Just Released from the 7 MILLION SELLING ALBUM GREASE

THE SINGLE: "SUMMER NIGHTS"

BY JOHN TRAVOLTA & OLIVIA NEWTON-JOHN

Produced by Louis St. Louis
EDITORIAL

Elvis Lives

It was only a year ago when the shocking news of Elvis Presley’s death rocked the nation and world. Presley died August 16, 1977, but in many ways the king of rock ‘n roll is very much alive.

Today Elvis’ presence continues to survive for both fans and the music industry. RCA Records has designated August as Elvis month and numerous radio stations are programming specials about the late singer. Robert Hilburn of the Los Angeles Times has requested readers to send in their favorite Elvis songs, while other newspapers such as the Chicago Tribune and the Atlanta Journal are planning special commemorative inserts.

Adoring fans continue their vigil outside Presley’s Memphis mansion and his records, while not reaching the fantastic proportions at the height of his career, still rack up brisk sales.

In early September, Col. Tom Parker and Vernon Presley, Elvis’ father, will host a 10-day extravaganza entitled “Always Elvis.” It will include memorabilia displays at the Las Vegas Hilton, a continuing Elvis film festival and the unveiling by Barron Hilton of a life-size statue of Elvis in recognition of his contributions to the entertainment world. Capturing the event will be the premier of a multi-dimensional show, “Always Elvis,” presented by Jerry Weintraub and Concerts West, to be held at the Hilton where Presley performed exclusively in Vegas.

These and many other activities across the nation stand as a fitting memorial to the man and his music.

NEWS HIGHLIGHTS

- Columbia Record Productions cites increases in labor, raw materials for 1½ cent per unit increase in cost of record pressing.
- John Frisoli predicts Polygram Distribution Inc. will top $300 million in sales this year.
- Product and marketing presentations dominate final two days of CBS Records convention in Los Angeles.
- NARM committee assigns Boston consulting firm to conduct study on costs, applications and potential benefits of bar coding to manufacturers.
- ABC Records names Bill Craig, John Smith to vice president posts.
- Peaches Records initiates nationwide boycott of independent distributors.
- Problems of artists who leave successful groups for solo careers examined from managers, labels point of view.

TOP POP DEBUTS

SINGLES

HOLLYWOOD NIGHTS — Bob Seger — Capitol

ALBUMS

UNDER WRAPS — Shaun Cassidy — Warner/Curb

POP SINGLE

THREE TIMES A LADY — Commodores — Motown

R&B SINGLE

BOOGIE OOGIE OOGIE — A Taste Of Honey — Capital

COUNTRY SINGLE

YOU DON’T LOVE ME ANYMORE — Eddie Rabbit — Elektra

JAZZ

SOUNDS … AND STUFF LIKE THAT!! — Quincy Jones — A&M

NUMBER ONES

Commodores

POP ALBUM

GREASE — Various Artists — RSO

R&B ALBUM

NATURAL HIGH — The Commodores — Motown

COUNTRY ALBUM

STARDUST — Willie Nelson — Columbia

CLASSICAL

RACHMANINOFF PIANO CONCERTO NO. 3 — Horowitz; New York Philharmonic — RCA
Music, Marketing Showcased As CBS Convention Wraps Up

LOS ANGELES — The final two days of the CBS Records convention were reserved for commentary from chief executives representing Columbia and Epic/Portrail/Associated Labels as well as representatives of CBS' Central Core Marketing System.

Don Dempsey, senior vice president and general manager, kicked off the event on Thursday, July 27 by saying that record labels, like artists, should not be categorized.

Commerically Viable

According to Dempsey, labels "must not be conceived as being so particularly adept in one area of music" that it hinders their ability to expand into other commercially viable musical areas. "To be truly successful in today's music business," he said, "you must allow your ears to stretch out and be receptive in order that our A&R departments receive valid radio and consumer signals.

There's no single way to chart the course of an artist who sets out on his own. A Cash Box survey of managers and artist development staffers reveals that guiding a solo career requires a strategy that is as individual as the artist. The plan must answer a lot of questions. For example, is the artist prepared to rise or fall on his own merits without group members to fall back on if things go wrong? Is the artist prepared to begin his career again if he has not emerged from the group as a full-fledged star? Can the manager effectively utilize the old group identification when it can help and avoid it when it can hinder?

Art for Art's Sake

An artist that goes solo may elect to pursue commercialization. Such an artist is drummer Roger Glover. Formerly of Deep Purple, "Roger had no intentions of becoming a touring artist," said Bryce Payne, his manager, "His mainstay is producing and writing. He doesn't want to have a band and has no intentions of becoming a touring artist. And when he does an occasional solo album, it's not very commercial. He just has his own way of giving people, and there's not much you can give him. He just doesn't want to know.

Columbia Ups Disc Pressing Price By 1 1/2% Per 12" Record

by Randy Lewis

LOS ANGELES — Columbia Record Producers, strike, record pressing division of CBS, has raised its price of pressing a record by 1 1/2 cents per 12-inch disc effective August 7.

In a letter to accounts dated July 19, CRP cited as reasons for the price hike recent increases in the costs of labor, raw materials, paper and utilities. The price for the minimum number of records CRP will press now stands at 47 1/2 cents each, including record sleeves, shrink wrap and the carton it is packed in. That price decreases with larger orders. An increase of 1/2 cent per 7-inch disc also goes into effect Aug. 7.

While the cost of materials has been going up steadily in the past year, part of the reason for the pressing increase is at this time is viewed as a reflection of the settlement of the strike at CRP's Pitman, N.J. plant and the current paper strike in California, which is expected to drive up the cost of paper when it ends.

According to a CBS spokesman, "The cost of labor is going up and there have been recent announcements that the price of PVC (polyvinyl chloride), paper and cardboard would be going up! At the time of the increase, we suggested there would be a price increase in the near future.

Frisoli Sees 235% Sales Rise For Polygram Labels In 1978

by Charles Palkert

NEW YORK — John Frisoli, president of Polygram Distribution Inc., has told Cash Box that the company's 1978 sales will be "significantly higher that $300 million." Earlier, at the recently concluded Polygram summer management meeting, at New York's St. Moritz Hotel, he predicted that this year's volume would exceed 1977 sales by 235%.

It appears that Polygram is anticipating domestic sales figures in the neighborhood of $450 million to $500 million, based on Polygram's sales for 1977, which Frisoli said were in the $150 million range. In addition, Frisoli suggested that Polygram's phenomenal growth for the first seven months of 1978 will be "further magnified for the next five months.

Championship Season

Polygram's "championship season" theme was further emphasized as Jon Peisinger, vice president of marketing development for Polygram, introduced the World Series program.

Designed as an across-the-board discount catalog program for all of Polygram's distribution network, the program was also intended as an "image enhancer" for Polygram within the industry.

"This is the first time the company has had the manpower and resources to launch such a widespread program," Peisinger said, "and we're taking advantage of it. The marketing program, he continued, was meant to "stand up in competition to anything our competition has put together in the past."

The inclusion of Polygram's classical labels in the fall program, Peisinger said, "was important in one of our most significant aspects." The company's Philips, Deutsche Grammophon, Archive, and Mercury Golden Import labels had not been included in a comprehensive sales program in five years, Peisinger revealed and, he added, the program helped "make the retailer and, ultimately, the customer more aware of their significance.

New Facility

Among the other developments at Polygram's summer management meeting, Al Gorewitz, vice president of sales, announced a new distribution facility which is expected to open in the near future in Edison, New Jersey, and Rob Jeffries, senior national merchandising manager, discussed (continued on page 49)
NARM Initiates Bar Coding Study

by Randy Lewis

LOS ANGELES — A study to evaluate the potential benefits and benefits of bar coding to the record industry was commissioned by a NARM bar coding committee last week at a special meeting in Chicago.

The results of this study, according to Joe Cohen, executive vice president of NARM, will be presented in a manual to NARM membership most likely by the end of the year. With this report, Cohen said, various retailers, record promoters and other record merchandisers will be able to better judge what the costs and benefits of bar coding are for their particular operations.

The bar coding committee was chaired by Lewis Kwiker, president of the Music Stop chain, and consisted of label representatives Russ Bach, of Warner/Elektra/Atlantic Corp., Paul Smith of CBS Records, and Art Whitmore of Polydor Records. Retailers of the committee were Dave Crockett, of Father’s & Sun’s; Lee Hartstone, of Integrity Entertainment (which owns and operates Wharehouse, Hits-For-All and Bar Associates); and John Cohen of Disc Records.

Boston Associates, an independent consulting firm which has conducted bar coding deal review and survival reviews with the record industry and bar coding, was selected by the committee from four such companies interviewed to conduct the study.

Two Objectives

The study, according to Kwiker, is one of two objectives of the committee. The other was to organize an audio-visual presentation on bar coding which is to be given at the annual NARM convention next March.

Additionally, Cohen said, once the manual has been circulated and NARM members have had time to digest it, they will be polled, via questionnaire, to determine what action of the music recording industry intends to implement bar coding.

ABC Names VPs, Special Markets

LOS ANGELES — Bill Craig and John Smith have recently been appointed to vice president posts in the special markets area by ABC Records, Inc. Craig has been promoted to the newly created position of vice president of field activity, special markets, while Smith has been named vice president of promotion.

Craig, who will be working out of both the ABC Los Angeles office and Detroit, is now responsible for directing and coordinating the activities of the field promotion staff locally on a market basis as well as becoming involved in the area of talent acquisition of black product. Formerly ABC director of promotion, special markets, Craig will continue coordinating and writing for the vice president of special markets and the vice president of A&R.

In his new position, Craig will supervise all promotion activities from the home office and will also create and implement programs and campaigns for the division’s acts. Smith comes to ABC from A&M Productions, where he was vice president of marketing. Prior to his A&M position, he was assistant to the president of marketing for the Blue Note division of United Artists Records.

Mushroom Plans 1st Annual Conv.

LOS ANGELES — Mushroom Records has scheduled its first annual international sales convention for September 14-17, to be held at an undisclosed location dubbed the “Shroom Club.” The convention will include business meetings and recreation, plus entertainment from Thursday night throughout.

One business meeting is planned per day, including a meeting geared toward sales and legal issues, plus one focusing upon promotion. Shelly Siegel, vice president and general manager of Mushroom, stressed that the purpose of the convention will be multifold and comes at a peak period of growth for the label. “Although the overall tone of the event is very relaxed, with one in-depth session and speaker per day, we will be mapping out our expansion plans as well as announcing the signing of new acts,” she said.

With the exception of a few Mushroom

Pickwick Entrance Into L.A.

Distribution ‘Hectic’ But Quick

by Randy Lewis

LOS ANGELES — The first few days of operation as an independent distributor in Los Angeles have been “hectic” for Pickwick International, but the transition has been accomplished quickly and efficiently, according to Jack Bernstein, head of Pickwick’s distribution division.

As of August 2, the L.A. branch of M.S. Distributing became Pickwick’s entry into the L.A. market as a distributor. (Cash Box, Aug. 5). Although Bernstein said Pickwick is interested in handling lines in addition to those formerly distributed by M.S., he indicated the major effort so far has gone into changing the operation into a Pickwick branch.

“One of the advantages of Pickwick,” Bernstein said, “is that we can come in with a task force of well-qualified, trained people in and teach everybody how we do things. If we didn’t have that, maybe this place wouldn’t be ready for another week or two.”

As predicted prior to Pickwick’s acquisition of M.S., all former M.S. personnel in the Los Angeles branch will be retained and retrained as Pickwick employees.

He said most of the alterations which will be made in the former M.S. facilities will be of a procedural nature, rather than possible physical changes in the building.

“The facility has a good-size facility,” it is more than adequate for the needs of the Pickwick branch,” Bernstein said.

Phonogram Sets Promotion Conv.

LOS ANGELES — Carrying a theme of the “Phonogram Star Flight,” Phonogram, Inc. will hold its national promotion convention at the Marriott Lincolnshire hotel outside of Chicago on August 11-13. In addition to national, regional and local promotion managers, staffs from the sales, publicity, A&R and production areas will also be represented.

The convention will begin Friday night, August 11 with a barbecue, with actual business sessions starting Saturday morning with opening remarks by Charlie Fach, executive vice president/general manager of Phonogram, and Lou Simon, senior vice president/director of marketing. Also on Saturday will be presentations by representatives from Phonogram’s associated labels, De-Lite, DJM, Lones Star, and Monument Records. This will be followed by a preview of Phonogram’s Autumn/Winter Catalog and an in-depth look at the label’s upcoming fall LPs.

Saturday evening will feature a performance by newly signed Mercury artist Fonda Feingold as well as the convention’s traditional banquet. The convention will conclude with business sessions on Sunday covering the entire spectrum of promo-

Peaches Boycotts Indie Distributors

LOS ANGELES — “Pickwick is going to find it very tough to be a distributor here,” says Frank Micro, vice president of L.A.-based Nemi Corp., commenting on the recent acquisition of M.S. Distributing by Pickwick in Los Angeles. Nemi, which owns the Peaches retail chain, has initiated a nationwide boycott of the Pickwick label product distributed throughout the country.

Since Pickwick has a retail operation,” says Micro, referring to the Pickwick-owned music store chain, “they can’t expect other retailers to buy from their distribution. We won’t buy from our competitor just as Sears doesn’t buy from Montgomery Ward.”

Peaches’ boycott of independent distributors is not limited to Pickwick. The 26-chain is currently not promoting any independently-distributed product throughout the country.

“We’re having problems with independent distribution around the country,” says Micro. “Many very we are invading their territory when we actually all we are doing is waking up the marketplace.”

Mico indicated that credit issues were at stake in dealings with its own label.

“We were dealing with Record Merchandising for a period of time and we are too big for them. They had an especially low credit limit on us.”

Plans to continue to boycott independent distributors were announced by Mico who indicated that it was up to the independent labels to work out a solution.

“We’re just trying to let a little pressure so they do something about it. We’ve taken the stand that it’s their problem.”

Now entering its second decade on the pop music scene, Genesis has continued to grow in popularity despite the departures of the band’s two founders, Peter Gabriel and Steve Hackett. Lead singer/drummer Phil Collins, keyboardist Mike Rutherford and bassist/guitarist Tony Banks are the only remaining members of Genesis, yet with the release of its album, “… And Then There Were Three,” and the single, “Follow You Follow Me,” the trio is enjoying the commercial acceptance that eluded the band in its days as a full-fledged quintet.

During the group’s early years, Genesis was known as a highly theatrical outfit which was seemingly always preoccupied with some abstract or mystical concept. Gabriel was then the musical and visual frontman for the band, and the group received strong critical acclaim for its experimental but accessible music. Now as a trio, Genesis has largely abandoned its more thematic concepts in favor of a more basic musical approach, and as a result, the group has managed to achieve the best of both worlds — garnering both critical praise and commercial success.
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Klemmer Slates Solo Sax LP Follow-Up To 'Arabesque'  
by Peter Hartz

LOS ANGELES — "I like to take chances. That's how you make art and hit records," says John Klemmer, saxophonist, composer and long-time jazz innovator. "I love making records. It is something I will do for the rest of my life.

At 32, Klemmer has recorded 14 albums and explored many different musical approaches from bebop, mainstream jazz, electronic interpretations and melodic pop to his current fascination with Latin rhythms.

Because of the variety of his approaches to his instrument, Klemmer has recently completed recording three albums for his company. Several months ago, he released his new album, 'Arabesque.' Upcoming projects include another studio album, slated to be cut in August and the release in October of a solo saxophone album tentatively titled, 'Cry.'

Abandoned Electronics

On 'Arabesque,' Klemmer abandoned the use of the echoplex and other electronic effects which were an integral part of his playing for the past nine years. The album marks a new direction with its extensive use of Brazilian and Latin rhythms.

'I don't feel an affinity for R&B or rock,' says Klemmer, "I had explored many other areas and felt satisfied but Latin is a wide open space for me. It feels good to work with a band and my playing is more aggressive and out front.'

Klemmer has not totally abandoned the use of electronics which has helped revolutionize the face of jazz. 'On my solo album, 'Cry,' I continue to use the echoplex. To me, the use of electronics is like playing an instrument. The potential seems unlimited.'

'The 'Cry' album has a meditative quality to it. I have been recording it over a period of years and I listen to it when I want.'

'I stopped using the echoplex on 'Arabesque' because I needed a rest and also because the Latin rhythms provoked me to play in a different manner.'

In addition to exploring different musical approaches with and without band and electronics, Klemmer notes the contrasting nature of live shows and records.

Communication

'Live shows and records are completely different. A show is a short term communication and I try to pull the listener into a story that has direction. We explore together. I believe in drama. With recordings, the aim is to make a product that can be played again and again.'

Of utmost concern to Klemmer is "the song." One tune from 'Arabesque' entitled "Walk In Love," which he co-wrote with... (continued on page 44)
Executives On The Move

Bronstein Promoted At A&M — A&M Records has announced the appointment of Lenny Bronstein as national promotion director for New York, and eight months later was named local promotion manager for New York and in January 1978, he was appointed as assistant national promotion director.

Simmons Appointed At WB — Bonnie Simmons has been appointed national album promotion director for Warner Bros. Records. Prior to her appointment, she worked at San Francisco radio station KSAN in a variety of capacities over a nine year period, including music director, program director and on-the-air personality.

Lyman Promoted At MCA — Jeff Lyman has been promoted to director of pop adult promotion at MCA Records. Lyman, who most recently headed country promotion at MCA, has been with the company four and one-half years. He was promotion manager for the Atlanta branch before being moved to the national offices of MCA.

Changes At Butterfly — Butterfly Records has announced the appointments of Norman Kunin as vice president of finance, Barbara Jefferson as national singles promotion, and Dee Joseph, advanced to national retail promotion director. Kunin joined Butterfly with a background as a financial consultant advising companies in real estate development, and in securities and the stock exchange. He is president of American Equities, Inc. and also president of United States Properties, Inc. Jefferson moved to Butterfly from United Artists where she served as national administrator and trade liaison. She began with UA seven years ago as an administrative secretary and has held positions in UA's national sales department. Before being promoted to Butterfly's national disco promotion, Joseph served as retail promotion. She also worked as the editorial director of Lauer Publications before joining Butterfly last year.

Roberts Promoted — Susan Roberts has been promoted to director, artist relations and publicity/MCA Nashville. She has been with MCA Records for five years.

‘Sgt. Pepper’ Picture Disc Is Focus Of Capitol Campaign

By Dale Kawashima

LOS ANGELES — In response to the renewed popularity in the late spring of the Beatles brought forth primarily by the release of the Paramount motion picture, “Sgt. Peppers’ Lonely Hearts Club Band,” Capitol Records is releasing four repackaged, limited edition albums by the Beatles. The albums, which carry a list price of $15.98, are set for release in October.

In conjunction with the release, Capitol is launching an extensive merchandising and promotional campaign around the release beginning on October 15. Not only the four forthcoming albums, but the entire Beatles Capitol catalog is being promoted.

Highlighting the releases is the “Sgt. Pepper” picture disc version of the original album first released in 1967. The disc features a four-color photograph of the original “Sgt. Pepper” cover artwork pressed into the discs’ “A” side and an enlarged photograph of the Sgt. Pepper mushroom head logo pressed into its “B” side.

Dan Davis, vice president, creative and publicity division, said the label's idea for the “Sgt. Pepper” picture disc was influenced by the label’s strong success with its picture disc of Bob Welch’s “French Kiss” album. “The picture disc was available for some time, but it has generally been used as a promotional tool, and not for marketing purposes,” said Davis. “However, the ‘French Kiss’ picture disc, which we used strictly as a promotional item, was phenomenally successful by people in the record industry that we felt that the utilization of the picture disc would also be an excellent idea for consumer purposes. We decided to take the ‘Sgt. Pepper’ picture disc available to the public. Initially, we are pressing 60,000 copies of the picture disc.

"Obviously, our decision to launch the Capitol ‘Sgt. Pepper’ campaign was influenced by the release of the 'Sgt. Pepper’ movie,” said Davis. “But it is also important to note that the Beatles’ catalog, particularly ‘Sgt. Pepper,’ has always been a major focus for us.

In addition to the “Sgt. Pepper” picture disc, Capitol will release special limited edition vinyl records of three double-pocket Beatles albums that will also be available to consumers. The albums are: the Beatles’ “(a)ka the White album,” pressed in white vinyl; “The Beatles 1962-66,” pressed in blue vinyl and “The Beatles Has the Keys,” pressed in red vinyl. Each of these red, white and blue albums will sport stickers identifying them as limited edition pressings.
Carol Hall Has Broadway Hit With 'Best Little Whorehouse'  
By Ken Terry  
NEW YORK — Carol Hall, who wrote the music and lyrics for the current Broadway hit, "The Best Little Whorehouse in Texas," insists that the musical's subject matter is not at all risqué. "Our subject isn't really whores and whoring," she said in a recent interview. "Our subject is hypocrisy. That's why we wrote the show... The musical is about a kind of hypocrisy that's so absolutely with us that the networks to this minute will not say 'The Best Little Whorehouse in Texas.'"

The story is based on the story of the infamous brothel which came to be known as "The Chicken Ranch of La Grange, Texas," and was reportedly frequented by many of the state's leading politicians and law enforcers. Hall, who grew up in the Lone Star State, had long known about the Chicken Ranch. She had also known fellow Texans Larry L. King and Peter Masterson, the book's co-authors, for some time before Masterson suggested that they write a musical about the brothel.

"I read an article which Larry had written concerning the closing down of the NARAS Sponsors Demo Seminar LOS ANGELES — The National Academy of Recording Arts and Sciences (NARAS) recently completed a recent survey of what "Recording Companies Look For In Demonstration Tapes." More than 300 people attended the seminar, which was held at the University of Illinois Chicago Circle Campus auditorium and featured several guest speakers.

The NARAS seminar panel was moderated by Universal Recording Corporation president Murray Allen, who announced that the Chicago Federation of Musicians is about to approve special low rates for demo sessions in the Chicago area.

"Local musicians are for the lower rates," Allen said. "Not only will the new rates cut the costs of making a demo, but they will increase your chances of getting some of the top local musicians for a reasonable fee."

The NARAS panel addressed itself to the variety of methods a demo tape can attract the attention of music publishers, record producers and record company A&R officers. Speakers supplying information regarding demos included Mike Koss, Ovation Records' national A&R director for country music in Nashville, Cliff Burnstein, head of Mercury/Phonogram's punk rock label, Blank Records, singer/songwriter Corky Siegel and vocalist Vicki Hubly.

PLATINUM GOLD FOR ROGERS — United Artists' Kenny Rogers recently was presented with a platinum award for his "Ten Years Of Gold" LP. Presented (l-r): David Bridges, director, artists relations, United Artist Records; Iris Zarurawin, director, creative services, United Artists; Rogers and David Budge, director, public relations, United Artists.

Summer Party — Nothing fuels industry interest like a good party, and, for once, a stellar bash was held somewhere in New York other than the notorious Studio 54. The Eclectic Orchestral Concert of NY at Long Beach Arena on July 29 celebrated the opening of "Animal House" trends. The in-town crowd was there to be part of the opening day and the hotel's annual themed party, "The Opening Day Gala." Many of the names mentioned in the industry were there to help with the festivities, which included a huge dance floor, live music and a host of other activities.

RHYTHM SECTION — Polycon incorporated recently hosted a party for the show "Austin Section" at New York Tavern On The Green following the group's performance at the Dr. Pepper Music Festival, where the band played selections from their latest LP, "Champagne Jam." Pictured with ARS bassist Paul Goddard (center) are Cash Box reporters Charles Ray, left, and Al Klenfner follow through on the "Use Demo, but they will in-

NAMES IN THE NEWS — George Brown, who last week was vice president and general manager of Lifesongs Records, has formed his own personal management company. Brown's first client is John Palumbo, former writer and lead singer for the group Crack The Sky.

"Crack this country artist, Eddie Rabbitt will record the title song for the new film, "The Last Picture Show." A second song on the album, "I've Got A Car," will be written by Joe Walsh and Don Felder of the rock group "The Eagles.""

The musical, "The Last Picture Show," is set in an old Texas town in the 1940s, where a young girl is trying to make a name for herself in the music world. The show features a score by John Miles, who has written music for several films, including "The Bridges of Madison County." Miles composed the score for the film "The Last Picture Show," which is scheduled to open in October.

The musical, "The Last Picture Show," is set in an old Texas town in the 1940s, where a young girl is trying to make a name for herself in the music world. The show features a score by John Miles, who has written music for several films, including "The Bridges of Madison County." Miles composed the score for the film "The Last Picture Show," which is scheduled to open in October.

An interesting fact about the show is that it was originally written as a novel by Larry Leach, who is also a Texas native. Leach's novel was later adapted into a screenplay by Larry Leach and Larry Leach Jr., who are both from Texas. The musical, based on the novel, was written by John Miles, who is also from Texas, and produced by Hal Prince, who is also from Texas.

The show features a score by John Miles, who has written music for several films, including "The Bridges of Madison County," and is set in an old Texas town in the 1940s. The musical is based on the novel by Larry Leach, who is also a Texas native, and was written by John Miles, who is also from Texas. The show is produced by Hal Prince, who is also from Texas.
REVIEWs

SINGLES REVIEWs

GERRY RAFFERTY (United Artists X1233-Y)
"Right Down The Line" (3:33) (The Hudson Bay - BMI) (G. Rafferty)

Rafferty captured the top pop spot with his smash "Baker Street." This second single for "City To City" does not feature Ravencroft's sax playing but the delicate arrangement of percussion touches, keyboards and guitar work is powerful. Rafferty's singing transforms ordinary words into stunning hooks (note "woo-man."). A top pick.

ROBIN GIBB (RSO 907)
"Ooh Darling" (3:29) (MacLenn - BMI) (J. Lennon/P. McCartney)

Taken from the "Sgt. Pepper" album (the third single), this track marks Robin Gibb's first solo single effort since 1970. The pace of the song is slow and comfortable. Strings carry a melody line while whitey economic keyboards and embelishment Gibb's stylish delivery. Smooth and coaxing, the track is likely to be a Top 40 favorite.

BRUCE SPRINGSTEEN (Columbia 3-10801)
"Badlands" (4:01) (Bruce Springsteen - ASCAP) (B. Springsteen)

A powerful force on contemporary songwriting and recording, Springsteen has not yet made a dramatic impact on Top 40 radio. "Prove It All Night," the first single from "Darkness On The Edge Of Town" failed to break into the Top 40. This second single should show what the rhythm section is loyal to the Top 40. With organ backing, guitar work, romping beat and Clemions' sax solo.

BOB DYLAN (Columbia 3-10805)
"Baby Stop Crying" (4:17) (Special Rider - ASCAP) (B. Dylan)

Dylan's recent tour was an eye-opener. Instead of resting on his accumulated laurels, Dylan chose to alter arrangements of some of his classics. He also presented new material from his "Street Legal" album. This first single has a tight, repetitive hook, backing singers, strong sax solo and organ work. Good AOR, pop pick.

HEATWAVE (Epic 8-50586)
Mind Blowing Decisions (3:58) (Wilder - ASCAP) (J. Wilder)

Taken from the successful "Central Heating" album, this one is a smooth and gentle ballad which revolves on fine singing and harmonies. Keyboards, guitars, strings and horn fill nicely. R&B influenced, this track also has a strong MOR and pop feel.

TED TAYLOR (MCA 40937)
"Kept Me My Head Above Water" (3:17) (Clan-dale/Ledaszad - ASCAP) (B. Lianis/G. Scarrolta)

Produced by Pardo Jones, this single offers Taylor's clear, upper register vocals riding above a steady, danceable beat. Conga and keyboard backing broadens the beat while horns, strings and guitar fills nicely. The chorus is melodic and particularly attention grabbing. Suited to R&B and pop lists.

DIRK HAMILTON (Elektra/Acclaim 45517)
"Welcome To Toyland" (3:14) (Rabbit Songs - BMI) (D. Hamilton)

This second single from Hamilton's "Meet Me At The Crux" album has a rich arrangement of guitars, still beat and horns. Hamilton's singing and scatting is reminiscent of Van Morrison but the feeling and enthusiasm is all his own. Hamilton is an artist to watch. AOR, pop interest.

DONNY HATHAWAY (Atco/Atlantic 7092)
"You Were Meant For Me" (2:49) (Kuumba Publishing - ASCAP) (W. Peterkin)

This first release from "The Best Of Donny Hathaway" is a meditative ballad about an enduring love. Sensi- ther's strings, guitar and excellent gentle singing make this a good R&B and pop add.

THREE OUNCES OF LOVE (Motown M1446F)

The Ounces offer excellent singing and a weighty rhythm section on this track. Tickling, punctuating guitar work, a sinuous bass line and piano fills are backed by strings and horns. Good R&B and pop add.

BOB SEGER & SILVER BULLET BAND (Capitol P-4618)
"Hollywood Nights" (3:15) (Gear Publishing - ASCAP) (B. Sager)

"Still The Same" was a Top 5 record on the CB pop chart and this follow-up single from the "Stranger To Stranger" album is already a Top 10 hit. A solid rocker about a Hollywood romance, the track features a commanding beat, piano fills, digging guitar work, and lead and backing vocals. Well-suited to AOR, Top 40 and pop.

MEAT LOAF (Cleveland Intl) (Epic 8-50588)
"Paradise By The Dashboard Light" (7:55) (Edward B. Marks/Newerland/Peg - BMI) (J. Steinman)

Two out of three hit records for Meat Loaf and this unusually long, dramatic follow-up from the "Bat Out Of Hell" album ought to challenge Top 40 radio again. Elvis Foley offers an excellent foil to Meat Loaf's romantic fantasies. "Scooter" Rizzuto, voice of the Yankees offers play by play. Excellent AOR, pop add.

CARLY SIMON & JAMES TAYLOR (Elektra/Acclaim E-45506)
"Devoted To You" (2:29) (House Of Bryant - BMI) (B. Bryant)

Taken from Simon's "Boys In The Trees" album, this remake of the Bryant song that was a classic for the Everly Brothers, features smooth acoustic guitar work and soaring lead guitar work mesh effectively with the solid beat. The vocals and harmonies are good. Good AOR, pop add.

THERE'S NO SURF IN Cleveland (3-28) (Cameo - BMI) (R. Reising/J. Girard)

This track produced by Eric Carmen opens with a pleasantly jazzy saxophone. The band then breaks into "summer" rock 'n roll which is strongly reminiscent of the Beach Boys. Horns add some razz. The vocals are excellent. Well-suited to pop playlists.

RANDY JACKSON (Epic 8-50576)

This gentle ballad features silky vocals by Jackson, smooth horn backing, synthesizer opening, gentle backbeat. The tempo rises pleasantly. Good add for R&B and pop playlists.

SOLOMN BURKE (Amherst 736)
"Please Don't Say Goodbye To Me" (4:12) (Harlem/Jerry William/M. Anthony/D. Williams, Jr.)

Burke has not been heard from for a while, but he has a long list of R&B and pop hits to his credit. Taken from his namesake album, this track features a steady beat. Burke's muscular singing and string backing. Rhythm guitar and congas offer a backbeat. Good R&B add.
Kenny Loggins

Universal Amphitheater, L.A. — Teamed with Jim Messina, Kenny Loggins created a strong, nationwide following, sold millions of records and performed songs which will long be considered classics. Since the natural conclusion of that coincidental partnership, Loggins has gone on to develop a solo career firmly establishing his career as a solo artist.

Beneath a full moon and clear black skies, Loggins offered a rousing well-put together set of songs from the gamut of his career. A strong performer who comes forward on the stage to seize the audience's attention, Loggins danced and sang convincingly. Backed by a tight six-piece band, he played guitar and sung in a manner similar to Bruce Springsteen.

"Angry Eyes," a defiant rocker from the Messina partnership, was brimming with wrangling guitar work and topped by a four-piece band. "Whenever I Call You 'Friend,'" Loggins' first single from his new "Highway" album featured strong vocal work and excellent picking. While the audience sang along, Loggins' vocal range was clear, and his attention to detail abounded. 

Throughout the show, the interplay among the lead guitar, steel and accordion players added dimension and color to the performance not often found on stage. While they effectively re-created live the extended arrangements found on Ely's records, the group also went beyond them by injecting spirited solos and other little touches.

The result was one of the freshest, most engaging shows of the year from one of the most promising artists of any age.

-- Jeff Crossan

The Stranglers

The STARWOOD, L.A. — The Stranglers are possibly the best selling new wave band in Britain. As a result of the encouragement from the packed house at the Starwood, the Stranglers display even more than enough rock 'n' roll credence and creativity to garner widespread success.

The band played several albums, the group in concert exhibits haunting, eerie textures to support its no-holds-barred, somewhat abrasive statements about the emptiness of women and the seediness of urban life. Yet in performance, the Stranglers are equally occupied with presenting a highly energetic, extremely tight rock progression. Such numbers as "Something Better Beginning," which showcases the group's frenzied, inspired blend of arresting guitar licks by Hugh Cornwell, stimulating keyboard runs by David Jellicoe, and strong rhythm support from bassist Jean Jacques Biren and drummer Dave Only.

In contrast to other new wave outfits, the Stranglers are a slightly older, more experienced foursome. They are a bit less visually animated and flamboyant. With the exception of the occasional acrobatics of Biren, the quartet simply derives its power from its unique composition and musical delivery rather than from any large-scale, on-stage theatrics. Playing an approximately 90-minute set which included two encores, the Stranglers made its Los Angeles concert debut an auspicious one.

-- Dale Kawashima

Davie Ely

Palomino, North Hollywood — Joe Ely's three-night stand here provided a healthy dose of the country music elements which initially made it such a popular form in the American South and West and which later helped it become virtually universal in its expression.

Like the most influential country music figures, the MCA artist combines simplicity, lyrical depth into his songs and live act, bringing a welcome contrast to the superficiality which sometimes characterizes country, pop or any other category.

For this reason, Ely has the ability, much like precedents like Hank Williams or Ray Charles, to transcend the "categories" of categorization, to be dictated by instrumentation or the geographic region of the country from which he came — in Ely's case, Texas.

His 75-minute set blended a variety of styles, including country, rock, western swing, Cajun and some Tex Mex elements. His band, the Joe Ely Band, might also be called "The Band" of country-western music because of the precision and craft with which each of the members plays.

-- Peter Hartz

David Bromberg

Fox Venice Theatre, L.A. — Perhaps the best way to describe a David Bromberg show is to call it exuberant American music, with his eclectic and personal style reflecting the many different influences present in the American musical landscape today. Bromberg is a consummate musician, playing guitars, fiddles, banjos and mandolins and bass and drums for fun. He offers a fresh interpretation of the native American styles including folk, country, Cajun, jazz, blues and rock. Combined with his penchant forwit, humor and his own personal style, the music is tailored to suit the audience. Half the fun lies in the personality, the mix of the put the sell-out audience in a joyful, hand-clapping mood. Bromberg is a master of his craft, but he also plays it fast-fingered lead guitar while also supplying interpretative vocals well-suited to his role. This was a thoroughly entertaining rendition of "I Will Not Be Your Fool," although "Travelin' Man," and "King Cotton Blues" also stood out.

-- Alan Sutton

The BOTTOM LINE, NYC — Since Carlene Carter is a descendant of the Carter family, country singers, one might think that her self-titled debut album would bear the trapping of her heritage. But instead the singer cut her record in England with Graham Parker's pub-rock band, the Rumour, and the combination of country in her voice, the soulful woman of two also knows how to rock 'n' roll.

As a member of the Rumour, whose second album sans Parker is due out shortly, Carter led the band through most of the material found on her Warner Bros. debut.

Carter paced her set with a variety of ballads, cover songs, and rock-oriented selections. She moved from the breezy "Alabama Morning," with its haunting evocation of a Laura Nyro composition, to bouncer tunes like Tracy Nelson's "I've Got Love in My Heart" and "Love Is Gone." On _Never Together But Close Sometimes_, which she described as "the story of my life," the band supplied a reggae treatment against the singer's deliberate phrasing — a quality that makes her voice alternate strong and tender.

Individually, guitarists Brinsley Schwarz and Martin Belmont contributed passionate solos with exceptional support from the rhythm section of Andrew Bodnar and Steve Goulding; Schwarz's instrumen-

-- John Burton

Greekg Theatre, L.A. — Keyboard wizard Chick Corea, wrapping up a three-month world tour, cast a spell of big band fusion over an appreciative audience at the Greek Theatre. In a two-hour-plus show, Corea explored the musical possibilities of fusing jazz with elements of classical, Latin and funk.

The presence of special guest Herbie Hancock gave an added dimension to the concert. In an abbreviated duet performance remarking on their earlier collaboration, Corea and Hancock squared off at their respective grand pianos and opened the show with a tight and furious acoustic jazz.

For the brief intermission, Corea re-emerged fronting a 13-piece band that included a five-man horn section, a string quartet and a potent rhythm section bolstered with two percussionists. Singer/pianist Gayle Moran alternated with Hancock throughout the evening as Corea's keyboardist.

A pair of Corea compositions — "Day Dance" and "Hapapody" — separated by an exciting jazz orchestra interlude, combined for the most outstanding segment of the show. What made this as well as the entire show so engaging was the chemistry between Corea, Hancock and lead man Joe Farrell and the integration of the string quartet.

-- Alan Sutton

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A HIT THAT YOU CAN'T BUY, YET — Air personality Trigger Black (Gary Guthrie), PD of WAKY in Louisville has created a monster. Guthrie after noticing the marked similarity between Barbra Streisand and Neil Diamond's separate versions of the song "You Don't Bring Me Flowers" decided to create a dynamite novelty song to combine the two versions. Guthrie went into the WAKY production facilities three weeks ago and took the voice tracks off Streisand's "Songbird" LP and Diamond's "I'm Glad You're Here With Me Now" and rewrote the respective lyrics to suit. Guthrie sang a duet. WAKY played the prefab wonder on morning drive and the response, according to WAKY, was incredible. The song entered the station's playlist at #19. According to Guthrie, MOO, the parent company, to which the women have been calling en masse requesting the song which has a love affair gone bad theme. The record is now being played in all day parts by the station. However, such success has created problems. Local retail outlets are being driven to distraction by irate potential buyers of a record that does not exist.

That situation may change. Reportedly, according to WAKY, CBS president Bruce Lundvall has heard a cassette of the song and thinks it is a winner. Diamond and his manager, Jerry Weintraub have also reportedly heard the song and are enthusiastic about going into the studio. Whether Streisand will go for a duet with Neil is unknown at this time.

WAKY has been known to jump on other unusual efforts. The station was one of the first to play the novelty hit "Ca Plane Pour Moi" by Plastic Bertrand. As Moody says, "We thought we were going to make a name with Bertrand, but now it looks like this Streisand/Diamond thing will be it.

Great idea WAKY, think of the possibilities. How about a duet of Frank Sinatra and the Sex Pistols' Sid Vicous singing "My Way."

NOT WITH MY SATELLITE — The Mutual Broadcasting System recently filed a petition with the FCC to deny an application by the Atlantic Press Publishing Co., 124 telephone calls over an estimated 25 developmental receive-only satellite earth stations. It seems Mutual wants to keep its competitive position at a maximum. It submits that the real reason for AP's petition is to protect both RCA Americom and Harris Corporation (firms involved in the manufacture of test stations), both of which Mutual says, "have been respectively placed in a competitive disadvantageous competitive position vis-a-vis Western Union and other m.ps. of SATs." The network says Western Union will "have no choice but to participate in these tests for competitive reasons" and that AP is "the principal beneficiary of this 'developmental' boodoggle at the expense of public interest." Because in trouble passing of the buck by RCA and WU station holders, Mutual fears that it may have an "up hill" ratepayer. Besides, says Mutual, the whole thing is a "sham" because the feasibility of using SATs for audio programs and data transmission was conclusively demonstrated in a series of tests conducted by WU between Aug. 1977 and January of this year. It sounds like Star Wars all over again.

NAB recently took a giant step into the space age with a little satellite gimmickry of its own. To celebrate the final payment on the NAB building in Washington, a signal from a satellite, 25,000 miles from earth, was used to ignite the building's mortgage in a ceremony on AB Broad Street. The satellite and satellite team are operated by Mutual and Western Union.

THE YANKES ARE NOT MY TEAM — New WRKO PD Mark McKay has come up with a good idea which could be emulated by all. Meat Loaf fans who have no particular love for the New York Yankees. McKay replaced Yankee broadcaster Phil "Scooter" Rizzuto's play-by-play calls on "Paradise By The Dashboard Light" by Meat Loaf with an overdub by Boston Red Sox broadcaster Dick Stockton. RKO fans in Boston no longer have to suffer Yankee transgressions of their territory.

Speaking of good old Boston by the Bay, Willie Alexander & The Boom Boom Band's up-coming album on MCA contains a cut, "Sky Queen," which refers to ex-WABC air personality, Maxanne Sartori, who used to broadcast from stations HOs high atop Boston's towering Prudential building.

REPEAT BROADCAST: "Gee" — CBS/WBFS will rebroadcast its eight-hour chronological biography of Elvis Presley's life and music, beginning August 16 at 5:30 p.m. — one year to the moment of the time WBFS/WBFS announced that the King of Rock 'N' Roll had died. The retrospective highlights 152 Presley songs and includes many interviews with family and friends. The ABC Radio Contemporary Network is also planning an Elvis tribute to be broadcast Aug 13. The program, "Elvis: Memories," contains first-time discussions with Priscilla Presley, Elvis's ex-wife, WABC radio air personality and producer George Michaels. It has been called a "four hour saga" and "By the time you dig deep in the interview, he made 124 phone calls over a period of a month-and-a-half to track down the phone private number of Ms. Presley. In all, Michael conducted 44 hours of interviews with 31 people to put together "Elvis: Memories." MORE: ABC Fm has made a deal with MCI (Michael Demento) to 120 stations nationally. The two-hour weekly program was added recently at Atlanta's WLKS, WZZQ in Jackson, Miss., WEZQ in Little Rock and WSKZ in Chattanooga, Tennessee.

JOBS — Firstly, WRFC (AM 96) is looking for someone to handle a afternoon drive spot "that will come open if the PD can get the GM into letting him cut back his air shift." Heavies are asked to call "two or three times a week in the next few weeks." Local knowledge is requested. WRFC is looking for an experienced AOR jock with good production and desire for creative input. Send tape to: Armond Chianti, 1901 Reid Rd. Rockford, IL 61111 or (815) 877-3075.

Scoty Brink will join WBNF in a morning show position to be named "Dave's World III." He is looking for an experienced AOR jock with good production and desire for creative input. Send tape to: Armond Chianti, 1901 Reid Rd. Rockford, IL 61111 or (815) 877-3075. 

WBBM (670 AM) will be moving to its new home at WEFM in Chicago. Jeff Sunshine, who is a favorite with his "Noon-ishes," will move to the new station. He has been a fixture on the WBBM airwaves for years.

ELO AT CKLW — Dav Bevan and Jeff Lynne of Electric Light Orchestra recently paid a visit to CKLW in Detroit. ELO will be returning to the area on Aug. 12 for a show at Pontiac's Silverdome. Pictured (l-r) are Bryan Blatt, national marketing director, Jet Records; Bevan; Lynne, Rosalie Trombley, CKLW; Hugh Surratt, west coast regional director, Jet Records; Dean McDougall, assistant national marketing director, Jet.

Pacifica Petitions High Ct. To Review WBAI/Carlin Case

by Joanne Ostrow

WASHINGTON, D.C. — Pacifica Foundation, owner of WBAI-FM in New York, has petitioned the Supreme Court for a rehearing of the "seven dirty words" case. The petition claims the high court's opinion which upheld the FCC's right to punish the broadcast of "indecent" material will have a "substantial adverse impact" on freedom of communication and press in the broadcast medium.

Other commercial and noncommercial broadcasters have also appealed the nonconformist WBAI-FM. In a friend-of-the-court filing, the National Association of Broadcasters, along with other media groups, supported Pacifica's request for rehearing. NAB suggested that whether or not the rehearing is granted, the court should clarify its opinion regarding Section 326 of the Communications Act. That section denies the FCC the power of censorship over radio, and states "no regulation or condition shall be promulgated (by the FCC) which shall interfere with the right of the free speech by means of radio communications.

NAB noted that the court made a distinction between censorship, which is not allowed, and after-the-fact revocation of indecent programs, which was upheld. NAB said this is "contrary to the legislative history of the section and prior FCC and court decisions." At the time the decision was handed down, Pacific issued a similar statement noting, "It encourages self-censorship with the threat of license revocation after the fact." (Cash Box, July 15)

FCC Chairman's Stand

The FCC is taking steps to assure broadcasters that it does not seek the role of censors. FCC Chairman Charles Ferris recently told broadcasters meeting in Boston that the Supreme Court's ruling would be "not involved in the future only if the WBAI situation were virtually recreated; that is, words dealing with sexual and excretionary functions repeated many times during a daytime broadcast. "We at the FCC," Ferris said, "are far more dedicated to the First Amendment's promise that broadcasters should be free to present points of view they may deem unorthodox.

FCC MIGHT STOP Deliver Disco Album

NEW YORK — RCA Records will employ several attention-getting devices to launch "Disco From Another Galaxy" by Space Project, currently a Canadian disco hit.

The first shipment of the album, representing a limited edition pressing of 30,000, will be processed on gold vinyl and each album cover will bear a number album sticker.

In addition, modes dressed in colorful space suits will be featured on the front cover of the album to radio stations in New York, Miami, Boston, Washington, and Los Angeles.

Warning
Most Added FM LPs

### #1 Most Added
- **GREG KIHN BAND**
  - **Next Of Kin**
  - **Beezerkey**
  - ADDED THIS WEEK:
    - KNAC, WJL, WBLM, KSJO, WAB, KXTC, WBON, WMMS, WLIR, WHFS, KSJO
  - HISTORY TO DATE:
    - None

### #2 Most Added
- **LEO SAYER**
  - **Warner Brothers**
  - ADDED THIS WEEK:
    - WYDD-FM
    - WYSP-FM
    - WMMS
    - Springsteen, Rolling Stones
  - HISTORY TO DATE:
    - None

### #3 Most Added
- **MOON MARTIN**
  - **Shots From A Cold Nightmare**
  - **Capitol**
  - ADDED THIS WEEK:
    - WLAQ, KRST, WYFE, WBON, WJRT, WLIR, WHFS, KSAN
  - HISTORY TO DATE:
    - None

### #4 Most Added
- **AMBROSIA**
  - **Life Beyond LA**
  - **Warner Brothers**
  - ADDED THIS WEEK:
    - WABX, KSHE, WAB, WMMS, WHFS
  - HISTORY TO DATE:
    - None

### #5 Most Added
- **BOB McGUIRREN**
  - **Superstar**
  - **Butterfly**
  - ADDED THIS WEEK:
    - WABX, KSHE, WAB, WMMS, WHFS
  - HISTORY TO DATE:
    - None

### #6 Most Added
- **JESSE WINCHESTER**
  - A Touch On The Rainy Side
  - **Bearsville**
  - ADDED THIS WEEK:
    - WJL, KSHE, WHFS
  - HISTORY TO DATE:
    - None

### #7 Most Added
- **BILL CHINNOCK**
  - **Badlands**
  - **Atlantic**
  - ADDED THIS WEEK:
    - WYDD-FM
  - HISTORY TO DATE:
    - None

### #8 Most Added
- **CHRIS REA**
  - **Whatever Happened To Benny Santini?**
  - **Magnet/UA**
  - ADDED THIS WEEK:
    - WLVO, WAB, WGRQ, KADI, WJRT

### #9 Most Added
- **BROOKS**
  - **Simon & Garfunkel**
  - **Columbia**
  - ADDED THIS WEEK:
    - WYDD-FM
  - HISTORY TO DATE:
    - None

### FM Station Reports — New ADDS/Hot Rotation

**WLIR-FM - LONG ISLAND - DENIS MCAMARA/LARRY KLEINMAN**
- ADDS: Pat Metheny, Chuck Mangione (hts), Greg Kihn, Moon Martin, Pete Carr, Chuck Corea, Steve Harley

**KNX-FM - LOS ANGELES - MICHAEL SHEHY**
- ADDS: Leo Sayer, Jesse Winchester, Aerosmith, Dan Kimmon, Dan Hill, Angelo, Captain and Tennille (45)

**KWST-FM - LOS ANGELES - BOB GOWA**
- ADDS: Trooper, Who (45/imp)
- HOTS: Rolling Stones, Bob Seger, Foreigner, Joe Walsh, Bruce Springsteen, Chillicok, Stonebelt, Dave Mason, Kenny Loggins, Prisma

**WNR-RF - NORFOLK - RON REGER**
- ADDS: Bob Seger, Rolling Stones, Chillicok
- HOTS: Kenny Loggins, Pablo Cruise, Jimmy Buffett, Bob Seger, Foreigner, Van Halen, Bruce Springsteen, Rolling Stones, Peggi Martini, Moody Blues, Joe Walsh, Little River Band

**WMFR-FM - PHILADELPHIA - JERRY STEVENS**
- ADDS: None
- HOTS: Rolling Stones, Bob Dylan, Bob Seger, Foreigner

**WYSP-FM - PHILADELPHIA - STEPHEN JOHNSON**
- ADDS: Robin Trower (45)
- HOTS: Pablo Cruise, Kenny Loggins, E&W (45), Bob Seger, Bruce Springsteen, Rolling Stones, Moody Blues, Foreigner, Bob Dylan, Wings, Joe Walsh, Billy Joel, Alan Parsons

**WYDF-FM - PITTSBURGH - STEVE DONNES/JACK ROBINSON**
- ADDS: Ambrosia, Leo Sayer
- HOTS: Rolling Stones, Bruce Springsteen, Foreigner, Bob Seger, Moody Blues, Dave Mason, David Gilmour, Little River Band, Kenny Loggins, Alan Parsons, Bob Dylan, Pablo Cruise, Todd Rundgren (45/imp)

**WYFD-FM - ROCKFORD - ARMANDO CHIANTI/BRAD HOFFMAN**
- ADDS: Johnny Winter, Winter Martin
- HOTS: Cheap Trick, Bruce Springsteen, Rolling Stones, Moody Blues, Bob Seger, Bob Dylan, Alan Parsons, Foreigner, Joe Walsh, Eddie Money, Pablo Cruise, David Gilmour, Lake, Dave Mason, Leon Russell, Kenny Loggins

**KADI-FM - ST. LOUIS - PETE PARISH**
- ADDS: Tenney/Spencer Band, "War Of The Worlds", Burton Cummings, Leo Sayer, Liar, Larry Carlton, Ambrosia, Lori Lieberman, Crimson Tide, Chris Rea
- HOTS: Peggi Martini, Bob Seger, Leon Russell, Gerry Rafferty, Rolling Stones, Moody Blues, Todd Rundgren, Foreigner, Alan Parsons, Dave Mason

**KSHE-FM - ST. LOUIS - TED HABECK**
- ADDS: John Mayall, Bob McGilp, Genya Ravan
- HOTS: Cheap Trick, Bruce Springsteen, Rolling Stones, Moody Blues, Bob Seger, Foreigner, Peter Gabriel, Joe Walsh, Daryl Hall, Steve Miller, Fleetwood Mac, Bob Dylan, "War Of The Worlds", Burton Cummings, Leo Sayer, Liar, Larry Carlton, Ambrosia, Lori Lieberman, Crimson Tide, Chris Rea

**KMLE-FM - SAN FRANCISCO - MARK COOPER**
- ADDS: Leo Sayer, Leon Russell, City Boy (45), Who (45/imp)

**KZAM-FM - SAN FRANCISCO - KALE IDRIS**
- ADDS: John Prine, Russ Ballard, Bobby Caldwell, Moon Martin, Greg Kihn, "Hotels, Motels and Road Shows", Pat Metheny

**KONE-FM - SAJOSE - DANA JANG**
- ADDS: Johnny Winter, Chris Rea, Motors, Rita Coolidge, Laura Nyro, Carla Am Fischer

**KZAM-FM - SEATTLE - JON KERTZER**
- ADDS: Bruce Springsteen, Jesse Winchester, John Prine, Ry Cooder, Bob Dylan, Bob Seger, Laura Nyro, Bim, Wendy Wildman, Paul Winter, Bob Marley, Pat Metheny, Willie Nelson, Rolling Stones, Kinks, Carly Simon

**WHFS-FM - WASHINGTON - DAVE EINSTEIN**
- ADDS: Moon Martin, John Mayall, Savoy Brown, Greg Kihn, Bob McGilp, Kenny Barron, Sonny Fortune, Roy Ayers, Leo Sayer
- HOTS: Rolling Stones, Bruce Springsteen, Bob Dylan, John Prine, Pat Metheny, Johnny Winter, Steve Miller, Jimmy Buffett, "War Of The Worlds", Burton Cummings, Leo Sayer, Liar, Larry Carlton, Ambrosia, Lori Lieberman, Crimson Tide, Chris Rea

**WRN-FM - WESTCHESTER - DONNA LEMISZKI**
- ADDS: Curtis Mayfield, Bros, John Lennon, Colin Blumstone, Crusaders, Laura Allan, Bill Cohn
- HOTS: "Saturday Night Fever", Bob Seger, Joe Walsh, Pablo Cruise, Gary Rafferty, Bob Dylan, Bruce Springsteen, Moody Blues, Billy Joel, Jefferson Starship

**WAFF-FM - WORCESTER - LEE ARNOLD/JOHNN DILLMAN**
- ADDS: Ambrosia, Talking Heads, Gato Barbieri, Tony Brea
- HOTS: Cars, Bob Dylan, Foreigner, Meat Loaf, Moody Blues, Pablo Cruise, Rolling Stones, Bob Seger, Bruce Springsteen, Who (45/imp)
 northeast

WRKY — ALBANY/TROY — CHRIS BAILEY, MD — PICK: TROOPER

WEB — BURLINGTON — COMMODORES, 30 To 25, Robbin, 28 To 23 — Chris Rea, 27 To 24 — Exile, 24 To 21 — E.C. King, 22 To 19 — Ritz Coolidge, 17 To 14 — Foreigner, 15 To 12 — James, 11 To 8 — Foreigner, 4 To 1 — Little River Band. ADDS: Chris Rea, Little River Band, King, Rick James, Elton John, J.J. Cale, Air Supply, Raydio, Nick Gilder, Meat Loaf

WGOY — BOSTON — COMMODORES, 30 To 25, Robbin, 28 To 23 — Chris Rea, 27 To 24 — Exile, 24 To 21 — E.C. King, 22 To 19 — Ritz Coolidge, 17 To 14 — Foreigner, 15 To 12 — James, 11 To 8 — Foreigner, 4 To 1 — Little River Band. ADDS: Chris Rea, Little River Band, King, Rick James, Elton John, J.J. Cale, Air Supply, Raydio, Nick Gilder, Meat Loaf

WBF — BOSTON — CHARLIE FERNANDEZ, MD — PICK: AEROSMITH

WBG — BRIDGEPORT — GREG LOEHR, MD — PICK: AEROSMITH

WBR — BUFFALO — SANDY BEACH, MD — PICK: AEROSMITH

WRC — HARTFORD — JOHN EAGEN, MD — PICK: AEROSMITH

WAV — NEW HAVEN — CURT HANSON, MD — PICK: AEROSMITH

WNB — NEW YORK — JAY COOKE, MD — PICK: AEROSMITH

WIF — PHILADELPHIA — JEFF RICE, MD — PICK: AEROSMITH

WPQ — PROVIDENCE — GARY BORKOWITZ, MD — PICK: TEDIYER PENGADERS

WRO — ROCHESTER — BILL HANSEN, MD — PICK: AEROSMITH

WLT — UTICA — JIM REITZ, MD — PICK: AEROSMITH

WANS — ANDERSON — BILL MCCOWN, MD — PICK: AIMEE NANCE

southeast

WF — ATLANTA — DAVE O'BRIEN, MD — PICK: AEROSMITH

WBR — AUGUSTA — BRUCE STEVENS, MD — PICK: AEROSMITH

WAG — AUGUSTA — STEVE YORK, MD — PICK: AEROSMITH

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REGIONAL PROGRAMMING GUIDE

midwest

WCEU - ACRON - CRAIG JOHNS, MD
1-1 - Commodores, JUMPS: 30 To 26 - Chris Reid, 27 To 17 - Rita Coolidge, 21 To 17 - Jackson Browne, 18 To 14 - Paul McCartney, 13 To 9 - Bob Seger, 8 To 5 - Eddie Money, 4 To 2 - Foreigner.

WLS - CHICAGO ALAN BURNS, MD
1-1 - Steve Martin, JUMPS: 24 To 10 - Meat Loaf, 10 To 11 - Taste Of Honey, 9 To 6 - Commodores.

WMET - CHICAGO - CRAIG ROBERTS, MD
2-1 - Rolling Stones, JUMPS: 30 To 26 - Chris Reid, 27 To 18 - Taste Of Honey, 24 To 20 - Andy Gibb, 22 To 17 - Pablo Cruise, 21 To 10 - Foreigner, 12 To 10 - Foreigner.

WQCB - CLEVELAND - BOB TRAVIS, MD
6-1 - Taste Of Honey, JUMPS: 30 To 27 - Cars, 28 To 24 - Toby Beau, 26 To 12 - Village People, 15 To 12 - Foreigner, 9 To 7 - The Moody Blues, 4 To 2 - Foreigner.

WZAP - CLEVELAND - TOM JEFFRIES, MD
3-1 - Rolling Stones, JUMPS: 40 To 37 - Genesis, 39 To 36 - Kinks, 38 To 35 - Little River Band, 34 To 28 - Foreigner, 27 To 24 - Jackson Browne, 23 To 19 - Al Green.

WNCI - COLUMBUS - STEVE EDWARDS, MD
1-1 - Commodores, JUMPS: 30 To 28 - ELO, 27 To 18 - Foreigner, 16 To 10 - Genesis, 9 To 7 - Pablo Cruise.

WING - DAYTON - KEN WARREN, MD
1-1 - Rolling Stones, JUMPS: 30 To 26 - ELO, 25 To 22 - Foreigner, 20 To 18 - Meat Loaf, 16 To 11 - Jefferson Starship.

KGA - DES MOINES - GARY STEVENS, MD
5-1 - Commodores, JUMPS: 25 To 20 - Foreigner, 16 To 15 - Little Feat, 10 To 9 - Foreigner, 9 To 7 - Foreigner, 5 To 4 - Foreigner.

KQCO - DENVER - ROSALIE TROMBLEY, MD
1-1 - Commodores, JUMPS: 28 To 21 - ELO, 25 To 13 - Olivia Newton-John, 15 To 9 - Meat Loaf, 12 To 10 - Taste Of Honey, 9 To 7 - Andy Gibb, 5 To 2 - Bad Company.

KTED - DETROIT - CHARITA DORAM, MD
1-1 - Commodores, JUMPS: 30 To 26 - Nick Gill, 31 To 25 - Fox, 30 To 27 - Quincy Jones, 29 To 24 - Teddy Pendergrass, 23 To 14 - ELO, 21 To 14 - Meat Loaf, 17 To 13 - Bob Seger, 9 To 7 - Olivia Newton-John.

KAAY - LITTLE ROCK - DAVE HAMILTON, MD
1-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 20 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 15 - Foreigner, 18 To 15 - Joe Walsh, 14 To 12 - Foreigner, 10 To 8 - Meat Loaf.

KZGR - GRAND RAPIDS - JAY MICHAELS, MD - PICK: BILLY JOEL
1-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 16 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 15 - Foreigner, 18 To 15 - Joe Walsh, 14 To 12 - Foreigner, 10 To 8 - Meat Loaf.

KWDE - INDIANAPOLIS - JEFF LUCIFER, MD
KDEW - Commodores, JUMPS: 29 To 25 - Exile, 28 To 25 - Andy Gibb, 27 To 24 - Steely Dan, 22 To 18 - Foreigner, 17 To 15 - Joe Walsh, 12 To 10 - Foreigner, 8 To 7 - Foreigner.

KKEQ - KANSAS CITY - KIM WELCH, MD - PICK: LITTLE RIVER BAND
1-1 - Commodores, JUMPS: 30 To 26 - Todd Rundgren, 29 To 21 - Taste Of Honey, 27 To 24 - Foreigner, 21 To 19 - Eddie Money, 17 To 15 - Joe Walsh, 15 To 13 - Little Feat, 12 To 10 - Foreigner.

KWIS - MADISON - BILL VANCIL, MD
1-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 20 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 18 - Foreigner, 17 To 15 - Joe Walsh.

KCRB - MASON CITY - BOB SCOTT, MD - PICK: LITTLE RIVER BAND
KKEQ - KANSAS CITY - KIM WELCH, MD - PICK: LITTLE RIVER BAND
1-1 - Commodores, JUMPS: 30 To 26 - Todd Rundgren, 29 To 21 - Taste Of Honey, 27 To 24 - Foreigner, 21 To 19 - Eddie Money, 17 To 15 - Joe Walsh, 15 To 13 - Little Feat, 12 To 10 - Foreigner.

WKMI - MILWAUKEE - JIM SMITH, MD
1-1 - Foreigner, JUMPS: 30 To 25 - Exile, 24 To 20 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 18 - Foreigner, 17 To 15 - Joe Walsh, 12 To 10 - Foreigner, 8 To 7 - Foreigner.

WZUU - MILWAUKEE - CHRIS CURTIS, MD
1-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 20 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 18 - Foreigner, 17 To 15 - Joe Walsh, 12 To 10 - Foreigner, 8 To 7 - Foreigner.

WOWA - OMAHA - ROGER DAVIS, MD
3-1 - Commodores, JUMPS: 16 To 13 - Chris Reid, 11 To 9 - Aerosmith, 10 To 8 - Steve Miller Band, 8 To 5 - Foreigner.

130 - PITTSBURGH - PAT TULLI, MD
1-1 - Commodores, JUMPS: 29 To 24 - Andy Gibb, 28 To 26 - Nick Gill, 27 To 24 - Foreigner, 26 To 23 - Foreigner, 23 To 20 - Foreigner.

WSVT - STUBENVILLE - PAT D'BRIAN, MD - PICK: CHILLIWACK
1-1 - Commodores, JUMPS: 44 To 30 - Kenny Rogers, 38 To 29 - Anne Murray, 37 To 28 - Winger, 36 To 28 - Foreigner.

WSPN - STEVENS POINT - PAT MARTIN, MD - PICK: NICK GILDER
5-1 - Commodores, JUMPS: 29 To 24 - Andy Gibb, 28 To 26 - Nick Gill, 27 To 24 - Foreigner, 26 To 23 - Foreigner, 23 To 20 - Foreigner.

WZLZ - WICHITA - BOB LAURENCE, MD - PICK: RITA COOLIDGE
1-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 20 - Andy Gibb, 23 To 20 - Steely Dan, 22 To 18 - Foreigner, 17 To 15 - Joe Walsh.

KLMH - LINCOLN - RICK HORN, MD
1-1 - Commodores, JUMPS: 30 To 26 - Todd Rundgren, 29 To 21 - Taste Of Honey, 27 To 24 - Foreigner, 21 To 19 - Eddie Money, 17 To 15 - Joe Walsh, 15 To 13 - Little Feat, 12 To 10 - Foreigner.

KFTL - DENVER - RANDY JAY, MD
2-1 - Billy Joel, JUMPS: 30 To 24 - Exile, 28 To 24 - Andy Gibb, 27 To 24 - Foreigner, 22 To 19 - Foreigner.

KIM - DENVER - ED GREENE, MD - PICK: LITTLE RIVER BAND
8-1 - Joe Walsh, JUMPS: 30 To 23 - Foreigner, 29 To 21 - Eddie Money, 28 To 25 - Andy Gibb, 27 To 24 - Foreigner.

West

KKE - ALBUQUERQUE - CHRIS CAREY, MD
1-1 - Foreigner, JUMPS: 26 To 23 - Chris Reid, 22 To 17 - Todd Rundgren, 18 To 14 - Olivia Newton-John, 14 To 10 - Donna Summer, 11 To 8 - ARS, 9 To 4 - Foreigner, 4 To 2 - Pablo Cruise.

WOR - PHILADELPHIA - JIM DUBOIS, MD
2-1 - Commodores, JUMPS: 30 To 25 - Exile, 24 To 22 - Foreigner, 21 To 19 - Eddie Money, 15 To 12 - Foreigner, 9 To 7 - Foreigner.

WMTW - BOSTON - DAVID MCMANUS, MD
1-1 - Commodores, JUMPS: 30 To 26 - Todd Rundgren, 29 To 21 - Taste Of Honey, 27 To 24 - Foreigner, 21 To 19 - Eddie Money, 17 To 15 - Joe Walsh, 15 To 13 - Little Feat, 12 To 10 - Foreigner.

WRBA - BIRMINGHAM - ROBERTJAY, MD
1-1 - Commodores, JUMPS: 30 To 26 - Todd Rundgren, 29 To 21 - Taste Of Honey, 27 To 24 - Foreigner, 21 To 19 - Eddie Money, 17 To 15 - Joe Walsh, 15 To 13 - Little Feat, 12 To 10 - Foreigner.
### RADIO ACTIVE SINGLES

1. **HOT BLOODED** - FOREIGNER - ATLANTIC
   - KDWB 18-15, WNCI 17-10, WLOF 17-10, WRFC 17-7, WMYL 17-5
2. **AN EVERLASTING LOVE** - ANDY GIBB - CBS
   - KLFY 12-9, KISS 12-8, WFLI 12-7, WHHY 12-6, WADD 12-5
3. **HOT BLOODED** - FOREIGNER - Atlantic
   - KDWB 22-14, WBOB 22-13, WHHY 22-11, WLCI 22-10, WPOP 22-10
4. **HEELED TO YOU** - OLIVIA NEWTON-JOHN - ATLANTIC
5. **YOU ALL OVER** - EXILE - WARNER/Curb
   - WSM 22-14, WLOF 22-13, WWMF 22-13, WZGW 22-12, WWMF 22-12

### REGIONAL ACTION

**EAST**

- Most Active 1: HOT CHILD IN THE CITY - Nick Gilder - Chrysalis
- Most Added 1: HOT CHILD IN THE CITY - Nick Gilder - Chrysalis
- Summer Nights - Olivia Newton-John & John Travolta - RSO
- Spring Comes Together - Supertramp - Columbia

**SOUTHWEST**

- Most Active 1: REMINISCING - Little River Band - Harvest/Capitol
- Most Added 1: REMINISCING - Little River Band - Harvest/Capitol
- 3. Most Added: Etürh in the City - Nick Gilder - Chrysalis
- 4. Added: You and I - Rick James - Motown

**SOUTHEAST**

- Most Active 1: REMINISCING - Little River Band - Harvest/Capitol
- Most Added 1: REMINISCING - Little River Band - Harvest/Capitol
- 2. Most Added: 33-30, WRKO 25-18, WAYS 24-19, WMFJ 24-18, WAGQ 24-17, WKBW 23-16

**WEST**

- Most Active 1: REMINISCING - Little River Band - Harvest/Capitol
- Most Added 1: REMINISCING - Little River Band - Harvest/Capitol
- 1. Added: A Rock 'n Roll Fantasy - Kinks - Columbia
- 2. Added: Hot Child in the City - Nick Gilder - Chrysalis

### MOST ADDED RECORDS

1. **REMINISCING** - LITTLE RIVER BAND - HARVEST/CAPITOL
   - KLTG, KG, WPRK, WAVE, WAPE, WQBG, WBOB, KEEL, KXOK, B100, KNDJ, 130, WBBF, KTLK, KIM, KFAP, WSGA, WHFY, WKIX, WTLB, 296, WTRY, WLOF, WERC, KENO, KYRO, KNKE.
2. **HOT CHILD IN THE CITY** - NICK GILDER - CHRYSLIS
   - WSGA, 99X, KNUJ, KXOK, B100, WNCI, WDRB, KMN, KCPX, KPM, WKKX, WSGN.
3. **FOREIGNER** - CHRYSLIS
   - WSCA, WSCA, KEEL, KXOK, B100, WNCI, WDRB, KMN, KCPX, KPM, WKKX, WSGN.
4. **WSGA**
   - WSGA, 99X, WQBG, WBOB, KEEL, B100, WQBG, WSCA, WSCA, KEEL, KXOK, WBBF, WHFY, KXOK, B100, WNCI, WDRB, KMN, KCPX, KPM, WKKX, WSGN.
5. **HOLLYWOOD NIGHTS** - BOB SEGER - CAPITOL
   - WSCB, KG, WQBG, WBOB, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
6. **Fool (If You Think It's Over)** - CHRISS REA - UNITED ARTISTS
   - WBGW, KQBG, KHJ, CKLW, WGI, WSKY, WMFJ, WAGQ, WCHB, WBBF, KEEL, WSKY, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
7. **RIGHT DOWN THE LINE** - GERRY RAYFORT - UNITED ARTISTS
   - WSCA, WSCA, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
8. **KNESHA** - KELI - WARNER/CURB
   - WSCA, WSCA, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
9. **YOU NEEDED ME - ANNE MURRAY** - CAPITOL
   - WSRC, KG, WQBG, WBOB, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
10. **Elton JOHN** - WAREHOUSE - ATLANTIC
    - WSCA, WSCA, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
11. **YOU AND I - RICK JAMES** - MOTOWN
    - WSCB, KG, WQBG, WBOB, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
12. **HOLLYWOOD NIGHTS** - BOB SEGER - CAPITOL
    - WSCB, KG, WQBG, WBOB, KEEL, B100, WQBG, WSCA, WSCA, KEEL, WBBF, WHFY, WQBG, WSCA.
13. **YOU ALL OVER** - EXILE - WARNER/BROS.
    - WKBW, KQBG, WSAT, WSCB, KQBG, CKLW, WCAO 99X, WQBG, WSCA.

### SECONDARY RADIO ACTIVE

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Year</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dancing in the Dark</td>
<td>Chris Rea</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>You Satellite</td>
<td>Foreigner</td>
<td>1980</td>
<td>2</td>
</tr>
<tr>
<td>I Remember</td>
<td>Andy Gibb</td>
<td>1980</td>
<td>3</td>
</tr>
<tr>
<td>Over Arrest</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>4</td>
</tr>
<tr>
<td>Only One</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>5</td>
</tr>
<tr>
<td>The Connor</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>6</td>
</tr>
<tr>
<td>When You Say</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>7</td>
</tr>
<tr>
<td>You &amp; Me</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>8</td>
</tr>
<tr>
<td>Call Me</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>9</td>
</tr>
<tr>
<td>How Much I Feel</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>10</td>
</tr>
<tr>
<td>You're the Reason</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>11</td>
</tr>
<tr>
<td>Don't Stop Believin'</td>
<td>Foreigner</td>
<td>1978</td>
<td>13</td>
</tr>
<tr>
<td>Dreams</td>
<td>Olivia Newton-John &amp; John Travolta</td>
<td>1978</td>
<td>14</td>
</tr>
</tbody>
</table>

**FOOL (IF YOU THINK IT'S OVER)** - CHRISS REA
- USA: #1, UK: #2

**HOT CHILD IN THE CITY** - NICK GILDER
- USA: #1, UK: #2

**REMINISCING** - LITTLE RIVER BAND
- USA: #1, UK: #2

**FOREIGNER**
- USA: #1, UK: #2

**YOU NEEDED ME - ANNE MURRAY**
- USA: #1, UK: #2

**YOU AND I - RICK JAMES**
- USA: #1, UK: #2

**HOLLYWOOD NIGHTS**
- USA: #1, UK: #2

**YOU ALL OVER** - EXILE
- USA: #1, UK: #2

**HOT BLOODED** - FOREIGNER
- USA: #1, UK: #2

**AN EVERLASTING LOVE** - ANDY GIBB
- USA: #1, UK: #2

**HEELED TO YOU** - OLIVIA NEWTON-JOHN
- USA: #1, UK: #2

**YOU ALL OVER** - EXILE
- USA: #1, UK: #2
Going Solo After Leaving Hit Group Poses Many Problems

(continued from page 5)

developed within the group or preceded it. Such was the case of Joe Walsh, whose career after the breakup of the Eagles continued to be a continued to be a member of the Eagles. Jerry Sharer, vice president of marketing for Elektra/Asylum Records, noted that Walsh was always an individual whether he was with the James Gang or the Eagles, and there wasn’t any identity building necessary because his persona was already in place. And he was still a huge solo act in our minds and we’ve treated him as such. It’s not Joe Walsh as a guy from the Eagles, it’s Walsh the individual. And it’s worked. When you have an automatic hit like that it alleviates a lot. First of all, you don’t have to build an identity for the guy. It’s already there. You don’t have to support a tour, and you don’t have to build an audience. You don’t have to do all those developmental functions.

Identity Within Group

But most of the time, developmental functions are necessary. It is easier in the case of an artist like Peter Gabriel who had developed a strong solo image in Genesis (where he was the front man of the group) to launch his own career. Tony Smith, Gabriel’s manager, described Gabriel’s situation: “Peter had developed such a strong identity with the Genesis group, my priority was to establish that they could survive his departure. My next step was to focus on a new group. It was quite difficult because we didn’t want him to be trading off the Genesis thing. We wanted him to establish his own identity. If he could establish a separate musical area, I know that commercially, it kind of makes sense in the long run to have albums with stickers saying, ‘Ex-Genesis,’ and then the identity was something that he could carry as an artist, it’s the worst thing you can do.”

It is a battle I’ve been fighting with record companies around the world, especially in Europe, where Genesis is as big as yes, or very much like Pink Floyd are over here. With Peter I’ve tried to really try to deal the line between old wave and new wave, and I think we’ve been successful in making his impact record acceptable. You also have to absorb short term problems for larger long term gain. Pedro likes to change all time periods that makes it very difficult in a market that demands continuity. But that also makes it very challenging and at the same time forces change as part of his image. That’s why I admire David Bowie. He goes through the cycle of identity building and changes, he’s not, and he’ll still have a career for another 20 years. The same goes for Peter. You’ve got to get the first step ahead of your audience.

Immediate Success

When Burton Cummings left the Guess Who for a solo career, he was an immediate success. His hit record, “Stand Tall,” has been a hit for him, and it is the possible Lorne Saffier, vice president of artist development at Portrait Records. “We’ve got the most recent record, ‘Stand Tall,’ and all our time, it’s really the first album in his career that has really done well FM, so it’s taken him this long to break through. I think that few albums were certainly more worthy of FM acceptance, but even friends of mine who are program directors told me that Burton was not programmed when I told them that he was with the Guess Who. At the same time, his identification with the Guess Who helped make him as a recording artist, ‘Stand Tall,’ a million seller. In their day, the Guess Who played to a great many people and got a certain amount of FM love, but the memory is almost nonexistent, and every record practically is like a new career all over.”

Gordon also manages Teddy Pendegrass who currently has a Top 20 pop album, and applies the same rules of success. "I think that, in his case, has to delicately balance the past. The only time coming out of a group can be a success is if you present it as the cornerstone of the artist’s career. Using it a temptation that has to be resisted. You deal with it honestly, inform your public about it, get it out of the way, then move by your own merits. I feel strongly that the solo careers of both Burton Cummings and Teddy Pendegrass have to been with and their respective groups. I think that there’s more of a tenacious and part of the recording industry may dwell on the past in order to cause it to result in more immediate sales. (continued on page 4)

Cash Box/August 12, 1978
**TOP 50 ALBUMS**

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>Stardust</strong></td>
<td>Willie Nelson</td>
<td>RCA</td>
<td>1960</td>
</tr>
<tr>
<td>2. <strong>When I Dream</strong></td>
<td>Crystal Gayle</td>
<td>RCA</td>
<td>1964</td>
</tr>
<tr>
<td>3. <strong>Only One Love In My Life</strong></td>
<td>Merle Haggard</td>
<td>RCA</td>
<td>1967</td>
</tr>
<tr>
<td>4. <strong>Johnny and June</strong></td>
<td>Johnny Cash and June Carter</td>
<td>Columbia</td>
<td>1968</td>
</tr>
<tr>
<td>5. <strong>Crazy</strong></td>
<td>Patsy Cline</td>
<td>RCA</td>
<td>1961</td>
</tr>
<tr>
<td>6. <strong>The Very Best of Conway Twitty</strong></td>
<td>Conway Twitty</td>
<td>RCA</td>
<td>1967</td>
</tr>
<tr>
<td>7. <strong>Hanky Tonk Heroes</strong></td>
<td>Little Jimmy Dickens</td>
<td>RCA</td>
<td>1966</td>
</tr>
<tr>
<td>8. <strong>Contrary to Ordinary</strong></td>
<td>Jerry Jeff Walker</td>
<td>RCA</td>
<td>1968</td>
</tr>
<tr>
<td>9. <strong>Quarter Moon in a Ten Cent Town</strong></td>
<td>Kitty Wells</td>
<td>RCA</td>
<td>1969</td>
</tr>
<tr>
<td>10. <strong>Little Sister</strong></td>
<td>Little Jimmy Dickens</td>
<td>RCA</td>
<td>1965</td>
</tr>
<tr>
<td>11. <strong>I Love Me with the Whole World Over</strong></td>
<td>Roy Orbison</td>
<td>Columbia</td>
<td>1967</td>
</tr>
<tr>
<td>12. <strong>With You, I'm Born</strong></td>
<td>Ernest Tubb</td>
<td>Columbia</td>
<td>1966</td>
</tr>
<tr>
<td>13. <strong>Someone Loves You Honey</strong></td>
<td>Charlie Pride</td>
<td>RCA</td>
<td>1967</td>
</tr>
</tbody>
</table>

**Albums Examined**

Both Bowden and Maitland have taken a cold, hard look at the creative aspect of MCA's Nashville operation. Precisely, the two executives have examined album product and, for several reasons, found it wanting in terms of overall quality and direction. Maitland said Bowden is already meeting with MCA artists and discussing with each one his ideas of sound and much more time and money in the studio.

"Without looking outside the company for artists, as we did with Merle Haggard (Haggard was with Capitol Records for years), Jimmy and I have discussed in great detail what must be done for our established artists," Maitland said. "We want artists to take a greater period of time before recording in the production of material. This is material which has got to be open to everybody, not just certain publishers and writers. We want each artist not to have any commitments to anybody at all including our own MCA Publishing. We want plenty of time for the selection of material. From my point of view, I don't think Jimmy should be recording long before he gets into the studio. Jimmy feels strongly that one of the problems is to have the same personnel in the studio after minutes after running through a couple of sessions.

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**THROCKMORTON SIGNS**

Tree Publishing's Sonny Throckmorton has signed an exclusive recording contract with Phonogram/Mercury. Merckerson explained this month a single, "I Wish You Could Have Turned My Head (And Left My Heart Alone)" from his album, The Last Cheaters Waltz." Pictured in the recording studio are (l-r) (standing) Buddy Killen, Tree president and Throckmorton's producer; Throckmorton; and Charlie Feh, executive vice president of Phonogram, Inc.
JIMMY BUFFETT

Son of a Son of a Sailor

Produced by Norbert Putnam
Management: Irving Azoff, Front Line Management
BILLIE JO SPEARS (United Artists UA-X1299-Y)
77 Chevrolet (2:48) (ATV Music Corp. BMI) (R. Bowling)
Producer Larry Butler and vocalist Billie Jo Spears fall back on the melody and lyric content which made "Blanket On The Ground" a huge success a few years ago. Music Directors, Con Operators and Distributors who had good activity on "Blanket" should especially act on this cut.
DOWN DOWMAN (Lone Star 701)
Will On And Waylee (2:54) (Parody Pub. BMI) (J. Bowman, B. Graham, B. Walker)
Don's is the first single to come from the new Lone Star multi-artist LP titled "Six Pac Totally entertaining backed by Willie and Waylee. Flipside of the commercial copy is "Power Tool Song" which is reminiscent of his old "Freddy Fourties" single. A jive box must.
DONNA ANDERSON (J.E.C. GRT-168)
One Woman's Confession (2:18) (Shadowfax Music BMI) (R. Hellard, S. Michalsky)
This well produced and smoothly recited confession deals with the subject of wife abuse and may not be attractive to some programmers, but with a short timing of 2:18, it should be tested.

Singles To Watch

GENE WATSON (Capitol P-4616)
One Sided Conversation (2:52) (Joe Allen Music BMI) (J. Joe Allen)

REBA McENTIRE (Mercury 55037)
Last Night, Ev'ry Night (Combine Music BMI/Music City Music ASCAP) (B. Morrison, J. Zerfaced, B. Zerfaced)

RAZZY BAILEY (RCA PB-11338)
What Time Do You Have To Be Back To Heaven (3:03) (House of Gold Music Inc. BMI) (Steve Pippin/Johnny Slate)

EDDY RAVEN (Monument 45-260)
You're A Dancer (3:18) (Musician Music BMI ASCAP) (E. Raven)

JOHNNY BUSH (Gusto GT-4-9006)
She Just Made Me Love You More (3:15) (Power Play Music BMI) (M. Lytle/J. Coleman)

CATES SISTERS (Caprice CA 2051)
Lovin' You Off My Mind (2:03) (Sound Corp. Music ASCAP) (Don Lewis)

CATHY O'SHEA (MCA-40934)
Roses Ain't Red (2:52) (Music Land Co. ASCAP) (Diane Peefer)

JOHNNY PAYCHECK (Lone Star LD-7804)
If I'm Gonna Sink (2:24) (Mayhe Music Co BMI) (J. Paycheck/A. Mayhew)

CHARLIE CRAIG (Gusto GT-9007)
What's Going On With You (2:36) (Power Play Music BMI) (M. Lytle/C. Craig)

JIM E. LEWIS (Key K7687)
You Give Me You (And I Give You Me) (2:58) (High Falls Pub./Keys Made Music BMI) (J. Lester/J. Lewis)

DOLLY FLOY (Artic AR-1278)
Comin' On Strong (2:46) (Skol Music BMI) (Sonny Curtis)

HURRICANE BARN HUBER (Rose IRDA-500)
Now I Let Me Down To Sleep (3:47) (Lady Slipper Music BMI) (R.J. Richardson)

RONDINI (Giro G-141)
Living In The Best Of Two Worlds (2:53) (Rondini Music BMI) (Rkon Dini)

1978 Jamboree In The Hills Is Labeled "Unqualified Success" By Promoters

WHEELING, W. VA. — The second annual "Jamboree In The Hills," held July 15-16, and sponsored by The Wheeling Jam- boree and Columbia Pictures Industries, has been labeled an "unqualified success" by festival promoters.

Some 34,000 country fans filled the 150- acre Brush Run Park, located 15 miles west of here in St. Clairsville, Ohio, and Fred Kesherer, vice-president of Columbia Pic- nes, and "Unqualified Success" by festival promoters.

No Arrests

Not one arrest was made during the festival, and the amount of food consumed included four tons of spare ribs, 15,000 chicken halves, 70,000 hot dogs, 2,502 cases of beer and 60,000 soft drinks.

Wheelering Jam, primary sponsor for the festival, is a weekly country music show which has been broadcast live for 45 years.

Steelse Bows New Studio

LOS ANGELES — Recording engineer Howard Steele, co-owner of Studio 55 in Los Angeles, has built a new studio El Adele, in El Paso, Texas. The studio is equipped with a OAL unit with 28 inputs and 24 outputs and measures 40 ft. by 60 ft.

C.P. Releases 2nd LP

LOS ANGELES — "Jet Lag" by Chavin has become the second LP released on C.P. Records.

DOTTIE — Dottie West — United Artists — UA-LA860-G-0698
Producer: Larry Butler — List: 7.98
Dottie West is expected to be strong since she has teamed with producer Larry Butler. Butler has added a silky smooth instrumen- tal track behind Dottie's classly vocals, and the result is a very pleasant country LP. Fans of Dottie's "A White Country Girl" and "Come And See Me Lonely" should welcome this LP.

C.W. McALL'S GREATEST HITS — C.W. McCall — Polydor D-11656 — Producer: Don Sears and Chip Davis — List: 6.98
C.W. McCall has enjoyed enormous success with his 'talking story songs.' This is a compilation of his hits, and the LP includes "Mud" and "A Rose For Mama" and "Wolf Creek." McCall manages to invoke a ring of authenticity in his songs because of his seasoned, authoritative voice. Without a hit in some time, this package could stir new interest in C.W.'s career.

Willie Nelson has recently re-activated his Lone Star Record Label out of Austin, Texas, and this album is designed as an intro- ductionary package, including two vintage cuts by Nelson (recorded in 1961), six acts are represented here singing two songs each. "Lone Star" is expected to release individual albums in the near future on each act. Ray Wylie Hubbard's "Up Against The Wall Redneck Mother" and Don Bowman's "Willie And Waylee" highlight this LP.

Critics used to accuse Bob Dylan of sounding like an old dog with a bone in his mouth. We'll take that to mean the singer. Shelly Silverstein might sound even worse, but his brilliant, off-the-wall lyrics more that compensate for his raspy vocals. The likes of Johnny Cash, Bobby Bare and Dr. Hook have all recorded Silverstein songs. This album is Shel by himself, and songs like "The Father Of A Boy Named Sue" and "Someone Ate The Baby" speak for themselves.

Maitland Discusses Facelift Of MCA's Country Division

(continued from page 20)

songs. I don't think that fits today's standard for country music or any other kind of music.

Strong Material

Also, we don't want to have a hit single and a recording of our own missing, or an album, "We want to have an album which hopefully stands up on its own or without a single at all. This is not easy, but it can be done if we take the time and really demand quality material. This is a major part of our plan. We're just demanding about that. We want time to make it good, and as you might imagine, we are probably doubling the cost of recording. If not more. Some of our major artists have been approached about that so they can have an understanding of what we are talking about because it is money some of them might be taking home. But we are appealing to them that in the long run, they might be much better off with a well-balanced album because of greater possible sales. As I said, Jimmy and I have talked to a few artists, it's a great response. Merle (Haggard) at the meeting this morning was certainly evidence of that. Merle had been talked to earlier, mostly through his manager, by Bob at ASCAP, but now Jimmy's here and they are getting along fine. I think if we follow through on what we just mentioned with quality recording, there will obviously be more respect for that art and respect for that artist and the producer. And it is a reasonable assumption that by doing a more professional job, we will sell more product."

Along with a revision of MCA's present tistic attitudes toward album production, they are planning to add new artists to their roster. For example, Johnnie Wright, who has been in the business for a while, is being given a chance to make his mark. He's been working on the country field before, but he is on the way and we understand what we have to do. If there is a legitimate, free goods program for certain purchases, we are going to be there. This won't happen overnight, but we are on the right track."
"ROSE COLORED GLASSES"

John Conlee's First Chart Single
Top 10 Across The Board

BB-7*    RW-9   CB-8*
THE COUNTRY MIKE

DAVE DONAHUE TO PROGRAM WLOL/MINNEAPOLIS — After some five months without work, successful programmer Dave Donahue has been hired to take over the programming of WLOL, a Minneapolis/ St. Paul country station.

Donahue recently hosted his own syndicated country station Communications Properties chain, which owned KHAK/Cedar Rapids, Iowa. When ownership changes took place at KHAK and Communications Properties last March, Donahue was left without a job. WLOL has also gone through a recent ownership change. Midcontinent Broadcasting now owns WLOL, which has been in the hands of Bob Liggett, who has given Donahue, applied to the FCC for a call letter change. The ownership change became final last week. About his new appointment, Donahue says, “It’s great to be working again. I don’t know who I’m replacing!” "Dave Donahue said that he has been in the market for several days listening to WLOL and the competition. As of today Donahue can be reached at WLOL..."

DUGG COLLINS DESIGNS AS PD AT KDEW — As some of you may have heard, now, Dugg Collins is no longer PD at KDJW-Amurillo, GM George Smith has appointed Ted Spearing as the new PD/MD. Amburn also programs KDJW’s sister station KBUT-FM. Collins will stay on at KDJW for the time being as afternoon drive announcer. Why is Collins no longer PD?? He says, “It was a political thing. We lost numbers... but it was our first bad book in some time.” Collins has been with the John B. Walton station for the past 10 years.

IN LOUISVILLE — “Moon” Mullins has left WINN/Louisville to go to crosstown rival WTM.T. Some promotion people here in Nashville say “Moon” has been at WINS “since water”. He had worked in almost every capacity at the station, from operations manager to music director. All the best wishes to Mr. Mullins this week as music director and morning drive announcer under PD Mark Anderson.

PROGRAM DIRECTOR PROFILE — As reported in this column several weeks ago ... Rod Hunter has been appointed as the new PD at KSON/San Diego to replace Ed Henderson. Hunter, 48, a 20-year veteran of the airwaves, has been in four-building radio careers in both Nashville, Indiana, in 1965, Kegel programming experience with WJWG in Erie, Pennsylvania. From there Hunter did morning drive at WSLR/Akon and WVVA/Wheeling, where he had number one ratings. At one point in his career he programmed gospel station KUGR and KJLH in Los Angeles, and he’s also been at KDMP in Des Moines, a station that upset in tenth in a 40 station market. When asked what changes he might make in KSON programming philosophies, Hunter comments, “We’ll be making a couple of changes... I will be playing country, not rock music. We’re not going to play rock music anymore... crosstown is one thing, but rock is another...”

ARBITRON — In Salt Lake City, both KRQG and KOUP are doing very well, with a 3-1 for KRQG and a 5.0 (up from 2.0) for KOUP. WINN/Louisville went down... from a 7.9 to a 5.7.

HARTFORD — “Eulogy” will be used well with a handsome 11.8. Congratulations to King at WSLC/Roanoke... they’re number one again.

Short playlists ... long playlists... country versus rock... quarter hour report practices... and more. This is the first part of research. It would be a task for someone to successfully programming a country radio station... or any radio station for that matter. A certain trend seems to be emerging from a good number of country stations since the release of the latest ARR. Many stations are “tightening up” their playlists and programming only the established artists. Other stations are programming pop crossover music in an attempt to get a broader based audience apparently. Take for example KJRL/St. Louis. They have just added the latest single by the Rolling Stones. Whether or not playing so called rock music will hurt or help a country station remains to be seen. But a good number of programmers out there seem to want input and suggestions on how to improve ratings and advertising revenues. One Nashville promotion executive offers this suggestion: “I think some other country stations could go do a bunch of survey on the hot air they’ve being giving the hot air they’ve been giving R&B and Soul stations... and answer to that is apparently yes if this chart’s weeks chart's any indication. Joe Sun used to be a jock for the past couple of years he’s been a top-notch promotion director for Ovation Records. He has promoted artists from ’em with Kendalls’ smash records and both their albums, as well as other product on the label. But now, just seven weeks after its release, Sun’s first record on Ovation, “Old Flames” jumps to 24 bullet on the Cash Box Country Singles Chart. Finally Ovation Heavyweight, he’s out of the running and out of the way. It all has now been announced. Several jocks out there are consistently coming out with chart records too... country Mike

MOST ADDED COUNTRY SINGLES

1. I’VE ALWAYS BEEN COUNTRY — DAVE EDWARDS — RCA

2. ALL OF ME — JIMMY巨巨 — MCA

3. POPPY DOGGIE — CHARLIE WATSON — WEA

4. I’M NOT THE ONLY HOMICIDE — MICKEY GILLEY — WEA

5. SHE’S NOT YOUR LADY Anymore — BILL HARRIS — WEA

6. THE FEELINGS SO RIGHT TONIGHT — BOBBY HOFFMAN — MCA

7. ’75 CHEVROLET — BILLIE JO SPEARS — UNITED ARTISTS

8. EASY FROM NOW ON — KENNY ROGERS — WEA

9. HAVE YOUR WAY — BILL MONROE — WEA

10. YOURS SOMETIMES — ROY CLARK — WEA

MOST ACTIVE COUNTRY SINGLES

1. I’VE ALWAYS BEEN COUNTRY — DAVE EDWARDS — RCA

2. ALL OF ME — JIMMY巨巨 — MCA

3. POPPY DOGGIE — CHARLIE WATSON — WEA

4. RITA’S INFATUATION — JIMMY巨巨 — WEA

5. SHE’S NOT YOUR LADY Anymore — BILL HARRIS — WEA

6. THE FEELINGS SO RIGHT TONIGHT — BOBBY HOFFMAN — MCA

7. ’75 CHEVROLET — BILLIE JO SPEARS — UNITED ARTISTS

8. EASY FROM NOW ON — KENNY ROGERS — WEA

9. HAVE YOUR WAY — BILL MONROE — WEA

10. YOURS SOMETIMES — ROY CLARK — WEA
Standard equipment.

- Built-in audience.
- Hit singles.
- Automatic radio acceptance.
- Chart climbing power.
- First rate craftsmanship.

7 new albums that have everything you need.
On Columbia and Epic Records and Tapes.
The Country Column

Billy “Crash” Crockett whose current ABC single “Don Juan” is #77 on this week’s CB country singles chart, is a major fair circuit attraction and is playing fairs all over the Southeast. In Sept. “Crash” will be featured on the “BBB Super Special,” and in addition to his solo performance, he will sing a couple of duets with the show’s host, RCA/Canada’s Carroll Baker. The special was taped in Toronto. In other news, “Crash” has signed with the newly formed International House of Talent for booking, headed by Al Embry. His next album, which is scheduled for a Sept. release, is entitled “Turning Up and Turning On.” Production credits go to his manager/producer Dale Morris.

Lee Stoller, president of LS Records, proudly announces the addition of a new artist, Chapin Hartford, to the label. The songwriter/artist’s first release is “I Knew The Mason,” a self-penned tune. Chapin will also be featured on the “Cristy Lane Show.”

The Fourth Annual Roy Clark Celebrity Golf Classic has been set for Sept. 15-16 at the Cedar Ridge Country Club in Tulsa. Some 45 celebrity friends of Clark’s will play in the “Florida Scramble” tourney which donates all proceeds to the Children’s Medical Center there. In addition to the two days of golf, Clark and his friends will step on stage Sept. 15 at the 12,000 seat Mabee Center on the campus of Oral Roberts University, Tulsa, for the annual “Star Night.” The two-hour concert has consistently been a sellout event in conjunction with the golf classic weekend.

WHN Radio (New York) has announced the results of their third annual Listener’s Choice Awards. After the 60,000 votes were counted, the top 5 female vocalists were UA/CRYSTAL Gayle, MCA’s Loretta Lynn, RCA’s Dolly Parton, Asylum’s Linda Ronstadt and Epic’s Tammy Wynette.

Eddies/Asylum recording artist Eddie Rabbit recently lent the title song of the sound track to the upcoming Clint Eastwood movie picture “Every Which Way But Loose.” The Malpas-Warner Brothers film is due for release Dec. 22. The song was written by Stephen Dorff, Milton Brown and T.L. Garrett. In addition, Rabbit is currently in the midst of a national concert tour.

Congratulations to RCA’s Jerry Bradley and ASCAP’s Connie Hurt on their recent marriage.

Local music industry personnel were the guests of Bill Hall and Bob Beckum at an old-fashioned block party held right in the street at Music Circle South. The seven-hour marathon party included live entertainment, food, ice cream and drinks — lots of it. Among the entertainers who dropped by to partake in the fun were Eddy’s Sammi Smith, Epic’s Patti Leatherwood, several Muscle Shoals and Comb musicians/songwriters and other local session pickers. Needless to say, a good time was had by all.

Bill Medley recorded at Clement Studios here recently with Larry Butler producing. Medley was one half of the Righteous Brothers singing team who were responsible for the 50’s hit “You’ve Lost That Loving Feeling.” Medley is presently negotiating a solo contract with a major label.

Randy “Dandy” and Susan will entertain at the Hillsboro Old Settlers Day Festival in Hillsboro, Ill. The duo’s first single release will be “Hank The Opry Mouse,” a song written by Hugh X. Lewis.

Eddy Raven is once again assigning priority status to his recording career. Last year or so have been spent concentrating on his songwriting. Now Monument Records is releasing a new single, “You’re A Dancer,” written by Eddy, and indicative of the type of song he feels comfortable with. In fact, Eddy says this record probably is closer to pure Eddy Raven than anything he’s ever recorded. Eddy is currently busy touring the eastern United States, visiting many radio stations and clubs.

Tree To Expand Open Door Policy

NASHVILLE — Jack Stapp, chairman of the board and chief executive officer of Tree International, has announced an expansion of the company’s open door policy for writers.

Stapp has always been interested in attracting new talent to the publishing company, has declared that the firm is launching an aggressive program to break out new writers. A special brochure is being prepared to be distributed through the mail to various locations around Nashville, including offices, homes and hotel rooms as music industry attractions, and a billboard is scheduled to go up on Music Row directing writers to Tree.

Stapp has set up a special listening room as part of the recent expansion of the Tree headquarters on Nashville’s Music Square West, and has designated staff members Cliff Williamson, Tery Coats and Chris Dodson to take in all new writers, review their material and give them an answer quickly.

In making the announcement Stapp said, “We want to continue the growth pattern Tree has had for 25 years as a bring in fresh talent in both the country and contempor- ary areas to complement the out- lying talent we already have here. Because we’ve grown to the size we are doesn’t mean we intend to become complacent.”

Van Arsdale Re-signs

NASHVILLE — Zach Van Arsdale has re- signed an exclusive songwriters contract with the Cedarwood Publishing Co.

Van Arsdale is co-writer with Michael Clark on “I’ll Find It Where I Can,” Jerry Lee Lewis’ latest release on MCA Records. “I’ll Find It Where I Can” has recently been covered by Joe Sun on Ovation Records and Waylon Jennings soon to be released album on RCA.

“Zack has been affiliated with Cedarwood for seven years,” according to Cedarwood’s general manager Bill Denny, “and has had material recorded by Joan Baez, George Hamilton IV, Jessi Colter, Waylon Jennings and others. A prolific songwriter and is currently pursuing a career as an artist.”

Van Arsdale recently fronted Warner Bros.’ Carlene Carter at the Exit In and was a featured performer at the Exit’s Performer’s Night.

Foy Willing Dead At 63

NASHVILLE — Foy Willing, founder of the early cowboy group, “Riders of the Purple Sage,” died here July 24 of a heart attack at the age of 63.

Born in Bosque County, Texas, Willing worked in music most of his life as a radio announcer, radio salesman, radio ex- ecutive, cowboy singer and songwriter. He formed the Riders of the Purple Sage in 1940, and group recorded for Decca, Capitol, Columbia and Majestic Records.

Willing retired from the group in 1952, but occasionally performed at special ap- pearances. In 1959, Willing worked a tour with Gene Autry. He appeared in many Rand publicity movies with other country stars and Monte Hale. Willing was living in Belton, Tex. at the time of his death and is survived by his 93-year-old mother.

Wallace Forms Firm

NASHVILLE — Veteran country entertain- er Wallace formed the formation of Jerry Wallace Music here. The ASCAP publishing firm will be headquar- ters for the new firm, Wallace Brothers Music.

Ron Blackwood, longtime friend and personal manager of Wallace, will serve as director of operations for Jerry Wallace Music.

CONVENTION CONVERSATIONS — Dis- cussing plans for the future of country music are (l-r): Walter Yentoboff, President, CBS Records Group and Johnny Cash, President, the ABC Records, CBS Records International Convention held recently in Los Angeles at the Century Plaza Hotel.

Nashville Music Scramble Held


Topping top honors and receiving a full set of Ben Hogan woods and irons was the foursome composed of Dick Kent, Ron English, Wayne Hite and Jerry Foster. Second place went to Mac McClinton, David Hobbs, Don Pugh and Gary Glover. Placing third were Jack Calvin, David Polk, Harold Dennison and Hal Dennison.

Sponsors trophies went to WLAC Radio, Amusement Business, CBS Records and BMI.

A banquet followed the day’s activities, held at Nashville’s Sheraton South, with entertainment provided by RCA recording artist Kelly Warren and her band.

THE OAKS MEET THE DOGGERS — Taking time out from a six-day engagement at Knotts Berry Farm in L.A., longtime Dogger fans Richard Stefano and Joe Bonsall, members of ABC recording group the Oak Ridge Boys, recently teamed up in the dugout with long time Oak Ridge Boys fans, the L.A. Dodgers before a game. Later, some of the Doggers visited the Oaks at their show and joined them on stage for a jam session. Pictured are (l-r): Bob Welch (guitar); Stefano; Tommy Lasorda (manager); Bonsall; and Rick Monday (outfield).

FAR AWAY GUYS — During their recent U.S. tour, the Rolling Stones played before 70,000 people at Boulder, Colorado’s Folsom Field. A promotional single of “Far Away Eyes” (the B-side of the pop-/R&B-decorated charmer “Miss You”) has been serviced to country radio stations. Show backfate at Folsom Field are, from left, guitarist and BillAshford, music director of Lakewood, Colorado’s country station KLAK.

NSA Donates Display

NASHVILLE — The Nashville Songwriter’s Assoc., International, has donated several items for its Hall of Fame to be displayed in an exhibit at the Metropolitan Airport here through October.

Items on exhibit in the airport lobby in- clude a blue show suit worn by Bill Anderson early in his career, a pair of Gene Pitney’s black boots worn on a 1965-67 tour and a famous flying red 'A', the original manuscript of "Rocky Top" by Boudleaux and Felice Bryant and a "Manny" Award on special loan from Kris Kristofferson.
“I think this study will be a major landmark study for NARM,” Kiwker said, “since there hasn’t been a Fyte consulting study on returns in the early 1970s. It evoked a lot of thought, and a lot of discussion in brought into much sharper focus the issues.”

He added, however, that the study is not designed to prove that bar coding will be of value to everyone. “We are not coming to the conclusion that bar coding is the panacea of the world to everybody in the industry,” Kiwker said.

“The purpose of the study is to find out who should think seriously about using it and who shouldn’t waste their time.”

Objection

“This study may come to the conclusion that 98.6% of the NARM membership would find no favorable cost in using bar coding. This is an objective study to determine whether various-sized companies in the rack boxing segment and whether various-sized companies in the retail segment will have any benefit in relation of cost in using bar coding. It may come to the conclusion that there is none.”

Cohen said Boston Associates will examine the various applications of bar coding by different operations and weigh the potential advantages against the cost to users of bar coding equipment. This will supply a general guide by which merchandisers can gauge whether they should pursue bar coding for their own company.

“The firm will also look to other industries, such as pharmaceuticals, where uniform product coding is used to see what problems have occurred and how they may be avoided in the record business.”

“We should have a first draft of the manual Nov. 1 and it should be completed and printed by Dec. 31, after which we will poll the industry. After polling them and consolidating that information, we will convey that information to the manufacturing community, which seems to have some doubt as to the utilization of bar coding and the effectiveness to its members.” Cohen said.

Cohen added that the study might be useful in determining common software needs of different types of merchandisers so perhaps standard programs could be created by computer firms and the music business would not have to design its own original programs.

“We hope that it will stimulate the pace of the industry toward its goal of bar coding — if the survey shows it is indeed a feasible approach for the industry to take,” Cohen said. “NARM is investing, on behalf of the industry, a great deal of money to learn this by commissioning this study. But we feel that one of the things we do each year to confront industry problems and try to solve them, that’s the area to which NARM wants to address itself.”

Mushroom Meeting

officials, the Mushroom staff is not yet aware of the exact location of the Mushroom. But they said the convention will be held at the Los Angeles Convention Center, which is two hours by air from Los Angeles. The actual site of the convention will be kept secret until boarding time.

Mushroom Associates Chilliwack, Paul Horn and Doucette will be showcased on separate nights of the convention, and during the day business sessions will be held along with tennis and golf tournaments for recreation.
ON JAZZ

Willis “Gator Tall” Jackson begins his first European tour in his more than thirty-year career next week. Joining Jackson will be longtime associates Carl Wilson, Boogaloo Joe Jones, and Joe Andrick. The tour will last about three weeks and will include stops in Belgium, Holland and France. Jackson’s latest album is “Bar Wars” on Muse.

The Jazzmobil lineup for this week includes performances by Frank Foster, Bob Cunningham, Art Blakey and The Jazz Messengers, Junior Cook, Bill Hardman Charles Rouse and Hugh Lawson.

Jazz & Cordes, a young, swinging band that has their own conception of the Quintet Of The Hot Club Of France, appears this week at the West at Citicorp Center Monday through Thursday from 6 to 8 p.m. If you get a chance, catch this refreshing new sound.

Flying Fish continues to fuse jazz and bluegrass. Their latest release teams Doug Jernigan on pedal steel guitar with Bucky Pizzarelli on guitar in a album titled simply, “Doug and Bucky.”

The latest from famous Doir is “Hollywood Swing” featuring a group led by Jack Lesberg which features Eddie Durham.

LONDON — United Artists plans to release 20 albums from the Blue Note catalog next month. The re-release package from UA will be comprised of 16 single albums and four double albums. The Blue Note roster includes: Bud Powell, John Coltrane, Hank Mobley, Lee Morgan, Anthony Williams, Herbie Hancock, Ornette Coleman Trios, McCoy Tyner, Wayne Shorter, Don Cherry, Art Blakey & The Jazz Messengers, Chic Corea, Charlie Mingus, Paul Chambers, Gerry Mulligan, Lee Konitz, Jean Luc Ponty and Lester Young.

BRUBECK TO TOMATO — Dave Brubeck recently signed a long term recording contract with Tomato Records. Pictured (l-r) outside Carnegie Hall during the Newport Jazz Festival celebrating the signing are (l-r) Warren Rossman, vice president of Tomato, Chris Brubeck, Nina Herman, executive assistant to the president for Tomato Records, Jack Levy, director of marketing for Tomato. Dave Brubeck, Allen Rosenblatt, vice president of Tomato Records, Danus Brubeck, Russ Gloyd, Brubeck’s manager, and Dan Brubeck.

THE BEST OF CHUCK MANGIONE — Mercury 8-5601 — Producer: Chuck Mangione — List: 7.98

This best of collection contains both live and studio recordings made by the virtuoso jazz trumpet player and his quartet between 1970 and 1973. The LP contains a well selected cross-section of Mangione’s music including his hit “One World” and “Lullaby For Nancy Carol,” which features some superb vocals by Esther Satterfield.

STREET WIND — Eddie Daniels & Martin 2124 — Producer: Don Sebesky and Dick Duane — List: 7.98

Multi-talented jazzman Eddie Daniels gets a real workout on sax, flute and clarinet on this funky jazz fusion instrumental album. For clarinettists aficionados there’s “Flying Saucer,” a bouncy upbeat number, while sax is featured on “What’s At The End Of The Rainbow,” a mellow mood piece. And for flute fans there’s this immediately infectious “Fantasy Of A Street Corner Flute Player.”


Makowicz is a talented pianist, but one wonders whether or not he’s pursued his first love. With Makowicz at the piano, though, there may find people who will listen. At this point, Adam is not (even) Phineas Newborn Jr., and his weakness is ballads. Given time, he could get close.

This one will be widely discussed and heavily played, but comes up somewhat short of expectation.

THE TOP 40 ALBUMS

1. SOUNDS ... AND STUFF LIKE THAT: GUNDY JONES (A&M SP 4685)
2. FEELS SO GOOD: CHUCK MANGIONE (A&M SP 4686)
3. IMAGES: CHARADES (ABC GA 8030)
4. SUNLIGHT: HERBIE HANCOCK (Columbia JC 3097)
5. WEEKEND IN L.A.: GEORGE BENSON (Warner Bros. 2901)

6. DON’T LET GO: GEORGE DUKE (Epic JC 35366)
7. FREESTYLE: ROBBIE HUMPHREY (Epic 33338)
8. THIS IS YOUR LIFE: NORMAN CONNORS (Motown AS 4971)
9. ARABESQUE: JOHN KLEMMER (ABC AA-1068)
10. SUPER BLUE: REDDIE RUBARD (Columbia JC 30936)

11. TROPICO: GATTO BARBERI (A&M SP 4170)
12. MAGIC IN YOUR EYES: EARL KLUGH (United Artists UA-L677-H)
13. MODERN MAN: STANLEY CLAY (Nemperor/CBS JC 35303)
14. ALIVEMTHEFORYA (AMERICAN ARTISTS) (Columbia JC 35349)
15. RAINBOW SEEKER: ROB LEWIS (ABC AA-1569)
16. CASINO: AL DIMEOLA (Columbia JC 35277)
17. LOVE AFFAIR: LARRY BARTZ (Curtis 1789)
18. ELECTRIC GUITARIST: JOHN MCLAUGHLIN (Columbia JC 35326)
19. IN THE NIGHT TIME: MICHAEL HENDERSON (Rutman 805 4712)
20. SKY BLUE: PASSPORT (Atlantic SD 19177)

21. MY SONG: KEITH JARRETT (ECM-11155)
22. MONTREUX SUMMIT: RICHIE HARRIS (Columbia JC 35900)
23. PAT METHENY GROUP: JOHN POWELL (Warner Bros. 31322)
24. LOVE ISLAND: DADADOG (Warner Bros. BSK 31322)
25. THE CAPTAIN’S JOURNEY: LEE RITCHIE (CBS 5428)
26. SUITE LADY: GARY MANGONE (A&M SP 4684)
27. SPYRO GYA: GREENE (EM 1114)
28. PHIL UPCHURCH: (Motown 20006)
29. HEART TO HEART: LARRY WILLIS (Warner Bros. BSK 31319)
30. SAY IT WITH SILENCE: ROBERT LAWLS (Columbia JC 35228)
31. LARRY CARLTON: (Warner Bros. BSK 3211)
32. LIVE AT THE BỊJOU: GROVER WASHINGTON JR. ( Rudy KUX-3097 MZ)
33. SUNNY SIDE UP: WILBERT JOHN, JR. (Nemperor/Tappan 3066)
34. ALL ABOUT ESTHER PHILLIPS: EDDIE PHILLIPS (Mercury SRM-1-3733)
35. LIVING ON A DREAM: TED NORMAN (Poyelo POY-1 1645)
36. CUMBIA & JAZZ FUSION: HUGO MINGUE (Atlantic SD 8861)
37. EVERYDAY, EVERYNIGHT: TONY RAY (Warner Bros. BSK 31618)
38. EASY: GRANT GREEN (Versatile 6022)
39. LIVE AT MONTREUX: DON ELLIS (Atlantic SD 19178)
40. BREEZIN’: ROY TAYLOR BAND (Warner Bros. BS 2917)

JAZZ ALBUM PICKS

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This best of collection contains both live and studio recordings made by the virtuoso jazz trumpet player and his quartet between 1970 and 1973. The LP contains a well selected cross-section of Mangione’s music including his hit “One World” and “Lullaby For Nancy Carol,” which features some superb vocals by Esther Satterfield.
CBS Convention Photos

AT THE CBS CONVENTION — CBS Records held its annual convention in Los Angeles July 23-28, drawing 1,400 people, including representatives from CBS Records branches throughout the country as well as from CBS Records international offices in 14 foreign countries. Pictured (l-r) at the convention are: Walter Yetnikoff, president, CBS Records Group; (seated) Mickey Eichner, vice president east coast A&R. Columbia Records; Bruce Lundvall, president, CBS Records Division and Sherwin Bash, manager. (standing) Mike Dilbeck, vice president A&R west coast, Columbia Records; Frank Mooney, vice president marketing, branch distribution, CBS Records; Bob Sherwood, vice president national promotion, Columbia Records; Vernon Slaughter, director jazz marketing, black music marketing and Don Ellis, vice president national A&R Columbia Records; Neil Diamond and Dick Asher, president, CBS Records; and (seated) Keith Richards and Ron Wood of the Rolling Stones chatting with Lundvall.

CONVENTION AWARD PRESENTATIONS — A number of CBS artists, including Barbra Streisand, Eddie Money and the O'Jays, were presented with platinum and gold awards during the convention. Pictured (l-r) are: Gary Klein, producer; Charles Kopelman, executive producer; Jon Peters, producer of "A Star Is Born" and "The Eyes of Laura Mars." Barbra Streisand, Walter Yetnikoff, president, CBS Records Group; Jack Craigo, senior vice president and general manager, Columbia Records and Bruce Lundvall, president CBS Records Division; and Don Ellis, vice president national A&R, Columbia; Jimmy Lyon, Eddie Money's guitarist/co-writer; Eddie Money; Yetnikoff, Craigo and Bob Sherwood, vice president national promotion, Columbia; and Don Dempsey, senior vice president and general manager of Epic/Portrait/Associated labels; Leon Huff and Kenny Gamble of Philadelphia International Records; The O'Jays and Harry Coombs of Philadelphia International Records.

MORE AWARDS — Ted Nugent, Carlos Santana and Meat Loaf were also among the artists on the CBS family of labels to receive gold or platinum awards at the convention. Pictured (l-r) are: Dempsey, Ted Nugent; Marian and Warren Nugent, Ted's parents; Jim Charrie, director product management, E/P/A; Al Bergamo, vice president west coast marketing, E/P/A; producer Tom Werman; Al DeMarino, vice president artist development, E/P/A; and Mansfield, Lundvall; Ellis, Yelnikoff; Roy Etzler, tour manager for Santana; Bill Graham, manager; Santana; Craigo; Paul Smith, senior vice president and general manager, marketing, CBS Records; Eddie Sims, director promotion black music marketing, CBS Records; and Dempsey; Meat Loaf; Lundvall; Yelnikoff; David Sonenberg, manager; Arnold Gosewich, chairman and chief executive officer, CBS Records Canada; Steve Popovich, president, Cleveland International; Jim Steinman, songwriter/pianist; Sam Lederman of Cleveland International; Maurice Oberstein, managing director, CBS UK; and Stan Snyder, Cleveland International. Meat Loaf recently received quadrupled platinum awards for his LP in Canada.

STILL MORE AWARDS — Also receiving gold or platinum awards were The Emotions, Willie Nelson and Blue Oyster Cult. Pictured (l-r) are: (rear row) co-managers Joe Buffalo and Bob Cavallio; Lundvall; Yelnikoff; Maurice White, producer and Joe Hutchinson, Jr., father with (foreground) The Emotions; (rear row) Craigo; Smith; Rick Blackburn, vice president marketing, CBS Records; Willie Nelson, Waylon Jennings and Lundvall and (foreground) producer Booker T. Jones and band members; and Smith; Allen Lanier of BOC; Mickey Eichner, vice president east coast A&R Columbia Records, Eric Bloom, Albert Bouchard, Donsid Bossier of BOC, co-producer Murray Krugman; Joseph Bouchard and Craig: BOC is scheduled to appear at the Inglewood Forum on Aug. 10.

ARTIST PERFORMANCES — Some of the convention's highlights were the artist show- cases. Pictured (l-r) are: Columbia's John McLaughlin; Epic's Jeff Beck; Hamperton's Stanley Clarke; Columbia artist Kenny Loggins; Epic recording group Cheap Trick; Blue Sky recording artist David Johansen; Epic/Full Moon recording artist Dan Fogelberg and Columbia recording group Chicago. Many of the performances were recorded by Wally Heider Recorders.

CBS Convention Photos
NEW YORK — Leonard Bernstein will be 60 on August 25 and a great deal of publicity and album release activity is being keyed to that occasion. Leonard Bernstein is on the cover of Columbia Records, which recently released several Bernstein-conducted LPs. And DG is about to issue a deluxe three-LP set containing Bernstein’s second complete recording of his own three symphonies, as well as his “Chichester Psalms. Under the supervision of the composer the packaged set are being made available to radio stations and reviewers, and the official release date for the package is August 25.

The composer, conductor and pianist is also being honored at the Tanglewood Festival. On August 25, in celebration of Bernstein’s birthday, Seiji Ozawa and Gunther Schuller will share the honors in conducting the Overture to “Candide,” selections from “Songfest,” and three dances from “ Fancy Free.” Meanwhile, Video Music, Inc. is syndicating a series of first-run concert specials featuring Bernstein to a number of TV stations across the country. And a gala birthday concert given by the National Symphony Orchestra under Michael Rostropovich’s direction will be televised live on PBS from Wolf Trap Farm near Washington, D.C.

Bernstein was recently forced to cancel an engagement with the New York Philharmonic at the Seiji Ozawa’s Tanglewood Festival in Seoul, Korea, due to the illness of his wife, Felicia Montealegre (who died June 16). Former Boston Symphony and Met Opera maestro Erich Leinsdorff has replaced Bernstein and, through Leinsdorf is little known in the Far East, he reportedly scored a big hit with the audience. CONTEMPORARY MUSIC BEAT — While Bernstein’s music is suddenly receiving more attention, the contemporary music composers are also being heard at the Fifteenth Annual Festival of Contemporary Music at Tanglewood, which began August 5 and runs through August 10. The Festival includes seven concerts featuring specially commissioned works, first performances of major 20th Century compositions and established modern masters. Among the performers are the Boston Symphony Chamber Players conducted by Seiji Ozawa and Joseph Silverstein, the Takk Ensemble of Tokyo, and the Berkshire Music Center Orchestra under Gunther Schuller’s direction.

The first “Live from Lincoln Center” TV special of the upcoming season will be a Penson Fund Benefit Concert of the New York Philharmonic, conducted by the orchestra’s new Music Director, Zubin Mehta. The concert will be telecast nationally on PBS on September 20. Highlight of the program will be a performance of Slonimsky’s “Emperor Concerto” with Rudolf Serkin as piano soloist.

PUBLIC RUSSIAN CHORAL MUSIC — Choral works by Russian composers are also being published here by G. Schirmer, Inc. under the Schirmer/AMP Library of Russian-Soviet Choral Music Imprenta. Over 70 a cappella songs already have been published in the library, which will number some 200 works. Represented are pieces by such modern composers as Shostakovich, Schedrin, Slonimsky and Yegerov, as well as choirs from 19th century Russian operas.

CLASSES IN CONCERT

AVERY FISHER HALL, NYC — The New York debut of flautist James Galway and a concert conducted by pianist Christoph Eschenbach is one of the highlights of the Mostly Mozart Festival’s 12th season.

Soloing in a performance of Mozart’s Flute Concerto in D major, Galway captivated the audience with his brilliant virtuosity, sensual tone and thorough respectability. The Irish musician’s fluid playing in the first movement’s cadenza was breathtaking, and in the Andante, his sensitive solos showed that he has far more than technical skill for getting. Setting an unusually brisk tempo for the orchestra in the finale, Galway embroidered imaginatively on the standard cadenza. The performance was interrupted by applause after the first movement, and Galway was forced to return after the concerto’s conclusion for an encore.

Lynn Harrell, soloing in Haydn’s D major (continued on page 46).

CLASSICAL ALBUM REVIEWS

WEBER — Lieder — Peter Schreier, tenor; Konrad Roussoff, guitar. — Archiv 2533 381 (DG) — List: 8:58

Surprise! This is the first of Maria von Weber’s songs listed in the Schwann catalog, although some of those noted stand up to any in Schubert’s well-traveled oeuvre. The songs here are originally composed with guitar accompaniment, and the combination of Roussoff’s accomplished playing with Peter Schreier’s sensitive singing creates an uncommonly pleasing effect.


During his tenure with the New York Philharmonic, Boulez became well-known for his interpretations of contemporary music. Unfortunately, hissections of “Wind Instruments” is a bit fuzzy and directionless, and the early “Scherzo Fantasque” is rewarding mainly of what it reveals about the composer’s early influences. Boulez’s reading of the neoclassical Pulcinella suite, however, has a trenchant bite, with just the right shade of dryness.

NIYEGHANI PLAYS LISZT — Columbia M 24590 — List: 15:39

After all the fuss that has been made over this latest pianistic effort by a yearling child prodigy, this first recording for a major label is decidedly disappointing. Niyeghani’s technique is less secure here than on the International Piano Archives LP that created the furore over him, and his interpretations are often dull. In addition, it is hard to understand why he chose some of Liszt’s least memorable music as a vehicle for his unique talents.
Blacks Express Concern Over Communications Act Rewrite

by Carita Spencer

LOS ANGELES — The proposed revision of the federal communications law by the House Communications Subcommittee could possibly have resounding effects on present minority radio station owners as well as potential minority owners, according to a Cash Box survey.

The legislation, calling for a major overhaul of the FCC law, was introduced June 7 by Rep. Lionel Van Deering (D-Cal.), chairman of the joint committee and John Fries (R-Fla.), its ranking minority member. A number of points in the proposed bill, particularly the indefinite license terms, the elimination of the ascertainment requirement in accordance with the “Fairness Doctrine” and limits on group and cross media ownership, were viewed as regressions rather than progressions toward minority involvement in the broadcast industry.

Loose Regulations

Attorney Sylvia Potts, a communication specialist in Washington, D.C., speculates that if the proposed measures are approved, the rules and regulations governing radio will be “very loose” and that many of the policies proposed by the Carter administration to encourage blacks to acquire broadcast properties will be wiped out. She indicated that an item in the rewrite calling for the establishment of a license fee (Section 413, spectrum use fee) based on the cost of processing the license, would ultimately phase out loan policies for minorities through the Small Business Administration.

Under the proposed bill, money collected from such fees would support rural telecommunication service and minority ownership loan funds in addition to covering operation costs of the Communications Regulatory Commission (CRC), which will replace the FCC and supporting a new public broadcasting entity called the Public Telecommunications Programming Administration.

Potts added that under the provisions of the “Equity Principal” (which would replace the “Fairness Doctrine”) stations do not have to provide news and public service.

(continued on page 40)

A NOBLE GESTURE — The Nobles, produced and published by CAM-U.S.A. recently signed a long-term contract with Polydor Records. Pictured at the signing ceremony standing (l-r): Corky Abdo, director of A&R for CAM-U.S.A., Vince Marchese, manager of the Nobles; Sam White, member of the group, Fred Hasen, vice president of Polydor Records, Victor Benedette, vice president of CAM-U.S.A. and Jerome Jackson and Smokey Nobel, members of the group. Seated (l-r) are: Rick Stevens, vice president of A&R for Polydor Records, Matt Parsons, vice president of R&B for Polydor, and Buddy Noble, member of the group.

THE RHYTHM SECTION

FIRST THINGS FIRST: the Commodores, hot on the tracks of their 1978 tour, were the first musical group to be given a key to the city of Buffalo, N.Y., presented by Mayor James D. Griffin. And the acknowledgments just kept coming on with similar presentations from the mayor of Indianapolis and Gary, Indiana, not to mention future presentations from Georgia Governor George Busby and Mayor Maynard Jackson of Atlanta when the group travels south next month. On the European side, “Three Times A Lady” was recently released in England and reportedly has more advanced sales than any current EMI single release. Country & Western singer Nate Harvel has covered the tune but the original has charted every way except for jazz. The group will perform in L.A. at the Forum, August 20-21 with L.T.D. joining them and subsequent dates are in San Diego (25) and for the Canada Jam on August 26. .... Cab Calloway, in his hometown of Baltimore recently was presented with a proclamation from mayor William Schaefer declaring July “Welcome Home Cab Month.”

ON THE TOUR, trail songstress Patti LaBelle sets out to do a number of dates with comedian Richard Pryor. They include San Diego, August 11 at the Golden Hall, followed by five dates in San Carlos at the Circle Star Theatre with a possible at the Aladdin in Las Vegas. Other dates during September in Denver, New York and Chicago ... Jazz luminaries from the Milestone and Galaxy labels participated in the 1978 Tokyo concert series featuring the Pete Driscoll Trio, led by the late Pete Driscoll, and performed on the same bill while the latter joined另外 Hans Jones in the same fashion. Herb Hancock was also on hand for the three day festival along with Red Garland, Richard Davis, Roy Haynes and Sadao Watanabe. .... With Latin flavor, Tito Puente and his orchestra will play the Hollywood Palladium, Friday August 25. Tower of Power is also on the show along with Eddie Palmieri and Jose Fajardo .... On a two week tour of Alaska and Canada, Johnny Gosling with guitarist Peter Ledbetter will play a number of dates and make several appearances.

FOR IMMEDIATE RELEASE on their first promotional tour, Sweet Sweat (a trio of sisters) hit the city of Boston full force in support of their single release “I Don’t Know What I’d Do (If You Ever Left Me)” on Snadbybrook Records. The ladies visited stations WIGO, WILD and WBOS for interviews, attended autograph and photo sessions at Strawberries Records and later found time to stop off at Faces, Club Mix, The Other Side and Loft “21”, some popular disco spots in Boston. .... A new album by drummer Roy Haynes featuring Stanley Cowell on keyboards in addition to the Hlp Ensemble (Haynes’ band) produced by Ed Michael ... Co-Ed magazine sports The Sylvers on the cover of the fall issue. Inside, the six member family group will model contemporary disco fashions. Meanwhile, brother Leon Sylvers is working with Dick Gregory co-producing the upcoming release for Shalamar.

www.americanradiohistory.com
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Music, Marketing Showcased As CBS Convention Wraps Up

(continued from page 2)

be the greatest year in the history of the Associated Labels at CBS Records.

Martell also said that additional staffing in the areas of marketing and distribution was required in order to cope with the expected growth of the Associated Labels in the future.

Larry Harris, Portrait's vice president and general manager, devoted his address to a discussion of the label's performances in terms of the goals that were established at its inception. "Two years ago, we said that our aim was to create a record company, not just a custom label," Harris said. "I think there is no doubt that we are living up to that promise.

"We said that Portrait Records would be a small label dedicated to quality artists and that we would concentrate maximum efforts on each artist. We said we would be aggressive in the marketplace. I think there can be no question that we have adhered to those goals and our efforts with artists like Burton Cummings and our present effort with the McCrays show that to be true."

Balanced Roster

Harris concluded by saying that Portrait has lived up to its goal of building a roster of new and established artists. "We will continue to sign superstars and take them to the top. We will continue to sign artists whose careers are on the wane, or have stagnated, and pump them full of new life. And we will continue to sign new artists and break them."

At Gurewitz, vice president, promotion, Epic/Portrait/Associated Labels, hosted a one-hour music and slide presentation in which key E/P/A promotion executives introduced 12 single and album cuts, and discussed promotional plans for the forthcoming releases.

Presenters included: Jim Jeffries, director, national promotion, Epic Records; Larry Douglas, director, national promotion, Portrait Records; Gordon Anderson, director, national promotion, Associated Labels; Bob Fenneige, director, album promotion, E/P/A; Joe Casey, director, promotion, country music marketing, CBS Records, and Don Eason, director, national promotion, black music marketing, E/P/A.

The Special Event was hosted in Boston — "Take A Chance" (Epic); Network One — "We’re Only into Rock ‘N Roll" (Epic); Dragon — "April Sun In Cuba" (Portrait); Transportation — "The Night They Drove Old Dixie Down" (Blue Sky); Matthew Moore — "Savannah" (Caribou); Champion — "It’s Your Life" (E/P/A); My Very Own — "Night Lite" (Epic); Melba Moore — "You Stepped Into My Life" (Epic); The O’Jays — "There’s a Room Inside Me" (E/P/A); and Anacosta — "An Ain’t Nothin’ To It" (Tabu); Jebedian — "Sing This Song Altogether" (Epic); and Mother’s Finest — "Tell Me" (Epic).

A New Era

Emphasizing the expansion that has taken place within the E/P/A promotion staff over the past year, Gurewitz stressed that these developments signaled the "birth of a new era — one that will be brighter and more successful than any in our history.

After a free day on Friday, presentations resumed the following morning with a series of speeches from top executives of Columbia’s record companies, marketing. Addresses by Jack Craigio, senior vice president and general manager, Columbia Records, Don Ellis, vice president; Rep. Van Wyck, senior vice president and general manager, marketing, CBS Records, and Paul Smith, senior vice president and general manager, marketing, Columbia Records, were sandwiched around a product review of promotions, vice president, national promotion, Columbia Records.

Craigio, in his introductory remarks, called for an end to musical categories and in their place the establishment of a "one music universe" comprised of across-the-board hit songs. "Today, in record industry, market to consumer segments of the total record buying audience," he said. "Let's work towards some changing times in country and black music, in progressive jazz and in international: music to allow our artists to find their natural audiences and to be accepted by radio as total music rather than market segmentation as a short term means of targeted demographics."

Craigio then introduced Ellis and Joe Mansfield, Columbia's vice president of marketing, who introduced, "the two guys who head the label" and who are responsible for turning over "the finished music to CBS branch marketing for local inventive promotion, sales and advertising.

Craigio concluded his remarks by focusing on two areas critical to the label's efforts to maximize the advertising dollars spent on national campaigns — promotion coverage and in-store merchandising. "We have the most effective marketing organization in the world," he said, "but marketing media assets cannot be invested and best used when the breaking hit songs are not measured and consumer response is ascertained. Retail sales are measured at retail (so) that radio's listening audience confirms the potential of the record."

Ellis spoke about the A&R strategy for the Columbia label. "The diversity and strength of the Columbia roster lies in the diverse backgrounds of its artists.

"It seems rather obvious than in the success that we've enjoyed in the first half of this year with Johnny Mathis," Ellis said. "By pairing him with Deniece Williams and Barrington Levy and achieving a success level which I don't believe could have happened at any other company."

He went on to cite "the close interaction between the A&R and artist development.
Fabian Ross, director of all productions in the Fania Family has moved from Los Angeles to New York to be closer with the artists. Also, Fabian will be checking on all parts of the world throughout the United States.

Sergio Rozhenblat has been appointed associate producer for all recordings done for Fania Records.

Saul Goodman has signed its customers a letter warning them against selling the "Latin Disco Salsa's Greatest Hits" album with recording viewer on it to us. The letter has filed suit in New York Supreme Court about alleged unauthorized usage of picture. New jackets without the female are being shipped.

Live concerts are being presented each Saturday, at 2:00 p.m., at the Lincoln Center Museum and Library of the Performing Arts, 111 Amsterdam Avenue, in conjunction with the Latin Roots Musical Exhibit. Tito Puente and his orchestra initiated the free concert series. Tipe 73 appeared July 30. Orquesta Broadway will appear August 5 and Los Rojos, August 12. The series will continue until Sept. 8.

Word from Stanley Cohen, president of T.R. Records, is that Fania's lawsuit against the company has been straightened out. The agreement gave Fania the right to sell 4,000 of Angel Canales' album "Angel Canales Live At Roseland," in Puerto Rico.

The disk jockey is also moving its promotion department from its present location, in New York's Puerto Aires, to the company's headquarters and increasing its action in several regional markets...

Microfon's vice president Norberto Kaminisky has run a 12-week tour of Puerto Rico, Mexico, and the U.S. where he directed the operation of the Microfon branch in the States and discussed action in other territories. Microfon is currently negotiating deals for several countries that will give the label strong international coverage.

In spite of the fact that the movie has recently premiered, the "Saturday Night Fever" album has been selling well and increased figures are expected for the coming weeks. The poster with John Travolta and the Bee Gees will be used. The promo material is being mailed to dealers nationwide, and there is plenty of excitement around the box office results of the film.

RCA will award a golden record to its group Los Moros, for the sales of its latest single. The disk jockey is also working on the new LP by pop group Pomada, also strong sellers in the teen market, and there are several new artists to be launched in the near future.

Tonodisc has released a rumor LP based on the recent World Cup, with an actor impersonating voices of radio announcers, players and fans. Since all record related to the Cup have been selling briskly, it seems to be a good bet.

miguel sminoff

Latin Picks

COMEDIA — Hector LaVoe — Fania JM-00522 — Producer: Willie Colon

Super star singer Hector LaVo scores again with another sparkling album of swinging salsa tunes, boleros and a great Brazilian number called Tiempos Pasados. He has recently been acclaimed as the best singer in New York. And, here he excels cut after cut. Likewise, the orchestra backing him in this album is superb. Arrangements are fantastic, honorable mention goes to the piano player on his solo. This album is a masterpiece for salseros.

MIGUEL BOSE — CBS Spain S-86083 — Producer: Fernando Arbez

Multi-talented singer Miguel Bose has reached the peak of his career with this outstanding album of love songs. Bose himself contributed three compositions to this album. Here he excels himself in English and Spanish throughout the album. The recording was done in Europe. Most of the arrangements take on a rock feel to his style of singing. All nine cuts are excellent. The cut "Anna" could be the sleeper on a crossover in the states.

LUPITA D'ALESSIO — Orfeon 16H-5087 — No Producer

Veteran singer Lupita D'Alessio outstands in this album of love songs and soft rock. Her voice is great, the orchestrations on this album are superb. Recording was done well in Mexico. There is a beautiful duo in the album, no names mentioned on the cover. The best cuts are: "Juro Que Nunca Volvere", "Me Enamoro", "Paco de Amor", "El Mar", and "Campamento Con Los Gringos.

SINGLES TO WATCH

VICENTE FERNANDEZ (CBS Mexico) El Gallo Negro (Gustavo Morales)

GRUPO SABOR (CBS Mexico) Amor Salsa Y Paz (2:45) (Francisco Gonzalez Zarabal)

PABLO FERNANDEZ & EL GRAN DEUCAZ (CBS Mexico) La Mora (3:10) (Francisco Gonzalez Zarabal)

MANOELLORA TORRES (CBS Mexico) Abridame En Tu Piel (3:10) (Candelario Macedo)

MYRZA (Sultana) La Espinita (2:30) (Correa/Delgado)

MILOVIDO RONIN (Sultana) Delas Medley (2:10) (Billy Hill)

VERONiKA (Epico-Mexico) Voy A Esperar (2:46) (Isidro Coronel)

MOLENDIO VIDRIO (Alhambra) De Clases Soy (Gary Nunez)

ENRIQUE LYNCH ORCH. (Alhambra) Cara de Gitana (Latin Roots)

JUAN RAMON ZAMORA & EL POLUGUEVES (Gema5055) Doble Tejido (Luis Mussio E.)

LUIS E. MEJIA (Indica-Costa Rica) Pueblo Nuestro QueEstas En La Tierra (2:37) (Luis E. Mejia)

LOS DIAMANTES (CBS-Costa Rica) Me Doelo A Mi (Victor H. Berrocal)

argentino News

MICLE 20 ALBUMS

MIAMI POP

1 SOLA
2 AMIGO
3 PERLA
4 NUNA SUPE LA VERDAD
5 A MIS 33 ANOS
6 EL ROMANTICA DE AMERICA
7 JUAN BAU
8 VOL. #6
9 MI CARTE
10 MI ALBUM DE RECUEIRDO
11 DEMOSIADO AMOR
12 EL CANTOR
13 DUO KANTARES
14 EL SHOW DE ELIO ROCA
15 NO CONTIGO NO SINTI
16 CANTA PARA USTED
17 PENSALES SENTlRES
18 ANGELICA MARIA
19 LOS LEMONES
20 NO SE PUEDE MOUR POR DENTRO

MIAMI SALSA

1 EL SARA DE LA SALSA
2 780 KILOS DE SALSA
3 ONLY THEY COULD HAVE MADE THIS ALBUM
4 #9
5 BILLO 77/5
6 LA RAZA LATINA
7 LUGO MELON
8 SELECCIONES CLASICAS
9 ENCORE
10 LOS DOS MOSQUETORES
11 ERUPCION
12 CELIA & JOHNNY
13 DE TODO UN POCO
14 EL BAQUIE DO ANGELITOS NEGRO
15 FIREWORKS
16 TADA LA ROSAS
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19 TIME
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Gov't White Paper Opens Door For Radio Expansion

LONDON — A long-awaited government white paper on broadcasting recently opened the doors for a dramatic expansion of licensed radio stations in Britain, according to a report from Radio and Records News in London. Following the report, at least 10 new BBC local radio stations and five ILR stations are expected to be licensed within two years. In fact, the broadcasting lobby lost its fight for a fourth TV channel, the government has granted the Independent Broadcasting Authorities all of its wishes as regards radio.

The first series of new stations will come from a list set up last month. Final choices will not be known for at least two months, however, the white paper singles out Cardiff and the Hebrides, and islands of Scotland for priority treatment.

New Franchises

The IBA expects franchises for the first stations by Jan. 1979 with the stations being operational the following January. However, it might be possible to have one station in New York in 1979 if, in the words of the Broadcasting Authority, the contractors “cut corners.”

The BBC stations, also expected to be operational in two years, will be designed to be medium to small in size and serve more remote areas such as Scotland and several small community stations in Greater London.

Nippon Columbia Marks Yanachie Anniversary

TOKYO — Nippon Columbia is expected to launch a special campaign for Yanachie as a commemorating of the fifteenth anniversary since its death.

Yanachie, a famous Czechoslovakian composer, died in 1928. Nippon Columbia is going to develop a print, TV and radio campaign.

The records company is promoting include: “Choritoz Sonata,” “Gragol Misa” and “Piano selections of Yanachie.”

Versatile And Teichiku Sign Licensing Deal

NEW YORK — Versatile Records, Ltd. New York, has announced an exclusive agreement with Teichiku Records, Tokyo, for distribution rights to the entire Versatile catalogue in Japan.

Cornell Dupree

Teichiku’s first release will be “Cornell Dupree’s Saturday Night Fever” album on August 25. An extensive promotional campaign is planned for the album. Plans have been finalized for the fall release of Versatile’s current hit LP “Grand Green Easy.

France

TOP TEN 45s

1. En Chamant — Michel Sandou — Tremla RCA
2. Let’s All Chant — Michael Zager Band — Sonopresse
3. Bubble Star — Laurent Vouzy — RCA
4. Miss You — Rolling Stones — Parlophone
5. Una Lascimbale Sul Velo — Bobby Siro — Itach Records
6. Salut — Claude Nobs — Vogue
7. Femme, Femme, Femme — Serge Gainsbourg — Phonogram
8. Camme Avant — Mort Shuman — Phonogram
9. Tu — Umberto Tozzi — CBS
10. Rambled Times — Claude Nobs — Vogue

Japan

TOP TEN 45s

1. Momoko — Piko Lady — Victor Musical Industries
2. Mr. Summer Time — C IRCUS A LP
3. Stranger — Billy Joel — CBS/Sony
4. Tonde Istanbul — Mayo Shoro — Columbia
5. Kame Mo Ganda Ton - Makhico Watanabe — CBS/Sony
6. Jikan Yo Tashiyasawa — CBS/Sony
7. Night Fever — Bee Gees — Polydor
8. Ringo Sato — Inoue Shin — Kim Koa — CBS/Sony
9. Natsu No Oosora — Ikuse Sakahara — Columbia
10. Hallow Mr. Kichigai — Victor Musical Industries

INTERNATIONAL BESTSELLERS

France

1. En Chamant — Michel Sandou — Tremla RCA
2. Let’s All Chant — Michael Zager Band — Sonopresse
3. Bubble Star — Laurent Vouzy — RCA
4. Miss You — Rolling Stones — Parlophone
5. Una Lascimbale Sul Velo — Bobby Siro — Itach Records
6. Salut — Claude Nobs — Vogue
7. Femme, Femme, Femme — Serge Gainsbourg — Phonogram
8. Camme Avant — Mort Shuman — Phonogram
9. Tu — Umberto Tozzi — CBS
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9. Natsu No Oosora — Ikuse Sakahara — Columbia
10. Hallow Mr. Kichigai — Victor Musical Industries


LONDON — EMI has announced changes in its licensed repertoire division, according to Alan Kaufe, managing director of the division. The division’s roster licensed labels will be divided into two groups: one group will contain those labels which require total support by EMI and the other group will contain labels which provide their own marketing, press and promotion.

The move was designed, according to Kaufe, to reflect a new policy which is to acquire directly-signed artists in addition to supporting the existing repertoire of licensed labels.

Colin Burn has been named general manager of the group which requires total EMI support. This group includes: Bronze, MAN, Purple, RAK, Rock and Roll and in the U.K.; and Fantasy, Salsoul and Stax in America, as well as the EMI international label.

Mike Harvey has been named general manager of the self-sufficient group which comprises Island, Molton and Virgin.

“We plan to embark on a gradual program of artist development,” said Kaufe, “and the result will be an alternative source of group-owned repertoire in the U.K. This does not mean the division will in anyway be diverted from its present responsibilities to its licensors.”

Lawrie Fills New Int’l. A&R Position At Island

LONDON — Billy Lawrie has been appointed the international A&R manager of Island Records. This newly-created post involves talent acquisition responsibilities for both the Island Record and Publishing company.

Lawrie, who has been involved with Island Music for the past three years, still retains his directorship with the publishing company. He will now be based at Island Records’ offices in London.

“I shall be looking in Island Records in the States and also spending a significant amount of time in America and Europe,” says Lawrie.

“On this expansion of Island’s A&R activities is designed to give the company more flexibility in the international music market.”

Epic Records

New CBS/Sony Label Named K.K. Epic Sony

TOKYO — The new record company being formed in Japan by CBS-Sony has been officially named K.K.Epic Sony, according to a recent company announcement. Expected to start business Aug. 21. first product releases are slated for October.

EMI Gets Queen’s Award For Exports

LONDON — EMI received the Queen’s Award To Industry recently for exports exceeding 100 million pounds in 1977.

After receiving the award from Sir Charles Madden (The Queen’s Vice Lord Lieutenant) at the award luncheon, Sir John Read of EMI outlined the extensive efforts which have helped EMI win the award. In particular he noted the special achievements of EMI International — all now that exports are of pre-eminent importance to our country’s well-being and prosperity.

The Financial Times recently published a list of the 30 leading British exporters — all of whom achieved exports in excess of 100 million pounds in 1977 — and I am pleased to say that EMI was included in this list with the very creditable total of 130 million pounds of exports last year. I very much hope that we shall be able to exceed this level of achievement in the years ahead — and that we shall continue to be supported by the efforts and enthusiasm of EMI teams like those in the International Division.”

Between 1968 and 1977, EMI won five awards for exports and four for technological achievement.

Toshiba-EMI Holds Meet For EMI-America Label

TOKYO — Toshiba-EMI recently held a presentation of the new EMI-America label at the Tokyo-Azabu Prince-Hotel in Tokyo. At the meeting, Don Lawrie, president of Toshiba-EMI and Jim Mazza, president of EMI-America discussed Toshiba-EMI’s efforts to promote the new label in Japan.

“We are very glad to present the new company to Japan’s music businessmen,” said Lawrie. “The first release of EMI America, ‘Bluer Than Blue’ by Michael Johnson, is now expanding its sales in Japan.”

Mazza announced the signing of the J. Geils Band.

MEAT LOAF OFFERS TOMBSTONE

As a token of appreciation, CBS Records Australia and Meat Loaf awarded Sydney radio station, 25M, a tombstone inscribed with “In Loving Memory Of Your Support” at a special presentation in Sydney recently.

Meat Loaf’s “Bat Out Of Hell” LP has topped Australian charts for five weeks and earned its fifth platinum record which is equivalent to sales of 250,000 units. Pictured (l-r) are: Barry Chapman, 25M; David White, 25M; Meat Loaf; A. W. T. Smith, manager director of CBS Records Australia; and Jim Steinman.

Bantam Records

The Best/Play Last — Momoe Yamaguchi — CBS/Sony

TOP TEN LPs

1. Manoan — Sara & Tak — First Album — Columbia
2. Saturday Night Fever — Various — Polydor
3. Attila — Victor Reynolds — Polydor
4. Mayu Shono —录用ai — Columbia
5. Goldrush — Eiki — Yawaza — CBS/Sony
6. The Stranger — Chie Nozue — CBS/Sony
7. Circle 1 — Circle — Victor Musical Industries
8. Junki Igoa — Usukiyashutsu — Discot
9. Umin Tetsuratei — Makhico Watanabe — CBS/Sony
10. The Best/Play Last — Momoe Yamaguchi — CBS/Sony
International Talk

LONDON — The original soundtrack from Robert Stigwood's latest film extravaganza, " Sgt. Pepper's Lonely Hearts Club Band" has been released here this week by A&M Records who are the exclusive licensees for the album in the U.K. Plans for the film release in Britain have not yet been finalised, but C.I.C. who will distribute the film hope to have it released by Christmas. The Three Degrees have now flown to appear before Prince Charles in a charity concert at Eastbourne Kings Country Club. The group will be flying out on this occasion, but are expected to return for a string of autumn dates.

Foreigner is now officially confirmed to play as special guest on the third and final day of the Reading Festival on August 27 Island Records' release of Jimmy Cliff's single, "Many Rivers To Cross" coincides with the start of a massive television advertising campaign which features the song as sound track music. The campaign, for cosmetics company L'Oreal, is for a new perfume called Eau Jeune. The thirty-second commercials are now being featured on all independent television stations.

nick underwood PARIS — Barclay Records will be releasing in September two albums by the young French pop singer Simon Soussan, the producer of "Thank God It's Friday" starattley Britts and currently producer of the new Leroy Gomez album.

The albums come from two new acts Charisma and Romance from U.S.A. Simon Soussan, who has only been involved in the music business for a short time, is rapidly discussing the programming of the releases and also to plan dates for recording Etta Cameron in the autumn. The second release of the year. Etta Cameron has been a Barclay artist since 1976.

Patrick Topoloff, one of the hottest comedy singers in the country has just signed a contract with Treme/R.C.A. The first single to be released under this new agreement is a tribute to skateboarders Hollywood Chewing Gum along with CBS France is sponsoring a national competition involving rock groups from all over the country. Each Saturday, RTL, Radio Luxemburg will broadcast the final contest of one of the cities and the city winners will take part in the Olympia theatre finals in front of a jury who will vote for the overall winner. The first prize is a million francs and the opportunity to record their first album in Nashville (USA) all offered by both CBS and Hollywood Chewing Gum. It's the very first time that a French competition of national level with the help of a record company.

C.D. Band has released a new single entitled 'Music, Are You Ready?' distributed by CBS in France. C.D. Band will be out shortly in the U.S. through Can't Stop Productions, distributed by Casablanca. The album is set for release later in September simultaneously in Europe and USA, and will introduce a new disco sound growing popular in the European market, according to Marcel Bembel, the producer of the group. To coincide with the release of his forthcoming album, Manu Dibango is preparing an extensive tour of Europe at the end of August, standing with a full week at the Olympia Theatre. The album tentatively entitled "Matumba" has been recorded at Atlas with Manu's usual band. The album is also to be released in America on Island, with a single "Army" a semi-reggae tune with a heavy jazz flavor making it suitable for the dance floor. A tour of USA is in negotiation for the beginning of 79 claudie monnet

BUENOS AIRES — "Saturday Night Fever", the Stingwood/RSO movie/record blockbuster, seems to be creating the same excitement in Buenos Aires as it has in the rest of the world. Although the premiere of the movie was postponed to avoid interference with the Soccer World Cup, the double album, which was released three months ago, and it is considered that the strong promotion around Travolta and the Bee Gees. And the good reviews received, may turn the double album into one of the strongest items of the season.

Local chantress and writer Maria Elena Kuri has opened her new hotel "Travolta" in the Hotel Topic. Her records are released by Microfon and it is possible that an album from the hotel, from this show will be available soon.

Through its EPO (Epic-Portrait-Orfeo) division, CBS has been launching a series of 12" 45 rpm records designed to discuss a market response. The discotheque activity in Buenos Aires is strong at this moment and the high percentage of air time devoted by radio stations to foreign music is also helping. RCA will award a gold record to its group Los Moros, for the sales of its previous single. There is a new entry by this group on the charts at this moment, which could also turn the double album into one of the strongest items of the season.

EMI has released a new volume of its series of remastered recordings by Carlos Gardel, who was considered a national hero after leaving Argentina for twenty years.

Union Records is releasing its second volume of English music Pedrito Rico, recorded in Buenos Aires last month. The first LP by Rico entered the charts some weeks ago, and it seems the market for this artist, he has been active in Argentina, Spain and other Latin American countries. Record for twenty years.

Tennessee Records is releasing a series of cassettes by international artists, to be followed in some cases by releases on record. The policy is to establish an independent market for cassettes using new channels for marketing the product. — Miguel Esmirnov

Australian Radio Awards For 1978 Presented At Gala Sydney Meeting

SYDNEY — The Australian Radio Awards were presented recently at the Radio '79 seminar held at Sydney's Hilton Hotel before representatives of Australia's 120 commercial and 85 government radio stations.

The awards for single stations were: "best station promotion of the year," 2GD Gosford for April Fools Day; "sports personality of the year," Des King of 2TM Tamworth; "commercial production by a radio station," 8DN Darwin for The Bombing of Darwin; "newscaster of the year," Dave Burrows of 2LF Young; "music personality of the year," John Kerr of 2GD Gosford; "tasteful personality of the year," The Penalties Upped In Aust. For Convicted Pirates

SYDNEY — Australia is planning tough new laws to combat importers and manufacturers of pirate records and cassettes. Offenders will face fines of up to $8700 or six months in jail.

The Australian Attorney-General, Senator Durack has announced the new regulations will be included in amendments to the Copyright Act. Legislation to change the Copyright Act will be introduced into the Federal Parliament in Canberra during the budget session, probably in August.

The changes were promised after lengthy delays by legal experts to ensure record and publishing companies. The limit in piracy prosecutions for a first offense will be increased from $170 to $1300. The maximum jail sentence will be increased from two months to six months.

Bob and Doug Show for 2GD Gosford; "newscaster of the year," Gordon McBrien for 2NM Muswellbrook.

Awards for multi-stations were: "best station promotion of the year," Money Mania for 2UE Sydney; "best commercial production by a radio station," 2SM Sydney for Coca Cola/Shebex; "special contest by a commercial radio station," 3KY Melbourne for Nostra Damas; "newscaster of the year," Brian White of 2SM Sydney; "music personality of the year," Ian MacRae of 2SM Sydney; "tasteful personality of the year," Dylan and Moore of 2SM Sydney; "best commercial production by a radio station," Radio New Zealand for Hickory Bond Boob Tubes; "air personality," Lindsay Yeo, of Radio New Zealand.


Elio ROCA SIGNS — Singer Elio Roca recently signed with Phonogram in Argentina. Pictured (l-r) at the signing are: Maximo Rubinstein, Phonogram Argentina administrator; Horacio Alvarez, radio promotion director; John Lear, general manager, Phonogram Argentina; Elio, Eduardo Alvarez, Roca's manager; and Ruben Gonzalez, press officer.

INTERNATIONAL BESTSELLERS

NEW ZEALAND

TOP TEN 45s

3. Queen of Love — Miss Lene — CBS.
4. We're All Alone — Rita Coolidge — Odeon.
5. How Deep is Your Love — Bee Gees on Phonogram.
6. Black Coffee — Pacho — De Control — RCA.
8. Roberio Collection — Ricardo Braga — RCA.
10. Don't Let Me Be Misunderstood — Santa Esmeralda — Polydor.

TOP TEN LPs

1. A Star (int'l) — Various Artists — Som Live.
5. Pulu Do Gato (int'l) — Various Artists — Som Live.
6. Saturday Night Fever — Bee Gees. — EMI.
7. Passo Da Manha — Maria Bethania — Polydor.
8. Don't Let Me Be Misunderstood — Santa Esmeralda — Polydor.
10. Don't Let Me Be Misunderstood — Santa Esmeralda — Polydor.

ARGENTINA

TOP TEN 45s

1. Argentina Te Queremos — Los Campeones — Philips.
2. Tu Siempre — Franco Simone — Microfon.
3. Silver — Silver — Private Soca — EMI.
4. Marcha Oficial Del Mundial '78 — Banda Columbia — CBS.
5. Malo E Aam — Ennio Morricone — RCA.
6. Es Una Pena — Bonnie Tyler — RCA.
7. Old Mountain Man — Offa — Soca — EMI.
8. Sabado A La Terca — Tiberio — RCA.
9. Passion — Y Vida — Los Inacabables — RCA.
10. Gorion — Miguel Gallardo — EMI.

TOP TEN LPs

2. Argentina Campeon — Jose Maria Munoz — RCA.
5. Saturday Night Fever — Bee Gees. — EMI.
6. Even In The Quietest — Superhawk — A&M-EMI.
7. A Mi 33 Anos — Julio Iglesias — EMI.
8. Stro Show — Interdisc.
9. A Mi 33 Anos — Julio Iglesias — EMI.

BRAZIL

TOP TEN 45s

3. Queen of Love — Miss Lene — CBS.
4. We're All Alone — Rita Coolidge — Odeon.
5. How Deep is Your Love — Bee Gees on Phonogram.
6. Black Coffee — Pacho — De Control — RCA.
8. Roberio Collection — Ricardo Braga — RCA.
10. Don't Let Me Be Misunderstood — Santa Esmeralda — Polydor.
Hall Has Hit With "Little Whorehouse"

The original cast album has just been released on Universal's subsidiary, RCA Records. Now that she has a track record in the theatre, Hall plans to write more musicals. She would also like to record another album, but "nobody's invited me lately," she said. If a label were interested, she added, she might ask Delores Hall (no relation) what she likes the musical to, and she said her songs on an LP entitled "Hall Sings Hall.

Showstopper

As Jewel, servant of Miss Mona, the brothel's madam, Delores Hall performs a showstopping R&B number entitled "24 Hours Ol' Luv." Otherwise, however, the music is a mixture of Broadway and country and western. In fact, some of the show's best musical selections are foot-stomping hoe-downs with well-choreographed dance routines.

The overall tone of the show is far removed from the big city connotations of prostitution. Its focus is small-town America, with all the innocence and nostalgia that implies. "Depending on your family," Hall commented, "it could be a family show. It's a show for the whole family. Masterson has three, and not only have they all brought their friends, but almost everyone who's been here goes home and makes their parents come."

Although it is unlikely that the movie version of "Little Whorehouse" will get a PG rating, Hall maintained that there is nothing here which is not suitable for children. "I want my children to understand what this means," she reiterated. "Because it's about saying one thing and doing another. I'm not embarrassed about reality. I think that the more they know about the truth, the better off they'll be.

Klemmer Pursues Solo & Band LPs

(continued from page 8)

Bego

Changes At E/P/A — Epic/Po.rt/A.ted Labels has announced the expansion of its direct-to-disc recording with a new promotion director for the east coast publicist, E/P/A. Jessica Falcon has been named east coast tour publicist, E/P/A. Sparrow joined CBS Records in 1975 in the Columbia Records' west coast artist relations department. She will work directly with E/P/A's tour coordinator, the position she has held until her current promotion. Falcon comes to E/P/A from Chrysalis Records, where she has been east coast publicist for three years.

Sally Ann Promoted At Polydor — Sally Ann has been appointed southeastern regional promotion manager for Polydor Incorporated. She was formerly Nashville local promotion manager for the label.

Changes At MCA — MCA Records has announced the promotion of George Mangrum to tour publicist. He was previously assistant publicist for Warner Bros. Records in San Francisco. He was previously program director assistant for KSAN/San Francisco and was also affiliated with Pacific and Southern Broadcasting in New York.

Weisman Named At Polydor — Fred Weisman has been appointed eastern regional promotion manager for Polydor Incorporated. He was formerly the New York local promotion man for the label.

Lammic Joins Goldberg — Danny Goldberg, Inc. announced that Betty Lammic has joined the west coast staff as publicist. She comes from Ken Fritz Management where she served as assistant to Dennis Tuner. Prior to that, she was assistant director of artist relations at Warner Bros. Records.

Voyage Names Guess — Voyage Records has named George Guess Voyage Records' national black promotion director. He has most recently been an independent promotion director for the late Philadelphia international. He had previously been associated with Records in Philadelphia.

Kollar Named At Apex-Martin — Apex-Martin Record Sales, Inc. has named Howard Kollar as east coast manager. He has been with the firm seven years, most recently as warehouse manager and buyer.

Horton Named — The Welk Music Group is expanding west coast operations under the direction of Gaylon Horton, recently head of west coast promotion for Warner Bros. Records. He will direct the Hollywood-based promotional and production activities for the Lawrence Welk-owned publishing companies. Previously in radio and television programming, he was awarded a national Emmy and is currently serving as president of the Los Angeles chapter of the National Academy of Recording Arts and Sciences. Horton succeeded Fred Sciacca as west coast manager.

Unruh Named At Alamo/Imirng — Alamo/Imirng, Rondor International (A&M Records Publishing Division) has announced the appointment of Frank Unruh as controller for Alamo/Imirng Music Publishing. He was controller for Warner Brothers Music Publishing and was responsible for the establishment of the Warner Bros. Music publishing company.

Innes Named At Arbtron — Brian P. Innes has been named senior statistician for Arbtron in the New York office. He joins Arbtron from Blue Cross/Blue Shield of Greater New York where he has served the past three years as staff consultant statistician. Before joining Blue Cross/Blue Shield, he spent close to five years as a research analyst for New York Life Insurance.

ECONOMICS

(continued from page 9)

York, the position is being filled by Stephen Feldman. Rifici most recently had been manager, pop merchandising, having joined RCA Records in 1961 in the office services department. Bego joined RCA in 1957 and in 1971, he moved to Los Angeles to take up the position of sales manager, Los Angeles branch. McCassy began her career in the record business with National Tape and joined RCA Records in 1971 when the company was formed. She had served as branch manager and, most recently, as a sales representative. Feldman joined RCA Records in 1972 as a sales representative in New York. In 1974, he became sales manager, New York San Francisco and Atlantic — Rob Senn, former Atlantic local promotion representative in Atlanta, has been promoted to southeast regional pop promotion director for the label. In August of 1974, he joined CBS Records as an inventory clerk in Atlanta, following which he was named CBS Records' southeast regional promotion manager. In December of 1974, he was promoted to CBS Records' southeast regional pop promotion manager in the same territories in September 1976; and then he moved back to Atlanta in April 1977 to serve Atlanta's local promotion representative post.

Ravi Chopra's Capital — Bruce Ravid has been appointed manager of west coast talent acquisition at Capitol Records. He comes to his present position after five years of experience with Capitol Records. He joined Capitol as a local promotion assistant in Chicago and in April '76 he was promoted to midwest AOR promotion coordinator.

Production Manager — Jon Colman has been promoted to production manager, midwest, Columbia Records. He got his start with "Warning" in Detroit, and then went on to WABX where he was the program director. Nine months ago he joined CBS as the local promotion manager for Portrait Records in Detroit.
TV Cameras Take Viewers Inside Rock-Ola Plant

CHICAGO — The Rock-Ola manufacturing plant and its employees were featured recently on the NBC TV program "Bubble Gum Digest," and the show gave viewers a close-up look at the many operations that go into the assembly of a phonograph. Rock-Ola's New York television audience was taken within inches of a vat containing to Rock-Ola customers the world over. In the first photo, a Rock-Ola employee is shown assembling the components of a printed circuit board. In the second photo, the camera focuses on one of the many quality control tests that are conducted as each electronic part and component is checked.

Bally Announces Records Totals For 2nd Quarter And 1st Half Of 1978

CHICAGO — Bally Manufacturing Corp. posted record revenues, income and per share earnings for the second quarter and first half of 1978. Revenues for the quarter ended June 30, 1978 rose 28 percent to $85.5 million from $67.2 million during the second quarter of 1977. Net income for the period increased 64 percent to $9.99 million from $6.08 million a year ago.

Per share earnings for the second quarter were up 61 percent to 82 cents from 54 cents in the 1977 quarter. The second quarter includes a 3 cent per share foreign exchange loss, with no per share effect in 1977 for this item.

For the six months ending June 30, 1978, revenues increased 33 percent to $160 million from the previous record of $121 million in the first half of 1977. Net income for the first six months of 1978 rose 86 percent to $17.4 million from $9.41 million in the first half of 1977.

Per share earnings for the first half of 1978 increased 82 percent to $1.44 from 79 cents during the comparable period in 1977. There was no per share effect from foreign currency exchange for the six months of 1978, while the 1977 period includes a 1 cent per share loss.

Betzon Expands With New Product Lines, Sales Reps.

CHICAGO — Betson Enterprises, a Division of H. Betti Industries, Inc., and Runyon Sales Inc. announced completion of an agreement whereby Betson will assume representation of all games manufacturers previously represented by Runyon Sales. As part of this agreement, Betson has agreed to assume service responsibility on equipment previously sold by Runyon Sales.

At the same time, Betson announced that it has been appointed by Bally Manufacturing Corp. as the company's representative.

Jukebox Operators Sued By ASCAP Over Licensing

NEW YORK — Operators of a jukebox located at Cafe 72, at 302 East 72nd St. in Manhattan, have been sued by ASCAP for failure to comply with the licensing requirements of the new federal copyright law. The move represents the first lawsuit brought against a jukebox operator by the licensing organization.

Under the 1976 copyright law, operators are required to pay a compulsory annual license fee of $8 per jukebox. According to the U.S. Copyright office, only 130,000 out of an estimated 500,000 jukeboxes in the United States have been registered under the new law.

Defendants

Named as defendants in the ASCAP suit were Carmen Brachetta, president of Paramount Automatic Machines Corporation and Paramount Vending Company, and Harry Kohodny, president of Paramount Records Corporation, Paramount Entertainment Corporation, and Paramount Cigarette and Entertainment Corporation. Both defendants are located at the same address, 241 Bruckner Boulevard in the Bronx, New York.

Plaintiffs in the suit were ASCAP members, Smartline Machine Company, Gladys Music, Warner Brothers Inc., International Korwin Corporation, Kitting Music Inc., Revelation Music Public Corp., and Morley Music Company. If the plaintiffs win the case, statutory damages would amount to at least $1,750, according to ASCAP.

Damasages

The complaint charges the jukebox operators with infringement of performances on seven ASCAP licensed songs. If the court determines that infringement did occur, damages for each song range from $250 to $10,000 under the copyright law.

According to an ASCAP spokesman, the licensing organization plans to be "vigorous now in suing jukebox operators who continue to show contempt for the law and the rights of creators by failing to comply with the copyright act.

UAI Sponsors Service Class On Playmatic Pins

CHICAGO — Universe Affiliated International recently sponsored service classes on Playmatic pinball games at Bird Music Co., in Shawnee Mission and Manhattan, Kansas. The sessions were part of a program that will continue over the next few months and will include service schools at all of Universe Affiliated's Playmatic and distributors in the U.S. and Canada.

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Rock-Ola Plant Featured On TV Show

(continued from page 45)

melted solder through which pass printed circuit boards. Chemically treated areas on the bottom of the boards accept the solder and complete the circuits to the various electronic components.

The close-up camera also gave viewers an operator's view of high-speed precision machine that produces thousands of parts used in every phonograph.

The program also spotlighted the factory's computerized production and quality control testing facilities. Rock-Ola engineers have designed computers that direct operators through complicated wiring assemblies, and as each step is completed, the computer checks the operation before the operator can proceed to the next step.

Product Testing

In the record changer-player assembly department, TV viewers saw hundreds of units being tested simultaneously. The hundreds of spinning turntables, revolving records and varying record changer arms vividly depicted the operating test each Rock-Ola phonograph must pass before it is installed in a cabinet.

Rock-Ola phonographs made for countries outside the United States require special modification. The electric power, the coins and the language differ from country to country, and viewers saw how these modifications are installed and tested on Rock-Ola phonographs destined for countries around the world.

Prior to being packed each completed Rock-Ola phonograph goes through three final inspections. The first inspection is an audio test where the phonograph is played under normal and severe operating conditions. This test assures that the power system, speakers, tone arm and other audio assemblies are in perfect operating order.

Additional Tests

The second test is conducted by a computer. In a matter of minutes it puts the phonograph through a comprehensive test under stress conditions, the purpose of which is to find operating flaws or weaknesses that would not normally show up for months or years under normal playing conditions.

Tested and approved phonographs receive one more final examination before packing. The cabinet interior is checked thoroughly to make sure all chrome, glass, metal and wood parts are in perfect condition. Approved Rock-Ola phonographs are then packed and shipped to every continent of the world.

The half-hour NBC-TV program, "Buble Gum Digest," features one product each week that is of interest to teenagers.

State Association Calendar 1978

Sept. 15-17: No. Carolina Coin Operators Assn. annual conv. Sheraton Center; Charlotte, NC.
Sept. 21-23: Amusement & Music Operators of Virginia; annual conv. John Marshall Hotel; Richmond, VA.
Oct. 5-7: West Virginia Music & Vending Assn.; annual conv. Heart O'Town Motor Hotel; Charleston, W.V.

Midway Holds Service School in Belgium; Ducay Conducts

CHICAGO — Andy Ducay, Midway's service manager, conducted a two-day service school May 8 and 9 in Antwerp, Belgium, which was attended by 35 technicians representing 10 countries.

The sessions were planned and conducted by Roger Lambrecht of Bally Continental, Antwerp. Topics covered during the classes included the "Seaworld II" 280 system and the new 25-inch coin-machines.

Participants

Participants, along with their respective firms, included: R. Roemer and I. Stern, Amiro (Switzerland); D. Bagnall and B. Meitner, Associated Leisure (England); A. Rasmussen and E. Rasmussen, Bally Automater A/S (Denmark); R. Grauwels, R. Lambrecht, J.P. Peeters and G. Van Duy, Bally Continental, Ltd. (Belgium); D. Adams, Bally Continental, Ltd. (England); F. Brognard and M. Bonasso, Bally France; T. Sjoholm and S. Anderson, Bally Scan- dania, and A. Penninsky and L. Suetsen, Belgian Amusement Company.

Also attending the sessions were: A. Pramatter and R. Keller, Braeker Automaten AG (Switzerland); A. Fabri and L. Sacondini, Domino (Italy); A. Kramer, Hoffmerson Amusement (Holland); T. Lavy and A. Sower, Irish Amusements; Van Es and J. Van Rooy, N.A.C. (Belgium); N. Simons and B. Riley, Ruffer & Detch (England); and C. Vanham and E. Van den Janssen, Vale Automatenimport (Holland).

A 31-year veteran of the coin machine industry, Ducay is one of the most respected servicemen in the business. His reputation is due in large part to his knack for "speaking the operator's language" and using terminology that can be understood by all, regardless of rank or experience.

In announcing Midway's expanded service program earlier this year, Stan Jarocki, director of marketing, noted: "Andy is one of the most able service management men in the industry — and this is not just a personal opinion but one shared by his peers. He can teach at any level, from beginner to experienced technician, and this, along with his friendly and cooperative attitude, makes him extremely popular with operators."

Beton Expands With New Product Lines, Sales Reps.

In New York, New Jersey and Connecticut.

'Better Position'"We at Beton are confident that we will be in a even better position to offer the coin machine operators and the industry the finest in equipment and superior service, commented Beton chairman Bert Betteln. "We are expanding our already large parts department and service facilities, adding personnel in order to maintain our conviction that the coin machine industry will continue to grow and prosper and strengthens our commitment to offer the finest equipment, parts, service, and technical assistance available to all operators in this area.

EUROPEAN TECHNICIANS — The Midway service school in Antwerp, Belgium was attended by service technicians representing numerous European coin industry firms. The above photo shows a portion of the technicians who were on hand for Andy Ducay's informative sessions.

CALIFORNIA CLIPPINGS

Atari's "Fire Truck," Midway's "Space Walk" and Stern's Memory Lane are currently creating a lot of excitement at the C.A. Robinson & Co. showroom, according to distrih vice president Ira Betelman, who also notes he is anxiously awaiting the first shipment of another potential blockbuster — Bally's "Lost World." To make room for the new arrivals, the distib will be holding its annual inventory reduction sale through the month of August.

According to Sources TARI is buying a lot of new equipment this year, including several schools in keeping with the factory's pledge to provide additionalfield support to all its distributors. Sales force will also be making the rounds, according to western regional sales manager, through Midway's and recently expanded service facilities.

Another noteworthy feature is that the entire concept of the game can be changed simply by substituting the various playfield options which are available.
Classified Ad close WEDNESDAY
Send all copy to: CASH BOX, 363 Sunset Blvd., Hollywood, Calif. 90232

COIN MACHINES WANTED

WANTED: Large quantities of Seeburg 8100, C-100, 5-100. Vendo 200, KODO 201, 121. Laitt 1000, 1800, 1900, 2030, 2046. Wishing to trade against fillers on model and assorted "free play" games like Bally, Williams, Pat." (rest of text cut off)

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COIN MACHINES FOR SALE

FOR SALE: Midway - Wholes $685, Wholes $875. Gun Right $500, Top Gun $795, Top Gun $895, Mini Mondo $1100, Dryades $1500, Dryades $1700, Dryades $1900, Dryades $2000. Superior Street $500, Superior $800, Superior $1000, Double $1200, Double $1400, Double $1600, Double $1800. All MACHINES, INC., 1st floor, 50-56 Ridgok Road, Kewnyong, Hong Kong.

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EMPLOYMENT POWER

For more Classified Ads, look up Index Section C, p. 863. Classified Ads is sent to Hollywood recording offices by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY
Send all copy to: CASH BOX, 363 Sunset Blvd., Hollywood, Calif. 90232

April

CASH BOX

April


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N.Y. 10566. FOR NATIONAL WHITENBURG MODEL legal states. LOWELL ASSOC., 591 South Main Street, Freeport, New York 11525 (212) 899-3300. Tele: Bob Smith beam/Campfire.


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INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discographers and fanatics subscribe to our Automatic Almanac Service for all singles and LPs from the charts. The latest and most dependable service in the world. ARIDIS SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s & LPs - surplus records, overstock-cuts, etc. Call or write Herb Winter, 5030 S. 97th Ave., Chicago, Ill. 60604.

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SALE: Midway $495, 280 Zzzap $895, FOR SALE: Bally Hong Kong all R100. V200. KD200, LOWELL ASSOC., 591 South Main Street, Freeport, New York 11525 (212) 899-3300. Tele: Bob Smith beam/Campfire.


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But breaking the solo artist can be a grueling process. Such was the case with Jay Ferguson, drummer for Blondie, who left the band and went solo. His first album, “I’m Just A Person,” was released in 1981 and was moderately successful, but it was only a stepping stone for his career.

Ferguson’s manager, Marty Pickerson, had received a maximum effort. “When I took Jay on for management, his first solo album was already in the works.” Pickerson said. “We decided that, in Jay’s current ‘Thunder Island’ sound, he would do a medley of Spirit songs like ‘Run, Run, ‘I’ve Got A Line On You,’ and ‘Me and My Skin’ and the past is nothing but a help. It’s a point of conversation just to sit in the car with a program and have a conversation and watch how much fun it was back in the 60’s. It makes you a human being and not just a piece of press that we could get.”

The only time identification with the past comes up, Pickerson said, is when the artists talk about the past group’s tours and how much fun it was back in the 60’s. It makes you a human being and not just a piece of press that we could get.

But in spite of the aforementioned successes, there is always the possibility of failure, or a falling short of expectations. For instance, Marty Pickerson talked about his failure to launch the career of ex-drummer for the Elton John group, Nigel Olsen. “I can’t tell you how we built Nigel Olsen because, sorry, we didn’t.” Pickerson said. “We didn’t even get the wrong label (Columbia). When we signed Nigel, there was a lot of belief. But I think that sometimes record company antipathy gets too big, and it’s impossible for one label to work 30 to 50 pieces of product because priorities get lost. I think it’s a fine album, but CBS couldn’t get any airplay on it. I think CBS just had too many other priorities.

Lack Of Promotion
Label problems also hurt Phillip Wynne, whose career failed when he left the Spinners to go solo. Wynne left on lead singer only to plummet to obscurity when he went solo. Manager Ron Mason explained that being signed to the same label as The Spinners was a drawback for Wynne. “The Spinners sell a lot of records for Atlantic and there was always a problem for us in terms of promotion. The Spinners felt that they didn’t want it generally known that they had sustained a loss and they put a lot of pressure on the record company not to advertise Phillip Wynne — former lead singer of the Spinners.” said Mason.

The major thing you accomplish with the first release is having it accompanied by a full blown promotional campaign. While the record companies can be very protective, a major thing you accomplish with the first release is having it accompanied by a full blown promotional campaign. While the record companies can be very protective, we have to inherit the public that there is a war that has sprung on many hit records, and that a constantly hit heads with the company on that.

There was also a problem in Phillip’s strategy. I wanted to concentrate on his recording career, while Phillip wanted to immediately go out before the public. Because of his frustrations with the Spinners, where his creative juices were not allowed to flow, the minute he was out there he wanted to do everything. And that can sometimes be a mistake. Phillip was very concerned about having an act that could go out and work immediately, as well as write material and produce and record an album, and as a result, they all suffered.”

Frisoli Sees 235% Sales Increase For Polygram Distribs.

(continued from page 5)

A national television advertising campaign for the Atlanta Rhythm Section.

New York Records & FilmWorks, announced that a $2 million promotion blitz has been targeted for their newest album by New York band that will soon be released. Bogart predicted that each album would ship platinum, and that each album would feature the four albums grouped together.

Standing Ovation
Al Coury, president of RSO Records, received a standing ovation from the nearly 100 executives assembled from all 14 Polygram branch locations. Coury narrated an audio-visual presentation that highlighted the success of “Saturday Night Fever,” “Grease,” “St. Pepper,” and solo albums by Andy Gibb and Eric Clapton. Coury alsopreviewed upcoming albums from the Bee Gees, Player, Yvonne Elliman, Jim Casals, and Marcy Levy.

For the first seven months of the year, Polygram’s album releases scored 10 platinum albums, 5 platinum singles, 13 gold albums, and 11 gold singles.

Music, Marketing Showcased As CBS Convention Wraps Up

(continued from page 40)

departments” as a major factor in the success of emerging artists such as Elvis Costello, Eddie Moman and Karla Bonoff.

Future Trends
Of future A&R trends, Ellis said, “If there is a trend in pop music, it is toward simplification, and this week’s big smash albums by the ‘S’ boys — Springsteen, Seger and the Stones — should make this abundantly clear.”

Ellis said he knew of no instance in which any Columbia A&R man has actively solicited signing an artist to the record company. “They come to us,” he said, adding that the criterion for signing was that of a label. Ellis said that “we must be able to offer that artist the ability to increase his sales well beyond what they are where he is.”

According to Ellis, the Columbia artist roster is not expanding by leaps and bounds. “It is still a highly selective group to which very few can say they’ve pointed.”

Today’s Columbia pop artist roster is exactly the same size that it was three years ago, although our business has grown im measurably.

Flexible Approach
Mooney, recently appointed head of the CBS branch operation, urged participants to be “flexible” in their approach to meeting the challenge of an ever-changing record market. “In pursuit of an artist we have to keep changing, reacting to meet the demands of the market and may be making some innovations as we go along to influence consumers to buy our products even more often than they do now,” he said.

Appearing in formal attire complete with tie and tail, Mooney said that the future directions of Columbia Records promotion in an hour-long audio visual presentation, which is part of the 50th Anniversary of the Academy Awards.


Each of the records was introduced by major Hollywood celebrities — Clark Gable, Lieutenant Columbo, John Wayne, Walter Brennan and Henry Fonda — whose voices were audible from a location television receiver. Bobby Roberts, program director of New York radio station 9XW, discussed the five CBS marketing regions via prerecorded tape.

The presentation was conceived by Chuck Thargard, director of national A/C promotions and trade relations, Columbia Records, and put together by the entire national marketing staff, including Sherwood and Luba Frichuk, manager, promotions; and Lorne Saifer, executive vice president, marketing.

Central Core Marketing
Smith, in his closing remarks, recapped Don Dempsey

the week’s activities before moving to an in depth discussion of the Central Core Marketing system. “Central Core Marketing, that’s more than just a fancy phrase,” Smith said. “It is a combination of all the professional departments that enables us to support our artists in a manner no other company can.

Smith went on to explain the system’s structure, saying that CBS Records President Bruce Lundvall oversees the three major components — Columbia, E/P/A and CBS Records marketing — which are headed by Craigo, Dempsey and Smith, respectively.

Smith, through a series of slides, then introduced the key executives who direct these three groups.

“Jack Craigo has two important organizational components at Columbia,” he said. “Don Ellis heads A&R with Mickey Eichner, Michael Dilbeck, George Butler and Don Devito, who collectively administer some of the most astute talent seekers and talent developers in any company. On the marketing side, Joe Mansfield directs Bob Sherwood. Arndon Andon, Ron McCarrol, Ron Obman. Hope Antman and a staff of marketing professionals who are as innovative as they are effective.

“Moving to the other side of the tree where Don Dempsey is firmly entrenched,” Smith continued, “key decision-makers include Tony Martell, Larry Harris, Jim Tyrell, Lenny Petze, Bobby Colomby and Lorne Saifer. Under them are department heads — Al Gurewitz, Al DeMarion, Al Bergamo, Jim Chance and Susan Bond — who are responsible for coordinating and implementing the efforts of dozens of key professionals working across the country. Key executives at CBS marketing, according to Smith, include Le Baron Taylor (VP, black music), Rick Blackburn (VP, country music), Mooney, Mike Machinich (VP, merchandising) and Joan Grewick (VP, planning and research).

Douglas To Hollywood

NEW YORK — The Mike Douglas Show has moved its offices and production facilities to Hollywood. Effective August 1, the show’s mailing address is 7800 Beverly Boulevard, Los Angeles, California 90036.

IN LENNER’S HONOR — Millennium Records’ personnel recently held a surprise birthday party for label president Jimmy Lenner at the Lincoln Plaza building in New York. (l-r) at the party are: Rob Friedheim, manager of Millennium recording group The Godz; Chip Rachlin of Renaissance Management and Lenner; liner in “Teeth” jacket presented to him by Casablanca east staff, and Lorraine Rabidos, Joe “Bean” Esposito of Brooklyn Dreams and liner.

48 Cash Box/August 12, 1978
THE THIRD ALBUM IN A SPECTACULAR CAREER FROM THE BROTHERS JOHNSON ON A&M RECORDS & TAPES

Produced by Quincy Jones for Quincy Jones Productions

©1978 A&M Records, Inc.
LEO SAYER
THE NEW ALBUM
PRODUCED BY RICHARD PERRY.
ON WARNER BROS. RECORDS AND TAPES.