Ain't no doubt about it.

You've heard it before, and we'll say it again: throughout the world of rock and roll, there's never been anything quite like this.

In celebration of "Bat Out of Hell"'s first birthday, let's look at the record to see why 1978 belongs to Meat Loaf, and why Meat Loaf seems to be growing bigger and bigger as the weeks go by:

- Double-platinum-plus album sales.
- Gold single, "Two Out of Three Ain't Bad."
- Over 1.5 million albums sold in the last 90 days.
- Shipping at an average of 25,000 albums per day.
- Additional 1.5 million albums sold internationally.
- Total worldwide sales racing to surpass four million.
  ... and so on into 1979.

The spectacular journey that took off with "Two Out of Three Ain't Bad" now continues with the new Meat Loaf single, "You Took the Words Right Out of My Mouth." It's already a classic on hundreds of play lists all over the country.

And in response to your continued support, we're shipping it in anticipation of yet another Top-40 smash.

"Bat Out of Hell."
The double-platinum inaugural Meat Loaf album, with songs by Jim Steinman.
Featuring the new single "You Took the Words Right Out of My Mouth."
On Epic/Cleveland International Records and Tapes.
EDITORIAL The Loading Zone

The trend of late to ship more and more product may be satisfying some egos, but the practice seems to be putting a strain on the manufacturer-retail partnership. Although the ongoing industry philosophy of insuring sales by shipping large quantities is valid, there is a point at which “loading” becomes a burden for all involved.

Retailers have commented recently they are willing to work with hit labels, and even “bend” under pressure on specific projects. But they also said when stacks of over-shipped releases sit in their warehouses, they feel no push to return payment. Labels, on the other hand, are pushing for heavier quantities to go out for greater industry exposure and a variety of other reasons. Unfortunately, this does not always produce the desired results.

The psychological implications of this situation are not consistently working in the manufacturers’ favor. For example as a store manager looks around to see huge numbers of a specific album, he loses sight of the fact that the LP may be selling well. Consequently, in some cases, reports to the trades are misleading.

Some albums have enough industry anticipation that they demand large shipments, but fast and furious re-order patterns can generate more excitement in the business than massive initial shipments.

NEWS HIGHLIGHTS

- Injunction listed in CBS, Jet Suit against Promo Records and Morris Levy (page 7).
- Annual DJ Week celebration draws crowd of more than 4,000 to Nashville (page 7).
- Higher list prices for domestic LPs expected to make imports more competitive (page 7).
- ASCAP, BMI, SESAC hold annual awards presentations in Nashville (pages 52 and 58).
- Italian critics vote awards for best LPs of the year (page 71).
- Bob Seger’s “We’ve Got Tonite” and Ian Mathews’ “Shake It” are leading Singles Picks of the week (page 22).
- Steve Martin’s “A Wild And Crazy Guy” and Ted Nugent’s “Weekend Warrior” are leading Album Picks of the week (page 20).
- Cash Box debuts Disco section (page 44).

TOP POP DEBUTS

SINGLES

- YOU DON’T BRING ME FLOWERS — Barbra Streisand/Neil Diamond — Columbia

ALBUMS

- 52nd STREET — Billy Joel — Columbia

POP SINGLE

- HOT CHILD IN THE CITY — Nick Gilder — Chrysalis

R&B SINGLE

- ONE NATION UNDER A GROOVE — Funkadelic — WB

COUNTRY SINGLE

- LET’S TAKE THE LONG WAY AROUND THE WORLD — Ronnie Milsap — RCA

JAZZ

- CHILDREN OF SANCHEZ — Chuck Mangione — A&M

NUMBER ONES

POP ALBUM

- GREASE — Various Artists — RSO

R&B ALBUM

- ONE NATION UNDER A GROOVE — Funkadelic — WB

COUNTRY ALBUM

- I’VE ALWAYS BEEN CRAZY — Waylon Jennings — RCA

GOSPEL

- FROM THE HEART — Shirley Caesar — Hob
A POSITIVE NEW DIRECTION

DIRTY WORK • FIRE • HAPPINESS • ANGRY EYES
HYPNOTIZED • AS I COME OF AGE • ECHOES OF LOVE
COME AND GET YOUR LOVE • LAY IT ON THE LINE • EVERYBODY IS A STAR

PRODUCED BY RICHARD PERRY
THE FIRST SINGLE: Fire (P-45901)

She's more than just the music...
She's the lyric and the melody,

She's the player and the producer,
She's the love in her songs...
And she's only just begun!

Produced by Charles Mims, Jr.,
Reggie Andrews,
and Patrice Rushen

Babylings, Inc.

PATRICE RUSHEN ON ELEKTRA RECORDS AND TAPES.
COAST-TO-COAST — Atlantic recording artist Peter Gabriel recently kicked off his 1978 North American tour with back-to-back shows at Los Angeles’ Roxy and New York’s Bottom Line. Showcasing his new album, which was produced by Tony Banks, Gabriel’s performance was hailed by critics as one of the year’s best.

Indy Industry Move Toward $8.98 List Price On Domestic LPs Would Boost Sales Of Imports

by Randy Lewis

LOS ANGELES — Now that the move has begun toward more and more $8.98 list albums, sales of import records will grow faster than ever as the price difference between domestic releases and foreign product continues to shrink, says Rick Lawler, general manager of Jim Records, the nation’s largest importer.

“The closer the price of an import comes to the price of an American record,” Lawler said, “the more incentive there is for the consumer to spend the small amount of extra money it takes to buy an import to get a higher quality piece of merchandise.”

Since most retailers are selling $8.98 list LPs in the $6-$7 range (Cash Box, Oct. 21), the increase puts those “selected” American releases in head-to-head competition, price-wise, with imported albums, Lawler said.

He said the current boom in the import business began about two years ago, when the American industry started the move from a standard $9.98 list to the $7.98 list. At that time, he said, sales began to pick up because the price of imports was much closer to that of a $7.98 domestic album. Import dealers were becoming more competitive for and if we had been able to hold our prices during the time the industry has gone from $9.98 to $7.98 to $8.98, now we would really be in great shape,” Lawler said.

“We have had an increase which was not of our own making. We don’t make our prices. If they are not subject to the prices we are charged by European manufacturers and also by international currency exchange rates. This means that the industry has been very unfavorable to the American dollar in the last six months or so.”

Because the dollar has continued to slide in value in relation to foreign currencies, Lawler said it has cost him more to buy records in recent months and they had to increase their prices a few months back. But since a domestic $8.98 list LP is sold to dealers for $4.50-$5.50, generally selling for $5-$5.25 on what they classify as an $8.98 album, are back into competition. Tower Records’ Hollywood store carries a large number of import records and store manager Bob Delaney says a list price increase on American releases will make imports more competitive.

Cash Box Debuts Disco Section

Cash Box debuts this week a new regular section devoted to disco music. Features of the section include: a national Top 30 playlist chart, selected programmers’ picks, disco radio highlights, product reviews and Disco Breaks, a weekly column which highlights forthcoming and upcoming releases and items relevant to the disco industry. The section debut on page 44.
A SINGLE MAN
ELTON JOHN

PART-TIME LOVE
GEORGIA
SHOOTING STAR
MADNESS
REVERIE
SONG FOR GUY

MCA-3663
MCA RECORDS

Produced by Elton John and Clive Franks for Frank N. Stein Productions Ltd.
Farrell Forms Two Publishing Firms

LOS ANGELES — Wes Farrell, a 20-year veteran of the music publishing field, has formed two new, Los Angeles-based music firms: Wescraft Music Company (BMI) and Bullhorn Music Company (ASCAP). The formation of these two publishing companies marks Farrell’s re-entry into music publishing since he sold his music organization in June 1977.

In recent weeks, Farrell stated that he has staffed his new companies with a “complete staff of writers that have the gifted abilites to compose for all phases of the music industry.”

To date, Wescraft and Bullhorn have acquired approximately 100 songs for records, motion pictures, television and commercials. Among the representatives of Wescraft’s songwriters are Leslie Bricusse, Bob Merrill, Bradford Craig and himself.

The companies will be able to supply “artists and producers with a great variety of material,” Farrell stated. The firms are also negotiating for various important catalogs, he added.

“We shall build a powerful company,” asserted Farrell. “I believe that within this new venture, we will accomplish the building of a new company that will immediately embrace the interests of the entire music industry.”

Kirshner And CBS Are Partners In Publishing Firm

NEW YORK — CBS Records group and Kirshner Entertainment Company have jointly formed a partnership, Kirshner/CBS Music Publishing, which encompasses the presence of the Kirshner catalog and its staff on writers as well as all future activities of Don Kirshner Music (BMI) and Kirshner Songs (ASCAP). The enterprise is the first music publishing partnership in which CBS has been involved, will be managed by the Kirshner Music operation under the direction of Herb Moelis, executive vice president of Kirshner Entertainment Company, working in conjunction with Rick Smith, vice president and general manager of April Blackwood, the music publishing arm of CBS Records.

Walter Yetnikoff, of the CBS/Records Group, commented, “This new agreement with Don Kirshner is the most important move we have made in the music publishing field and is a major part of our long-term plans for growth. Don Kirshner’s extraordinary record of success in all possibilities that this collaboration will enable us to carry out. Kirshner’s two music publishing operations include over 600 compositions, including Kansas’ “Dust In The Wind.” Back catalog hits include the Archies’ “Sugar, Sugar” and Frankie Avalon’s “Venice.” Kirshner has also worked with such top

MINNIE LUNCHEON — Minnie Riperton, recently signed to an exclusive recording contract with Capitol Records, was welcomed to the label at a special luncheon at the Capitol Records Tower in Hollywood. Her debut album for the label is due early next year. Pictured at the luncheon are: standing, (l-r): Ken Fritz, Riperton’s manager, and Rupert Perry, Capitol’s vice president of A&R, and (seated) Don Zimmermann, Capitol president and chief operating officer, Riperton, and Bhashar Meiron, chairman and chief executive of EMJ Music-worldwide operations.

Licensing Process For Plus Profit Items Grows Complex

by Charles Paikert

NEW YORK — An essential aspect of much plus profit merchandise, and the one most closely affected with the record industry, is the reproduction of a recording artist’s name and likeness on a product. Before that process can take place, though, an important legal document must be validated: the artist’s license agreement.

In the agreement, the artist gives permission to a third party to exploit the artist’s name and likeness on tangible goods for profit. This legal agreement, however, is far from a simple giveaway at a 10-15% royalty rate. In the past five years, in fact, artist’s license agreements have become, according to Dell Furano, president of Winterland Productions, “extremely sophisticated and complex. The deals are becoming more and more intricate.”

The most important aspect of the agreement is still, of course, the amount of royalties that the artist will receive, and how that price is determined. Percentages range from 10% to 25%, and the percentage is usually derived from the average wholesale price of the item.

Licensing Period

The length of the licensing period is also an essential element of the agreement, as are the specific markets in which the merchandise may be sold. The artist’s quality control over the manufactured products has become an increasingly crucial area of license agreements. Lee Freidman, president of Boutwell, Inc., a Los Angeles firm that handles merchandising of Kiss products, stresses that every Kiss product “must be approved by myself and Bill Aucoin, Kiss’ manager. Artists are also demanding detailed accountability from merchandisers, according to Elliot Hoffman, a prominent record industry attorney and supervisor of Star/Chance Ltd., an artist licensing company. “We want access to the manufacturer’s books and records,” Hoffman says. “In fact, we will not sign an agreement until we have first investigated the particular company. Then we want to make sure the product will be well handled, properly distributed, and completely accounted for.”

Guarantees

Another aspect of the artist license agreement that is the subject of increasing controversy is the guarantee demanded by the artist from the manufacturer. Jim Blackhart, A&R supervisor for Warners Special Products, a division of the corporation that handles licensing for various artists, asserts that guarantees “may be the bane of license agreements now. Artists are trying to take advantage of them, but very often the manufacturers are getting hurt.”

Winterland’s Furano, though feels that the guarantee situation is beginning to level

Uterano Named Vice President Of Sales For Atlantic

NEW YORK — Sal Uterano has been named vice president of sales for Atlantic Records. Uterano, who was previously director of national sales, will continue working with national accounts, and will also assume direct responsibility for the Atlantic regional sales force. In addition, Uterano will integrate a working relationship with all WEA’s sales managers as part of Atlantic’s participation in “WEA” field force sales meetings.

Uterano joined Atlantic in 1967 as a field salesmen covering Eastern and midwestern markets. In 1969, he was named assistant sales manager, and in 1971, he became national sales manager for Atlantic.

Sal Uterano

Construction Begins On New CBS Plant

NEW YORK — In a ceremony planned by the Carrollton County Chamber of Commerce and CBS Records, Samuel Burger, senior vice-president of manufacturing operations for CBS, broke ground for the company’s new record and tape facility in Carrollton, Georgia. The new Columbia plant, expected to eventually employ some 300 people, is said to be the largest such installation in the world. According to a local spokesperson for the project, more than 500 persons will be employed during the peak construction periods.

In a year when soundtrack albums have established an overwhelming market value in the industry, it appears that MCA Records’ Original Motion Picture Soundtrack, “The Wiz,” will make a big commercial impact as we head into the Christmas sales periods. Based on the Tony award-winning Broadway musical score by Charlie Smalls, the 26-song double-record set has been backed by veteran composer/arranger Quincy Jones, who adapted, supervised, produced and collaborated with Warner Brothers recording artists Nickolas Ashford and Valerie Simpson on original material for “The Wiz.” The Universal/Motown film, “The Wiz” is based on the 1900 novel by L. Frank Baum, “The Wonderful Wizard Of Oz,” but director Sidney Lumet, producer Bob Cohen, scriptwriter Joel Schumacher, and a cast of other industry notables brought together an all-star cast including Diana Ross, Michael Jackson, Nipsy Russell, Ted Ross, Mabel King, Richard Pryor, Lena Horne, to transform one of America’s classic tales into an urban fantasy. The soundtrack, which shipped platinum and was #94 with a bullet on the Cash Box Album Chart, has already broken wide open on the eve of the film’s release, while the album’s first single, “Ease On Down The Road,” featuring Diana Ross and Michael Jackson continues to climb up the singles charts, last week reaching #40.

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Pictured are (l-r): JoeDash, vice president, business development, CBS Records; Rick Smith, Walter Yetnikoff, Don Kirshner, and Herb Moelis.

www.americanradiohistory.com
Herbie Mann and his current touring band (the very Latin, very funky Family of Mann) have never sounded hotter than this. "Sunbelt" is the newest statement of everything that Herbie Mann has stood for through the years. Exotic rhythms. Soul. Brilliant musicianship that you can dance to. And the always pioneering spirit that we've come to expect from a Herbie Mann album.
Angelo

"I enjoy performing more than anything," says recording artist-songwriter Angelo. "I'm waiting for the day when I can play to my audience instead of having to win them over — once I win them over and get warmed up, the show is over."

Judging by Angelo's first two albums on Fantasy Records, his music is as faultless as his character. Angelo has a splendid singing voice, an excellent singer, a fine songwriter and a shrewd judge of songs to cover. His most recent LP, "Midnight Prowler," includes two Billy Joel songs and one each by J.D. Souther and John Fogerty as well as four written by Angelo and his lyricist, Anne Newton.

On his recent mini-tour Angelo opened for the David Bromberg Band. "It was hard to go on stage with no advance billing, with no name on the marquee," Angelo notes. Even when his name is on the marquee it's a short one. Soon after Angelo moved from the east coast to Los Angeles in the early '70s to crack the music business, he signed with Sergio Mendes and spent the next few years touring with Mendes and his group. It was Mendes who suggested that Angelo try to break through. "Hooking up with Sergio Mendes was a great thing for me at that time," remembers Angelo. "We toured all over the U.S. and Japan. I was pretty green then and it was a great learning experience."

In 1971 Angelo put out a single on Atlantic called "A.L.A.T.T.E. Love Is A Long Song," which was later covered by Mendes and Jose Feliciano.

Angelo's current label, Fantasy, was interested in him soon after he won the best vocalist award at the 1971 Pacific Coast Collegiate Jazz Festival, but Angelo threw in with Mendes instead. In 1975 Fantasy finally did sign him, after a deal with Bell Records that yielded no product. Angelo has now released two LPs for Fantasy, and third is on the drawing board for early next year.

When he first arrived on the west coast, Angelo was more a jazz musician. His early jazz influences show through on his self-titled debut album and in the players he has chosen to support him on his albums, such as Lee Ritenour and Randy Brecker. "In my early career," Angelo says, "I was a.Manic-Depressives."

But the learning process didn't take very long. "Steckler declared, 'and..."

"I thought there were many people who really understood what I was doing was presenting myself in multitudes," Steckler added. Fortunately, representatives from A&M Records were among the people who did understand what Johnson was doing, and last year they signed Johnson to a contract in a most unusual move. A&M agreed to let Johnson record the album in his apartment, and the company also provided $40,000 worth of equipment to aid Johnson's efforts.

Johnson again secluded himself, adding layers and sounds and occasionally help from artists like Raitt and Nils Lofgren. He emerged with an arresting collection of innovative folk, rock, and even elements of Caribbean rhythm. In addition, there is an oddball version of Perry Como's "Catch A Falling Star."

"Just change the names of the products," Steckler continued, "and the same kind of marketing and managerial expertise are essentially the same. You have to know how to deal with business people, banks, and attorneys on a day-to-day basis."

Weber Heads Up One-Man Direct-To-Disc Campaign by Peter Hartz

LOS ANGELES — An avid collector with more than 110 direct-to-disc recordings in his library, producer Jeffrey Weber has launched an ambitious campaign to acquire the market penetration and general awareness of this no-tape recording process.

"I believe in the capacities of direct-to-disc recording," says Weber. "Quite simply, it gets the listener as close to the music as possible.แก้ไข

"We're really interested in keeping the project in comparison with regular pressings and the quality is much better. I think the future is very bright for direct-to-disc."

"Direct-to-disc could also be called "live in the studio" because all musicians are present and everything is played out directly onto a master lacquer. The process offers no chance for remixing, editing or overdubbing."

During the last four years, Weber has worked on 13 direct-to-discs, serving in various capacities and working for companies such as Reederei Vorwärts, JVC and Nautlius Recordings. Most recently, in conjunction with start up Feather Dust Records, he worked in the last eight months "Intensive Care" by jazz veterans Ray Brown, Paul Smith and Louie Bellson of the Modern Jazz Quartet, the Big Band Explosion, and "Nostalgia Suite" by Roger Kellaway and the Cello

Managers Series

Steckler Worked In Textiles Before Becoming Manager

NEW YORK — Richard Steckler spent 22 years in the textile business. Today, Steckler is teamed with veteran music man Don Arden, president of Jet Records, as the co-principal of a formidable new management firm, British-American Management Company.

Steckler, who has spent most of his career in the music business two years ago, says, because "I had gone as far as I could in the textile business. He had met management as a veteran music business. Today, Steckler is teamed with veteran music man Don Arden, president of Jet Records, as the co-principal of a formidable new management firm, British-American Management Company.

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THE NEW SINGLE

together again

Traveler

From the album: Lost in the Late Late Show

Produced by Craig D. Miller & Travesty for No Garage Productions in collaboration with Stuart Alan Love & David Checkler for Chance Productions, Inc. Direction: Moon - Hill Mgmt, Inc.
Levy Appointed Vice President Of MCA Music

NEW YORK — Leeds Levy has been appointed as vice president and executive assistant to president Sal Chiantia of MCA Music. Based in New York, Levy will assist Chiantia in all segments of the company’s activities and will work closely with John McLellen, vice president of administration, Mark Koren, vice president of creative activities, Jerry Crutchfield, vice president Nashville, and Warren Brown, vice president Los Angeles. Additionally, Levy will be directly involved with MCA’s newly augmented creative staff.

Previously With Rocket

Levy previously worked in a similar capacity for Elton John’s Rocket publishing group and was a membership representative for ASCAP.

Dash Appointed VP Of Business Development, CBS

NEW YORK — Joseph F. Dash has been appointed to the position of vice president of business development for CBS Records. In his new position, Dash will be responsible for the long-range business planning of CBS Records Division, including acquisition and diversification ventures and other special projects, and will constantly review the operating requirements of the division. He will report directly to Bruce Lundvall.

Howard Rosen

Casablanca Names Rosen Promo VP

LOS ANGELES — Howard Rosen has been promoted to vice president of promotion at Casablanca Records and FilmWorks, according to Bruce Bird, executive vice president of the company.

Rosen, previously national promotion director, takes the position vacated when Bird was promoted to his current post. Rosen has been with Casablanca for the past 1 1/2 years and with Bird helped create promotions for artists including KISS, Donna Summer, Parliament, Village People, Meco, Santa Esmeralda and Stonebolt. In his new position, Rosen will oversee daily operations of the label’s promotion department, as well as supervising duties of all regional promotion people. He will report directly to Bird.

Powell Appointed To A&M VP Post

LOS ANGELES — Ken Powell has been appointed vice president of business affairs at A&M Records. Powell will negotiate for the acquisition of talent and will be responsible for the administration of contracts.

Powell joined A&M in 1977 as director of business affairs after three years of law practice in the entertainment field with the firm of Mitchell, Silberberg & Knupp.

Announcing the appointment, Gil Friessen, president, A&M Records, said, “Ken Powell is an extraordinary asset to our label. His expertise and knowledge and spirit have been an inspiration to us all. His new position will allow him an even greater opportunity to grow and expand within our organization.”

Executive On The Move

Brooks Promoted At 20th — Donny Brooks has been promoted to national R&B promotion director at 20th Century-Fox Records. Prior to this he headed 20th’s midwest regional promotion, and was responsible for nine states.

Sorstein to 20th — The appointment of Rick Sidoti as national sales manager has been announced by 20th Century-Fox Records. Most recently, he was responsible for establishing national independent distribution for Venture Records, where he served as national sales and promotion director. Prior to this capacity, Sidoti was 20th’s national singles sales manager.

Somersfein To Tomato — Tomato Music Company has announced the appointment of Marion Somersfein as the national director of publicity and artist relations. For the past two years she was the east coast director of publicity at ABC, and prior to that was the national publicist for Atlantic Records.

Kimmelman Reappointed To Cape & Sons — Barry E. Kimmelman has been reappointed as executive vice president of Screen Gems-EMI Music Inc. and Colgems-EMI Music Inc. He was formerly vice president, administration and business development at Capitol-EMI, Inc.

Alderman To Infinity — Infinity Records has announced the appointment of Mark Alderman as west coast secondary promotion manager. He was most recently single-shot editor of Cash Box Magazine. Previously, he was on the staff of WPOT in Hartford, Connecticut.

Garmon Added At Infinity — Infinity Records has announced the appointment of Andrea Ganis as east coast secondary promotion director. She will be based in New York and was most recently national secondary promotion manager for Polydor Records.

Libow Named At Atlantic — Judy Libow has been promoted to associate director of national pop album promotion for Atlantic Records. She first joined Atlantic Records in 1975 as assistant college promotion manager, and she was promoted to national college promotion manager in January of 1977. Later that year, in September, she was again promoted to national FM promotion coordinator.

Libow Lider Rosenmayer Sarno

20th Adds Lider — 20th-Century-Fox Records has announced the appointment of Dorothy Lider as national credit manager. Before coming to 20th, she was with ABC Records as west coast regional credit manager. Prior to her ABC affiliation, she was national credit manager of United Artists for 15 years.

Chrysalis Ups Rosenmayer And Sarno — Chrysalis Records has announced the promotion of Jan Rosenmayer and Lydia Sarno to artist development coordinators. Rosenmayer, who has served for the last year as artist development assistant, will be responsible for ticket buys, tour itineraries and progress reports and coordinating of social functions. Sarno will be in charge of coordinating video, television and photographic projects. Prior to joining Chrysalis Records, she worked at Magna Artists.

McLean To MCA — The west coast office of MCA Music has announced the appointment of Dude McLean as director, writer/artist development. He comes to MCA Music from Dawnbreaker Music.

Mushroom Taps Cope — Mushroom Records has announced the appointment of Mark Cope as national sales and marketing coordinator. He comes from Mushroom from Pickwick Distributing where he was advertising and marketing coordinator, a continuation of his position that began at M.S. Distributing nearly two years ago.

Key To 20th — The appointment of Mike Key to 20th’s field staff as the southwest regional sales representative was announced. Before joining 20th, he was marketing coordinator for H.W. Daily in Houston, Texas for 1 1/2 years. Prior to his affiliation with H.W. Daily, he was a college rep for A&M in Austin, Texas for 1 1/2 years.

Linnum Added At 20th — 20th Century-Fox Records has announced the appointment of Rod Linnum as regional promotion director for the label. Rod will be responsible for Midwest, northern Ohio and eastern New York, reporting to Barry Goldberg directly. Before coming to 20th, he was affiliated with Handleman Records in Detroit.

Hobbs At Janus — Dennis Hobbs has moved from Janus marketing to the promotion staff. Hobbs will be responsible for the south-central region of the country. Prior to his involvement with Janus, he was with ABC and AM’s promotion team in St. Louis. Hobbs will be working out of St. Louis.

ABC Appoints Moyers — ABC Records has announced the appointment of Henry Moyers as branch manager, ABC, New York. In addition, he will retain his duties as east coast regional manager for ABC Records.

Goldstein At CRI — CBS Records International has announced the appointment of Bar-
James Walsh Gypsy Band

Music with a Free Spirit from a Band Whose Future is Crystal Clear.

Produced by James Walsh for Gypsy Family Productions
Clifford Siegel Management

RCA
Label-Dealer Cooperation Maximizes Hits, Says Orleans

Arnie Orleans

LOS ANGELES—“I don’t want to be a part of a record company that isn’t selective about every piece of product it puts out.”

Arnie Orleans, vice president of sales and merchandising for ABC Records, was talking about the label’s commitment to its artists. “If we think they’re important, they’re respected. If not, they’re underdeployed,” he says. “Most musically valid artists that don’t happen,” Orleans says, “are not subject to recording because they are ‘underdeployed.’”

“Most Costs Of Doing Business

On the other hand, says, retailers “must understand that they have certain costs of doing business” and should not expect the manufacturer to cover them all. At ABC, the dealers “to have every bit as concerned as we are about breaking new acts,” he adds.

In the view of the current trend toward multi-platinum shipments of new releases, Orleans was asked how the label determined what artists to release. “You have to attempt to come up with the number or quantity that is the right one for the marketplace. We have to maximize that release at that time,” he says. “Returns are there for the times our educated guesses are wrong. We always want to be careful that we have been convinced that you have a double platinum album, but if you know the account has only five or ten pieces in their store, then what have you accomplished by making him take more? You could build an inventory. Some money will be wasted, so if they are sitting on the floor in his back room they are creating no revenues for anyone. All you’ve done is tie up a whole lot of money.”

“Then you have created a negative tone psychologically.”

Big 3 Music Reaches Agreement With Disney

NEW YORK — The print division of United Artists, Inc. (The Big 3), a major record producer and distributor, and music publishers are in a deal to produce and distribute music publications from the Walt Disney publishing catalog, Wonderland Music Co., Inc. and Walt Disney Music Co., Inc., in the United States and Canada.

The long-term agreement, which covers both current and future music and 1960s music, was signed at the Disney Studios by Gary Krysel, vice president and general manager of the studio; John F. Visc Guder, director of the Disney music publishing organization; and Harold Seidler, president of UA Music.

Negotiations were concluded as the Disney complex prepares to move into a major national merchandising support campaign in celebration of 50th birthday of Mickey Mouse. The birthday theme and broad merchandising efforts will be fully implemen(ted in all of the Disney enter prise sectors, including television, movies, books, soft goods, hard goods and Disney products in general in support of the record and music publishing areas.

The Disney emphasis on the music record drive dovetails with recent statements from UA Corp. and its parent organization, Transamerica, that UA Music is considered a key growth division in its overall operations. The companies have indicated in recent years enjoyed a particularly substantial expansion, and now produces a substantial share of the industry’s music books, sheet music and educational music publications.

Ed Steiger, executive vice pres ident of The Big 3, noted that with the new acquisition of print from the Disney catalog, The Big 3 now produces and distributes print material for some 40 outside music publishers.

PHILIPS SIGNS — Songwriter Shawn Phillips recently signed an exclusive songwriter contract with Gaia American Points with his first album for RCA Records, “Transcendence,” is scheduled for release soon. Pictured (l-r) at the signing are: Steve Brat, Casper & Phillips vice president/publishing and Phillips.

The same day that MCA and Infinity Records hosted the new label’s coming-out party amidst the marbled splendor of the New York Public Library on 42nd Street and Fifth Ave. That’s right, the party was held in the entrance hall of the library, and the regal setting, complete with fine food and good drink, helped to take the edge off the fact that about a year ago, Ron Alexenburg, of course, was the star of the evening and joining him were Infinity artists Orleans, Dobie Grey, and Robert Johnson. Also on hand were Meat and Potatoes and the Beach Boys. A great deal of energy required to hit the street giving reaction,” he says, “and both as a manufac turer and retailer. We have to understand each other’s needs, frustrations and concerns. Our retailers and us, both retail and manufacturing, need to understand that it is not sides that go against each other.

“We have to understand that the retailer, because of his store of space, is generally working on a small margin of profit. So we have to supply him with as much merchandising assistance at no cost as is humanly possible.”

EAST COASTINGS — TRAGEDY AT THE CHELSEA — The Chelsea Hotel is an old building on West 23rd Street in Manhattan. Some people call it seedy. Others find the hotel exotic. But everyone who knows the Chelsea has a story about one of its eccentric and oddball residents. Among many, one of the best is Sid Vicious, the 21-year-old former bass player for the Sex Pistols, who stayed in a room at the Chelsea with his girlfriend, Nancy Spungen. The couple, according to police, had a good deal of trouble. There were endless arguments that they had knifed, and that they had nasty fights, and that Sid was seriously methadone addict. On October 12, New York City police found the body of Nancy Spungen, lifeless underneath the sink of the room she shared with Vicious, whose real name is John Simon Ritchie. She had been fatally stabbed in the abdomen. Sid Vicious was charged with murder. On his way to the police station, he looked pale and frail, but when photographers asked what had happened, he snarled and threatened to smash their cameras.

THE AFTERMATH — Sid spent the next five days at the drug detoxification unit of Rikers Island near New York. His mother flew from. Malcolm McLaren, the Sex Pistols former manager, $50,000 bail was set, and Sid is now out of jail, in McLaren’s custody. McLaren says that a Sid Vicious album will be recorded soon to help raise money for Sid’s defense fund. A defense fund has also been set up in England, where a film featuring Sid Vicious will soon be released.

CELEBRATING GEORGIA'S MUSIC

The first Annual Georgia Music Week, March 9 through 15, sponsored by the Georgia Music Foundation, is the first major state event expanding in the music and recording industries, was held recently in Atlanta. The primary sponsors are: Sam Wilhoit, president of NARAS, Atlanta chapter; Zell Miller, Georgia Lie u- tinent Governor; and Paul B. Bandy, national president of NARAS.

CELEBRATING GEORGIAS'S MUSIC
ISAAC HAYES

FOR THE SAKE OF LOVE

A VERY SPECIAL ALBUM FROM A VERY HIGH PROFILE ARTIST.

ISAAC HAYES

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Retailers Express Concerns At NARM Regional In N.Y.

by Leo Sacks

NEW YORK — Though the theme of this year’s NARM regional meeting has been the “recognition” and “development” of middle-management retailers, the effect of wholesale price increases on sales of catalog items and the current pressing crunch were the key topics discussed at last week’s session here.

The series of day-long regional meetings, which will have convened in 18 cities across the country when concluded later this month, are designed to bring NARM to the attention of retail and wholesale executives and grass-roots industry workers who have never before participated in the association’s activities.

Joe Cohen, executive vice president of the international organization, compared the regionals to a mini-NARM convention on a local level, where thousands of retail personnel meet with their manufacturer vendors to discuss their specific needs.

“We’re trying to prove to the industry that NARM is something more than an annual five-day convention,” Cohen explained in an interview with Cash Box following the morning program, which featured a lecture by marketing consultant David Rachman on “Managing a Retail Store.” Cohen added, “The thrust of the organization has always been to address itself to issues that confront the industry daily, and I think that these regional meetings are proof of that objective.”

Bigger Attendance

With the addition of 130 new member companies in the last year, Cohen said that attendance at the regional meetings will have increased by 20 percent over last year’s turnout of one thousand persons in 12 cities. Six new cities (Boston, Cincinnati, St. Louis, Kansas City, Minneapolis, and Denver) were added to the regional schedule this year, though conferences for the retailers with the manufacturers were not arranged in those cities.

Tulsa Int’l Festival

To Be Taped For TV

LOS ANGELES — The second annual Tulsa ’78 International Music Festival, which will be held Nov. 3-5 and hosted by Jim Halsey, will be recorded for broadcast on Ozmond Television. The festival will attract performers, syndicated and major television and radio network promotion, by way of radio, theatre, club and fair promoters and members of domestic and foreign press.

A V.I.P. banquet will kick off the festival on Friday evening, Nov. 3, at the Williams Plaza Hotel in downtown Tulsa. Highlighting the event will be a laser light show produced by The Image People in association with AV-III. Also slated for the weekend event will be Country Music Magazine’s annual Bulleit Awards at the Mayo Hotel.

L.A. DISCO — Friday the 13th was the kick-off night for ACI/Dave Kjesa’s production of “L. A. Disco” an extravaganza held at the Hollywood Palladium. It runs for six concerts, which will feature the talents of a four-piece SalSoul recording artist Chaco and party-goers.

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East Coastings/Points West

(continued from page 16)

McCartney and Friends Update: The Paul McCartney recording session at London’s Abbey Road recording studio mentioned in East Coastings last week apparently had an even greater all-star line-up than originally thought. Though Elton John and Jeff Beck were said to have sent their regrets and declined, the entire roster reportedly included (ready?): Eric Clapton, Peter Townsend, Jimmy Page, David Gilmour and Hank B. Marvin (of the Shadows) on guitar; John Paul Jones and Tony Iommi on keyboards; Ronnie Lane, Bruce Thomas (of Elvis Costello’s Attractions) and McCartney on bass; and former Small Faces member Kenny Jones, John Bonham and Steve Holley (the latest Wings addition) on drums. No one knows whether the fort will appear as a single, on the next McCartney album or at all, for that matter. But word is the session was captured on film, so it’s possible Paul may have more in mind than just an impromptu gathering by inviting everyone. Also, the “Wings Over Hollywood” song should be ready for release by the first part of next year... Barry Manilow is duplicating his U.S. success in England during his first major European tour. His two performances at the London Palladium quickly turned into a sold-out affair when the first two shows sold out instantly, a feat which repeated itself when a second group of four shows were announced. Manilow is also shooting a BBC TV special which will air around Christmas... Rumor has it that PhonoGram, Inc./Mercury president Irwin Steinberg is interested in becoming more involved with Polygram U.S. and he may be looking for a new label topper to take over duties at Mercury.

(continued on page 26)

DOUBLE DATE FOR ‘A SINGLE MAN’ — Elton John traveled to New York and Los Angeles recently for “Meet The Press” lunchences to promote his new album “A Single Man.” Elton met with representatives from the print media and radio and did a three-hour live interview with Scott Muni of WNEW-FM in New York. Pictured (L-R) are: John and Mike Maitland, president of MCA Records; George Albert, president and publisher of Cash Box; Bob Siner, executive vice president of MCA Records and John (and thanked by employees of Le Dose Restaurant in Los Angeles) Lou Cook, vice president/administration of MCA; Maitland, John and John Reid, Elton’s manager.
Destination: Home.

The Single "It's Over"
Another great song from ELO's astounding double album...
"Out Of The Blue"

On Jet Records and Tapes
Distributed by CBS Records
**REVIEWS**  

**WEEKEND WARRIORS** — Ted Nugent — Epic FE 35551 — Producers: Lew Futtermann, Cliff Davies and Tomerman — List: 8.98

The Motor City Madman unleashes another set of sampire, hard-driving rock with "Weekend Warriors," his first studio album since "Cat Scratch Fever." From the opening cut, "Need You Bad," on through to LP's finale, "Name Your Poison," Nugent and his band pound out layer upon layer of sizzling riffs, rumbling rhythms and howling, screeching vocals. Boosted by a striking cover illustration of Nugenii shooting off fiery kicks with his guitar-turned-shotgun, this LP is a raw deal for AOR and pop formats.


This two veteran horn men joined forces for an excursion into African-flavored jazz-rock last year, and now the duo has returned with a second outing, a live album recorded at the Roxy. Besides the inivigorating trumpet and fluegelhorn exchanges that highlight the LP, "Main Event Live" is also boosted by Mose Jones' and his son's livewire electric guitars. The result is a tour de force by the gang, with Howard Greenfield and Phil Cody, the LP abounds with catchy upbeat numbers plus a couple of tender ballads for a good time indeed.


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**REVIEWS**  


Martin's second LP follows "Let's Get Small," which turned into the comedy hit of 1977 and the biggest comedy album in years. Here, Steve branches out, looking beyond humor to a number of current ethical and social concerns. The question that has plagued philosophers for eons, "Is it okay to yell 'Movie' in a crowded firehouse?" and boldly puts his line on the line by publicly speaking out against illegal drugs in Mexico. It should bring him an even wider audience, or as Steve would put it, "Mucho dinero."

**CHAKA** — Chaka Khan — Warner Bros. BSK 3245 — Producer: Arif Mardin — List: 7.98

Concluding five successful years as the vocalist of Rufus, Chaka Khan has issued her first solo album on Warner Bros. Under the guidance of producer Arif Mardin, Khan has fully blossomed into a soulful vocal stylist. "Chaka" contains 10 numbers, all of which demonstrate that Khan is deserving of being lined among the premier singers in the R&B/pop field. The single, "I'm Every Woman," is already receiving strong radio play, and other tracks such as "Sleek On It" and "I'm A Dance" are still out.

**WHAT YOU WAITIN' FOR** — Stargard — MCA -3064 — Producer: Mark Davis — List: 7.98

On the heels of a successful second album, "What You Waitin' For," which also features the group's recent hit single by the same name. This LP effectively portrays the sensuous, smooth singing prowess of Stargard's three members, as witnessed by such cuts as "Disco People," "Starbab," and "Chameleon Lady." Including engaging arrangements and production, this LP is for pop, disco and R&B formats.

**BLUE VALENTE** — Tom Waits — Asylum 6E-162 — Producer: Bones Howe — List: 7.98

On his sixth album, Tom Waits continues to depict the seamy undercurrents and the harsh lifestyle of L.A.'s unglamorous, darker side. As usual, Waits sings with a hoarse, extremely raspy growl which is uncommercial but very effective in conveying his original, highly distinctive persona. Backed by a broad range of instruments, Waits' distinctive voice often utilizes electric piano and guitar textures to good effect. Another noteworthy outing, this is a critically satisfying LP which is sure to please Waits' devoted fans.

**DESIRE WIRE** — Cindy Bullens — United Artists LA933-H — Producers: Tony Bongiovi and Lance Quinn — List: 7.98

Cindy Bullens has emerged as heir to the guitar rock princess crown. Her second album by the same name. This LP effectively portrays the sensuous, smooth singing prowess of Stargard's three members, as witnessed by such cuts as "Disco People," "Starbab," and "Chameleon Lady." Including engaging arrangements and production, this LP is for pop, disco and R&B formats.


Patrice Rushen's first LP for Elektra is an attractive, versatile album which showcases her fluid, soprano vocals, solid compositions plus sparkling arrangements. "Patrice" includes several uptempo numbers which are suitable for the dance floor, plus a few delicate, moving ballads. An array of top session cats contribute to the album, which features such tracks as "When I Found You" and "Hangin' Up."" CHANSON — Ariola SW 50039 — Producers: David Williams and James Jamarson Jr. — List: 7.98

Currently riding high on the black contemporary album chart and featuring the bubbling single "Don't Hold Back," the debut album by Chanson is a polished, highly danceable workout which is the first major disco/R&B success for Chanson. Spearheaded by the lead vocals and guitar playing of James Jamarson Jr. and David Williams, this album also spotlight pin assorted percussion work and first-rate horn and string arrangements.

**FOR THE SAKE OF LOVE** — Isaac Hayes — Polydor PD-1-6164 — Producer: Isaac Hayes — List: 7.98

On his second Polydor effort, Isaac Hayes has concocted a strong album which is deserving of disco, black contemporary and pop chart activity. "For The Sake Of Love" contains cover versions of "Just The Way You Are" and "Don't Let Me Be Lonely Tonight." Pro Hayes compositions, all of which are riddled with a woodsy arrangement of "Shaf." Effective use of synthesizers and female vocals, plus sizzling disco rhythms highlight the LP.

**LIVE AT LAST** — Steelye Span — Chrysalis CHRI-1199 — Producers: Steelye Span and Dick Glasser — List: 7.98

This is Steelye Span's 1st and final album. "Live At Last," should emerge as a glorious testament to a band and a musical concept which more than shattered the barrier between the music of British antiquity and the Telecaster guitar. The cuts on the album all offer an excellent overview of this musical spectacle called "British Folk-Rock," with the exhilarating exception of an anomalous rendition of the classic "Rag Doll."
"WE'VE GOT TONITE" THE NEW SINGLE FROM BOB SEGER & THE SILVER BULLET BAND

STRANGER IN TOWN THEIR LATEST MULTIPLE PLATINUM ALBUM

BOB SEGER & THE SILVER BULLET BAND STRANGER IN TOWN

"WE'VE GOT TONITE"

BOB SEGER, THE WORLD'S BEST KNOWN "STRANGER IN TOWN"

www.americanradiohistory.com
BOB SEGER & THE SILVER BULLET BAND (Capitol P-4453)
We've Got Tone! (3:36) (Gear Publishing — ASCAP) (B. Seger)
This sensitive ballad is the third single from the highly successful "Stranger In Town" album. Piano, stark opening tambourine beat, strings and strong upward swell make this a great add for Top 40 playlists. Female backing singers contribute brightness. Seger is a great rock 'n' roll voice.

CHRIS REA (United Artists UAX-1252)
Whatever Happened To Benny Santini (3:50) (Magnet Music/Interworld Music — ASCAP) (C. Rea)
Rea is an important new artist. His first single "Fool ..." was a Top 10 hit and this follow-up from his debut album deserves similar attention. Acoustic guitars are bolstered by slide guitar (a Joe Walsh) keyboards. Vocal production is right and interesting. Sax fills are fine. Well-suited to the top of the pop pile.

STEVE GIBBONS BAND (Polydor PD 14516)
Chella (3:15) (Eel Pie Pub — BMI) (T. Visconti)
Another entry in The Year of the Sax, Gibbons' second single from "Out of the Blue" is a fine line between Springsteen production and Dylan-esque vocals. Final result transcends such comparisons and qualifies for good spins on AOR and pop formats.

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Whatever Happened To Benny Santini (3:50) (Magnet Music/Interworld Music — ASCAP) (C. Rea)
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LEEVOSKAR (Electra E-45538-A)
Before The Rain (4:01) (Far Out/Isle-Bad — ASCAP) (Greg Erroco)
Already a future album hit on R&B, this melodic title track from harmonica maestro Leevoskar is a fine string and rhythm arrangement with a West Indian flavoring. Great for a lead-in to features. This track would also be good for (light AOR and pop mixes.

GENTLE GIANT (Capitol P-4652)
Layered harmonies and firm beat characterize this single from the "Giant For A Day" album. Guitars and throbbing bass keyboards add flavor and texture to this vocally dominant number. Suited to pop lists.

COLIN BLUNSTONE (Rocket/RCA JH-11412)
Blunstone is best remembered for his work with the Zombies. This first single from his "Never Ever Thought" album is a ballad about needing a sign from above. Strong, jaunty beat, sparkling piano and guitar work make this a worthy pop single. Nice chorus.

PETER TOSH (Rolling Stones Records RS 19308)
(You Got To Walk And) Don't Look Back (3:43) (Jobete Music — ASCAP) (W. Robinson/R. White)
"Bush Doctor" is the name of Peter Tosh's new album and this first is a suitable prelude if you got the reggae notion. Mick Jagger takes a few cracks at lead vocals and offers Tosh able support. Horns add brightness to the groove. Worth a pop spin.

MELANIE MANCHESTER (Arista 0373)
Simple piano chordings open this story song about feelings utilizing the big top circus as a dominant metaphor. Supporting strings, steady easy drum beat and bittersweet lyric make this a good AC/MOR and pop add. Manchester sings in a fully-throated powerful way.

ENGLAND DAN & JOHN FORD COLEY (BigTree/Atlantic BT 16130)
Westwind Wind (3:17) (Gold Music/Dawnbreaker Music — BMI) (D. Seals/J. F. Coley)
Soaring guitar licks, moderate acoustic guitar strumming and pleasant breezy vocals make this a good pop add. Taken from the "Nights Are Forever" album, this track has an easy and appealing feel.

THE BOYZZ (Cleve. Int./ Epic 8-50610)
Wake It Up, Shake It Up (3:15) (Drs. Clinic/ Burning River) (Ron and Howard Albert)
Why obliterate? This first single from "Too Wild To Tame" rocks so hard, it will blow your speakers out of the dashboard. Heavy guitar and vocal chorus render this much-metallic rock a solid pick for ballyhoo pop and AOR formats.

DARCUS (RCA JH-11392)
Darcus is a promising singer. This single opens with a gentle shimmering feel which moves up to easy funk. Muscular bass work and upfront drums and electric piano complement the earthy vocals. Flute duet and strings add texture. Darcus gets very funky at the fade.

SLAVE (Atlantic 44242)
Just Freak (3:45) (SpurTree Music/Collition Music — BMI) (D. Webster/S. Washington/M. Adams/M. Hicks)
"The Concept" is the name of Slave's album and the concept behind this track is good and funky rhythm work and a funky good horn time. The similarly lyrically between this song and Chuck's budding "Le Freak" may help this track. Suited to disco, R&B and pop mixes.

LYNDA CARTER (Epic 8-50624)
All Night Song (3:25) (Stone Diamond Music — BMI) (B. Siller)
Carter (aka Wonder Woman) has an album entitled "Portait." This second single has a fine arrangement to back Carter's tender vocals. Strings, backing Singers and guitar work make this a good add for AC and pop formats.

SPECIAL DELIVERY (TK 6311)
This Kind Of Love (3:30) (Shelvin Pub /Tippy Music — BMI) (B. Beard/C. Fortune/N. Mann)
A funky, jaunty rhythm underlies the strings and upper register vocals on this single from the "Special Delivery" album. The singing is expressive and warm. Electric piano adds coloration. Suited to R&B and pop lists.

JESSE WINCHESTER (Bearsville 0332)
Sassy (3:15) (Fourth Floor Music/Hot Kitchen Music — ASCAP) (J. Winchester)
"A Touch On The Rainy Side" is the name of Winchester's new album and this first single has a gentle but spunky rhythm bolstered by ticking, clipping guitar work and percussion embellishments. Horns add a funky bluesy feel. Suited to a pop shot.

KENNY O'DELL (Capricorn CPS-0309)
As Long As I Can Wake Up In Your Arms (2:30) (Hungry Mountain Music/House Of Gold Music — BMI) (K. O'Dell/H. Holland)
This second single from the "Let's Shake Hands... album has a gentle country feel which is well-suited to MOR/AC formats. O'Dell has had good country action, this track may expand his audience.
His new album: Guy Clark
(BSK 3241)
Produced by Neil Wilburn
A Free Flow Production

Now on Warner Bros. Records & Tapes
INFINITY LAUNCHED — Infinity Records was launched with a gala party at the New York Public Library on Oct. 12, which was proclaimed Infinity Records Day by the Borough of Manhattan. Infinity president Ron A. Alexenburg was presented a proclamation by Manhattan Borough president Andrew Stein acknowledging Alexenburg's role in re-attracting the music industry to New York. Pictured (l-r) are: Ken Mills, director of communications for the office of the deputy mayor of New York; Alexenburg; Stein; Lew R. Wasserman, MCA Inc. chairman and Sidney Sheinberg, MCA Inc. president; Alexenburg; Robert Johnson, Infinity recording artists; Irwin Segelstein, executive vice president NBC Broadcasting and Alexenburg; Alexenburg and David Krebs, Leber and Krebs management.

INFINITY WEST COAST CELEBRATION — Following the official launching of the Infinity label in New York Oct. 12, label officials flew west to Los Angeles for a national meeting and celebration at the Century Plaza Hotel. Pictured in the top row (l-r) are: Sid Sheinberg, president, MCA Inc.; Al Bergamo, president, MCA distributing corporation; Ron Alexenburg, president, Infinity and Sidney Sheinberg, MCA Inc. president; Alexenburg; Debe Gray, Infinity artist and Joe Sullivan, manager and Bob Pittman, WNBC program director and Alexenburg.

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The party was held on the grounds of Universal Studios.
**Disco Formats Take Hold In Top Markets Coast-To-Coast**

by Joey Berlin

**LOS ANGELES** — After years of being labeled a fad, disco music has proven to be a viable and accepted musical style that can be programmed by itself or mixed into pop playlists. The best evidence of this is the rapidly growing number of radio stations switching to disco formats. A survey of major markets reveals that almost every one has at least one programming primarily disco music, described by one programmer as “an energetic, moving, wall to wall dance” format.

Many other stations are doing some disco programming, especially on weekends. KDFC, Seattle, has gained greater acceptance on the radio, consultants, syndicators and automated programmers are hopping on the bandwagon and bringing their services to the burgeoning field.

Seeing the “Saturday Night Fever” craze and national pressure of people going to disco stations across the country perceived a demand in their markets for disco music and where no one was programming disco, stations jumped in to fill the void.

**KHTZ Sold To N.J. Co.**

**LOS ANGELES** — KHTZ-FM Los Angeles, formerly KGBS-FM, has been sold to Greater Media of New Brunswick, N.J. by Storer Broadcasting for a reported $4 million, pending FCC approval. Storer recently sold its L.A. AM station, KTNO (Ten O), for an estimated $58 million to K-Love in Los Angeles.

Greater Media currently owns WPEN/WMGK-FM in Philadelphia, WQAY-FM in Scranton, and WHNC-FM in New York. KHTZ-FM is in the Top 10 in Los Angeles, and has a strong disco format.

**Spring ARB Dates Set**

**NEW YORK** — April 19 through May 16, 1979, will be the dates for the Spring Arbitron Ratings survey. This is the same week that the Easter holiday, which has been shown to increase the level of teen listening during the day.

The dates are two weeks later than the previous year. As a result, the reports will be issued later than in previous years.

**V79 GM Peterson Dies**

**JACKSONVILLE** — Jerry Peterson, weekend manager of WAV-FM/Jacksonville (V79) died of heart failure last week at the age of 40. Peterson had a history of heart trouble.

Three years ago our station saw that disco was happening in San Francisco," says KSFX program director Gloria Johnson. "People were asking for dance music and we would go out to discs to get it. Sensing this audience receptivity, we switched to a disco format. The audience response has been phenomenal," adds Johnson. "We’re now in the top 10 in our market. A lot of people use our station as the entertainment at their parties. And we’ve been surprised to see that our demographics now skew higher than they did when we were ‘hit-oriented’.

**PULITZER PRIZE**

Jim O’Brian, program director at KDKO/Denver, says his station has tripled its ratings since switching to a disco format last March.

“Everybody was getting involved in the ‘Saturday Night Fever’ thing,” remembers O’Brien. The world, especially fashions, seemed to be getting into it now, too.”

**WLIR Listeners Invited To Get It Off Your Chest**

**LOS ANGELES** — WLIR-FM/Long Island, Epic Records and Ori Magazine are sponsoring a “Get It Off Your Chest Giveaway,” inviting listeners to send in ideas on what makes them angry. One super grand prize winner and his guest will be sent on a four-day concert tour with Ted Nugent to St. Louis and Knoxville, including backstage passes and all expenses. One grand prize winner will receive a custom pinball machine valued at $2,000. Another 20 winners will get Nugent’s new “Weekend Warriors” LP and a Ori/Ted Nugent poster and 50 more will be sent postcards.

**Radio-TV Special Set To Mark Anniversaries**

**SANT FRANCISCO** — To celebrate KSAN/San Francisco’s 10th and KEDO-KSan San Francisco’s 20th anniversaries, the stations will present a 90-minute non-commercial “An- niversary Rock Special” on Nov. 11. The show will feature vintage concert and appearance footage by top rock acts, much of which has never been seen by the public on TV.

AMERICAN LEAGUE
Tues. Oct. 3rd - Yankees - 7 / Royals - 1
Weds. Oct. 4th - Royals - 10 / Yankees - 4
Fri. Oct. 6th - Yankees - 6 / Royals - 5
Sat. Oct. 7th - Yankees - 2 / Royals - 1

WORLD SERIES SCORES

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NATIONAL LEAGUE
Weds. Oct. 4th - Dodgers - 9 / Phillies - 5
Thurs. Oct. 5th - Dodgers - 4 / Phillies - 0
Fri. Oct. 6th - Phillies - 9 / Dodgers - 4
Sat. Oct. 7th - Dodgers - 4 / Phillies - 3

ADDs

| KRST | WCOZ | WBCN | WEEI | WAAI | WCAAS | WBRU | WBLM | WTSO | WPLR | WCCC | WQCBK | WPDH | WNEW-FM | WNDI | WBOX | WEBN | KWST | KTMS | KTM | KZOK | KRAY | KXFM | KWAL | KFML | WABAB | WIOQ | DC-101 | WHFS | WAUA | WQCM | ZETA | WQOK-FM | WSHE | WSRF | WJAX | WQSR | ZETA | WWVZ | WAPM-FM | WENE | WABX | WKX-FM | KCAL | KXAP | KISW | KINK | KMELE | KAWY | WFSU | WRAS | WVOG | WKKF | WWPL | WDJB |
|------|------|------|------|------|-------|------|------|------|------|------|-------|-------|-------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| WVAF | WAER | WLV-FM | WQQQ | KSFM | KGB-AM | KFWM | KFWM | KLBR | KGFM | KEZV | CKLG-FM | WZMF | KKLG | KREM | KZEM | WZMF | WZMF | WQCM | WOMP | WCME | KSAN | KGLR | WFLY | WESU | WZMG | KJZK | WZMG |

ACTION

THE ALBUM NETWORK—"MOST ADDED"
RADIO & RECORDS—"BREAKOUT"/DEBUT #28
BILL H. Q. B. — "MOST ADDED"
The Gavin Report—"SIGNIFICANT"
RECORD WORLD—"MOST ADDED"

CASHBOX—"MOST ADDED"
GOODPHONE—UNLISTED NUMBER "SHAKE IT"
FRED—"PREDICTABLES" LEAD TRACK (SHAKE IT)
BILLBOARD—"NATIONAL BREAKOUT"
HIT BOUND — "SHAKE IT" WYSL WPHD

STEALIN' HOME
Ian Matthews
His Debut Album on Mushroom

"THESE SONGS BELONG TO MUSHROOM"
© 1978 MUSHROOM RECORDS, INC. 
## FM Station Reports — New Adds/Hot Rotation

**KWFX-FM — LOS ANGELES — MICHAEL SHEBEY**
*ADDs: Billy Joel, Firefall, Elton John (45), Joe Cocker (45)*
*HOTS: Phoebe Snow, Linda Ronstadt, Nicolette Larson, Elton John, Ian Matthews, Jim Rafferty, Fogelberg/Wesberg, Joe Cocker, Al Stewart, Stephen Bishop, 10CC, Kenny Loggins, Fuller/Kaz, Chicago*

**KWST-FM — LOS ANGELES — PAM MAY**
*ADDs: Elton John, Ted Nugent, David Bowie, Jesse Colin Young (45)*
*HOTS: Kenny Loggins, Linda Ronstadt, Boston, Hall & Oates, Who, Rolling Stones, Ambrosia, Al Stewart, Heart*

**WNWO-FM — NEW ORLEANS — CAPT. HUMBLE**
*ADDs: John Paul Young, Styx (45)*
*HOTS: Linda Ronstadt, Ginni, Travis, Atwater, Grazing Journal Jr., Chuck Mangione, Al Stewart*

**WRNO-FM — NEW ORLEANS — SAM ROBERTS**
*ADDs: Jethro Tull, Elton John, Black Sabbath, Small Faces, Stephen Stills, Ian Matthews, Alice Cooper (45)*
*HOTS: Rolling Stones, Who, Boston, Dave Mason, Chicago, Gergy Rafferty, Lynyrd Skynyrd, Heart, Styx, Tom Petty, Hall & Oates, Gino Vannelli*

**WRNR-FM — NORFOLK — RON REGER**
*ADDs: Billy Joel, Elton John, Sea Level, Pat Travers, Gene Cotton (45)*
*HOTS: Kenny Loggins, Little River Band, Foreigner, Boston, Rolling Stones, Fogelberg/Wesberg, Linda Ronstadt, Pablo Cruise, Who, L. Le Roux, Styx, Al Stewart*

**ZETA-7-FM — ORLANDO — GARY BROWN**
*ADDs: Toto, Stephen Stills, Santana, Billy Joel, Firefall, Mylarn Lefeber, Network, Mark-A-Mond*
*HOTS: Yes, Yes, Rolling Stones, Heart, Neil Young, Sea Level, Lynyrd Skynyrd, Molly Hatchet, Jethro Tull*

**WQKQ-FM — PHILADELPHIA — HELEN LEICHT**
*ADDs: Firefall, John Pauliun, Elton John, Mark-A-Mond, Brand X, Pat Travers, Richard & Linda Thompson, Ted Nugent, Alice Cooper (45), C.S.N.Y. & Y (45), Peter Tosh (45)*
*HOTS: Al Stewart, David Bowie, Fogelberg/Wesberg, Rolling Stones, Heart, Neil Young, Bruce Springsteen, Who, Styx, Boston, Foreigner, 10CC, Billy Joel Cars, Jethro Tull, Great Kingdom, King Of Hearts, Mon Mar, Linda Ronstadt, City Boy*

**WXPS-FM — PHILADELPHIA — STEPHEN JOHNSON**
*ADDs: Elton John, Firefall, Ted Nugent, Joan Armatrading, Ian Matthews, Baby Grand, Biss Band, Jim Capaldi, Billy Joel, Stephen Stills, Santana, Toto*
*HOTS: Foreigner, Papc Cruise, Boston, Who, Styx, Linda Ronstadt, Al Stewart, Chicago, Fogelberg/Wesberg, Billy Joel*

**WYPS-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON**
*ADDs: Elton John, Firefall, Ace Frehley, Ted Nugent*
*HOTS: Styx, Foreigner, Rolling Stones, Who, 10CC, Chicago, Al Stewart, Linda Ronstadt, Kenny Loggins, Fogelberg/Wesberg, Ambrosia, Heart, Hall & Oates, Little River Band*

**KNOX-FM — PORTLAND — LESLIE SARNOFF**
*ADDs: Elton John, Firefall, Mark-A-Mond, Pages, Richard Torrance, Firefall (45), Strassman/Diaz*
*HOTS: Pat Metheny, Toto, Grover Washington Jr., Chicago, Billy Joel, Al Stewart, Linda Ronstadt, Chuck Mangione, Fogelberg/Wesberg, Sanchez, Nickolas Learta, Heart, Ian Matthews, Valentine, Neil Young, Sea Level, Little Steven*

**WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN**
*HOTS: Who, Boston, Ambrosia, Linda Ronstadt, Van Morrison, Foreigner, Al Stewart, Billy Joel, Fogelberg/Wesberg, Styx, Heart, Hall & Oates, 10CC, Neil Young, Chicago, Gino Vannelli, Firefall, Santana, Lynyrd Skynyrd, Yes*

**KADI-FM — ST. LOUIS — PETER PARIS**
*ADDs: Billy Joel, Mark-A-Mond, Elton John, Rory Gallagher, Gino Vannelli, Stephen Stills, Firefall, Alice Cooper (45), Jesse Colin Young (45)*
*HOTS: Styx, Linda Ronstadt, Ambrosia, Kenny Loggins, Foreigner, Yes, Pablo Cruise*

**KSHF-FM — ST. LOUIS — TED HABECK**
*ADDs: Stephen Stills, Firefall, Elton John, Pat Travers, Ted Nugent, Uriah Heep, Jesse Colin Young (45)*
*HOTS: Boston, Yes, Who, Robin Trower, City Boy, Rolling Stones, Golden Earring, Styx, Starcastle, David Coverdale, Trooper, Genya Ravan, Billy Joe*

**KNEL-FM — SAN FRANCISCO — MARK COOPER**
*ADDs: Ted Nugent, Gino Vannelli, Ian Matthews, Fogelberg/Wesberg*
*HOTS: Linda Ronstadt, Boston, Von Morrison, Yes, Chicago, Styx, Al Stewart, Heart, Robin Trower, Hall & Oates, Lynyrd Skynyrd, Playboys*

**KSFN-FM — SAN FRANCISCO — KATE INGRAM**
*ADDs: Peter Tosh (45), Richard Wright, Taj Mahal, Sea Level, Stephen Stills, Fogelberg/Wesberg, Santana, Elton John, Rory Gallagher*
*HOTS: Von Morrison, Rolling Stones, Billy Joe, Blondie, Cars, Who, David Bowie, Hall & Oates, Dave Edmunds, Linda Ronstadt, Neil Young, Tom Petty, Cheap Trick, Bob Seger, Talking Heads*

**KOME-FM — SAN JOSE — DANA JANG**
*ADDs: Blue Band, Bryan Ferry, Firefall, Billy Joe, Santana, Southside Johnny, Stephen Stills, Toto, Richard Thorogood, Peter Tosh (45)*

**KSDJ-FM — SAN JOSE — PAUL WELLS**
*ADDs: Stephen Stills, Santana, Ted Nugent, Flint, Firefall, Bandit, Son Seals, Cameo (imp), Steve Martin*
*HOTS: Styx, Yes, Rolling Stones, Greg Kihn, Blue Oyster Cult, Cars, Boston, Rory Gallagher, Jethro Tull, Dyan Diamond, Lynyrd Skynyrd, Who, David Bowie, Pat Travers, Heart, Hall & Oates, Ramones, Dave Edmunds*

**KZAM-FM — SEATTLE — JON KERTZER**
*ADDs: Nickelle Larson, Bryan Fry, Mylarn Lefeber, Johnnie "Gunfather" Watson, Ian Garbarek, Art Lante, Eric Carmen, Ahmad Jamal, Dexter Gordon, Eddie Hinton*

**KREM-FM — SPOKANE — LARRY SNIDER**
*ADDs: Billy Joel, Santana, Firefall, Mark-A-Mond, Phoebe Snow, Ronnie Laws, Baby Grand, Jesse Colin Young (45)*
*HOTS: Styx, Who, Boston, Al Stewart, Heart, Foreigner, City Boy, Ambrosia, Chicago, Neil Young, Robin Trower, Moon Martin, Linda Ronstadt, Hall & Oates*

**WOUR-FM — UTICA — TOM STARR**
*ADDs: Billy Joel, Santana, Southside Johnny, Rory Gallagher, Pat Travers, Firefall, Peter Tosh (45)*
*HOTS: Neil Young, Von Morrison, Linda Ronstadt, 10CC, Ambrosia, Al Stewart, Yes, Dave Edmunds, Styx, Nixo Gilder (45)*

**WHFS-FM — WASHINGTON — DAVE EISTEIN**
*ADDs: Firefall, George Thorogood, Al Stewart, John Pauliun, Terry Reid, Tom Waits, Joan Armatrading, "Woodstock Min Review", Peter Tosh (45)*

**WAFF-FM — WORCESTER — JOHN DUNCAN/PAUL LEMIUX**
*ADDs: Billy Joel, Elton John, Firefall, Nickelle Larson, Stars, Jack Tempchin*
*HOTS: Boston, Fogelberg/Wesberg, Kenny Loggins, Foreigner, Linda Ronstadt, Al Stewart, Von Morrison, Styx, Who, Yes*
The final step. The land of Oz. THE WIZ. The soundtrack. A deluxe 2-record set. Dazzling!
DIANA ROSS in "THE WIZ"
Also Starring
MICHAEL JACKSON · NIPSEY RUSSELL
TED ROSS · LENA HORNE
and RICHARD PRYOR (as "THE WIZ")

Music Adapted & Supervised by
QUINCY JONES

Album produced by QUINCY JONES for
DIANA ROSS
MICHAEI JACKSON  •  NIPSEY RUSSELL
TED ROSS  •  LENA HORNE
and RICHARD PRYOR (as “THE WIZ”)

All featured in the deluxe 2-record set soundtrack album, which includes a four color libretto and poster. Now available.

TONY WALTON  •  OSWALD MÖRIS  •  DEDE ALLEN  •  ALBERT WHITLOCK

Music Album is arranged by
QUINCY JONES  •  CHARLIE SMALLS  •  KEN HARPER

Produced by
JOEL SCHUMACHER  •  ROB COHEN
SIDNEY LIMET

Includes the hit single: “EASE ON DOWN THE ROAD”

A Motown Production • A Universal Picture

1978 by Universal City Studios, Inc.
### Regional Action

#### East

| Most Added | You Don't Bring Me Flowers — Barbra & Neil — Columbia | WRCF, WNV, WKK, V-97, KK 104, WCUE, WIFE, WDFC, WSDK, WSGA, WAFE, WACO, WTX, KJB, KCX, WPX, KTB, WXX, WWB, WRK, WWB, F-105, WAYS, WPGC, WBBQ, BJ 105, WPM, KAP, KCB, KFR, KJH, WWB, WKL, KILT |
| Most Active | MAC ARTHUR PARK — Donna Summer — Casablanca | How Much I Feel — Ambrosia & Warner Bros. |
| Most Active | Double Vision — Foreigner — Atlantic | Ready To Take A Chance Again — Barry Manilow — Arista |

#### Southeast

| Most Added | You Don't Bring Me Flowers — Barbra & Neil — Columbia | WXXW, WQDR, WACO, WLEY, WYK, KTAC, KIMN, KTLK, WOK, KNOE, KEEL, KEEL, WNY, WCG, W.lbl, WQ, WAG, WTR, WAG |
| Most Active | 2 Alive Again — Chicago — Columbia | Our Love (Don't Throw It All Away) — Andy Gibb — RSO |
| Most Active | Sharing The Night Together — Dr. Hook — Capitol | Double Vision — Foreigner — Atlantic |
| Most Active | Beat Of Burden — Rolling Stones — Rolling Stones | Just Wanna Stop — Gino Vannelli — A&M |

#### Midwest

| Most Active | 2 Alive Again — Chicago — Columbia | How Much I Feel — Ambrosia & Warner Bros. |
| Most Active | The Power Of Gold — Fogelberg/Weisberg — Epic | Ready To Take A Chance Again — Barry Manilow — Arista |
| Most Active | MAC ARTHUR PARK — Donna Summer — Casablanca | How Much I Feel — Ambrosia & Warner Bros. |
| Most Active | Sharing The Night Together — Dr. Hook — Capitol | Ready To Take A Chance Again — Barry Manilow — Arista |

#### West

| Most Active | 2 Alive Again — Chicago — Columbia | How Much I Feel — Ambrosia & Warner Bros. |
| Most Active | Our Love (Don't Throw It All Away) — Andy Gibb — RSO | Sharing The Night Together — Dr. Hook — Capitol |
| Most Active | MAC ARTHUR PARK — Donna Summer — Casablanca | How Much I Feel — Ambrosia & Warner Bros. |
| Most Active | Sharing The Night Together — Dr. Hook — Capitol | Ready To Take A Chance Again — Barry Manilow — Arista |

### Most Added Records

1. **You Don't Send Me Flowers** — Barbra & Neil — Columbia
2. **Alive Again** — Chicago — Columbia
3. **3 Time Passages** — Al Stewart — Arista
4. **Dance (Disco Heat)** — Sylvester — Fantasy
5. **MacArthur Park** — Donna Summer — Casablanca
7. **Ready To Take A Chance Again** — Barry Manilow — Arista
8. **Our Love (Don't Throw It All Away)** — Andy Gibb — RSO
9. **Beat Of Burden** — Rolling Stones — Rolling Stones
10. **Just Wanna Stop** — Gino Vannelli — A&M

### Relative Radio Active

#### Titles listed below are receiving strong radio support from key secondary stations around the country.

1. **MacArthur Park** — Donna Summer — Casablanca
2. **Our Love (Don't Throw It All Away)** — Andy Gibb — RSO
3. **Beat Of Burden** — Rolling Stones — Rolling Stones
4. **Just Wanna Stop** — Gino Vannelli — A&M

### Secondary Radio Active

1. **I Just Wanna Stop** — Gino Vannelli — A&M
2. **Sharing The Night Together** — Dr. Hook — Capitol
3. **Ready To Take A Chance Again** — Barry Manilow — Arista

### Secondary Radio Active

1. **I Just Wanna Stop** — Gino Vannelli — A&M
2. **Sharing The Night Together** — Dr. Hook — Capitol

### Foreigner — Atlantic

1. **Teenage Kicks** — Foreigner — Atlantic
2. **You Can Do Magic** — Foreigner — Atlantic
3. **5.88** — Foreigner — Atlantic

### Double Vision — Foreigner

1. **Back On The Chain Again** — Foreigner — Atlantic
2. **Still Foolin' Around** — Foreigner — Atlantic
3. **Take Me Out Of Your Life** — Foreigner — Atlantic

### Who Are You — Who

1. **I Can't Get Started** — Who — Atlantic
2. **My Girl** — Who — Atlantic
3. **Behind Your20

#### Secondary Radio Active

1. **Teenage Kicks** — Foreigner — Atlantic
2. **Still Foolin' Around** — Foreigner — Atlantic
3. **Take Me Out Of Your Life** — Foreigner — Atlantic

### Who Are You — Who

1. **I Can't Get Started** — Who — Atlantic
2. **My Girl** — Who — Atlantic
3. **Behind Your**
Mackrell HITS THE WHISKY — United Artists singer-composer Joanne Mackrell recently played the Varsity Club in Atlanta, Georgia.

Regional Programming Guide continued from page 33:


KROK — SACRAMENTO — CHris MITCHELL, MD
1-1 — Exile. JUMPS: 29 To 24 — Funkadelic. 28 To 25 — G. Vannelli. 26 To 23 — Hall & Oates. 23 To 13 — Exile. 12 To 11 — J. P. Young. 11 To 10 — A. Bridges. Ex To 27 — Chicago. ADDS: Dr. Hook, Firefly, P. Davis, Heart. A. Stewart, Village People. Joey Travolta, Donny Most.

KCPX — SALT LAKE CITY — GARY WALDRON, MD
1-1 — Exile. JUMPS: 29 To 24 — A. Stewart, 26 To 20 — A. Gibb. 23 To 19 — G. Vannelli, 21 To 16 — Dr. Hook, 19 To 15 — D. Summer. 17 To 12 — Ambrosia. 14 To 11 — G. Vannelli, 13 To 10 — Who. 11 To 10 — J. P. Young. 10 To 9 — Foreigner. Ex To 30 — B. Mann, Ex To 29 — P. Davis. ADDS: Lindsfarne. B. Joel. Barbara/Neil.

KPRF — SALT LAKE CITY — LORi EAGLE WInNER, MD
1-1 — Foreigner. JUMPS: 27 To 23 — D. Cruise. 26 To 20 — G. Vannelli, 25 To 21 — Firefly, 24 To 19 — Fogel/Wells. 23 To 18 — Heart. 21 To 13 — C. Gayle, 20 To 10 — B. Mann. Ex To 14 — Styx. 18 To 10 — Ex. 9 To 8 — Dr. Hook. 7 To 6 — Who. 5 To 4 — D. Gates. 4 To 3 — B. Joel. Ex To 29 — S. Stewart, Ex To 26 — B. Gibb. P. Davis, E. John.

K-BIOME — CHICAGO — C.-C. McCARTNEY, MD

KCSM — VANCOUVER — NINA EMMANUEL, MD
1-1 — Exile. JUMPS: 34 To 30 — A. Gibb. 32 To 29 — Toto, 31 To 27 — W. Egan. 29 To 25 — Chicago. 24 To 20 — Dr. Hook. 19 To 15 — J. P. Young. 17 To 13 — B. Mann. 15 To 10 — D. Summer. 14 To 9 — Styx. 8 To 7 — Foreigner. 7 To 6 — Barbra/Neil. 5 To 4 — Fogel/Wells. 4 To 3 — Exile. 3 To 2 — A. Stewart. ADDS: 3 Barbra/Neil. Funke/INXS.

KFCR — SAN FRANCISCO — DAVE SHULIN, MD

KYA — SAN FRANCISCO — RICK SCOTT, MD
1-1 — Boston. JUMPS: 24 To 20 — Toto. 21 To 17 — P. Cruise, 20 To 16 — Capiton & Tennille. 19 To 15 — G. Rafferty. 16 To 13 — Stones. 12 To 9 — Who. 11 To 4 — L. Stu. 10 To 8 — Who. 7 To 6 — N. Glover. Ex To 25 — B. Joel. Ex To 24 — Stars, Ex To 22 — Chicago. ADDS: Boston. G. Khin. E. John.

KSLA — LOUIS ANGELES — JOE GILDER, MD

WJR — DETROIT — TRACY MCHLLEY, MD
1-1 — N. Gilder. JUMPS: 17 To 11 — C. Gayle. 16 To 12 — P. Davis. 14 To 9 — Ambrosia. Ex To 25 — Dr. Hook. 23 To 20 — B. Mann. Ex To 19 — S. Bishop, J. Haywood.

KING — SEATTLE — TOM MCKAY, MD
1-1 — N. Gilder. JUMPS: 25 To 22 — L. Sayer, 24 To 21 — Styx, 23 To 20 — Dr. Hook. 22 To 19 — P. Cruise, 21 To 17 — B. Mann. 19 To 15 — Heart. 13 To 10 — Foreigner. 11 To 8 — Stones. 9 To 5 — D. Summer. Ex To 29 — S. Bishop. Ex To 28 — Stonebolt. ADDS: Barbra/Neil. Firefly. P. Davis.

KJRB — SPOKANE — DON HUTTLER, MD

KREM — SPOKANE — DON NORDINE, MD & PD

KTAC — TACOMA — BRIUCE CANNON, MD
2-1 — N. Gilder. JUMPS: 30 To 26 — A. Bridges. 28 To 24 — Player. 27 To 23 — Heart. 22 To 20 — D. Gates. 21 To 17 — B. Mann. 19 To 15 — D. Summer. 16 To 10 — J. P. Young. 9 To 8 — Ambrosia. 7 To 5 — B. Joel. 6 To 4 — Who. 5 To 3 — K. Loggins. Ex To 30 — B. Bishop. Ex To 28 — C. Gayle. Ex To 25 — J. P. Young. Ex To 24 — Chicago. ADDS: Barbra/Neil. A. Gibb. B. Stewart.
Cash Box/October 28, 1978

**SINGLES BREAKOUTS**

- **Camelot** — National
- **Dr. Hook** — National
- **Meco** — RSO
- **Tom Petty & The Heartbreakers** — RCA
- **Al Stewart** — A&M
- **Bridges of K Fenstchen** — Motown
- **Chicago** — CBS
- **Chic** — Columbia
- **Donny & Marie** — ABC
- **Boston** — CBS
- **Head East** — MCA
- **The J. Geils Band** — Capitol
- **Elton John** — MCA
- **Journey** — CBS
- **Kansas** — Atlantic
- **Steppenwolf** — CBS
- **The Who** — Columbia

**ALBUM BREAKOUTS**

- **Pinkwick** — National
- **Peter Criss** — Casablanca
- **Deep Purple** — Epic
- **Ace Frehley** — Epic
- **Waylon Jennings** — Capitol
- **Gerry Goffin** — Vanguard
- **Paul Simon** — Columbia
- **Peter Tork** — CBS
- **Frankie Valli** — Atlantic
- **The Four Seasons** — ABC
- **The Righteous Brothers** — ABC
- **The Osmonds** — ABC
- **The Association** — ABC
- **The Turtles** — ABC
- **The Monkees** — ABC
- **Sly & the Family Stone** — ABC
- **The Young Rascals** — ABC

**SPORTING NEWS’ AD BRINGS BOB SEGER TO NEW AUDIENCE**

by Joey Berlin

LOS ANGELES — In a time when “superstar” albums are selling millions of copies and going on long swings toward covering the expenses of trying to break less-estimated acts, Capitol Records has uncovered a new vehicle for advertising one of its strongest albums, Bob Seger’s “Stranger In Town.” The label took out a full-page ad in The Sporting News, a weekly sports publication, which is billed as a “superstar in any stadium.” Capitol is believed to be the first record company to advertise in the national sports tabloid. The “Sporting News” ad is only one part of a large campaign that has been under way since the release of “Stranger In Town” in May. Other parts of the campaign have included extensive television, consumer magazine and trade press advertising, posters, standups and billboards. Thus far the album has sold approximately three million copies and a third single, “We’ve Got Tonight,” has just been released.

**WHY SPORTING NEWS’ AD**

Our advertising philosophy is quite open,” says Davis, CBS’s creative services and publicity vice president. “We place ads where we think they’ll be most effective. This time of year in the Sporting News issue with the football season in full swing, and with an artist like Bob Seger, we think Sporting News makes good sense.

Seger is, in my opinion, a major superstar. His demographics are male-oriented and he tends to attract older as well as younger audiences. So with football and baseball fans tuned into the Sporting News the time was right to advertise Seger there.”

Plan B Davis, director of merchandising and advertising for Capitol, points out that the Sporting News ad was part of the label’s plan to keep “Stranger In Town” in the Top Ten on the Cash Box Top 200 Albums chart, alive through the holiday season.

“After the initial rock press ads we asked ourselves what areas were left to hit,” indicated Davis. “We went after the college crowd through Ampersteds, and tried for Midwestern America through them. Then we decided to try and capitalize on the World Series and Seger’s demographics by trying a new market, the sports fan.”

Davis added that the Capitol series of television ads that blanketed the country through regional buys was one of the biggest TV campaigns the label has undertaken. He also reported that the Seger trade ad is being made into a promotional poster.

**MERCURY LAUNCHES RUSH CAMPAIGN**

LOS ANGELES — Phonogram/Mercury Records is launching an extensive marketing campaign in support of the release of “Hemispheres,” the new album by hard-rock group Rush. Merchandising aids, an advertising program, a one-hour Rush radio special and a commercial picture disc have been slated by Mercury to provide exposure for the album, which is scheduled for release this week.

Two merchandising pieces for in-store display have been created, including a four-color, mobile as well as a three-foot square color poster. Additional, a four-color color postcard included in the album package will be made available for retail displays.

An advertising program has been developed featuring consumer and trade publications, plus local advertising spots. Also, one-four-hour radio special, featuring interviews with the three members of the group, as well as music coverage of Rush’s career, is being offered to radio stations.

Plans are underway for the introduction of Mercury’s first commercial picture disc in conjunction with the album, which will carry a list price of $13.98. Also in support of the LP, the group is embarking upon a national tour which will begin in the northern part of the country.

**SNAIL LP COVER WINS ART MAGAZINE AWARD**

LOS ANGELES — The album cover design of Cream recording group Snail’s debut album, entitled “Snail,” has been awarded a Certificate of Distinction in the Creativity 75 Artshow, sponsored annually by Art Direction magazine. Out of 10,000 entries, 800 are selected for the certificate.

The snail shell design and logo was the concept of artists John LePrevost and Gene Brownell. Together the duo had previously won a Los Angeles art directors gold media for the Rick Nelson “Rick Sings Nelson” album and collaborated on the album cover design for the first J.S. released Wishbone Ash album.

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**TOP SINGLE BREAKOUT OF THE WEEK (OUR LOVE) DON’T THROW IT ALL AWAY — ANDY GIBB — RSO**

**TOP ALBUM BREAKOUT OF THE WEEK**

52nd Street — Billy Joel — Columbia
MCA/INFINITY NATIONAL CONVENTION — MCA/Infinity held their first national joint convention Oct. 13-14 at the Century Plaza Hotel in Los Angeles with more than 200 field personnel and national department heads from both labels in attendance. The convention included: aural and multi-media presentations of new and up-coming product; sales, promotion, display, publicity and artist relations meetings; a disco-vision demonstration; a cocktail party hosted by Infinity Records at Victoria Station; an on-the-spot video taping of MCA recording artist Tanya Tucker and a cocktail reception and dinner hosted by MCA during which Elton John made a rare solo performance. Pictured (1-r) are: Mr. and Mrs. Sid Steinberg and John Entwhistle of The Who; Mike Maitland, MCA Records president; Bob Siner, executive vice president of MCA Record; Denny Rosecrantz, vice president of A&R for MCA and Mike Abbott, vice president of R&B promotion and marketing for MCA. Both labels will be distributed by MCA Distributing.

JOINT CELEBRATION — Among those celebrating at the MCA/Infinity convention were (1-r): Jerry Goldstein of Far Out Productions; Stan Bly, vice president of promotion for MCA; Tanya Tucker; Bob Siner, executive vice president of MCA and Joan Bullard, vice president/artist relations and publicity for MCA; Mike Abbott, vice president R&B, MCA Records; Siner and George Albert, president and publisher of Cash Box; and Jimmy Bowen, vice president/general manager, MCA/Nashville.

ARTIST PERFORMANCES — Elton John and Tanya Tucker treated those on hand at the MCA/Infinity convention to live performances. Pictured (1-r) are: John; John Reid, John's manager; Mrs. Sid Steinberg; John and Sid Scheinberg, president of MCA Inc.; and Tucker.

AWARD PRESENTATIONS — Pictured (1-r) during the awards presentations at the MCA/Infinity convention are: Denice Moncel, regional promotion manager, midwest, who received the number one promotion award; Bly; Sam Passamano, vice president/national distribution for MCA and Jeff Scheible, vice president of sales for MCA and Bill Green, Cleveland branch sales manager; Scheible; Rick Weber, Cleveland branch salesman and Lewis Zellman, Cleveland branch salesman. The Cleveland branch received the number two "Presidential Award." The winners were determined by the highest sales plateaus reached over the year.

MORE AWARDS — Also participating in the awards presentations (1-r) were: Paul Lambert, national promotion director for MCA; John Allen, promotion manager, Hartford, who received the number two promotion award; Bly; Passamano and Scheible; and Bill Hickman, Philadelphia branch salesman; Robert Specia, Philadelphia branch sales manager and Randy Bauder, Philadelphia branch salesman. The Philadelphia branch at MCA was chosen the number one branch in the country.
Carmen McRae and Al Jarreau headlined the soldout Irene Kral Memorial Concert Oct. 9 at Los Angeles Civic Theatre. Kral, who died of cancer Aug. 15, was a two-time Grammy nominee and one of those vocalists whose talent was on a par with the musicians she worked with. Other participants in the star-studded concert included Willie Bobo, Monty Budwig, Alan Broadbent, Frank Foster, Bobo, Monty Budwig, Dave Mackey, Jack Sheldon, Mike Wofford, Nick Ceroli and Irene’s brother and one-time sideman Billy Kral and Jackie Cain. KBCA air personality Jim Gosa, L.A. Times jazz critic Leonard Feather and drummer Shebby Steele were among the guest MCs. Proceeds from the concert, which was sponsored by Musicians Wives, Inc., will be used to establish a scholarship fund for Irene’s daughters, Joy and Melissa.

Grover Washington displayed his incredible licks at the Santa Monica Civic performance that had the SRO crowd roaring its approval as it was a rock ‘n’ roll show. Accompanied, as usual, by his superb six-piece band, Locksmith, Washington proved once again that he is indeed one of the great contemporary sax players. It may have been the second stop on his tour in support of his new “Reed Seed” LP on Motown, but the material sounded polished and the tour should increase Washington’s already large following.

The festival season has come and gone but echoes still linger in a book, with the working title “Dizzy, Duke and Me: The Story of the Monterey Jazz Festival” by Jimmy Lyons. The book, with many photographs and drawings by Lyons (and David Stone Martin), contains three sections of text devoted to 1) Lyons’ own efforts in the development of the festival, 2) the festival programs that lists all the performers in the 20-year history of the event and 3) critical reaction to the festival and its performers.

The book is an easy read, with Lyons’ own story told in a breezy, unpretentious style. Some of his anecdotes are quite funny, while others graphically illustrate the problems of dealing with great artists. The layout is superb, and, although there are a few minor errors of fact and some misspelled names, the work is highly recommended.

Los Angeles Jazz Quartet burned through the Village Vanguard last week, Illinois latest LP is on Classic Jazz (Illinois Jacquet with Wild Bill Davis).

Singer Helen Merrill off on a European tour. She just closed London and will be appearing in Amsterdam early next month.

Doug Harris, acting PO of WRFR-FM, leaves the station Oct. 27. Jack Kleinsinger continues to roll on to NYU. Oct. 26 will be the date of his next “Highlights in Jazz” concert headlined by Billy Taylor. Guests include Frank Foster, Harold Mabern, Frank Wess, Ted Curson and Jon Faddis.

National Public Radio has a top-rated show on its hands. It is the “Jazz Alive” series mentioned here several times. Upcoming broadcasts will feature Carmen McRae from Los Angeles and Lionel Hampton from France.

Inner City’s latest is a double Johnny Griffin recorded live in Tokyo. bob porter

Corea To Perform Benefit Concerts

LOS ANGELES —Polydor recording artist Chick Corea will perform two benefit concerts with proceeds going to California Gov. Edmund G. Brown Jr.’s committee for Narconon. The two shows will be Nov. 15 at the Santa Monica Civic and will feature Corea, bassist Stanley Clarke and drummer Tony Williams, with others to be named later. Narconon is a rehabilitation program for drug and alcohol abusers.

KLEMMER GOES TO BAT — ABC Records artist John Klemmer performs for the Los Angeles Dodgers at a party staged after the team clinched the National League Championship recently. The reception for the team was hosted by ABC Sports. Pictures (l-r) are: Klemmer, Gary Borman, Klemmer’s manager, and Don Drysdale, ABC Sports announcer and former Dodger pitcher.


This one has been long awaited, since it showcases Gordon’s travelling group of the past 18 months. Dexters throughout the six-tune set, and the rhythm team of George Cables, Rufus Reid and Eddie Gladden lends lustrous support. ’’LTD” should get strong play, as should “Time Goes By,” another Gordon ballad classic. Dexter has been a solid sales item on Columbia, and this should continue that trend.

THANK YOU ... FOR P.U.M.L. (FUNKING UP MY LIFE) — Donald Byrd — Elektra 66-144 — Producer: Donald Byrd — List: 7.98

Jazz trumpeter Donald Byrd spreads his musical wings and lands for the head of funk on his first effort with Elektra/Asylum’s Jazz/Fusion division. The eight cuts on the album find Byrd not only blowing his horn over highly danceable background rhythms, but vocalizing as well. This conceivably could wind up with as much R&B airplay as it will jazz, as Byrd covers slow funk, medium tempo funk and fast funk, all with equal aplomb.

NIGHT TRAIN — Jimmy Forrest — Delmark 435 — List: 7.98

The title tune is one of the genuine classics of the past twenty-five years, but the entire twelve-tune set bristles with authority. Music stems from the early ’50s, but this is the first time it has had LP exposure. Other strong cuts include “Sophisticated Lady” and “Bolo Blues.” Should be a solid programming item for jazz, R&B or oldie formats.

ON JAZZ

JAZZ ALBUM PICKS


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Woodwind man Wilton Felder steps away from the Crusaders for this, his first solo outing. Side one sets the tune for the album with its quiet, unpretentious title tune, featuring Felder handling bass and woodwind duties and Khabir Ghani on a fluid Stevie Wonder-ish vocal. With the emphasis here on melody, the album should follow recent efforts by George Benson and Chick Corea in gaining jazz, pop and R&B acceptance.


Without question the best Sarah Vaughan LP in many years, this one puts her out front with the likes of Oscar Peterson. Joe Pass, Ray Brown and Louise Bellson. Ten titles (all good songs) and the support brought out the best in Sarah. Next time, how about some horns?


Richie Cole is a young alto player of whom Phil Woods once commented, “There is no question in my mind he will contribute greatly to the music and to the alto sax.” He lives up to that praise on this LP by exhibiting a tone so familiar to him by its range of expression. These nine charts span straight jazz, avant-garde, swing, bebop (on the particularly hot rendition of “Last Tango In Paris”) and Latin-flavored ballads. His six-man combo provides top-notch support.

Cash Box/October 28, 1978
www.americanradiohistory.com
A&M Records
the first Horizon Mus
MARK-ALMOND
Other People's Rooms  SP 730
Produced by
Tommy Lipuma
Retailers Express Concerns At NARM Regional In N.Y.

Managers chains that marketing for colo, industry productive distributor. whether broad overview. Retailers chain, involvement northeast regional it's whole."

Ron Piccolo's comments, Ron Piccolo, northeast regional vice president of marketing for CBS Records, said, "The chains that brought their department managers did it smart thing, because that's the involvement both CBS as a manufac-
turer and NARM as an organization are looking for."

Piccolo also noted that "sometimes we're overambitious in our attempt to sup-ply the retailer with in-store materials when he has no room for them. So we use these meetings as a way of getting feedback to better define the individual needs of each store manager."

He added that executive retail manage-ment was particularly concerned that if CBS' entire $7.98 line increases one dollar, the consumer might be reluctant to pay a shelf price of $7.49 or $7.79 for a catalog item that is three or four years old.

Meanwhile, NARM is also continuing its efforts to benefit the industry in other ways. Cohen told the New York gathering that considerable progress has been made on several major new programs that were an-ounced at the last NARM convention in New Orleans. For example, he said, Dr. Rachman has nearly completed a manual for Retail Managers Certification Program. The five-day sessions in this program will apply modern marketing techniques to the training of store managers and their assis-tants.

Though an initial site for the program has not been set, classes will probably begin in late January or February of 1979 and will be staggered over several weeks time, ac-cording to Cohen. This will allow for partici-pants to work up case studies so that they can apply what they've learned in class to their specific store situations. "The program's involvement in training retailers will not just be a dry lecture series," he com-mented.

A list of 25 places will be open to in-dependent and chain store retailers in middle-management positions; general retailers who want to learn about merchandising records will also be encouraged to attend.

Noting that "this school will move wherever the demand is," he said that he hoped the program will lead to the event-ual establishment of a NARM Institute which would provide an on-going training ground for store management personnel.

He feels that this is one area that is sorely undeveloped.

"The biggest problem facing the industry right now is the development of qualified indi-viduals capable of assuming leadership roles at the retail level," he argued. "That's why recognizing the importance of mid-management executives to the future of the industry and then developing their interest is so crucial today."

The clinic will cost each student approx-imately $300. NARM is a non-profit organization, and the monies that are received by the clinic will be channeled back to members in the form of new programs. Once the certification program is established, Cohen said that he would allow for the possibility of renting Dr. Rachman's services to member companies that prefer the consultant to administer the text of the manual to personnel from a par-ticular chain or store. This would enable Rachman to tailor the course to the specific needs of that company.

Rachman has been a consultant in the past to such general merchandise chains as J.C. Penney and to the Schwartz Brothers' Harmony Hut chain. He is current-ly a professor of marketing at the Baruch College of the City University of New York.

Another NARM project in the works is the preparation of bar coding brochures for the retailer and rack jobber that will explain what the Uniform Product Code (UPC) is as well as evaluating the cost and applica-tion to each category of members. The manuals are being written by Boston Associates under the supervision of Dr. Humpehy and will be distributed to NARM members at the organization's upcoming convention in March. A formal audio-visual presentation illuminating the bar coding issue will be made at that time.

Cohen stressed that the slight differ-ences in the texts of the brochures will be "based on need." For example, he pointed out that the rack jobber has no need for in-formation concerning point of purchase since "the cash register is not his area of service. We want our membership to know all there is about bar coding at this point in time," he said, "which is why we're schedul-ing the regionals right after the convention, because we want retailers and distributors alike to see it as soon as possible."

NARM's committee on radio advertising (headed by Jim Tyrrell, vice president of marketing for Epic, Portrait, and Associated Labels, and John Marmaduke of Western Merchandisers) has also begun to meet and will present a film on the sub-ject at the next convention. Cohen said that, instead of expanding on last year's "Marketing Music Through Effective Ad-ver-tising Techniques" film presentation that highlighted the different "players" in the media mix, management decided to concentrate solely on the effectiveness of radio advertising. Future conventions will cover other mediums separately (such as television and print), so that NARM will eventually develop a library of films, available to both members and univer-sities.
Dance...with Zulema

London Records introduces a new label...

and a new musical high with its first release by

Zulema

"Z-licious"

featuring the hit single

"CHANGE"

12" single available to radio programmers and disc jockeys.
HELLO HELLO — A hectic schedule of important meetings which will affect the future of the disco industry are slated for November. The national meeting of regional record pool representatives will be held in Miami, Fla. Nov. 13-15. An expected goal of the meeting is the formation of a national trade association which will be a giant step towards strengthening the pool's role and legitimacy in the industry. The elected regional spokespersons are to attend that meeting at EAST Jackie McCoy (Long Island Disco DJs) and Frank Lembo (Pocoro Rec. Pool); SOUTH Bo Crane (Florida Rec. Pool) and Sundance (Seemingly Better Prod.'s Calit. Disco DJs). Ami Hedges (BADDA); MIDWEST Jim Thompson (Dogs Of War) and Sam Meyer (Disco-Texas). McCoy is preparing the agenda for the meeting and Crane is handling the arrangements in Miami. Label and trade reps will be invited.

In addition to the national meeting, Lombo of the Pocoro pool is planning an eastern regional meeting for Nov. 6 at Some Place Else in Cherry Hill, N.J. to discuss with local directors their hopes for the national by-laws.

CONFLICT OF INTEREST DILEMMA — Michele Hart of Casablanca is calling a meeting of in-house promotion reps to discuss what she sees as the proliferating conflict of interest problems with DJs and pool representatives who double as trade reporters and record mixers. Hart also feels that pool heads who work for promotion companies have compromised their objective. The controversial meeting is being proposed for Thanksgiving. Hart's suggestion for a location is Palm Springs.

Judie Weinsteins of the For The Record Pool in N.Y. is planning a luncheon in mid-November to also inviting the label in-house promotion people. That gives Judie about a month to beat her case of walking pneumonia!

NEW CLUBS — Rumor has it that Robert Stigwood of RSO and John Addison are planning to open a club in Boyle Heights (BADDA); MIDWEST Horns add punch.

One: A YMCA of the For The Record Pool

Two: I'M A MAN (MACHO) (LP) - 12"

Three: 1 A DEE JAY (GOOD FIT) (Atlantic) - LP

Four: 10 LE FREAK (Chic - 12"

Five: 11 STARCRUSHER (ALL CUTS) (RSO) - LP

Six: 12 YOU MAKE ME FEEL (MIGHTY REAL) (DISCO HEAT) - 12"

Seven: 13 STANDING IN THE SHADOWS OF LOVE (DEBRA WASHINGTON) (Arisa) - 12"

Eight: 14 DACIN'M MY FEET (LAURA TAYLOR) (LP) - 12"

Nine: 15 MR. DJ, YOU KNOW HOW TO MAKE ME DANCE (THE GLASS FAMILY) (LP) - 12"

Ten: 16 BURNIN' (DEADLY) (LP) - 12"

Eleven: 17 MY CLAIM TO FAME/TREASURE LOVE IS MY DESTINY JAMES BROWN (LP) - 12"

Twelve: 18 CRUSIN' (ALL CUTS) (LP)

Thirteen: 19 QUEEN OF THE NIGHT (ALL CUTS) (LP)

Fourteen: 20 YOU STEPPED INTO MY LIFE* (LP)

Fifteen: 21 OUR MS. BROOKS (ALL CUTS) (LP)

Sixteen: 22 PLUG ME TO DEATH/LOVE DISCO SOL (LP)

Seventeen: 23 VICTIM (WARREN BROKES) (LP)

Eighteen: 24 JUNGLE D.J. (LP)

Nineteen: 25 WORKIN' & SLavin' (MIDNIGHT RHYTHM) (LP)

Twenty: 26 PLEASURE (ISLAND)

Twenty-One: 27 GREATEST SHOW ON EARTH (Metropolis) (LP)

Twenty-Two: 28 A LITTLE LOVIN' (KEEPS THE DOCTOR AWAY) (LP)

Twenty-Three: 29 YOUR SWEETNESS IS MY WEAKNESS (LP)

Twenty-Four: 30 DON'T HOLD BACK (LP)

* Used as an example of the importance of audience response as reported from top Disco programming artists.

RADIO DISCO HIGHLIGHTS

WKTU — MATTHEW CENTO

Hot Rotation:

"In The Bush" — Musicale — Prelude

Only You — Teddy Pendergrass — Phila. Int'l.

MacArthur Park — D. Summer — Casablanca

Victim — Candi Staton — Warner Bros

I Love The Night Life — Alfa Bridges — Polydor

You Make Me Feel (Mighty Real) — Sylvester — Fantasy

Instant Replay — Dan Hartman — Blue Sky

#1 DJ — Goody Goody — Atlantic

I'm A Man — Macho — Prelude

Bryan — Cano — Dougla — MCA

I Love The Night Life — Alfa Bridges — Polydor

#1 Dee Jay — Goody Goody — Atlantic

My Grass Family — JOC

Hot Shot — Karen Young — Warner Bros.

Hit Bound:

LaFreak — Chic — Atlantic

Don't Hold Back — Chasen — Arista

Argentina Forever — Pacific Blue — Prelude

Never Let Go — East Bound Expressway — Avi

Change — Zulema — London

WCAU — PHILADELPHIA — ROD JAMISON

MacArthur Park — Donna Summer — Casablanca

In The Bush — Musicale — Prelude

Instant Replay — Dan Hartman — Blue Sky

You Make Me Feel (Mighty Real) — Sylvester — Fantasy

LaFreak — Chic — Atlantic

YMACA — Village People — Casablanca

My Grass Family — JOC

Hot Bound:

Chains — Bionic Boogie — Polydor

Don't Hold Back — Atlantic

I Love The Night Life — Alfa Bridges — Polydor

Shake Your Groove Thing (12") — Peaches & Herb — Polydor

Heart — Portrait

Villa People — Casablanca

Golden Touch (LP)

Cerrone — Cotillion

Bistro — Blue Sky

Bobby Caldwell — Motown

Chak — Marilyn — Marlin

Shake Your Groove Thing (12") — Peaches & Herb — Polydor

Le Freak — Chic — Atlantic

Beach Party — Atlantic

Three Degrees — Arisa

Tribu — Miami

Workin' & Slavin' (LP)

Midnight Rhythm — Atlantic

Bionic Boogie — Polydor

Bionic Boogie — Polydor

Midnight Rhythm — Atlantic

Bionic Boogie — Polydor

Midnight Rhythm — Atlantic

Bionic Boogie — Polydor

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Bionic Boogie — Polydor

Midnight Rhythm — Atlantic

Bionics
BEAUTIFUL BEND
Boris Midney, the force behind the international success of USA/EUROPEAN CONNECTION, is back, and he's moving in a totally new musical direction... with BEAUTIFUL BEND.

Produced by Boris Midney for Misound Productions

GREGG DIAMOND'S STARCRUISER
Gregg Diamond, the man who brought you "Bionic Boogie" (Risky Changes), Andrea True's "More, More, More" and George McCrae's "Love in Motion" now gives you his best yet... STARCRUISER.

Produced by Gregg Diamond and Godfrey Diamond for Diamond Touch Productions, Ltd.

TWO LP'S YOU CAN'T AFFORD TO MISS!

Records and Tapes The Company that keeps you on the dance floor.
495 SE 10TH COURT, HIALEAH, FLORIDA 33010 (305) 881-1818 • 65 E 55TH ST, NEW YORK, N.Y 10022 (212) 752-0660 • 6664 SUNSET BLVD, LOS ANGELES, CALIF 90028 (213) 462-6238
LOS ANGELES—"Everybody's Doing It" is the name of a nationwide disco promotion from Casablanca. Co-ordinated by Michelle Hart, director of special projects for Casablanca, the project aims at maximum exposure for the label's fall disco releases through dance contests in 16 major cities throughout the country.

Casablanca is supplying the music and prizes for the dance contests which began in Atlanta on Oct. 15 and will run through early December. The Boston final of "Everybody's Doing It" will be aired Nov. 28 live on WBOS from the Future disco. Joe Carvello will deck.

Contest kits for the discos include T-shirts, posters and the full line of records which are featured in the dance contests.

Grand prize winners in each city receive a year's disco record servicing from Casablanca, including 12-inch non-commercially available disco discs.

In arranging the contests, Hart received substantial assistance from local record pool representatives including Dale Pelegino of BADAQ, Frank Lembo and Frank Sestito from the Poonco pool and Artie Jacobs from the Southeast Record Pool in Miami.

‘L.A. Disco’ Opens At Palladium To A Crowd Of 2500

LOS ANGELES—More than 2500 people attended the first “L.A. Disco” event which was staged by Dave Kelsey and Audio Concepts Inc. at the Hollywood Palladium. For seven Friday nights, the Palladium is being transformed into what the promoters call "the world’s largest disco" with a capacity for 4500 people.

Sunshine artist Delta Dance, JGC group The Grass Family and Aniola artist Deborah Washington, offered short lip-sync versions of their current hits.

The equipment set up which Kelsey cited as valued at $350,000 included a 40,000 watts sound system with a theater instrument lighting show powered by a generator which helped power the California Jam.

DJ’s Brad Blair from L.A. and Tim Rivers from San Francisco handled the Bozak mixers powered by Spectrosonic “Card” amplifiers. Klipsch “industrial” speakers were used.

Due to delays of problems with union workers, Kelsey and his technical crew did not have time for a dry-run rehearsal and as a consequence several advanced light and sound techniques were not utilised. Kelsey plans to have these problems solved by the next "L.A. Disco".

Admission is $10 per person.

**FOOLING WITH GREY AND HANKS** — RCA recording artists Len Ron Hanks and Zane Grey are currently in the studio working on their newest project tentatively titled "You Fooled Me" after the track which is currently receiving substantial R&B and disco play. Picture (I-r) at a playback of new rhythm tracks are: Milt Canlez, engineer, Peter Hart of Cash Box, Hanks, Jack Chipman of Cash Box, Don Sorokin, manager of Grey And Hanks, and Grey.
We dance until dawn.

**Brides of Funkenstein**

"Disco to Go"  SD 19201  Atlantic 3498

**Cerrone**

"Cerrone IV: A Touch of Gold"  Cotillion 5708

**Chic**

"Le Freak"  Atlantic 3519 also available on 12" disco DK 4700 from forthcoming album

**Goody Goody**

"I D.J."  SD 19197  Atlantic 3504

**Midnight Rhythm**

"Workin' & Slavin' / I Need Love"  Atlantic 3530 also available on 12" disco DK 4701

On Atlantic Records and Custom Labels.
SIX REASONS WHY BLACK RADIO USES CASH BOX.

BLACK RADIO HIGHLIGHTS

JUNIE WILLIAMS
34 - Prince ADDS: Sylvester, Moses L. DELIC

KACE - LOS ANGELES - ALONZO MILLER, MD
JUMPS: 30 To 14 - Bobby Caldwell, 29 To 6 - Lee Oskar LP ADDS: Funky
Gino Vannelli, Mother's Finest, Stanley Turrentine

WDAI - MEMPHIS - JAY MICHAEL, A. DL - 90
JUMPS: 53 To 21 - D'Angelo, 25 To 24 - Donna Summer, 25 To 15 -
15 To 10 - B. Wright, 14 To 9 - LTD. ADDS: Chaka Khan,
Hillyard, Bigg, Commodores LP ADDS: R. James, Short & Lean

WMKM - MIAMI - CEDRIC ANDERSON, MD - 91
JUMPS: 9 To 5 - D. Moore, 8 To 4 - Natalie Cole, Ex To 35 - Pri
Bo Home, Ex To 33 - B. White, Ex To 30 - Anita Ward ADDS: Grey & Hands, EXTRAS: Brides Of Funkenstein, LP ADDS: Sy

WEOR - MIAMI - JERRY RUSHIAN, PD
JUMPS: 28 To 22 - Sherman, 26 To 20 - Barry White, 21 To 19 -
17 To 16 - Bobby Caldwell, 14 To 9 - LTD. ADDS: Chaka Khan,
Hillyard, Bigg, Commodores LP ADDS: R. James, Short & Lean

HIGHLIGHTS

Gino Vannelli, Commodores, Chaka Khan, Anita Ward.

CASH BOX TOP 100

October 7, 1979

TOP 75 ALBUMS

1. ONE NATION UNDER A GROOVE - FUNKADELIC (WAR)
2. GET OFF
3. I'M IN LOVE (AND I FEELING) - ROYCE ROYCE
4. HOLDING ON (WH GONE)
5. GOT TO GET YOU - KEVIN GODFREY
6. DANCE (DISCO)
7. IT SEEMS TO ME

SELECTED ALBUM CUTS

GIANT - JOHNNY GUITAR WATSON - DJM
BEFORE THE RAIN - LEE OSKAR - ELEKTRA
SINGING IN THE BUSH - MARILYN & BILLY - A&M
SUPERMAX - VOYAGE

CASHBOX. . . HELPING THE INDUSTRY MAKE SOUND BUSINESS DECISIONS.
We’ll never be turned away at the door.

Epic, Portrait and the CBS Family of Associated Labels have entered a new musical arena, and we’re in it all the way...to the top.

The nation of disco DJ’s and their dance-loving audiences has opened its arms to four energy-filled tunes from four of our most versatile talents.

Now that we have our music and feet in the door and on the floor, we aim for everybody to kick off their shoes and dance, dance, dance.

Dan Hartman's "Instant Replay" on Blue Sky Records. 228 2773
Melba Moore's "You Stepped into My Life" on Epic Records. 28-50604
Sarah Dash's "Sinner Man" on Kirshner Records. 223 4379
Teddy Pendergrass "Only You" on Philadelphia International Records. 228 3065

Dan Hartman’s "Instant Replay" on Blue Sky Records.
Melba Moore's "You Stepped into My Life" on Epic Records.
Sarah Dash's "Sinner Man" on Kirshner Records.
Is Hot, Wait Till You Start

From The Dynamic

PEOPLE

Includes the hit single "Y.M.C.A." NB945

on Casablanca Record and FilmWorks

Composed and Produced by JACQUES MORALI for CAN'T STOP PRODUCTIONS as Executive Producer: HENRI BELODO
ASCAP Awards Ceremony Honors Finest 1978 Efforts

NHASHVILLE: The American Society of Composers, Authors and Publishers (ASCAP) honored its 15th annual Country Music Awards Banquet last week. More than 800 songwriters, recording artists, publishers, producers and record executives were on hand to witness the presentations made by Stanley Adams, ASCAP president, and Ed Sheehan, senior vice president of membership.

Bob Morris, who won six individual awards, was saluted as the ASCAP Country Songwriter of the Year. Morris, known for his songwriting country songs, their BMI writers and publishers as published for the period from April 1, 1977 to March 31, 1978.
We're proud of our country!

And who wouldn't be? In 1978, the Chappell and Intersong Nashville Division was more dynamic than ever. We've just won 10 ASCAP and BMI awards and were named ASCAP COUNTRY PUBLISHERS OF THE YEAR. In fact, we've been so busy we even moved into enlarged new offices at 21 Music Circle East.

Our thanks to the many artists, producers and special friends who have helped us this year and, of course, to our talented writers Charlie Black, Rory Bourke, Len Chiriacka, Gene Dobbins, Jerry Gillespie, Rick Klang and Bud Renaud.

We're proud!

---

CHAINS OF LOVE (BMI)
Writer: A. Nutgete
Artist: Mickey Gilley (Playboy)
Producer: Eddie Kilroy

FOOLS FALL IN LOVE (ASCAP)
Writer: Jerry Leiber
Mike Stoller
Artist: Jacky Ward (Mercury)
Producer: Jerry Kennedy

I LIKE LADIES IN LONG BLACK DRESSES (ASCAP)
Writer: Rory Bourke
Artist: Bobby Borchers (Playboy)
Producer: Eddie Kilroy

I PROMISED HER A RAINBOW (ASCAP)
Writer: Rory Bourke
Artist: Bobby Borchers (Playboy)
Producer: Eddie Kilroy

LAY DOWN SALLY (BMI)
Writer: Eric Clapton
Marcy Levy
George Terry
Artist: Eric Clapton (RSO)
Producer: Glyn Johns
Publisher: Stigwood Music

LOVING HERE AND LIVING THERE AND LYING IN BETWEEN (ASCAP)
Writer: Gene Dobbins
Johnny Wilson
Tony Austin
Artist: Faron Young (Mercury)
Producer: Jerry Kennedy

PLEASE HELP ME (I'M FALLING IN LOVE WITH YOU) (ASCAP)
Writer: Don Robertson
Hal Bar
Artist: Jimmy Dean (Columbia)
Producer: Billy Sherrill

ROSES FOR MAMA (ASCAP)
Writer: Gene Dobbins
Johnny Wilson
Wayne Sharp
Artist: C. W. McCall (Polydor-MGM)
Producer: Don Sear
Chip Davis

THAT'S ALL I WANTED TO KNOW (ASCAP)
Writer: Hugh Moffatt
Ed Penney
Artist: Dotte West (UA)
Producer: Larry Butler

YOU NEEDED ME (ASCAP)
Writer: Randy Goodrum
Artist: Anne Murray (Capitol)
Producer: Jim Ed Norman
After his last album (containing two hit singles), a lot of country music followers started following Jacky Ward. Since then, they've been anxiously anticipating Jacky's new album. Well, it's finally happened—"Rainbow" has appeared. Now, watch those Jacky Ward followers start materializing.

Featuring the new single, "Rhythm of the Rain."

Produced by Jerry Kennedy

JACKY WARD'S "RAINBOW"
Everyone will be looking for it.
DON WILLIAMS (ABC/LB-12425) 
Tulsa Time (3:06) (Bibbo Music — ASCAP) (Danny Flowers) 
Don Williams was voted CMA Male Vocalist Of The Year and through the help of Jim Hightower, he’s helping to open the national scene. Although this upbeat tune is not parallel to other Williams material, he can definitely relate to “Tulsa Time.” 
LORETTA LYNN (MCA MCA-40954) 
We’ve Come A Long Way, Baby (2:02) (Twitty Bird Music — BMI) (L. E. White/Shirt Milette) 
Loretta has won back the nation with “The Pill” some years back, she will support women’s lib with this tune penned by L. E. White. Pure country style and produced by Owen Bradley. 
DON CHERRY (Monument 45-269) 
Play Her Back To Yesterday (2:44) (Music City Music — ASCAP) (Bob Morrison/Michael Hughes) 
A refreshing voice from the past Don has been releasing singles, but none have been as strong as this new tune written by Bob Morrison and produced by Larry Butler. Cherry is definitely in tune with today’s radio sound. 
JOE STANLEY (Warner Bros 8-50565) 
Do You Ever Feel Around (2:44) (Rogan/Mullett Music — BMI) (D. Griffin/J. Strickland) 
This cut is from Joe’s album “Red Wine And Blue Memories.” It’s is a spin-off from his last Top 10 single, “If You’ve Got Ten Minutes.” Distinct Stanley wocal work and smooth melodies. 
Peggy Sue (Door Knob DK-8-079) 
How I Love You In The Morning (2:11) (Lodestar Music — SESAC) (Ed Jones/Elane Rhodes) 
Peggy Sue is a consistent chart contender and this active upbeat tune should place her higher than ever on playlist and radio reports. 

SINGLES TO WATCH 
JANIE FRICKE (Columbia 3-10049) 
Playin’ Hard To Get (3:27) (Bobby Goldsboro Music — ASCAP) (J. Thompson) 
Janie has continued to surprise fans with her top 10’s. This new one is powered “2:30” (First Generation — BMI) (Larry Gatlin) 
JOHN CONLEE (ABC/AB-12425) 
Lady Lay Down (3:05) (Tree Pub. — BMI) (Rafe Van Hoy/Don Cook) 
KENNY O’DELL (Capricorn CPS-0039) 
Just A Long Time (4:50) (Music for Arms 2:30) (House Of Gold/Hungry Mountain Music — BMI) (Kenny O’Dell/Larry Henley) 
ROY HEAD (ABC AB-12418) 
Love Survived (2:34) (Lace Bill Music — ASCAP) (Jerry Foster/Bill Rice) 
JIM CHESNUT (Hickory AH-54038) 
Get Back To Lovin Me (2:13) (Miene Music — ASCAP) (Steve Colom) 
BERT COLWELL (Country Artists) 
I Feel Like A Steel (2:54) (Friendly Finley — B. Cowell) 
MIKE LUNSFORD(Gusto GT-9013) 
I Wish I’d Never Borrowed Anybody’s Angel (2:59) (Power Play — BMI) (A. L. Owens/M. A. Cobb/B. Shorte) 
MAX BROWN (Door Knob DK-8-077) 
Maybe (2:44) (Door Knob — BMI) (Rosie Nelms) 
STERLING WESTBROOK (Johnny Dollar JD-143) 
Lucy Ain’t Your Loser Looking Good (2:26) (War Drum — BMI) (Ray Williams/Tom Paul Willis) 

Grapevine Opry Holds Annual ‘Susie’ Awards In Ft. Worth 
by Bob Campbell 
FT. WORTH, TX — The Grapevine Opry held its 3rd annual “Susie” Awards here last week before a crowd of 2,000 and named singer/fiddler Shoji Tabuchi as its 1978 “Entertainer Of The Year.” 
Tabuchi, well-known as the “Hawaiian King,” was honored by the appearance of “Hawai’s” The Hager Twins, Nashville session pickers Johnny Gimble (fiddle) and Terry McMillan (harmonica), singer R.W. Blackwood and country music veteran Tex Williams ("Smoke, Smoke, Smoke That Cigarette”), six awards were presented between shows. A dinner complete with flowered tables from Hawaii preceded the two-hour show. 

Serrat Honored 
The “Male Vocalist of the Year” Award, presented by Country Artists (“Susie” Tommy Allison) was presented to Sandra Serrat, who records for Ft. Worth’s Southwest. Serrat, because of his English tour, Serrat has charted nationally with “Goodbyes Come Hard For Me" (Buddy Hadd), They Are Playing A Song About You. 

Presented by Cathy Martindale, the “Female Vocalist of the Year” Award was won by Joy Newman, band director for the Grapevine Opry — located in the town of Grapevine between Dallas and Ft. Worth. 

DON BROOKS, Top Group 
“Group of the Year” Award went to The Davis Brothers. The Hager Twins, who also performed, presented the "Susie" trophy, which is named after Mrs. R.L. Slaughter. Known as “Aunt Susie” by patrons of The Grapevine Opry, Mrs. Slaughter finances The Opry and is the guiding spirit behind the Opry’s success. 

EVA CLOVER and McMillan, the “Instrumentalist of the Year” Award was won by Bob Myers, saxophone and clarinet player for the Opry House Band, played with Dewey Gromley of the Longhorn Ballroom in Dallas for eight years. 

The Opry’s “Gospel Song of the Year” Award was won by The Masters Four. Presented by Bruce Sifford, the gospel award was a new category this year. The Masters Four, with four albums in their catalog, also have recorded a live album at The Grapevine Opry and have toured with Anita Bryant and Roy Rogers and Dale Evans. 

Chis Childs and Johnny High, co-hosts of The Grapevine Opry, also acted as Mistress and Master of Ceremonies for the awards show. Niece of “Aunt Susie” Childs is the sole owner of the Opry complex, which also houses a 16-track, in-house recording studio, a newspaper publishing company and a record company. The eight-piece Opry House Band entertained and backed-up visiting entertainers. 

Williams Performs 
Among the entertainers was special guest from “Susie” Burt Williams, who performed “Smoke, Smoke, Smoke That Cigarette” was the first million-selling single for Capitol Records. Williams performed that number and “My Window Faces The South,” both of which he wrote. 

Tubb Thanked 
Among the entertainers was special guest Max Tubb, who performed “Smoke, Smoke, Smoke That Cigarette” was the first million-selling single for Capitol Records. Williams performed that number and "My Window Faces The South," both of which he wrote. 

SLEEPER WHEREEVER I FALL — Bobby Bare — Columbia — KC-55645 — Producer: Kyle Lehning and Steve Gibson — List: 7.98 
Talented artists may experience a recession at some point in their career. Some may recover or later they bounce back with fresh vitality. Such is the case with Bobby Bare. He slumped for awhile, but now he seems rejuvenated and this LP is well-stocked with interesting material, creative production and the ‘goose, isn’t it wonderful.” To say the least, Bare puts the into, “Sleep Tight, Good Night Man,” “Goin’ Up Easy, Comin’ Down’s Hard” and “On A Real Good Night.” 

Most artists are lucky to generate enough single hits for one “greatest hits” album, but Johnny Cash has released his third “greatest hits” package. In every sense of the word, Cash is a giant in this industry, and the songs here attest to his continued growth. It’s perhaps Cash’s greatest talent is his intelligence, honesty and taste in picking material which moves him emotionally, regardless of its commerciality or subject matter. 

LARRY GATLIN’S GREATEST HITS — Larry Gatlin — Monument — MG-7628 — Producer: Larry Gatlin and Fred Foster — List: 7.96 
After Larry Gatlin arrived in Nashville in the early 70’s, he wasted no time in establishing himself as a major country writer and artist. Blessed with one of the purest voices in country music, Gatlin also writes all his own material. Each song here represents musical excellence in all respects. This LP is truly a “greatest hits” package and includes “Broken Lady,” “I Don’t Wanna Cry,” “Tulsa Time Magic” and “Down Again Tonight.” 

Of The Year” Award was presented by Owens Bradley — List: 7.98 
As long as we have Conway Twitty, there is no danger of country music losing its identity. Conway has been and is currently one of the classic country vocalists and writers of all time. He has forged an individual style which has won him a solid legion of fans across the world. If not his best, this new album ranks with Twitty’s finest work over the past few years. “Julia,” a ballad with unusual chord progressions, is a beautiful departure for Conway’s Band, and “Your Love Had Taken Me That High” are also included. 

ATS HIS BEST — Billy Swan — Monument — MG-7629 — Producer: Chip Young and Billy Swan — List: 7.96 
Billy Swan was a running buddy of Kris Kristofferson and toured with him (still does). Then Swan wrote and recorded “I Can Help,” which was one of the biggest country crossovers of the 70’s. Swan has never received the success of that record, but this album represents the best of the charming, soft rock ‘n roll which Swan handles so well, “Everything’s The Same (Ain’t Nothing Changed)” and “Number One” are strong cuts. 

NSAI Songwriters Honored 
NASHVILLE — The Nashville Songwriters Association, Int. (NSAI) kicked off DJ Week Oct. 15 with its ninth annual Singer/Songwriter Awards Dinner and Ceremony and elected Hank Snow, Tom T. Hall, Don Wayne and Joe Allston to its Hall of Fame. Attended by the entire Nashville Songwriters Hall of Fame, the show was held at the Sheraton south here. 

The President’s Award, given each year by the current NSAI president for contribution to the NSAI goals, was presented to Wesley Roye by 1978 NSAI president Bob Jennings. The 1977 President’s Award went to Hale Boggs, Jr., who assisted the NSAI in battling for the revision change in the music copyright law. 

Songwriter/poet Billy Ed Wheeler acted as the main speaker and received a number of his poems, including “Songwriter and Town Drunk” and “On Growing Bald.” The author of several country hit songs, Wheeler spoke of the power of songwriters. Said Wheeler, “When one writer has a hit, the other writers rejoice. They must say, ‘I can write a song like that someday, I can write a song worth a dime and make a hit of it out of it.” 

Each inductee into the Hall of Fame was presented with the “Maney,” a stellate bronze of a hand holding a pen. 

MARGO & REED IN KANSAS — Warner timed for inclusion on the Kansass State Fair in Hutchinson, before an estimated 20,000 people. Margo and Reed’s newest single, "Little Things Mean A Lot," moves to 66 bullet this week on the Cash Box Country Singles Chart.
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The Country Column

T. G. Sheppard will join Willie Nelson and a few friends Nov. 17 downtown in Tampa, Fla. for a Cerebral Palsy benefit. The Warner Bros. artist also recently finished taping a segment of a television special which will focus on the happy times friends spent with the late Elvis Presley. Sheppard worked with Presley for five years and was a genuine close friend of Elvis. T. G. also has a new single, "Daylight," which sits this week at #55 with a bullet on the Cash Box Country Singles Chart.

RCA's Charley Pride and Tom Collins recently hosted a reception in the Opryland Hotel in Nashville honoring R-Gam and Chess songwriters. Pride and Collins own the ASCAP and BMI publishing companies. Writers for the two companies include Kye Fleming, Gary Harrison, Terry McMillan, Geot Morgan, Kent Robbins, Dean coachman, Jordan Canto, Charles Quillen, John Schweers and David Wills. Approximately 40 people attended the reception, including ABC's Barbara Mandrell and RCA vice president Jerry Bradley. The first Garth Brook's fan Ernest Tubb will head for the northwest next month and will play 37 out of the 40 days he will be on the road. Tubb recently completed a double album in which he was helped out by virtually every major artist in the business, including Willie and Waylon.

"Riders In The Sky," a group of Nashville guys who entertain audiences with a straight shot of authentic western-country music, will hold out best known national tour in November and December. "Riders In The Sky" play all the old Gene Autry and "Son's Of The Pioneers" songs.

Three Grammy winners John Hartford is spending part of this month working as a captain and deckhand on the riverboat "The Julia Belle Swain." The new "Look" Magazine is photographing Hartford's experience for a photo essay segment in a future issue. Author of "Gentle On My Mind," Hartford has completed a new album for Flying Fish Records titled, "Headin' Down Into The Mystery Below."

Columbia's Bobby Bare recently taped a segment of the PBS Network program, "Austin City Limits," at Austin, Tex.'s KLRN-TV studios. Bare's new single, "Sleep Tight, Good Night Man," currently rides the #8 spot with a bullet on the Cash Box singles chart. The single was taken from his new album, "Sleep Where I Fall."

Kent Westberry recently signed with Door Knob Records as an exclusive artist. Westberry co-wrote "Love In The Hot Atticroom" and will be produced by Gene Kennedy. More than 200 versions of his songs have been recorded.

MCA's Merle Haggard and Leona Williams were married in Lake Tahoe on Oct. 7. And the two have recorded a duet, "The Bull And The Bear," which is #35 with a bullet on the Cash Box charts. Although this is the 12th Haggard has recorded in 14 years, Loretta Lynn and husband Mooney hid out in Idaho for a couple of weeks this month. Their vacation site was so remote only an airplane could reach the location. There are no roads through woods. Following the rest, Loretta flew to Los Angeles and taped "The Dinah Shore Show," "Merv Griffin Show" and "The Mike Douglas Show." Loretta is out in Reno, Nev. now for a two-week engagement at Harrah's Club. The MCA artist will also tape "Country Christmas," a television special set for airing on Dec. 7 on CBS. Singers Bobbie Gentry and Jim Stafford were married here recently on her newly acquired 120-acre farm near Nashville, Tennessee. Lt. Gov. John Wilder married the couple. Gentry and Stafford, both previously married, met while rehearsing for a show in Las Vegas last April. Both successful writers and artists, Gentry is best known for her hairstyling "Ode To Billy Joe." Stafford wrote and recorded "My Girl Bill" and "Spiders And Snakes."

The Exit In held a special writer's night last week in which several well-known Nashville songwriters and performers entertained. Dick Feller, Steve Youwe, Linda Hargrove, R.C. Bannen, John Sanders and Ladysmith were among the writers who performed.

GMC Artist Mundo Earwood has been playing a series of fall and winter dates, and he recently drew a capacity crowd at the prestigious Pasadena, Tex. Livestock and Rodeo Show. "Things I Do For You," was charted at #24 this week on the Cash Box chart and is Earwood's strongest record yet.

MCA's Bill Monroe recently surprised his family with a birthday party given by his office staff. In attendance were Ernest Tubb, Wilma Lee Cooper and other friends of the bluegrass legend.

ABC's Don Williams, who walked off with this year's CMA "Male Vocalist of the Year" Award, heads down to Texas soon for a seven-date tour. Entertainer Jimmy Dean has recently signed with Top Billing Management and Booking Agency. Active in television, nightclubs and recording work, Dean is probably best known for his million-selling "Big Bad John."

SESAC Holds 14th Annual Country Awards Presentation

by Bob Campbell

NASHVILLE — The SESAC Licensing Organization held its 14th annual Awards Presentation week in Nashville. These near and present awards of excellence in 10 categories, including "Heaven's Just A Sin Away" (written by Roy Head, Cass McCall, and Roy Head) and "The SESAC Most Recorded Song of the Year."

A highlight of the awards was the presentation of the Jimmy Heinecke award to the Country Music Association "in recognition of invaluable leadership in the formative years and to his promotion of country music as America's own musical art form." CMA executive director Joe Walker accepted the award, which is named after SESAC's founder and is the most prestigious award given by SESAC. The Paul Heinecke Award has only been presented once, to Jimmy Heinecke for his work with the Country Music Association.

"500 Attend"

Nearly 500 country music industry leaders attended the dinner, awards presentation and dance, which also included a filmed "Birthday Salute to the Country Music Association." The SESAC winners in 10 categories are as follows:


In addition, nearly 75 individual awards were presented as "Certificates of Achievement" in recognition of the writer's contribution to country music during the past year.

Exec Hosts

Hosting the awards were SESAC chairman A.H. Prager and SESAC president Norman Weiser. Other executives attending were SESAC's vice presidents Charles Scuell and Norman Odlum; Brad McCuen, director of country music; Jim Back, director of gold medal; Don Lowe, director of black music; Vincent Candiora, director of creative services; and Sheila Tubby, administrative assistant, Nashville division.

The following is a list of the SESAC winners:

ALL I WANT OF YOU — Ronnie McDowell

BRIDES — Water Scott

MACOMBER — Ray Conniff

MARDI GRAS — Gene McDaniels

CHILDREN OF THE NIGHT — MOCO

MCCORMACK — Jim Ed Brown

MILLION DOLLAR MAN — Roy Orbison

MILLION DOLLAR MAN — Dottie West

MURPHY — Jerry Reed

NEVER TO HEAL — George Jones

NEW YORK, NEW YORK — Andy Williams

REMEMBER ME — Andy Williams

THE ODYSSEY — Roy Orbison

WANT YOU MORE — Glen Campbell

THE ANSWER — Johnnie Wright

JIMMY DEAN

Halsey Festival Set Nov. 3-5

NASHVILLE — The second annual Tulsa International Music Festival, to be hosted by Tulsa's Woodland Park during the week of Nov. 4, will be taped by Osmond Television for future use. Talent buyers, performers, record producers and radio producers and tour promoters are expected to attend the festival which will feature performances by many well-known artists.

A new feature for the festival will be a Galactic Laser Experience Show produced by The Image People in association with AV-III, which will be presented during the VIP banquet Nov. 3 which will open the festival. The laser shows will involve 20 producers and a multi-media presentation synchronized with performances.

Another feature will be the presentation by Country Music Magazine of its annual Bullet Awards during a noon luncheon on Saturday, Nov. 4. Ten acts from around the world, making their near American debut, will appear in Saturday's International show.

Radio Program

Halsey said a future radio broadcast of the entire festival may transpire. "Negotiations are currently underway with a major radio program syndication company for taping and later broadcast of the entire festival."

Foglestogs, ABC president, Nashville, has announced that a live record album will be released documenting festival performances.

Entertainers scheduled to perform for the Halsey Co. during the three-day festival will include Roy Clark, Roy Head, George Henry, and the Midnight Special.

Halsey Festival Set Nov. 3-5

Lindsey, Jody Miller, The Oak Ridge Boys, Ray Price, Nitty Gritty Dirt Band, Wynonella, Mel Tillis, Barbara Fairchild, Freddy Fender, Joe Stampley and Don Williams.

Hicks And Roberts Join Top Billing

NASHVILLE — Tandy Rice, president of Top Billing, Inc. management and booking agency, has announced the recent appointments of Raymond Hicks as a company booking agent and Susan Roberts as a special services division publicist.

A native of Arkansas who studied political science at the University of Arkansas, Hicks previously worked for Mel Tillis Enterprises. He joins the booking team of Don Fowler, Jack Guillet, Ginger Hennessy and executive vice president and sales chief Andrea Smith.

A five-year veteran of the publicity and artist relations department of MCA here, Roberts will work with special services and director of publicity Arietta Brendenaigh and television coordinator Ty Coppenier.
COUNTRY RADIO

IT'S MIDWEEK THROUGH CONVENTION WEEK — At pre-stствие, Nashville is beginning to fill-up with jocks and radio folks from all over the country for one of the largest DJ conventions to date. Country Mike will have a complete report on the activities in next week's issue.

KSON CELEBRATES 15TH — October is country music month... and also marks the beginning of the 15th year that KSON/San Diego has been programming country music. Dan McKinnon and the entire KSON staff have made the station a consistent winner in the San Diego market, but also for the tremendous support that KSON has given the country music industry the past 15 years. McKinnon, who has owned and operated KSON since '83, is a member of the CMA's board of directors.

WWVA NAMES HAGGERTY — Robert Edward Haggerty has recently been named business manager for the WWVA Radio properties. Haggerty was born in Hall, Jamshrie U.S.A. and WCPI radio. Haggerty replaces Ken Malasy. WWVA Radio properties is a subsidiary of Screen Gems Radio Inc, which, in turn, is owned by Warner Brothers.

PROGRAM DIRECTOR PROFILE — WHK/Cleveland recently hired Russ Knight to program the Mahitle-owned station. Knight had also worked at WHK as the morning drive lock in 1968-69 under different ownership. Just prior to his returning to Cleveland, Knight was operations manager at WAKR/WEZ in Akron. Knight started broadcasting in the '50s, when he worked mornings at WAKR/Akron. KODA/Dayton, KLT/Houston, WY/DT: WQAM/Miami and WAKE/Atlanta. He was also on mornings with the KL/Denver for more than six years. When Knight worked at KLT/Houston, "The Weird Beard," he was so affectionately known, he had the highest rated night-time radio show in America, effectively capturing an average of 90% of the audience.

Country Mike spoke with Knight last week to get his opinions on the air personality pay scale controversy. Knight says, "Country radio is going to have to go with heavier personalities, which calls for heavier pay. When you consider the high-caliber ratings and top personalities the station commands, then people that say that Don Imus, Gary Dee and Joe Finan have helped WHK a well-respected station... another reason for increased programming pay. Best wishes to Jacque Strickland, air personality at WMC/Memphis, who finally returned to the air last week after she was attacked by a listener a few weeks ago."

CORRECTION — WEEP/Pittsburgh did not broadcast the CMA Awards Show as they reported a couple of weeks ago. Pittsburgh's new country station, WSWZ, aired the program.

Country Mike spoke with WWVA's Bob Berry the other day about the heavy amount of program material released by the disc jockeys. Berry brought up a very interesting point when he said that most of the record companies will put out all their heavy product between now and Christmas, which won't leave a whole lot left after the holidays. Berry says he has discovered a good way to get a "musical rut" during the slack-time. He says he'll cut his playlist and program more oldies. Let us know your thoughts on the subject.

Thanks to WQAF/Kansas City MD: Moon Mullins, who sent in an interesting article on K.C. radio. The article focused on the ratings battle going on between KMZB, KFXJ and WQAF. The story quoted WQAF GM Dave Martin as saying, "The good news for us is that everything is just as it is... We have no major shake-ups. We will continue to operate the same way we have over 18 months because it is working well... We've got continuity... We would like to think of most of the changes are behind us." The real battle is between WQAF, with 18 share, and KMZB, with 17.

ARB ??? — Yes, as you well know, the fall ratings began last week. Be sure to let Cash Box know what you are doing to help boost your numbers.

For the first time, the Country Music Association has officially recognized the Federation of International Country Personalities, which will include them in this year's activities. Commendations to FICA's leader Georgia Twitty for her fine work she has done for the organization and for her radio program.

WDEE/Cleveland changes format in the October 15 midwest regional section of Time Magazine for the headline for the ad rates, "Our Country Is Getting Better.

With Cash Box recently expanding our list of country reporting stations, it is even more important than ever to include your radio station. Our Nashville office no later than Monday of each week. If we're not currently on your mailing list, please send starting your weekly playlists to Cash Box, in care of Tim Williams... 21 Music Circle East... Nashville, Tennessee... 37203.

WAXX FACTS — WAXX/Eau Claire recently sponsored two shows featuring MCA's Conway Twitty, and WB's Margo Smith. WAXX MD Tim Wilson reports that both shows were sell-out. Also in attendance at the concert were Warner Bros, VP and director of country music Andy Wickham, and WB national country promotion director Ivan Byrd. By the way... WAXX's latest ARB shows them the overwhelming preference for radio listeners in eleven counties.

COUNTRY MIKE

BM1 Gives Out Awards

(caption from page 59)

KLCR Ranch Fest Set

LOS ANGELES -- The "KLCR Ranch Party" will be held Oct. 29 at the Montecito Montana Rodeo Ranch in Antelope Valley.

ASCAP Ceremony

(caption from page 59)

The Heartsbeats, Capitol: THIS IS THE LOVE... Suncoast, Inc. THE LONER... Suncoast, Inc. CAN'T STOP BABY... Suncoast, Inc. UNCHAINED MELODY... Suncoast, Inc. JUMBLED... Suncoast, Inc. HURRY... Suncoast, Inc.

BURGERS AND FRIES AT KFDI

Charley Pride was in Whistler recently for a performance at the Kansas Coliseum. The Kansas City radio station KFDI had a large group of promotions to celebrate his visit. The promotion included promotional burgers and fries to KFDI program manager Jerry Adams. Pride's new single is titled "Burgers And Fries."
There's Two Sides To Everything.

Dickey Lee
'It's Not Easy'
BB-74 / CB-71 / RW-69

Helen Cornelius
'What Cha Doin' After Midnight, Baby'
PB-11375
BB-39 / CB-68 / RW-34

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Hob Names Shirley Caesar
Caesar Months

NASHVILLE — October and November have been designated "Shirley Caesar Months" by Hob Records. The Hob artist will be the focus of extensive promotional and merchandising campaigns during the two months.

Merchandising aids for the Shirley Caesar months will include posters, window displays and special, on-store streamers for dealers, featuring Caesar's new Hob Album, "From The Heart." A new single, "Reach Out And Touch," backed with "Lord, We Need A Miracle," will be immediately in a seven-inch sleeve displaying both the "From The Heart" and "First Lady" albums. Tagged radio spots will be coordinated nationally with Record Bar and other major accounts to support the campaign, along with major trade and media ads.

Beside her regular concert dates, Caesar will sing the National Anthem for both the New York Knicks game Oct. 21 in Madison Square Garden and The New York Jets Game the following day in Shea Stadium.

Exit/In Club Hosts
Christian Music Night

NASHVILLE — The Exit/In, one of the nation's top listening rooms for pop, folk and jazz music, recently hosted here for the first time a contemporary Christian music night featuring Randy Matthews and Albrecht, Raley and Moore. Sponsored by the Tame Agency, the show consisted of solo sets by Matthews and Albrecht, Raley and Moore.

Gospel Reviews


Regardless of personal preference concerning musical recordings, there is no debate relative to what method of mastering produces the highest quality. Direct-To-Disc recording does, however, present major problems. Emotionally, the artist cannot make any mistakes or the entire process has to start over. Few groups or "stars" on today's electronic musical scene would even attempt such an endeavor. But the 19-member, award-winning group "Truth" has utilized this concept and conceived a remarkable record. Appropriately entitled, "Departure" is just that — a departure in that technical interference is minimized and a departure in that the sound is encompassing. You feel like you're front row center at a "Truth" concert.

WWW.AMERICANRADIOHISTORY.COM

Gospel Box/October 28, 1978
Blacks Making Strides In Top Level Management Positions
by Cookie Amerson

Among the newer companies, Source and Hit Records have not released any new albums. But Venture Records, owned by Barker, an aerodynamics businessman from Washington, D.C., is jumping right out of the box with a single bulling up national trade charts.

A number of black bands have left top level management positions to form their own companies. Moses Wilson, for example, after a lengthy tenure at 20th Century-Fox Records, formed Zay Productions. Similarly, Richard Mack, a CBS Records veteran, left that label to form Nature Music.

Continuing to serve as label vice presidents are Noreen Wood, vice president of Atlantic Records, and Otis Smith, who returned to the industry after a several month hiatus to be Arista Records vice president. In addition, Billy Bass was recently promoted to vice president of promotion for Chrysalis Records.

Black Sr. VPs

Another development this year has seen a move towards more blacks being elevated to senior vice presidential positions. Cebel Holmes attained the senior vice presidency of Casablanca Records. Harold Childs garnered the senior vice president (continued on page 58)

The Rhythm Section

Major Decision — Bob Law will be replacing Sonny Taylor as program director of WYRL in New York. Law was promoted from the public service directors position at that station.

Top Settlement — Rev. Jesse Jackson met with ABC vice president of talent George Reeves and Red Fox Oct. 11 to settle the $5 million lawsuit ABC has against Fox. Through the efforts of Rev. Jackson, the suit was settled with Fox returning to ABC to fulfill his contract. The suit was also have been settling the differences he had with the company, he would not be returning to that network.

Tavares/Martin Collaboration — A new single from the Tavares Brothers will be released the second week in November entitled “I Never Had A Love.” The album entitled “Madame Butterfly” will be released after the first of the year, and was produced by Bobby Martin.

Dash-ing — Former Labelle songstress Sarah Dash is gearing up for a promotional tour to support her recently released single “Sinner Man,” and her new label involvement with Knitter Records. Dash will tour starting next month with a short hiatus during the holiday season. She will release a new album, a promotional tour and forming a summer concert in some key cities. A European tour is being planned for Dash, to commence in February 1979. Negotiations are also presently under way for her to tour with a very well known singer.

Touring — Columbia Records artist Cheryl Lynn has started a promotional tour, for her debut album “Cheryl Lynn.” The tour is scheduled to end Oct. 27, and will cover eight cities.

New To You — Al Green’s new album will be released Oct. 7, Green’s talent as producer and guitarist will be brought forth on this album which was, of course, done in his own studio in Memphis. Title of the album is “Trick N’ Time,” with a forthcoming single “To Sir With Love.” Another LP cut, “Wait Here,” will be released as a 12-inch disco single.

Benson & Foster — George Benson’s new album released by Ronnie Foster entitled “Love Satellite.” Stevie Wonder will also appear on the LP playing drums on “Happy Song,” and Roy Ayers will play the vibraphone on “Midnight Plane.”
1 ONE NATION UNDER A GROOVE - FRIEDEL (Island/WB 8546) 1 11
2 IT SEEMS TO HANG ON ASHORD & SIMPSON (Warner Bros. 85601) 2 10
3 I'M NOT IN (AND I LOVE THE FEELING) ROSS ROYCE (Whitney/Weird 8629) 3 13
4 BLAME IT ON BOOGIE JAMES BROWN (Island/Epic 85920) 10 9
5 DANCE (DISCO HEAT) JAMES BROWN (Fantasy 8627) 6 16
6 HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057) 4 16
7 THERE'LL NEVER BE A BETTER DAY (Gondy 79-159) 8 14
8 TAKE ME IN MY SHOE MICHAEL HENDERSON (Buddah BDA 597) 7 19
9 TONIGHT'S THE NIGHT BUMBLEBEE JONES (EMI 3740) 14 9
10 SOFT AND WET (Warner Bros. WB 8619) 9 14
11 LET'S START THE DANCE JAMMIES BOOMERANG (Motown 74015) 11 8
12 YOUR SWEETNESS IS MY WEAKNESS BARRY WHITE (1970 Century TC 2380) 15 8
13 DON'T STOP (GET IT OFF) THE SILVERS (Capitol BBS 938) 16 9
14 GET OFF ROXY (Gahn 4056) 5 20
15 MAC ARTHUR PARK JULIA SUNDER (Capitol 939) 20 7
16 ONLY YOU LOLETTA HOLLOWAY & BUNNY SIGLER (Gordy GTM 7-4912) 13 12
17 EASE ON DOWN THE ROAD THE BROWNS (Casablanca 40974) 18 8
18 (OLIVIA) LOST AND TURNED OUT THE WHISPERS (Soul/EMI JH 11533) 22 9
19 I'M EVERY WOMAN CHAKA KHAN (Warner Bros. WBS 6863) 26 4
20 YOU FOOL ME GOOD LICKS AND HANKS (Jeri JH 13346) 25 9
21 TAKE IT ON ROCKETEERS (Capitol 3-10755) 19 11
22 GOT TO GET YOU INTO MY LIFE THE BEATLES (Capitol 23-10759) 15 12
23 HOT SHOT KAREN YOUNG (West End 12311) 21 12
24 SPECIAL OCCASION DOROTHY MOORE (Malaco 1052) 23 11
25 I JUST WANNA STOP COLLINS (A&M 2052-3) 25 8
26 SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74053) 17 18
27 FLYING HIGH THE COMMODORES (Motown 1452-F) 33 5
28 YOU SHOULD DO IT GET DOWN/TOWN (Tik 6272) 30 10
29 FUNK 'N' ROLL (DANCIN' IN THE STREET) QUIZAR (Arista AS 0499) 36 8
30 DON'T HOLD BACK CRANDON (A&M 7717) 39 16
31 DISCO TO GO THE BIRDIES OF FUNKENSTEIN (Atlantic 3488) 31 10
32 SAY A PRAYER FOR TWO hoog: CROWN HEIGHTS AFFAIR (Online 9688) 32 9
33 SWEET MUSIC MAN MILLE JACOBSON (Spring Sp 185) 30 14

34 UNLOCK YOUR MIND THE STAPLES (Warner Bros. WBS 8689) 40 6
35 PARTY LEON HAYWOOD (MCA 40941) 39 5
36 ONLY YOU TESSY PERNGROTHS (Phil. Int. CBS 258-267) 44 5
37 I LOVE THE NIGHT LIFE (DISCO_startup) ALICIA BRIDGES (Polydor UP 14438) 29 11
38 SMILE THE EMOTIONS (Columbia 3-10791) 27 14
39 I WANNA MAKE LOVE TO YOU THAT BROWN (Parlophone/Cassadine PR 817) 46 7
40 YOU THE MCRAEYRS (Paramount 6-10241) 28 26
41 IN THE BUSINESS OF MUSIQUE (Parlophone PR 71101) 48 10
42 STAND UP ATLANTIC TST (A&M 2065-3) 57 11
43 MARY JANE RICK JAMES (Motown GT-1267) 60 4
44 I LIKE GIRLS FATBAND (Spring 181) 41 22
45 BOOGIE O'ROCKET THE BROTHERS JOHNSON (A&M 2066) 56 5
46 YOU GOT ME RUNNING LEE ANDY (Phil. Int. CBS 40923) 49 12
47 DANCING IN PARADISE LOVE, I'VE NEVER HAD SUCH GOOD QUINCY JONES (A&M 2084) 49 6
48 GOT TO BE REAL CHICK STATION (Warner Bros. WBS 8630) 45 15
49 I DON'T KNOW IF IT'S RIGHT EVELYN 'CHAMPAGNE' KING (RCA FB 11362) 42 4
50 YOU AND I RICK JAMES (Gordy 70-156-F) 24 25
51 DON'T WANNA COME BACK BRASS CONSTRUCTION (Cassadine 40973) 57 6
52 RIDE-O-ROCKET THE BROTHERS JOHNSON (A&M 2067) 56 8
53 YOU WERE THE ONE FOR ME DONNY HATHAWAY (Aldo 7092) 50 12
54 BARE BACK THE TEMPTATIONS (Atlantic 3517) 65 4
55 WHAT YOU WANT TO WAIT FOR 22 LAMPS (Warner Bros. WBS 8629) 53 15
56 (I'M JUST THINKING ABOUT) COOLING OUT LEE ANDY (Phil. Int. CBS 258-3656) 68 3
57 LOVE ATTACK SHOTGUN (A&M 12995) 59 9
58 BRANDY CHIC (Atlantic 3519) 78 2
59 LE FREAK CHIC (Atlantic 3519) 78 2
60 DO WHAT YOU FEEL CECILIA/DOGO (Verve V-102) 72 4
61 TAKE THAT TO THE BANK THE BARBARIANS (A&M 10779) 77 3
62 MELLOW GROOVIN' DON'T TRY IT (Capitol 75203) 66 6
63 YOU FEEL ALL RIGHT KC AND THE SUNSHINE BAND (TP 1030) 77 6
64 YOU STOOD INTO MY LIFE MELODY MAKER (Motown 8-5600) 76 3

65 LONG STROKE ABBIE LEONARD (Atlantic 44243) 83 2
66 ANGEL DUST TONY GREGGS - ABBIE LEONARD (EMI 3006) 81 3
67 "LOVE TO BURN" LEE MARTIN (Shadybrown SB 1045) 71 5
68 IT'S ALRIGHT (THAT FEELING I'M FEELING) SHELLIE REED (United Artists X1279-9) 73 5
69 SO EASY CON FUNK SHUN (Mercury 74024) 82 2
70 LET ME (LET ME BE YOUR LOVER) KIMMY W HO'RORE (TK 1005) 74 4
71 I WISH YOU WELL MAIZE (Capitol 4629) 75 5
72 SING A HAPPY SONG UNITED ARTISTS (A&M 13247-Y) 79 3
73 HELP YOURSELF BRASS CONSTRUCTION United Artists (A&M 13247) 86 2
74 WHAT YOU Gotta DO FOR LOVE BOBBY CALDWELL (Capitol TC 2092) 88 2
75 GET DOWNER Le CHANDER (20th Century TC 2096) 90 2
76 "MIDNIGHT GIRL" LENNY WILLIAMS (ABC AB-12420) - 1
77 "FREE ME FROM MY FREEDOM/TIE ME TO A TREE (HANDCUFF ME)" DONNY TOWRIPER (Motown M 1415) 89 2
78 IN THE NIGHT-TIME MICHAEL HENDERSON (Ruddah/Arca BDA 600) - 1
79 "WELCOME TO HARLEM" JIMMY RAYNE (Verve 257-4923) 47 4
80 DON'T WEAR YOURSELF OUT THE MCRAEYRS (Paramount 6-10244) 46 4
81 "COME FLY WITH ME" BOBBY BLAND (ABC AB-12430) 85 4
82 SHAKE YOUR GROOVIN' THING PEACHES & HERB (Polydor PD-1541) - 1
83 IS IT LOVE? LARRY GRAYHAN & GRAHAM CENTRAL STATION (Warner Bros. WBS 8665) - 1
84 TIME SLIPS AWAY CARLOS CALVIN (Mercury 74301) - 1
85 DANCE TO THE DRUMMER'S BEAT HERMAN KELLY & LIFE (Aston JF 3742) - 1
86 CHANGE ZULEMA (La Jovita/London SN-34021) - 1
87 "WORKIN' OVERTIME" DENSE LA(S A&M 12419) - 1
88 GET UP (GET ON DOWN) ROUNDTREE (Island IS 8646) 93 4
89 SUBSTITUTE GLORIA GAYNOR (Polydor 15408) 60 5
90 DON'T LET IT GO TO YOUR HEAD JENNY CARP (Phil. Int. CBS 258-3654) 64 7
91 DO YOU WANT TO DO DRAMA (RCA AB-1249) 90 4
92 ALMOST LIKE BEING IN LOVE MYFANWY TAYLOR (Island 3-10574) - 1
93 LOVE BROUGHT ME BACK ROBERTA FLEMING (Island/EMI X1247) - 1
94 BAYO BOTTOM CRUSADERS (Blue Thumb/ABC BT 278) 96 3
95 LOVIN' FEVER HIGH INDERGY (Gordy GTM 16-38) - 1
96 IT'S A BETTER THAN GOOD TIME KADLICEK & THE PIPS (Rusden DVD 353) 59 12

**ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)**
MOST ADDED SINGLES

1. LONG STROKE — ABC BAND — COTILLION
2. THE LE FREAK — CHIC — ATLANTIC
3. "MIDNIGHT GIRL" — LENNY WILLIAMS — ABC
4. IN THE NIGHT TIME — MICHAEL HENDERSON — ARISTA
5. I DON'T KNOW IF IT'S RIGHT — EVELYN "CHAMPAGNE" KING — RCA
6. GET DOWN — GENE CHANDLER — 20TH CENTURY
7. MARY JANE — RICK JAMES — GORDY

MOST ADDED ALBUMS

1. FUNK OR WALK — BRIDES OF FUNKENSTEIN — ATLANTIC
2. CHERYL LYNN — CHERYL LYNN — COLUMBIA
3. SECRETS — GIL SCOTT-HERON & BRIAN JACKSON — ARISTA

SELECTED ALBUM CUTS

THE MAN — BARRY WHITE — 20TH CENTURY

FAVORITE SINGLE

FUNK OR WALK — BRIDES OF FUNKENSTEIN

TOP SONG STRINGER

JERRY REYNOLDS

TOP SONGWRITER

JOHNNY GUITARWatson

FUNK OR WALK — BRIDES OF FUNKENSTEIN

SPECIAL ANNOUNCEMENTS

1. JAY MEADOWS

2. HARRY VAUGHAN

3. LINDA HAYNES

4. JAMES PRIDE

5. KERRY "DADDY" WALKER

6. L. Q. AZAR

7. HI-DE-HO

8. BRIAN WRIGHT

9. JAY MEADOWS

10. CHICAGO

11. THE WAY

12. WHEN

13. I WILL

14. MY LOVE

15. LITTLE ROCK — KELLY KARSON — MD

16. "LITTLE ROCK" — KELLY KARSON — MD

17. "LITTLE ROCK" — KELLY KARSON — MD

18. "LITTLE ROCK" — KELLY KARSON — MD

19. "LITTLE ROCK" — KELLY KARSON — MD

20. "LITTLE ROCK" — KELLY KARSON — MD

21. "LITTLE ROCK" — KELLY KARSON — MD

22. "LITTLE ROCK" — KELLY KARSON — MD

23. "LITTLE ROCK" — KELLY KARSON — MD

24. "LITTLE ROCK" — KELLY KARSON — MD

25. "LITTLE ROCK" — KELLY KARSON — MD

26. "LITTLE ROCK" — KELLY KARSON — MD

27. "LITTLE ROCK" — KELLY KARSON — MD

28. "LITTLE ROCK" — KELLY KARSON — MD

29. "LITTLE ROCK" — KELLY KARSON — MD

30. "LITTLE ROCK" — KELLY KARSON — MD

BLACK RADIO HIGHLIGHTS

WVIN — BALTIMORE — DON BROOKS, PD

WUCF — ORLANDO — STEVE CROMBLY, PD
HOTS: Richard Ashford, Stephen, Herb Alpert, the Monkees, Ray Charles, and other artists.

WAXL — LOS ANGELES — STEVE WOODS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, Elder, Haddaway, Master of the Mix, and other artists.

KATG — KANSAS CITY — RICK ROBERTS, PD
HOTS: James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, Elder, Haddaway, Master of the Mix, and other artists.

WUNI — VIRGINIA BEACH — RICK WILSON, PD
HOTS: Ashford/Simpson, Darlene Love, Gladys Knight & the Pips, Roy Orbison, the Monkees, and other artists.

WVOK — BOSTON — JOEY BROWN, PD
HOTS: James Ashford/Simpson, Darlene Love, Gladys Knight & the Pips, and other artists.

WVON — CHICAGO — GUY BROOKS, PD
HOTS: B. White, Rose Royce, Ashford/Simpson, and other artists.

WVXU — CINCINNATI — JAMES ALEXANDER, PD
HOTS: Ashford/Simpson, Brothers Johnson, Rose Royce, and other artists.

WJMO — CLEVELAND — LLOYD TOLLIVER, PD
HOTS: Ashford/Simpson, Brothers Johnson, Rose Royce, and other artists.

WXDS — TAMPA — JIM O'BRIEN, PD
HOTS: James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, Elder, Haddaway, Master of the Mix, and other artists.

WKBW — BUFFALO — JAMES HENDERSON, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGGG — WASHINGTON — JAMES HENDERSON, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGGW — NEW ORLEANS — REG HENRY, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGLC — PHILADELPHIA — RICK ROBERTS, PD
HOTS: James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGWU — CHICAGO — RICK ROBERTS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGXR — DETROIT — GEORGE WHITE, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WGFM — WASHINGTON — JAMES HENDERSON, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJBX — JOHNSON CITY, TN — RICK ROBERTS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJBD — DALLAS — JIM O'BRIEN, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJ-KY — HOUSTON — ROBERT THOMAS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJHD — HOUSTON — RICK ROBERTS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJQQ — OAKLAND — ALFRED "BAMBOO" WILLIAMS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

WJLX — PORTLAND, ME — RICK ROBERTS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZPT — WEST PALM BEACH — KERRY "DADDY" WALKER, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KQPS — KANSAS CITY — DAVE EPPLE, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZOK — SEATTLE — LARRY KELSO, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZLG — LAKEVILLE — G. HERON, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZDL — LAS VEGAS — BILL DAVIS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZJT — ST. LOUIS — STEVE COBB, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZTT — KANSAS CITY — JERRY "DOUG" SISK, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZCE — CHEYENNE — JEFF "DADDY" CAMPBELL, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZUL — SPOKANE — JOHN "DOUG" WALSH, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZSP — PEMEXICO — RICK ROBERTS, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZSB — SIOUX FALLS — JIM "DOUG" O'BRIEN, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZSD — SIOUX FALLS — JIM "DOUG" O'BRIEN, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZSD — SIOUX FALLS — JIM "DOUG" O'BRIEN, PD
HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.

KZSD — SIOUX FALLS — JIM "DOUG" O'BRIEN, PD
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HOTS: B. Wright, Funkadelic, James Ashford/Simpson, Jackson, D. Summer, Summerton, Brothers Johnson, and other artists.
SHORT TAKES — James Taylor has been rehearsing in Los Angeles with The Section, preparing to go into the studio in January to work on his follow-up to "JT." Sea Level will perform on WGN Chicago's "Today Show," sandwiched between Axl Rose and Gary Busey has joined the Rick Danko band and will play guitar on Danko's upcoming tour of the west coast. Foreigner recently journeyed to Hawaii for the first time and while not performing, group members enjoyed canoe riding and surfing. Their soldout show at the L.A. Forum was postponed, with new dates yet to be announced.

Price Lists of Domestice LPs Would Boost Import Sales

(continued from page 7)

California about their defective condition.

Vinyl Crazed

For relief of those complaints on six counts, the plaintiffs are asking the court to make several judgements against Promo and Mulligan. CSIDJ wants to have a permanent restraining order to enjoin "defendants, their officers, agents, representatives, servants, employees and all persons acting in concert or cooperation with any, or them from any sales, distributing or offering for sale any of the recordings issued under the well-known portion of the 'Out Of The Blue' albums now in Defendants' possession.

Secondly, the singers have made an order requiring the defendants to return the "Out Of The Blue" albums to them. Third, they want the court to award them treble damages and the costs of the suit to punish the defendants for having entered into a contract with MGR which would hurt the plaintiffs. And fourth, they are asking for such other and further relief as the Court may deem just and proper, together with costs of suit.

Kirshner, CBS

(continued from page 16)


Kirshner, whose present entertainment company was founded in 1967, is president of Kirshner Records, and he manages and produces the TV program "Don Kirshner's Rock Concerts".

CBS/Jet Suit

(continued from page 7)

Razzy Bailey followed at The Grand Ole Opry House.

CBS/Jet Suit

(continued from page 7)

Price Lists of Domestic LPs Would Boost Import Sales

(continued from page 7)

several factors for the increasing interest consumers are showing in imports.

"Imports often have higher quality pressing than domestic product, and with a lot of releases, we get the import three or four weeks ahead of the American release," said the source. "Imports offer different songs in many cases that aren't contained on the American album," Delaney added, "and that also helps weight of the 10 lbs. 10 oz. Mailiand, elated at the release of the record, commented, "This one certainly looks like a winner to us; we think it will be a major rock item at the very least. We'll be monitoring its growth pattern and are keeping an eye on its ever increasing market." Mercifully, John Lennon was married to Yoko Ono, and the Beatles also released an album, "The Beatles - Live at Rooftop.""

Red Coasts/Points West

California about their defective condition.

Vinyl Crazed

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Kirshner, CBS

(continued from page 16)


Kirshner, whose present entertainment company was founded in 1967, is president of Kirshner Records, and he manages and produces the TV program "Don Kirshner's Rock Concerts".
Disco Formats Take Hold In Top Markets Coast-to-Coast

(continued from page 26)

disco look. People wanted to go out and dress up and dance.

“We saw the demand and moved in,” says O'Brien. “There was a lack of disco on the radio, so we capitalized on it. In 1973 we weren't even playing the crossover disco hits. Denver stations don't like to play 'east coast' music, so most programmers here put disco in that category.”

Other stations that were programming disco were creating formats only as a way to adjust to the changing tastes of their markets.

“Disco just caught up to black stations,” says Bill Chatman, general manager of KNOX/Ft. Worth. “For us to go disco was just a subtle change from our previous black format.”

Foie Runners

Many observers see the success of WBLS/New York as one of the early keys to the current growth pattern of disco radio. Programmer Hal Jackson made the station the most visible market platform in the nation by mixing substantial amounts of disco with R&B, jazz and pop styles.

In late 1973, WKTU/New York had created a sensation in the Big Apple with its disco format, while KUTE in Los Angeles has been getting impressive ratings results with a disco flavor. Now, as these high-profile disco stations have given encouragement to stations in almost every major market and many secondary markets as well.

“Upward Trend”

“There is a trend in the growth of disco radio,” reports independent disco promoter Tom Hayden. “The Midwest is traditionally the last to get on the Bandwagon.” Stations in KMXM/Minneapolis are following the forerunners into the disco field. The Midwest has discovered disco.

So has the rest of the country, if the number of disco stations popping up in recent months is any indication. Among stations now programming primarily disco music are: WJPA/Pittsburgh, WXVW/Baltimore, WXKT/Kenia S., WMCA/New York, WDBL/Sheffield, WIC, WQ/Chicago, WCAU/Philadelphia, WBOS/Boston, WQPR/Rhode Island, WYOR/Otter Tail, WYKYK/Houston, KXTC/Phoenix, KSET/EI, WDLB/Marshfield, WIC, FG/Chicago, WGCI/Chicago, KHNY/Riverside, KXTC/Buffalo, KXTC/Phoenix, KXTC/Buffalo, WYOR/Otter Tail, WYKYK/Houston, KXTC/Phoenix, KSET/EI, Paso, KHY/Riverside, CA., and KUTE/Minneapolis.

Many more stations have set aside special time slots exclusively devoted to disco, often airing these segments without commercials. Y100 in Miami is one station that has been particularly successful with this method.

Westwood One, the Los Angeles-based syndicator headed by Norm Pattiz, is planning to capitalize on disco's growing radio acceptance by distributing “American Disco.” The three-hour weekly series, hosted by Kris Erik Stevens, has already signed up and will debut 65 stations for the show's debut in early November. According to Pattiz, most of the stations set to air “American Disco” are looking for a block of disco programming for Saturday nights. Stevens has been hosting a similar program on Armed Forces Radio for the past year.

Studio West in Newport Beach, CA, is also moving into disco. The company is the first to offer a syndicated disco format to stations, supplying them with a disco library, which will include new and updated customized station image packages. KHNY is the first station to subscribe.

Burchart/Abrams

The person most frequently credited with engineering WKTU's move into disco is Wanda Ramos, formerly of WBLS and now WKTU. She is now handling the company’s disco consultant business, which now includes the eastern stations, KNOX, KXTC and KSET.

KNOX is now airing a new disco show that has just been heard around the country. It's called "Disco Connection" and it features the top three picks selected by disco forerunners. The show is produced by Dewayne Dancer and so far includes picks from Studio 54 in New York, Varenton's in Cherry Hill, N.J., Dr. Richards' Lab in Monterey, CA., and clubs in Austin, Houston, Chicago, Montreal and Toronto.

While much of the music industry is battling the problem of tired playlists, disco stations have developed a reputation for-especially new product. In turn, record companies are putting out a steadily increasing stream of disco product, much of which is finding acceptance in disco markets.

In fact, 15 percent of this week's Cash Box Top 100 Singles Chart is made up of disco-influenced records. These include include #1 pickup "MacArthur Park" by Donna Summer, #15 "Boogie Oogie Oogie" by Taste Of Honey, #19 "Get Off" by Foxy, #20 bullet "I'm Dancing" by Chic Bridges, #23, "Themes From The Wizard Of Oz" by Mezco, #39 "Ease On Down The Road" by Diana Ross and Michael Jackson, #41 bullet "Dance (Disco Heat)" by Sylvester, #60 bullet "I'm Every Woman" by Chaka Khan, #70 bullet "Instant Replay" by Dan Hartman, #74 bullet "Y.M.C.A." by Village People, #75 "Shame" by Evelyn "Champagne" King, #85 bullet "In The Bush" by Boz Scorpio/Fox, #90 bullet "Do You Feel Alright" by K.C. & The Sunshine Band, #99 "Miss You" by the Rolling Stones and #100 "Hot Shot" by Karen Young.

But despite the growing impact of disco on the radio, many members of the fledgling disco industry believe that the style is just beginning to take hold.

Just A Baby

"Disco on the radio is just a baby right now," says Hayden. "But within a year at least one station in every major market will play substantial amounts of disco. The enormous sales generated by disco are showing up on store reports to stations and many are being forced onto disco records. The same thing is happening to jug bands, to folk records, to dance records, but disco is no longer a dirty word.

Some programmers disagree with Hayden. Roy Perry, music director at WCAU which programs a disco-oriented "Rhythm Sound," says his station still doesn't use the word "disco" on the air. Bill Tanner, program director at Y100 where late-night disco shows have done very well, indicates that only recently has the word "disco" become acceptable on the air. They say they use the word, but radio programmers today find it very difficult to hold out against the disco trend if they want their station to have mass appeal.

The commercial success of "Saturday Night Fever," which has sold 15 million copies in the U.S. alone, and Top Ten hit "Boogie Oogie Oogie" by Boogie Oogie Oogie have convinced most people that disco as a musical style has arrived.

Starlight Agency Set

NEW YORK—Paul Zukoski, Heddie candy, and Cynthia Greenberg have formed The Starlight Agency. Initial clients include Gli Scott-Heron and Son. The address is 250 West 57 Street, New York, N.Y., 10019, telephone (212) 541-7900.

Licensing Process For Plus Profits Items Grows Complex

(continued from page 10)

And before the concert, our people physically went out and confiscated the shirts.

Eliot Hoffman opts for legal action against the bootleggers, and he has, in fact, instigated a number of successful suits against companies who have illegally used Peter Frampton's name and likeness. Yet Hoffman admits there is still "a feeling of resignation" toward the bootleggers in the industry. Hoffman believes that federal government intervention is the key to solving the problem. "The federal government has to get involved," Hoffman says. "They have to be as protective of name and license as they are of trademark and copyright.

Limited Licensing

While the industry agrees that pirates need to be stopped, the extent of artist license use varies widely from artist to artist. Vince Mauro, president of Bandana Enterprises, comments that the "limited" licensing of Peter Frampton's image is a deliberate move. "If you believe in someone as a long-term artist," Mauro says, "then you don't just want to capitalize and milk it dry, because in the long run, it just tarnishes the artist's image.

With Kiss, however, Lee Freedman feels differently, as is proven by the more than 150 products bearing the Kiss logo. "They're the biggest merchandised group in the world," according to Freedman, who continues, "we can afford to over-expose the group because there aren't enough outlets like radio to satisfy the fans, who are mostly between six and 18 years old.

ASCAP Cary Process

(continued from page 60)

Several distinguished guests, including Georgia Governor George Busbee and Corporation Mayor Vince Cashen, in addition to many other CBS Records and local and state government officials, also witnessed this event.

At the ceremony, Burger said, “We expect to initiate the operation of our tape facility by mid-1980, and we will begin to recruit personnel from our local communities by mid-1979. At that time we will also launch several programs tailored specifically to the future needs of our manufacturing operation.”

ON KEY — ABC Records artist Lenny Williams was recently presented a key to the city and made an honorary citizen of New Orleans while in that city as part of a tour supporting his latest release "Spark Of Life." Picture (l-r) are Williams, and Linda Russell, a representative of the New Orleans mayor's office.

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www.americanradiohistory.com
Cocacabana Enterprises, a non-profit educational Hispanic organization directed by Sylviandao y Ray Ayralvels directed a Tribute to the Festive Days of the 60's in honor of the Hispanic artists of that era. Artists like Eddie Montanez, His Orchestra, Zoilo Bla and His Orchestra, Johnny Martinez and His Orchestra, the Cocacabana Girls, and the special guest star Andy Russell, were the perfect setting for this special event. Johnny Martinez' band accompanied both Andy Russell and the Cocacabana Girls during their orchestral presentations. The Cocacabana Girls — Carmen Miranda-like dancers — were under the direction of Mr. Jackson. Throughout the evening, the orchestra and dancers were very well received by the public. The atmosphere was very energetic and full of rhythms that were very alive in the hearts of the audience.

When the orchestras changed, albums of the previous orchestras and "disco" music filled the popular Dillon's dance floor.

The 200 dancers, lovers of "music" in general, demonstrated their "professional" abilities to rhythms like salsa, cha cha, paseo, paso doble, merengue and disco.

The list of guest personality includes Governor Brown, Mayor Bradley, Senator to the present of honor in recognition of their contribution to Latin music and the Hispanic community in general.

The following top salsa night clubs in New York City are packing up to S.R.O. concerts, Cork & Bottle, Casino 14 and Aretamas.

Ralph Mercado and Ray Ayralvels will present the second Salsa International concert at Madison Square Garden on Friday, November 11, 1978 at 6 p.m. Their first Salsa International concert took place at the Garden last November.

Interpreters of "Salas" artists will star at the concert. From Puerto Rico and New York will be Ismael Rivera Y Su Casa Nostalgia making one of their rare concert appearances. Also appearing will be Wilfrido Vargas Y Su Bimusica from Santo Domingo, Through the Eyes of Latinas with Andy Montanez Y Rodriguez Mendoza from Venezuela, Colombia’s latest sensation Fruto Y Su Tesos, and Libre, who will be making their first appearance at a Mercado/Aviles Garden concert. Ralph Mercado and Ray Ayralvels have decided not to have the Puerto Rico All-Stars headline their "Salsa International" concert at Madison Square Garden on November 10th, but they will do a concert with the group at a later date.

Max Salazar of KGBI-FM Radio will be taping a one hour show on the music of Ray Rivera. Nuestro Magazine is coming out with a story on Ray and his music in the near future. Claus Christensen, one of the many, many hits of his is once again talking to Ray about doing other recordings on his songs called with new ones Ray has written.

Stanley Cohen, president of T.R. Records, announces the signing of Rafael Solano, one of the Dominican Republic's top recording artists, to a long term contract. Solano, a musician, composer and bandleader, is best known for his hit, "Por Amor," which was an international bestseller. His recording of "Dominicanita," a very popular merengue, was a hit in New York. His songs have been recorded by many top artists. "Current plans call for Solano to record in New York in October," the artist explains.

TITO PUENTE HILDA

The Los Bons (Fama) tribute to S.R.O. is the first album on Coco Record, "Fuera Del Mundo/Out Of This World," is the band's first for the label. One can say that it is easy to understand why this band was the one band in Senegal, Africa... Victor Valasquez, former lead singer with Eddie Palmetic and Louie Ramirez, Vincente Consuegra, who also sings, and Gil Suarez are co-leaders of Tipica Ideal. The band has had two previous outings but, this is their current one, with its unique charanga arrangements by Gil Suarez, is sure to be their biggest this date and it is easy to understand why this album, "New York City Salsa," has met with an enthusiastic reception from charanga fans. At the rate it is selling, it is expected that it will exceed the sales of their last album, "Pasaporte."

CBS in Mexico; Manoella Torres will make one of her rare appearances in New York at the Fifth Forum followed by a couple of TV television appearances too. Las Hermanas Huerta have had a successful debut at the Plaza Santa Cecilia in Mexico. . . Song stylist Yoshio has been doing well in the 7th OTI Festival with his latest single "Dinero Que."... The creator of "La Polonera Colorida" and Queen of Cumbia music, Linda Vera is enjoying a successful tour "All Over the World," especially at La Ronda Restaurant... Tito Bauche is promoting his new released called "Sinsensora." . . . Sonia Rivas has been booked to tour all over Europe. She will do concerts and festivals along with some TV appearances.

TOP 20 ALBUMS

CHICAGO SALSA

1 LA COMEDIA
   HECTOR LAVOE (Fama 529)
2 SPANISH FEVER
   FANIA ALL STARS (CL 35306)
3 ONLY THEY COULD MAKE THIS ALBUM
   MIGUEL TUCSON (Vaya 66)
4 LATIN FROM MANHATTAN
   R. RODRIGUEZ (Vaya 72)
5 EXPLORANDO
   SONORA PONCEÑA (Inca 1050)
6 TITAN JEAN (AEGRA 6601)
7 LOS BONS (Fama 564)
8 RITMO DE LOS TITOS DEL NORTE (Fama 568)
9 LA RAZA LATINA ORCHESTRA-HARLOW (Fama 518)
10 TIENE CALIDAD
   LIBRE (Salsa/Soul 4114)
11 IMPACTO CREA
   (Vaya 71)
12 THE ARTIST
   JOHNNY PACHECO (Fama 503)
13 OSCAR DE LA SALA
   OSCAR DE LA SALA (Hits Top 226)
14 MACHO MUNBA
   SAUCO (Salsa/Soul 417)
15 10TH ANNIVERSARY
   PUERTO RICAN ALL STARS (Fama 1001)
16 SALUD DINERO Y AMOR
   ORQUESTA NOVELA (Fama 520)
17 MEETINDO MANO
   COLUMNA SABADE (Fama 509)
18 EL NEGRO CHOMBO
   TOMMY OLIVIERA (Inca 1055)
19 MEJOR QUE NUNCA
   ELMAN COMBO (EGC 013)
20 780 KILOS DE SALSA
   ORQUESTA LATINA (Hits Top 205)
21 CON MUECHA SALSA
   17TH AVES (Aegra 6601)

CHICAGO POP

1 NUMERO B
   LOS TITOS DEL NORTE (Fama 564)
2 LA VOZ RANCHERA
   CHELO (Mayat 1038)
3 DERRUMBES
   SALVADORES (Arriba 2003)
4 A PENSAR DE TODAS
   LOIS DEL NORTE (CBS 865)
5 VIVAN LOS MOJADES
   LOS TITOS DEL NORTE (Fama 551)
6 AMIGO
   ROBERTO CARLOS (Caytronics 1505)
7 SOLA
   LISSETTE (Caytronics 148)
8 BESTITOS
   LOS HUMILDES (Fama 560)
9 LEO DÁN
   (Caytronics 1504)
10 ESPECTACULAR
   JUAN GABRIEL, (Porro 1036)
11 CAMARON PELAO
   LOS PEPÁ LECITOS (Latin 5025)
12 DESNUDA
   LOS GUES GALLERO (Latin 2042)
13 ABRAZAME
   LOLITA (Caytronics 1498)
14 RASGS
   CAMILIO BUSTO (Porro 1025)
15 EL AMOR
   JULIO IGLESIAS (Ahaamra 23)
16 CARA DE STANA
   DANSEL KIMBA (Caytronics 1516)
17 SERENATA SIN LUNA
   LOS ANGELES NERGOS (International 925)
18 PAJARILLO
   NAPOLEON (dari 9055)
19 SIEMPRE EN MI MENTE
   JUAN GABRIEL, (Ahaamra 3936)
20 LOS ALAMBRADOS
   LOS BURDOS (Melodia/Method 5661)

Latin Picks

MIRLA CASTELLANOS — Mirla 78 — Top Hits 2035 — Producer: Oscar Serfaty

Multi-talented songstress Mirla Castellanos is outstanding on this album of love songs and soft rock. Her vocals are superb throughout this LP, which features some dazzling orchestrations. Great backing provided by the string section and background vocalists. The best songs in this album are "Que Tiene La Otra," "Porque El Amor Se Va," "Nana A Mi Negrito" and "El Mundo Segura Girando Sin Nosotros."

LATIN DISCO-SALSA'S GREATEST HITS VOL I — Various Artists — Salsa 5522 — Producer: Andy Kaufman

Here’s an album put together by a bunch of stars on the Salsa label. Every artist on this album deserves four stars for their performance on every song. Honorable mention for outstanding achievement goes to the following artists: Group Folklorico, Roberto Torres, Saoco, Machito, Joe Bataan, Conjunto Libre, Cachao, Chocolate, Graciela and Rey Roig.

BILLO 78½ — Billo’s Caracas Boys — Top Hits 2037 — Producer: Carlos A Vidal

Again the name of a band. Billo’s Caracas Boys stand out on this album. Veteran bandleader Billo already has numerous albums and he’s with the credits. But here he出众 with himself with this magnificent orchestra in cumbias, merengues, and boleros. The music in this album has commercial appeal and very tasteful arrangements for a big band. The vocals are excellent. The best cuts are "Maracabo Omet," "Piano Merengue," "Si Mientes No," "Sueno Carabali" and "Amaneciendo."
Green Concerned about Relationships Between Promotion Men, Radio Execs

In an article in a UK trade magazine, Music Week, Denton, managing director of A&M Records, this week expressed deep concern over the current relationship between promotion men and radio executives. According to Green, "the relationship between record companies and radio people seems to have reached its lowest ebb point."

At the close of the article, Green discussed a possible solution to the situation. "If there is a solution it is in not restructuring the organizational system of either of the radio stations or the record companies—it is much simpler. It is in the individuals on both sides taking responsibility for their own professional disciplines and conduct—the use of common courtesies and mutual respect. Hopefully, this would encourage the development of personal and professional relationships with each other."

J.P. Young Named Top Vocalist in Australia

LOS ANGELES — Scotti Brothers Recording artist John Paul Young has been named Top Male Vocalist in the annual Studio Bop Awards, Australia's prestigious pop music awards presentation. In addition, the artist's recording of "Love Is In The Air" was selected as the single of the year at the presentation, held recently in Melbourne before a crowd of 15,000.

John Paul Young was made by Leif Garrett and Marcia Hines.

John Paul Young has achieved four platinum albums and nine gold singles in Australia. The Scottish-born vocalist has also toured widely through Europe and South Africa.

John Paul Young's debut LP for Scotti Brothers Records, "Love Is In The Air," was released last week by the label.

PAM AYRES AWARDED GOLD — EMI recording artist Pam Ayres (L) recently was awarded a gold album in Australia for sales of her album, "Some Of My Poems and Songs." Also pictured (L) is Stephen Shimpson, EMI managing director, who presented Ayres with the gold album prior to her first performance in Sidney.

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Cash Box October 28, 1978
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Deal Yourself In!
Cash Box/October 28, 1978

ITALIAN CRITICS HOLD ANNUAL MEET TO NAME LPs OF YEAR

by Guido Harari

MILAN—On Sept. 21 in Milan's Town Hall the Italian National Association of Record Critics held its 18th annual prize-giving ceremony for the best albums of the year. The jury, formed by 31 music critics, selected as its main award three categories, covered all kinds of product released between April 1, 1977 and March 31, 1978, and chose with 28 albums divided in six categories.

CBS Is Topper

CBS topped every other record company with five winners. The following were the winners:

Polydor and Phonogram with four, and by Decca, RCA, Fonti-Cetra and Editoriale Sciascia with three.

Among the artists who personally received the awards were Italian- and soul-jazz duo Lino & Gaetano Liguori and French singer-songwriter “Mama” Beatrice who performed her first and only Italian concert the following day.

The prize-winners list includes:

Opera: Mussorgsky’s “Boris Godunov” (EMI); Puccini’s “Suor Angelica” (CBS); J.S. Bach, “The Art of Fugue” (Cine/Ars Nova/Sciascia); Federica Von Stade, “Arias from French Operas” (CBS).

Soloists: Pavarotti with “Bellini’s ‘La Sonnambula’” (Columbia); John Dankworth, “The Finest” (CBS).

Orchestras: London Symphony, “Berlioz’ ‘Symphonie Fantastique’” (Deutsche Grammophon); Bartsch’s “Mozart’s ‘Kosmos’” (Telefunken/Decca); Gertrud Zinn’s “Wagner’s ‘Rheingold’” (CBS).

Choirs: “The Great American Singers” (Decca).


Folklore: “Folk Songs of Piemonte-Alessandria & Its Territories” (Albatros/Atlantic/Hansa); “Songs of Peru” (CBS/Phonogram).

Where In The World . . .

Barry Manilow is coming to London on Oct. 23 to tape a live concert at the Royal Albert Hall for a TV special, which will air in England around Christmas time.

Polydor recording artist, Isaac Hayes, has been set for a four-country, ten-city tour of Europe and the European continent, Oct. 31-Nov. 11. Cities to be visited on the tour include: Manchester, England—Oct. 31; Geneva, Switzerland—Nov. 1; Paris, France—Nov. 2; Barcelona, Spain—Nov. 4; Brussels, Belgium—Nov. 5; Portsmouth, England—Nov. 6; Poole, England—Nov. 7; Kirkna, England—Nov. 9; Lewisham, England—Nov. 10.

Singer/songwriter Kenny Wilson will be traveling to England in early November to give her first concert in that country in five years. The concert, which will take place Nov. 8 in the Main Auditorium of the Wembley Conference Centre, is part of an extensive European tour celebrating the singer’s 25th anniversary in the music industry.

England Dan & John Ford Coley will begin their first overseas tour in Japan on Oct. 31 for five dates and continue on to Hong Kong on Nov. 6.

Barry Manilow has been set for his first European concert tour, starting at the London Palladium from Oct. 9-14. After London, Manilow will appear in Brussels, Paris, Copenhagen, Hamburg, with his final concert in Munich on Nov. 7.

Paul Anka will be embarking on his third concert tour of Japan, Oct. 11-21, performing nine concerts in five Japanese cities including Tokyo, Kyoto, Kanazawa, Fukuoka, and Osaka.

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INTERNATIONAL BESTSELLERS—Great Britain

TOP TEN LPs

1. Summer Night Fever — Bee Gees — CBS
2. Grease — Soundtrack — RSO
3. Love Don’t Leave Me Here Anymore — Wings — EMI
4. Raspbull — Brian May — Atlantic
5. The Big Wheels Of Motown — Various — Motown
6. Oasis — Paul McCartney — Apple
7. What’s Love Got To Do With It — The Rolling Stones — Polydor
8. Street Life — The Rolling Stones — Polydor
9. The Long March — The Rolling Stones — Polydor
10. Summer Night Fever — Bee Gees — CBS

INTERNATIONAL BESTSELLERS—France

TOP TEN 45s

1. Messages — Alain Bashung — Dischi Fonit-Cetra
2. Dernier Nouvel An — Claude Medori — Philips
3. Je Vous Aime — Claude Medori — Philips
4. L’Asile des Pervers — Claude Medori — Philips
5. Lunes — Claude Medori — Philips
6. I Love You — Claude Medori — Philips
7. You Make Me Feel Like A Natural Man — Claude Medori — Philips
8. I Love You — Claude Medori — Philips
9. Who Am I — Claude Medori — Philips
10. Saturday Night Fever — Bee Gees — CBS

FINALE LUFFANS LEAVE Anchor Records

LONDON—Ian Ralfins, managing director and original founder of Anchor Records, has left the company. He intends to leave at the end of the year when his contract with ABC expires.

State Ralfins: ‘I will announce my future plans when my commitment to ABC is terminated. Until then, I will fulfill all my duties to the company. Steve Dierer, president of ABC Records, assures us that he intends to continue working for Anchor Records, he is expected back in the UK in the next few weeks when he will announce his plans for Anchor’s future.”
Vari-Targets Enhance Appeal Of Gottlieb's 'Dragon' Pinball

CHICAGO — D. Gottlieb and Company is currently in full production on its latest solid state four-player pinball machine, ‘Dragon.’ Among the game's key play features is the factory's exclusive variant targets, marking the first time they've been used by Gottlieb on a solid state four-player.

The new model is also distinguished for its eye-catching backglass graphics, portraying a macho maiden atop a fire-breathing dragon, and the unique electronic sounds which accompany play. As described by company executive Alvin Gottlieb, the ‘beauty and the beast graphics' are actually starting at first approach.

‘Dragon' has “a tough act to follow” in Gottlieb’s highly successful ‘Close Encounters,' he said, but “test reports indicate it's up to the job.”

Other Features

The new machine has an advancing multiple 5X bonus which has a scoring capacity of up to 95,000 points and “provides an interesting challenge to pinball buffs,” as pointed out by the factory's Tom Herrick.

‘Hitting rollers and targets in the correct rotation produces the highest multipliers,’ he explained. For example, in the top series of A-B-C-D rollers, the player can significantly increase the multiplier value by hitting the A and B first.

Dragon, which is convertible to add-a-ball, contains the noted Gottlieb/Rockwell electronic system and is available through Gottlieb distributors.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1 (OUR LOVE) DON'T THROW IT ALL AWAY ANDY GIBB (RSO RS 911)
2 ALIVE AGAIN CHICAGO (Columbia J-10845)
3 GREASED LIGHTNING JOHN TRAVOLTA (RSO RS 909)
4 DEADLOCK HOLIDAY 10CC (Polydor PD 4511)
5 HOT SUMMER NIGHTS WALTER EGAN (Columbia J-10824)
6 NEW YORK GROOVE ACE FREHLEY (Dakota NS 941)
7 YMCA VILLAGE PEOPLE (Casablanca RS 945)
8 HOLD THE LINE TOTO (Columbia J-10850)
9 FUN TIME JOE COCKER (RSO RS 4511)
10 HOW YOU GONNA SEE ME NOW ALICE COOPER (Warner Bros. WBS 6629)

TOP NEW COUNTRY SINGLES

1 I'M LEAVING IT ALL UP TO YOU FREDDY FENDER (ARC AB 1245)
2 FRIEND, LOVER, WIFE JOHNNY PAYCHECK (Epic E-50621)
3 ALL OF ME WILLIE NELSON (Columbia C-10834)
4 BURGERS AND FRIES CHARLIE PRIDE (RCAPB 11391)
5 STORMY WEATHER STELLA PARTON (Elektra E-45533)
6 ON MY KNEES CHARLIE RICH (WITH JANIE FRICKIE) (Epic E-50616)
7 BREAK MY FINGERS GORDON CHASE (Columbia A-45322)
8 CAN YOU FOOL GLEN CAMPBELL (Capitol A-45184)
9 YOU'VE STILL GOT A PLACE IN MY HEART CON HUNLEY (Warner Bros. WBS 6771)
10 AIN'T LIFE HELL HANK COCHRAN/WILLIE NELSON (Columbia P-4551)

NEW R&B SINGLES

1 I'M EVERY WOMAN CHAKA KHAN (Warner Bros. WBS 6683)
2 WHOLE LOT OF SHAKIN' EMOTIONS (Columbia J-10826)
3 MARY JANE RICK JAMES (Motown G7-162)
4 LE FREAK MADONNA (Virgin RS 5606)
5 I DON'T KNOW IF IT'S RIGHT EVELYN 'CHAMPAGNE' KING (RCAPB 11398)
6 BARE BACK THE TEMPTATIONS (Atlantic 3517)
7 I'M JUST THINKING ABOUT COOLING OUT JERRY BUTLER (Stax TS-236-5606)
8 RIDE-O-ROCKET THE COMMODORES (Motown 1452 F)
9 YOU STEPPED INTO MY LIFE MELBA MOORE (Epic E-50602)

TOP NEW MOR SINGLES

1 I JUST WANNA STOP GINO VANNELLI (A&M 1072)
2 I JUST WANT TO LOVE YOU EDDIE RABBITT (Elektra E-45534)
3 LIKE A SUNDAY IN SALEM (THE AMOS & ANDY SONG) GENE COTTON (Atlantic 772)
4 I WILL BE IN LOVE WITH YOU LIVINGSTON TAYLOR (Epic E-50645)
5 (OUR LOVE) DON'T THROW IT ALL AWAY ANDY GIBB (RSO RS 911)
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BEAUTY AND THE BEAST Graphics

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- "ADVANCING MULTIPLE" 5X BONUS SCORES UP TO 95,000 POINTS.
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- A-B-C-D STAR ROLL-OVER BUTTONS INCREASE BONUS MULTIPLIER.
- UNIQUE GOTTLIEB ELECTRONIC SOUNDS ENHANCE PLAY APPEAL.
- TIME PROVEN GOTTLIEB/ROCKWELL SOLID STATE CONTROLLER SYSTEM—THE ULTIMATE IN RELIABILITY.

SEE YOU AT THE AMOA SHOW!

BOOTH C81-86

Gottlieb & Co.
FORGING AHEAD — Rowe International unveiled its new R-83 phonograph line at the company’s national meeting Sept. 21 and 22 at the Arlington Park (Ill.) Hilton. A special seminar focusing on several outstanding features of the new line was conducted by factory engineer Lee Verduin. Pictured above (l-r) are: Rowe president Merrill during his opening address; Paul Huesbus, general sales manager, introducing the new phonograph line; Ed Wiler, vice president of sales, stressing effective marketing as a key factor in promoting Rowe's products; and Verduin demonstrating the factory's new 125-watt amplifier, which is one of many outstanding features on the new model.

CHICAGO CHATTER

Local coin people were shocked and deeply saddened by the sudden death of Murray Greenblatt, president of Great Lakes Acceptance Corp., the Bally subsidiary in Southfield, Michigan. Greenblatt, who suffered a massive stroke, was 49-years-old at the time of his death. Many from this area, who considered him a friend as well as a business associate, attended funeral services. Our condolences to the Greenblatt family.

Since the introduction of the new Rowe R-83 phonino line, Atlas Music Co. has been displaying the “Fiesta” and “Claremont” models for customers to view, informally, on a daily basis — and, as the response, according to Rowe, has been just as great. As the district manager Sam Kolber pointed out to us, operators are especially pleased with the R-83’s outstanding looks and the fact that the 125-watt amplifier is standard equipment. No complaints about the price tag, either, on these exceptional 200-selection machines, he added.

With everything just about settled in the new space, the crew at Empire Dist., Inc. can now devote full energy to fall business and preparations for such upcoming conventions as AMOA and IAAPA. Present business is good, as evidenced by the fact that we have already received orders from Jerry Marcus, and he’s very enthusiastic over the outstanding new pinball machines hitting the market — and the new Midway “Shuffleboard” and “Space Invader” video games.

BOB SHERWOOD, theator & Wentei is putting the finishing touches to a specially designed medallion the firm will be offering as a giveaway at the AMOA Convention. It’s called “Pinball Champ,” appropriately enough, and from Bob’s description it’s quite an attractive looking piece. Additionally, Meyer & Wentei will display a full assortment of tokens including some special items for arcades.

On the subject of Midway’s new “Shuffleboard,” the factory’s director of sales Larry Burke said it’s just the location game operators have been waiting for — steady earnings, lots of play appeal.

Among the performers who’ll be entertaining at this year’s AMOA banquet, Nov. 12, are: Barbara McNair, Kenny O’Bell, Christie Lane, Ed Raven, the Ritchie Waton Revue and Tommy Willis. Billy Kelly is being welcomed back, after a three year absence, to emcee the show. As for Expo itself, AMOA’s Fred Granger said we can look forward to another very big show this year — more exhibitors, and among them quite a number of newcomers who’ll be exhibiting for the first time this year. Attendance is expected to surpass last year’s record and there’ll be more foreign firms exhibiting, from such countries as Italy, Japan, Germany, Spain, Switzerland and The Netherlands.

CALIFORNIA CLIPPINGS

One indication of the growing importance of the annual Japan Amusement Assn. show is the large number of American manufacturers and distributors who will be attending the event. The show, which got underway last week in Tokyo, drew representatives from virtually every west coast-based amusement game builder and a sizable contingent of distributors as well, including C.A. Robinson & Co. vice president Ira Belteiman.

While Atari is, of course, being well represented at the Japan Show, the factory is steadily gearing up for the grand daddy of all amusement trade exhibitions, the AMOA Expo. In addition to previewing new equipment such as “Football,” “Orbit” and “Space Rider,” Atari will sponsor a sweepstakes that includes a bevy of exceptional prizes. Among them are a: “Super Breakout” game, Sony Betamax video unit and a color television set. Atari will also hold a contest to determine who is the best “Football” player at the convention. In all, the Atari exhibit will consume some 2,400 square feet of display space.

“DISCO FEVER,” the colorful four-player pinball from Williams, is creating a lot of excitement at Circle International dists., according to general manager John Scavarda, who noted that business in general currently is on the upswing.


BIGGER AND BETTER: Each issue contains more money-saving information for you...$26.00 per year in the USA and $31.00 overseas. ELECTRONIC AMUSEMENT REPORT, 7011 N. Atlantic Avenue, Cape Canaveral, Florida 32920.
Weber Heads Up One-Man Direct-To-Disc Campaign

(continued from page 12)

framework and then allow the players free rein to express themselves. With direct-to-disc recording, we don’t fool with creativity, limit it, edit it, technique it or bastardize it.”

After gaining early experience with Shelm- field Lab, Weber developed a fascination for direct-to-disc which prompted a personal study of the various means of record pressing.

“Standard American pressings are a joke around the world. Technically, they are on par with pressings from Mexico. The surface noise level in many cases disturbs my appreciation of the music. The American industry addiction to quantity is so great that they simply don’t care what the quality is. The attitude is ship as many as you can without regard to quality control. I don’t think that is right. I think the customer is beginning to buy audiophile records to avoid the problem of poor quality pressing. Direct-to-disc offers me the chance to get back at my favorite enemy — American pressings.”

Weber first decided to produce a direct-to-disc recording after hearing a standard recording by Brown, Bellson and Smith in December 1977. At the time, Weber was a staff writer at Cash Box.

“Magic Words”

“This record came in and the music was great. I listened to the track with the engineer. His next direct-to-disc project will be a rock ‘n roll record, according to Weber. “I am interested in technical excellence but I am also interested in ‘money music’ and I think there are many pop artists whose careers could benefit from recording direct-to-disc.”

Weber acknowledges that at this stage direct-to-disc does not afford large quantities of pressings. A run of 100,000 — 200,000 is considered “lucky” by Weber. He concedes that he does not expect direct-to-disc albums to go gold in the near future. Weber is quick to point out that although his previous direct-to-disc projects have been with jazz artists, the process is not in the least bit restricted to jazz. His next direct-to-disc project will be a rock ‘n roll record, according to Weber. “I am interested in technical excellence but I am also interested in ‘money music’ and I think there are many pop artists whose careers could benefit from recording direct-to-disc.”

Rocket Readies Dee LP

LOS ANGELES — Rocket Records will release “Stay With Me,” Kiki Dee’s fourth album for the label, Oct. 26. A single from the album, “One Step,” will be released the following day. The album is produced by Bill Schnee.

TULL TRANSMITTED AROUND THE WORLD — Jethro Tull’s Oct. 9 performance at Madison Square Garden was broadcast live to an estimated 40 million viewers around the world via television and satellite transmission in stereo simulcast. The show, which included a performance by Uriah Heap, was one of three concerts in New York in support of the BBC’s live album “Lip to Lip.”

(continued from page 14)

Goldstein  Gorman  Stabile  Wood


Gorman To Infinity — Infinity Records has announced the appointment of Denise Gorman as national promotion coordinator. She was most recently music coordinator at radio station Kabinet, Seattle.

Holberg Appointed — Audiodelic Enterprises has announced the appointment of Leo Holberg as national sales manager of Audio Fidelity Records and associated labels. Holberg, a veteran of London Records, has headed up various divisions for that company. He was general manager of Argo Sight and Sound Ltd.

Stabile Promoted At WB — Bob Stabile has been appointed as general professional manager of Warner Bros. Music’s home office in Los Angeles. He has worked seven years ago as a mailroom clerk, under the company’s professional training program.

Burruss Appointed At CBS — CBS Records has announced the appointment of Tim Burruss as artist development manager for the Atlanta Branch. CBS Records’ most recent position with CBS was single record coordinator.

Miggins Appointed At Columbia — CBS Records has announced the appointment of Jay Miggins as Columbia Records promotion manager for the Hartford Branch. His most recent position with the company was inventory specialist in the Boston Branch.

Wood To Polydor — Polydor Incorporated has announced that Rish Wood has joined Polydor as local promotion manager. Atlanta. Previous to his Polydor appointment, he held positions as operations manager at KINT Radio, El Paso, Texas, and local promotion manager for Atlantic Records in Charlotte, North Carolina, and music director for WSGN Radio, Birmingham, Alabama.

Sullivan At CBS Records — CBS Records has announced the appointment of Reggin Sullivan as black music marketing local promotion manager for the Atlantic Branch, CBS Records. His most recent position with CBS was as a local promotion manager for the Charlotte market.

Ledingwood Leaves A&M — Mike Ledingwood has left A&M Records publicity to work independently as Ledingwood Ink. For the moment, his mailing address and telephone number are: Ledingwood Ink, 10 Waterside Plaza, Suite 262, New York, N. Y. 10010 — (212) 686-6507.

Campana To First American — Tanya Campana, formerly with the Broadcast division of the GRT Corporation, Sunnyvale, has joined First American Records, Inc., Seattle, as direct marketing co-ordinator. In her new post she will direct First American’s direct response advertising program that includes television, radio, and print.

Lipschultz Appointed At Pete Snott — Pete Snott Enterprises has announced the appointment of Andrew Lipschultz as a public relations account executive. He has formerly served as public relations coordinator at Levinson Associates and as editor for the Daily Sundial newspaper of California State University, Northridge.

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www.americanradiohistory.com
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From Queen's forthcoming album, "JAZZ"

A QUEEN/ROY THOMAS BAKER PRODUCTION ON ELEKTRA RECORDS.

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