitt Appointed At Bearsville — Bearsville Records has announced the appointment of Elizabeth Levitt as coordinator of creative services for the west coast. She joins Bearsville from ABC Records where she was artist development coordinator. Prior to that she served as assistant to the art director at Elektra/Asylum Records.

Mark Named At Sigma — Sigma Sound Studios has announced the appointment of senior engineer Jay Mark as manager and chief engineer of Sigma's 24-track facilities in New York City. He will be replacing Gerald Block, who is leaving the company to do independent recording. Block will remain associated with Sigma in an advisory capacity.

Williams Appointed At RCA — Milda Williams has been appointed as coordinator, R&B promotion and merchandising, for RCA Records. She joined RCA in November of 1973 as an executive secretary to the director of employment planning & practices — industrial relations at RCA Corporation. In December of 1975, she joined the RCA Records Division where she served as assistant to the senior vice president of A&R, rhythm and blues.

Wadkovsky Named At ASCAP — Paul Wadkovsky has been appointed a membership representative of the American Society of Composers, Authors and Publishers. He joins the membership department after two and one-half years as a licensing representative with the New York district office of the Society's general licensing department.

ARTISTS ON THE AIR

The Spinners and The Village People will guest when NBC airs “Le Disco,” a 90-minute special produced by the Dick Clark Company, on August 19 at 11:30 p.m.


Etta James has been set to tape “The Michael Jackson Show” on August 2.

On August 11, Little Feat and Emmylou Harris will co-host “The Midnight Special” on NBC. Guests will include Neil Young, Bonnie Raitt, Jesse Winchester and Weather Report.

Larry Gallin will be a guest on the “Mike Douglas Show” on August 4.

Evelyn “Champagne” King will be a guest on “American Bandstand” on August 26 on ABC.

On August 16, Anthony Newley will appear on the “Meru Griffen Show.”

“Soul Train” will feature an appearance by The Sylvers on August 19.

“California Jam II” will be televised on Metromedia Television’s KTTV Channel 11 for four consecutive Wednesday evenings beginning July 26. Appearing in the four-hour-long shows will be Chicago, Kool & The Gang, Heart, Foreigner, Santana, Aerosmith, Ted Nugent, Mahogany Rush and Rubicon.

PARACHUTE SIGNS WILLIAMS — Singer Michelle Williams has recently signed a recording deal with Parachute Records. Her first single for the label is “Keep On Doin’ What You’re Doin’.” Pictured (l-r) are: Steve McCormick, Parachute national promotion director; Bret Hill, vice president of national marketing and artist relations; Williams, and Russ Regan, Parachute president.

‘OvernightSuccess’Foreigner Reached Top The Hard Way

(album, Foreigner found itself under a lot of pressure to deliver a strong second album. But rather than stick to exactly the same format that produced the smash first album, Jones and McDonald brought in Keith Olsen to co-produce.

We're Rehearsed

The first LP was all very well rehearsed going into the studio,” remembers McDonald, “but we were so busy on the road we didn’t have nearly as much time to prepare for the second one. Fortunately, the success of the first album allowed us to take all the time we needed in the studio for "Double Vision.""

The group believed it achieved a different sound on "Double Vision" than on "Foreigner" although some critics have suggested that the difference is not substantial.

We didn’t try and cut the first album over again,” says Gramm. “But we were confident that this LP would be as good because we treated it like another first album in the care we put into it.”

Common Threads

Still there are similarities in the two albums. After pointing out the differences, McDonald also sees common threads running through the music on the two multi-platinum discs.

"If you’re a lazy ear to graspo,” notes McDonald, “but the more you hear it, the more you hear how we’ve worked on the arrangements. It’s not really that simple.

Jones points out the group’s "rich vocal sound, a texture of interesting vocal lines" as a key element in the Foreigner sound, along with the consistently hard-driving rock base.

With the success of its albums, singles and endless touring, Foreigner now stand near the top of rock ranks. The group will continue to tour in coming months and plans for the third Foreigner album are in the formative stage. It’s hard work but the rewards are great.

"It’s emotionally and physically consuming right now,” says Gramm. “But a rock band only has a limited amount of time, and now is our time."

“It’s been two grueling years of working, traveling and practicing,” concludes Gramm, “and it’s paid off. Now we’re ‘an overnight success’.”

Letter To The Editor

Records can be played over and over again. But a broken record is useless. If a record is not treated and cared for properly, the fragile vinyl becomes worn and split. Handled with care, treated occasionally, and stored in the proper place, a record can last for years.

Thus, the major record companies have assumed that the jukebox industry would be there, with the sales outlet and artist exposure necessary to produce a hit. But because of a "take-it-for-granted" attitude, the jukebox industry has been left behind.

Record companies obviously spend more money on music than on catering to the radio broadcasting industry. In all likelihood temptation to do this is an outgrowth of rapid, direct return on sales via airwave record promotion.

Yet, record companies should realize that a healthy, prosperous jukebox industry is in their best interests. It can be debated that, still, the jukebox industry rivals the broadcasting industry in terms of creating successful record promotion and sales. True, the record companies are more interested in selling LPs as opposed to the 45-single. But how many LPs have been sold on the strength of a jukebox hit single?

As most corporate execs of the big record firms drift away from the jukebox scene, their industry "needle" seems to be wearing the jukebox operator thin. The astute, progressive recording industry execs will re-discover the potential in the jukebox industry. There are many occasions when our industry has some valid ideas about creating a "hit" record. Yet, some of the chief execs always seem to be held up in their "plastic tower" instead of making themselves available through the phone or mail, or a personal interview.

With more than 500,000 jukeboxes nationally, record firms should realize that the key to a hit record, can be achieved by a sale to each and every jukebox operator. Because the jukebox industry is the only industry dealt with jukeboxes, the grooves of this disc need to be recut.

Ben Chichosky, exec. dir.

Music & Amusement Assn., Inc.

FOREIGNER IN LAS VEGAS — Following Foreigner’s recent performance at the Convention Center in Las Vegas, Atlantic Records hosted a midnight candlelight dinner for the band at the Las Vegas Hilton, where the band was presented with platinum albums for "Double Vision," their new LP. Shown at the presentation are (standing, l-r) group members, Dennis Elliott, Lou Gramm, Al Greenwood, Mick Jones, Ian McDonald, and Ed Gagliardi, and group manager Bud Grebner. In front are (l-r) Atlantic vice president and West Coast general manager Bob Greenberg; Evan Prager, Dick Klune, senior vice president of promotion for Atlantic, Roman Jones; and Jerry Greenberg, president of Atlantic.
EAST Markets New Coin System With Multiple Pricing

LOS ANGELES—System 4, a new four-coin pricing system, is available from Philadelphia-based Equipment Systems and Devices.

Combining the ESD multiple price four-coin slide with completely interchangeable handles and bridges, System 4 allows the operator price flexibility from 5 cents to $1. It comes factory pre-set priced with all necessary price decals included.

The factory reports that the System 4 needs only a screwdriver and the free blanking plates (stored in the handles) for quick and simple price conversions.

Economy Models

The new ESD pricing system is available in its entire or in special economy units. One economy package, the Super Economy 4, offers 5 cents to 70 cents in 5 cent increments.

For additional information, contact Harvey Gitlin, president ESD, Inc., or Mary Faustino at 2243 Bryn Mawr Ave., Philadelphia, Pa. 19111. The toll-free telephone number is 800-523-1510.

Tilt’ Sets Dec. Release

LOS ANGELES—Final sound dubbing is currently underway on “Tilt,” a Rudy Durand-produced film about pinball starring Brooke Shields, Ken Marshall and Charles Durning. Release date, according to a spokesman at Burbank Studios, is slated for this coming December.

LIMITED RUN—With winter league bowling soon to be in full swing, Meadows Games has announced a limited production run on its popular “3-D Bowling” in upright and cocktail models. The game boasts a unique three-dimensional effect achieved by placing a two-way mirror in front of the video screen. For early deliveries to their bowling locations, operators should contact Meadows at (404) 732-8110.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. AN EVERLASTING LOVE ANDY Gibb (RSR 80564)
2. GOT TO GET YOU INTO MY LIFE, WIND & FIRE (Columbia 23-10786)
3. HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSRS 903)
4. IF I SING YOU A LOVE SONG BONNIE TYLER (RCA PB 11340)
5. KISS YOU ALL OVER EXILE (Warner Bros. 402)
6. SHE’S ALWAYS A WOMAN BILLY JOEL (Columbia 3-10786)
7. LOVE IS IN THE AIR JOHN PAUL YOUNG (Scott’ 3-10788)
8. EYES OF LAURA MARES (PRISONER) BARBARA STRESAND (Columbia 3-10777)
9. YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE (A&M 2063)
10. TOOK THE LAST TRAIN DAVID GATES (Elektra E-45000)

TOP NEW COUNTRY SINGLES

1. I’VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA PB 11344)
2. BLUE SKIES WILLIE NELSON (Atlantic 2498)
3. HERE COMES THE HURT AGAIN MICKY MICHELLE (Kpic/Playboy E-50580)
4. WITH LOVE REX ALLEN JR (Warner Bros. 8680)
5. HELLO MEXICO JOHNNY DUNCAN (Columbia 3-10783)
6. BOOGIE GRASS BAND CONWAY TWITTY (MCA 40919)
7. IN THE SOUTH EDDIE ARNOLD (RCA PB 11319)
8. TONIGHT’S THE NIGHT (IT’S GONNA BE ALRIGHT) ROY JOED (ABC AB-1285)
9. I WANT TO BE IN LOVE JACKY WARD (Mercury 50338)
10. PENNY ARCADE CHRISTY LANE (LSR/ST-167)

TOP NEW R&B SINGLES

1. GOT TO GET YOU INTO MY LIFE, WIND & FIRE (Columbia 23-10786)
2. FUNK-O-NOTES OHIO PLAYERS (Mercury 74014)
3. SMILE EMOTIONS (Columbia 3-10791)
4. IF YOU WANNA DO A DANCE SPINNERS (Atlantic 24993)
5. SUPER WOMAN DOLLS (ABC AB-12386)
6. BLUE LOVE RUFIUS FEATURING CHAKA KHAN (ABC AB 12300)
7. GROOVE WITH YOU ISLEY BROS. (MCA 40919)
8. MORE THAN JUST A JOY ARETHA FRANKLIN (Atlantic 3409)
9. THIS IS YOUR LIFE NORMAN CONNORS (Arista AS 0343)
10. GUESS WHO’S BACK IN TOWN HEAVEN & EARTH (Mercury 74013)

TOP NEW MOR SINGLES

1. EYES OF LAURA MARES (PRISONER) BARBARA STRESAND (Columbia 3-10777)
2. LADY BLUE GEORGE ENSON (RSR 80564)
3. IF I SING YOU A LOVE SONG BONNIE TYLER (RCA PB 11340)
4. STAY THE NIGHT JANE OLIVOR (Columbia 3-10780)
5. SUMMER LOVE SENSATION BOBBY VINTON (Elektra Asylum E-45003)
6. GROOVE WITH YOU ISLEY BROS. (MCA 40919)
7. GROOVE WITH YOU ISLEY BROS. (MCA 40919)
8. MORE THAN JUST A JOY ARETHA FRANKLIN (Atlantic 3409)
9. THIS IS YOUR LIFE NORMAN CONNORS (Arista AS 0343)
10. GUESS WHO’S BACK IN TOWN HEAVEN & EARTH (Mercury 74013)
WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call 63103. Call toll-free (516) 825-6216.

SALE: Silver Sails, now available, $3,000. "A Coin College," P.O. Box 1160, Atlantic City, N.J. 08405.

SALE: Bally's Bingo, flipper, $120. Washburn, 1520 S. Phillips, Joplin, Mo. 64801.

SALE: Safes, etc. WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call: FLOWER BROWSER, 2009 S. Highland Ave., Suite 702, Los Angeles, Calif. 90028.

SERVICES

COIN MACHINES

FOR SALE


SALE: Still Banks, Resta's, Wido's, Ticket Tapes, Blue Chip and Stock Machines. Also Sweet Shakespeare, Bally's and More. Etc.

SALE - Antique Slot Machines. Leg state only. Sweet Shakespeare, Bally, and Sucrets, Bally, etc., etc., etc., etc.

SALES: Spalding, the King of Balls. Retail price $2.50. Wholesale price $1.00. All state licenses available. Complete Detail. Etc.

SALES: Bally's Bingo, flipper, $120. Washburn, 1520 S. Phillips, Joplin, Mo. 64801.

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COMPANY WANTED

WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call: FLOWER BROWSER, 2009 S. Highland Ave., Suite 702, Los Angeles, Calif. 90028.

EMPLOYMENT SERVICE

SCHOOL FOR GAMES AND MUSIC - To attract those who have qualified in one or more phases of the entertainment industry. Write COIN COLLEGE, P.O. Box 1160, Atlantic City, N.J. 08405. (609) 342-5686.

NEW GROUPS, MIDWEST SERVICE - Offers prestige Chicago Loop address for your office. Confidential telephone and secretarial service designed to your needs. Call (312) 963-5743.

YOUNG WRITER-PRODUCER - with sources for artists and many potential advertisers, with a progressive recording company needing same and prepared to make offers. Write C.W. Gaskamp, 502 Avalon Drive in La Grange, 30740.

JO-BAR MUSIC PROGRAMMING SERVICE - and INTERCOM RECORDS need experienced promotions people to re-open music business. Write BAR-JO at 83-45 Villa Ave., Suite 28, Emcliff or (602) 988-1268 or 243-5868.

CONCERT PACKAGER/COORDINATOR - seeking a gig as assistant road manager or advance person for Christian artists, or production. Please write Chris Fingers at 3333 West 2nd St. Building A21-122 Los Angeles, Calif. 90004.

WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call: FLOWER BROWSER, 2009 S. Highland Ave., Suite 702, Los Angeles, Calif. 90028.

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SERVICES

COIN MACHINES

FOR SALE

SALE for MIXER - Wurlitzer $1,850, Air Keeney $1,250, Red Keeney $850. (914) 737-5050.

SALES: Safes, etc. WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call: FLOWER BROWSER, 2009 S. Highland Ave., Suite 702, Los Angeles, Calif. 90028.

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SALE: Safes, etc. WANTED: Large quantities of Seeburg pinball machines, Gottlieb. Write or call: FLOWER BROWSER, 2009 S. Highland Ave., Suite 702, Los Angeles, Calif. 90028.
With his third album, Shaun Cassidy delivers an album that displays a definite shift towards a more rocking, forceful sound, yet retains an engaging, lightweight feel that assures that Cassidy's legion of pre-adolescent fans will not be alienated. A new piano, a strong backing band, and an exciting new rhythm section give this album a truly fresh and dynamic sound. The result is clearly Cassidy's strongest album to date, featuring such invigorating tunes as "Hard Love" and the single, "Our Light." Like Rick Nelson in the '50s and few others since, Cassidy is a teen idol with true rock 'n roll intentions.

This is the third collaboration between Sayer and Perry, but his time around they have decided to forego the lush arrangements of the last two albums for a simpler, more intimate folksound. While a couple of the tracks showcase the slick R&B and rock aor of recent times, the overall tone is that of the singer's more personal first two LPs. His version of the Buddy Holly hit "Rainning In My Heart" is a pop standout, but one or two other songs are also likely hits.

Throughout his several albums, Gato Barbieri has superbly demonstrated the ability to fuse colorful jazz textures and Latin-lavored elements into an innovative musical formula. "Tropic" if course highlights Barbieri's gifted tenor saxophone performances, but more importantly it places his sax playing inside one very key ingredient amidst a sumptuous, breezy wall of sound hat is totally captivating. Includes guest appearances by Carlos Santana and Lani Hall.

'THE CONCEPT – Slave – Cotillion SD 5206 – Producer: Jeff 1xon – List: 7.98
With its third Cotillion release, Slave has conjured up another sparkling, disco-thumping affair. Based loosely on the group's insights into various concepts that are formulated about the philosophies of life in general, this album features funk, rhymes, plus soaring lead and background vocals. Includes such standout tracks as "Stellar Funk" and "We've Got Your 'arty." For disco, pop and R&B play.

This veteran, disco/R&B configuration has currently lost much of the massive popularity of its "Fire" and "Love Roller"-"rocker" days, but as witnessed by the single "Funk-O-Nuts" and other strong cuts, the Ohio Players are still creating riveting dance floor gems plus more moderate, flowing tracks such as "Sleepinwaxin." Containing several possible singles, this LP is desirous of extensive R&B and pop airplay.

With his debut butterfly album, Bob Mcgilpin has concocted a versatile, enjoyable work that features his skills as both a talented singer/songwriter of affecionate ballads (side one) and muscular, punchy rockers (side two). Such numbers as "Always Come A Runnin' " and the title track exhibit soul vocals by Mcgilpin, plus pulsing, infectious arrangements. The recipient of a large promotional campaign by Butterfly, this LP is desirous of solid pop success.

A few years ago Genya Ravan garnered notoriety for her lead vocal role with Ten Wheel Drive, and recently she has attracted attention for her production of the Dead Boys first album. With her new solo effort, Ravan proves herself to be an inviting, energized rocker who fuses James Joplin's vocal assertiveness with Rod Stewart-influenced guitar backing plus her own urban street-life identity for a delightful, hard-rocking formula.

A new quintet emerging from the upstate New York area, Sail on "Steppin Out" have concocted a diversified work that utilizes both male and female lead vocals, plus features the line up conduced by saxophonist Paul Angerosa and sax player Salvatore Alberico. By interestingly adding Latin and jazz flavoring into its basic R&B formula, Sail appears headed for airplay on a variety of formats.

It would be a truly sad day if John Mayall were to put away his harmonica and make the title of this album come true. A world without John Mayall and his always inspiring interpretations of classic American R&B done British-style would make for a very dull world indeed. This album is recorded live, cut from dates in Baltimore, Cincinnati and New York. Includes "Parchman Farm" and "The Bear."
CBS Previews Upcoming LPs, Heats 20 Acts At Convention
(continued from page 48)

The Brother, Chery Lynn, Ronnie Foster and the Jan Park Band.

Upcoming albums on the Epic label will include: "Weekend in the Wilders," Ted Nugent's next album; The Jacksons' third album for the label; "Dog Ate My Homework," Heart's next album for Portrait Records; "Snake Rattle & Roll" by Crawler; Rick Nelson's upcoming album produced by Country Joe & the Fish, and John and The Asbury Park String Band's album by Johnny Paycheck; "Another Mother Further" by Mothers Fieldwork and "Reel To Real" by Starcastle; the upcoming LP from country singer George Jones; "Running Free" by Drag on the Portrait label; the first album by salsa artist Eddie Palmeri, Melba Moore's first LP for Epic; and debut Epic efforts by The Boyz, Molly Hatchet, Public Image, Champion and Horizon.

The CBS Associated Labels announced the release of 10 new albums. They include: Louis "Lou" Rawls' "Live On Broadway," on Philadelphia International along with upcoming releases by Bobby Rush and Jerry Butler on the same label; a new album from Kingfish, "Trident," on Jet Records; Sara Dashi's self-titled debut LP on Krisheimer Records; "Matter of the Heart" on Epic Records; "The Three Encores" by pianist Vladimir Horowitz; "Suicide For Flute And Jazz Piano" from Jean-Pierre Rampal and "Suite For Violin And Tango No. 2" by Hthern Zuckerman.

In addition to the product presentations, the convention was highlighted by a series of live performances by 20 major artists on the CBS Records' family of labels. Convention guests attended three intimate artist showcases brought to the U.S. by CBS Records; Litestone artist Dion; Columbia artist Janie Joplin, a former member of Big Brother; and country artist Dan Fogelberg; Columbia artist John Melcompact; Nemperor artist Stanley Clarke; Columbia's Lake, Willie Nelson, Walter Egan, The Emotions, Santana, Kenny Loggins and Michelle McCoo and Billy Davis Jr. Epic's Cheap Trick and REO Speedwagon also performed. Conferences at the Philadelphia International's The O'Jays; Blue Sky's David Johansen and Columbia's O.K. Band and Chicago.

"CBS Marketing Meeting Touches All Bases
(continued from page 48)

an important component of the consumer information flow."

The meeting addressed the major ingredients of marketing at Columbia Records, which include product management, artist development, publicity and promotion. He described how these components, when combined with the proper A&R material and an effective field staff, supply the maximum marketing support for Columbia product.

"The mission of Columbia Records product management department," he said, "is to develop for all Columbia releases merchandising programs that supplement the recording artist's needs and CRU and sales profit objectives." The role of artist development, according to Mansfield, is "the long-term career development of the artist." He added that the department also acts as a liaison between the recording artist and Columbia Records' sister company promotions.

Mansfield said the day-to-day operation of the new music department is regarded as an integral part of the overall marketing operations at Columbia. "As the industry continues to evolve, there will be departmental changes as well as new terms. The new marketing department was created when two new and established artists have taken on a competitive nature that was virtually unknown in the industry just five years ago," he said.

CBS Neuks Mogull, Rubinstein
(continued from page 77)

Jet Suess Mogull, Rubinstein

Mansfield noted that while promotion is difficult to forecast because of the unpredictable nature of radio, it is "a key ingredient to the success of record marketing."

CBS' Nashville business is currently running 55 percent ahead of last year at this time, according to Blackburn, who cited a first quarter tape program and a second quarter "Hot Ones" campaign as the primary reasons for the increased performance of the country music division.

Blackburn noted further that CBS will have the smallest amount of product this season for the top country artists in time for the Christmas season. These include albums by Johnny Cash, Johnny Duncan, Johnny Paycheck, Charlie Rich, Tammy Wynette, Marty Robbins, Joe Stampley and Sonny James.

Commenting on the promotion of country music in the last five years, Blackburn pointed out that the number of country formatted stations has risen from 884 in January 1973 to 1,152 at the beginning of 1974, an increase of 150 percent.

Taylor said that in the area of jazz,"R&B and rock, we will have a commanding 25 percent share of the market. "In the field of black music, one of our biggest challenges this year will be trying to merchandise and promote new artists around the country is the product of a CBS Records artist," he said.

Noting the recent additions of Barry White and his Gold Unlimited record label and Marilyn McCo and Billy Davis, Jr. to the CBS fold, Taylor said his goal is "to extend our market share to 30 percent by the end of the year."

Much of Taylor's address was devoted to a discussion of CBS Records' recently formed jazz and progressive music marketing division, headed by director Vernon Slaughter. "The key to the success of this division is to always let the music dictate the action of the marketing," Taylor said.

Key Department

Martinovich, recently appointed head of merchandising of CBS Records, described the seven key departments under CBS merchandising umbrella. They are: advertising and creative services, packaging and art design, advertising, planning, customer merchandising, marketing services, merchandising planning and administration and college promotion.

While noting that impulse buying accounts for about 35 percent of record and tapes sold, Martinovich detailed various developments in the area of point of purchase display materials.

Martinovich went on to cite super-posters, 4x4s, life-size displays, neon displays and audio visual cassettes as examples of promotional tools used to increase point of purchase merchandising tools.

Each of the speakers relied heavily on music/slide presentations to maximize the effectiveness of their speeches.

FRANKLIN'S FRIENDS — Atlantic recording artist Aretha Franklin was greeted backstage at her concert at Carnegie Hall in New York. Pictured (left-to-right) are: Patti Labelle; Stephanie Mills from The Wiz; UN Ambassador Andrew Young; Franklin and Dionne Warwick.

CRI Maintains Its High Profile
(continued from page 48)

CGO Records in Italy. The 14 CBS Records International affiliates who were represented were Argentina, Berkshire, Canada, Canada, Colombia, Germany, Holland, Italy, Japan, South Africa, Spain, Venezuela and Costa Rica. On Monday night, CRI entertained a group of 1,400 convention guests at a "Wild West" dinner at CBS Studio Center.

On Tuesday, CRI vice president of sales, marketing and publicity, was Monday's speaker at a "The Magic of the West" seminar.

The meeting included business affairs meeting at which CBS members discussed the current trends of unifying business and procedural practices throughout all CBS affiliates.

Separate Affiliate's Meetings

CBS Records' Canadian and Latin American representatives were on hand for a series of separate promotion meetings with their respective offices, chaired by President Bob Gosewich and Cirillo. The meetings dealt with sales, promotion and merchandising subjects.

On Friday, delegates attended a series of separate promotion, A&R and marketing meetings, including the in-house activities of product presentation by T.K. Records, prepared by Steve Alasano and Katie Kahrs of ASTI, highlighting upcoming releases from T.K. Records by King and The Sunshine Band and T. Connection.

Also that day, CRI held a disco seminar for the marketing CRI and promotion staffs of its worldwide affiliates. The meeting was chaired by Steve Pritchett, director of marketing, CRI, featured a panel of disco experts from the CRI organization who led an open forum on various methods of disco promotion and merchandising.

CRI's participation in the 1978 CBS Records convention was coordinated by Phil Marder, director of marketing administration, CRI.
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