The Jacksons cross over with "Blame it on the Boogie."

The Smash Single From Their New Album "Destiny"
EDITORIAL
'Tis The Season

It's no secret that December is the biggest month of the year for the record industry, and one of the big reasons is because records, tapes and accessories are the popular gift items at this time of the year.

But beyond that, do we really know who the gift-givers are? Or why they give? Or to whom they gave recorded music?

Well Warner Communications, Inc. is supplying in-depth and timely answers to many of those questions in the second book of information gathered in its prerecorded music market survey, published last week.

Titled “Buying Records And Tapes,” this pamphlet should be invaluable to both manufacturers and dealers, not only during the immediate Christmas holidays, but also throughout the year, since people buy gifts for birthdays, anniversaries, etc., as well as at Christmas.

According to the WCI survey, 47 million people in the United States bought at least one unit of prerecorded music last year to give to someone else. That figure represents 25% of this country's population 10 years or older and 49% of all current buyers (those who bought at least one record or tape in the past 12 months).

It shows that persons in the 15-24 age group, while making up only 23% of the population over 10, account for 38% of the gift givers, 36% of gift receivers and they give 33% of the total gift units.

The National Association of Recording Merchandisers has distributed copies of the survey to its membership and non-NARM members are encouraged to get one directly from WCI so that the entire industry can make the most of this Christmas season.

NEWS HIGHLIGHTS

- Black Music Association announces programs and goals (page 7).
- WEA Road Show spotlights new merchandising techniques (page 7).
- Acoustic jazz thriving quietly as fusion jazz dominates charts (page 8).
- Arbitron Advisory Council holds third meeting in Phoenix (page 8).
- Holiday season expected to boost picture disc sales (page 12).
- Top Singles Picks of the week are Rolling Stones' "Before They Make Me Run" and The Who's "Trick Of The Light" (page 17).
- Top Album Picks of the week are "Wings Greatest" and Alice Cooper's "From The Inside" (page 18).

TOP POP DEBUTS

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SPECIAL FEATURE

POP SINGLE

YOU DON'T BRING ME FLOWERS
Barbara & Neil
Columbia

R&B SINGLE

I'M EVERY WOMAN
Chaka Khan
WB

COUNTRY SINGLE

I JUST WANT TO LOVE YOU
Eddie Rabbit
Elektra

JAZZ

REED SEED
Grover Washington Jr.
Motown

CHIC

LE FREAK
Chic
Atlantic
EAGLES

PLEASE COME HOME FOR CHRISTMAS

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EAGLES

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**BMA Announces Programs, Proclaims Its Independence**

**by Ken Terry**

NEW YORK — The Black Music Association announced a wide range of programs and goals last week at a press conference held at the Hyatt House in Cherry Hill, New Jersey. Chief among the association’s goals was a general improvement of the image of black music.

Prominent industry figures who were present to answer questions from the press included Kenneth Gantley, BMA co-founder/executive vice president and co-chairman of Philadelphia International Records; Rod McGrew, vice president of the BMA communications division and president of Love & Happiness Productions; LeBaron Taylor, vice president of the BMA recording division and vice president of black music marketing for CBS Records; Stevie Wonder, a board member of BMA; Edward W. Wright, BMA co-founder and executive vice president, as well as president of GEI Communications; Jules Malamud, senior vice president/managing director of BMA; Gienda Gracia, executive director of BMA; Smokey Robinson, vice president of the performing arts division of BMA, performing artist, and vice president of Motown Records; Calvin Simpson, vice president of BMA’s marketing and merchandising division and president of Simpson’s Wholesale, Inc.; and Monte White of Earth, Wind & Fire, who was representing his brother, BMA board member Maurice White.

One-Third of Industry

In his opening remarks, Gamble noted that black music now generates one-third of the industry’s $3.5 billion in annual revenues. He said that he would like to see black people enjoy more of the “fat and the money” of the record industry. He stressed the fact, however, that “BMA is not a racial organization. It is an organization that deals with problems of black people.”

In response to a later question about what an entitled BMA board is going to do to help the black community, Gamble pointed to the BMA’s endorsement of Martin Luther King Jr’s 1968 April 4th speech: “It was also announced that BMA is engaged in plans to establish an institute for black music studies. And the association is looking for sponsors to help finance a permanent building for the institute.”

**WCI Releases Data On Buyers Of Record Gifts**

NEW YORK — A Warner Communications, Inc. report has revealed that, in the past year 25% of Americans who are ten years of age or older (about 47 million people) purchased at least one record of prerecorded tape to give to someone else. The report also states that 32% of the survey respondents believe that they learned about “gifts” during TV commercials, and that the most frequent gifts were for Christmas and Hanukkah. The report also states that the gift givers come from age groups in the population that are experiencing growth. The 10 to 19-year-olds account for only 17% of the total gift purchases, while the 20 to 24-year-old age group accounts for 20% of the total gift units, and the 25 to 44-year-old category accounts for 38% of the total gift units.

It was also noted that women bought over 60% of the total gift units; and that 29% of the U.S. population, over ten years of age, about 53 million people, received at least one gift of prerecorded music from someone else.

In conjunction with the release of the study, NARM announced that it would distribute copies of the survey to all its entire membership.

(continued on page 46)
Acoustic Jazz Is Doing Fine, Despite Fusion’s Dominance
by Charles Paikert

NEW YORK — Despite the proliferation of electronic fusion jazz and its recent domination of the jazz charts, acoustic, straight-ahead jazz has nevertheless retained a commercially viable position in the marketplace, according to a Cash Box survey of prominent executives and retailers in the field.

Orrin Keepnews, vice president and director of jazz A&R for the Fantasy group of labels, including Fantasy, Prestige, Milestone and Galaxy, stressed three factors for the continuing commercial success of acoustic jazz on his labels: 1) a long-range, catalog-oriented approach to the music; 2) the relatively moderate expenses involved in recording acoustic jazz; and 3) aggressive promotion of the product.

In addition, Keepnews referred to the overseas market, particularly in Europe and Japan, as being “extremely helpful” toward maintaining the profitability of acoustic and traditional jazz product.

Display Space

Straight-ahead jazz albums have also been given more display space in retail outlets, particularly larger chains that previously ignored the product, according to Irv Kratka, president of Inner City Records. The reason, Kratka asserted, has been that “the youth market has opened up to the music in the past few years. They’ve gotten their introduction to jazz through fusion, and now they’re ready to explore further.”

Both Joe Fields, president of Muse Records, and Earl Horowitz, a marketing consultant for Concord Records, agreed that the rock-based fusion influence has held younger listeners from discovering more traditional jazz artists. “Mainstream is the trunk of the jazz idiom,” Fields stated, “and it is such a well-established art form that…”

New Wings Album Listed At $8.98

LOS ANGELES — Capitol Records has assigned its “500” prefix, indicating an $8.98 list price, to “Wings Greed,” released last week. The album is the second $8.98 list issued by the label, the first being Steve Miller Band’s “Greatest Hits” 1974.

Beatles Imports Set Rescheduled To Dec. 1

LOS ANGELES — “The Beatles Collection,” a 13-album set of import albums which was originally scheduled for retail availability on Nov. 13, has been rescheduled for release Dec. 1.

ARB Advisory Council Meets To Fine Tune Methodology
by Joey Berlin

LOS ANGELES — The Arbitron Radio Advisory Council held its third meeting in Phoenix Nov. 16-17 and reviewed a number of items of concern to radio broadcasters coast-to-coast. The council is made up of 12 station representatives executing different formats and market sizes elected by ARB clients, one member from a radio rep firm and one member from a major radio group. The council’s purpose is to open a line of communications between the rating service and the stations it serves.

The Expanded Sample Frame, designed to reach unlisted households and thereby increase minority representation, was a major topic of the meeting. The council withheld endorsement of the ESF at its last meeting until Arbitron presented evidence of the ESF’s ability to deliver greater minority response. At this meeting Arbitron offered evidence and the council said it would endorse ESF if it continues to deliver in the fall reports.

The ESF was used in eight markets, New York, Chicago, Los Angeles, Philadelphia, Washington, San Francisco, St. Louis and San Diego, in the fall sweep. Arbitron is now pitching stations in 10 other markets, Atlanta, Baltimore, Boston, Dallas-Ft. Worth, Denver, Detroit, Houston, Minneapolis-St. Paul, Pittsburgh and Seattle-Tacoma, to try the new technique this spring. Arbitron can only use the ESF in 15 markets this spring, so only seven of the 10 markets will have the ESF in the April/May Book.

Slogan Conflicts

In the matter of two stations using the same slogan or identifying numbers, such as two stations using “104” as an ID, Arbitron presented the council with a new call-back questionnaire to be used to clarify unclear reports. The council in turn suggested that Arbitron work with the Radio Advertising Bureau to develop a continuing plan to divide create confusion. Arbitron proved call-back system is unsuccessful in clarifying a response.

In the past year, Arbitron has invested...
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"TO SIR WITH LOVE": The 45
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Managers' Series

Schiffer Helped Ashford And Simpson Win New Audience

by Leo Sacks

NEW YORK — Nicolas Ashford and Valerie Simpson's recent engagement at the Palace Theatre on Broadway, symbolized their arrival as hit artists after a long, arduous climb to the top. The four-night concert series was also a special triumph for their manager, George Schiffer, who underwrote the entire project, which he has helped orchestrate, over a long, gold LP this year with "Send It" and "Is It Still Good To Ya." Schiffer explained how he was able to orchestrate this coup, "Two months ago, the former Motown Records executive said, "People who are in a hurry and refuse to recognize that certain things take time can't be helped that much. But Nick and Valerie are both mature and highly professional, and we discussed in great detail what kind of image and target audience we had to cultivate in order to make their act successful." Schiffer's first objective was to increase the trio's product flow, since they had only released two albums in three years for Warner Bros. The next step was to build the group's touring schedule and the image they would project at their concerts. This was especially important, since Ashford and Simpson were a songwriting and producing team long before they became performers.

Cultivating Market

Aiming for a target audience of 20 to 40-year-old listeners with "middle-class aspirations, as well as those who have already made it," Schiffer began cultivating the New York market (the pair's hometown). He arranged engagements in theatrical environments on musically compatible bills that featured artists like Al Green and Natalie Cole. This kind of pattern served to expose the duo as an opening act to audiences that were able to appreciate their gospel ballads and dance tunes.

Carpenter Lectures To Music Class At USC

LOS ANGELES — A&M recording artist Richard Carpenter was a guest lecturer at the University of Southern California's "Popular Music Industry" class. Carpenter discussed the history of pop music and how to merchandise a demo record with a class of students majoring in music or business.

'Receptive'

The USC class is instructed by Roger Gordon, vice president and west coast general manager of Chappell Music who told the class that Carpenter has been a great asset to the music publishing business by being receptive to recordings songs written by someone other than himself for his sister Karen Carpenter.

BRIDGES LOVES THE NIGHTLIFE — Polydor recording artist Alicia Bridges recently debuted in New York at the Bottom Line, and was feted after the show with a party attended by Polydor executives. Picture at the reception (l-r) are: Niles Siegel of BGO Management, Polydor; Gerd Sarma of Polydor; Harry Anger, senior vice president of Polydor; Steven Salomonson, controller for Polydor; Bridges; Alex Hodges of The Paragon Agency; Jim Collins, national singles promotion director for Polydor; and Buddy Bue of BGO Management.

Toto

A first listen to Arlyn Gale's "Back to the Midwest Night" LP on ABC gives one the impression of a Springsteen imitator singing "Born In The U.S.A." The sound is well-garbled bow. But a closer listen indicates that Gayie has the ability to transcend the cold midwestern Spaniard. Raised in Woodstock, Illinois, Gale, 26, was the fifth of nine children born to Irish-Mediterranean parents. "My sister was about 10 years older than me, and her greaseball boyfriends would always stop by the house and rock out to Presley," he says. "I remember running around in diapers and really getting into it."

A staple on the 4-H Talent Show circuit, Gale started forming Top 40-type bands in high school with names like The Three Dimensions, Frog Hollow, and The Children of Thyme. One of his bands lost a state fair talent contest, because the group had neither the steps nor the uniforms to compete with entries modeled after Paul Revere and the Raiders. A series of part-time jobs ensued, including stops at an apple farm in Oregon, a soft-coal mine in Virginia, and an appearance on Nancy Sinatra's radio show on Hollywood Boulevard. "That was some trip," he says. "Between the platinum blondes and the big-money deals that we're still trying to get for you and the guys on the street with their heads stuck inside bags of glue, it was insane."

The group moved to New York, where he performed on talent nights at places like Folk City and The Other End. There he met Walter Singer, a record promoter on Hollywood Boulevard. "That was some trip," he says. "Between the platinum blondes and the big-money deals that we're still trying to get for you and the guys on the street with their heads stuck inside bags of glue, it was insane."

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'To the West Coast, Hawaii to polish ourselves'

We are still in the process of building a band that Toto's second album will be even better. "We wanted to get the album out immediately so we went right into the studio and cut a week of straight rock, a week of R&B, a week of soft rock, and so on," recalls Jeff. "So right now I'm ready to pay some dimes, we all are. We've got the best of everything as sidemen and we're not used to riding buses or taking rooms together, but we're ready to do what it takes to break Toto in a big way."

Toto's debut LP, a mix of power chord rock, textured progressive rock and R&B numbers is a critical and commercial success, and one reason to believe that the band has a future in the music business is that Toto's second album will be even better. "We wanted to get the album out immediately so we went right into the studio and cut a week of straight rock, a week of R&B, a week of soft rock, and so on," recalls Jeff. "So right now I'm ready to pay some dimes, we all are. We've got the best of everything as sidemen and we're not used to riding buses or taking rooms together, but we're ready to do what it takes to break Toto in a big way."

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WINGS GREATEST

ANOTHER DAY • SILLY LOVE SONGS • LIVE AND LET DIE • JUNIOR’S FARM
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It development Hartstone noted that Integrity's store count and Fuller, George, Robert, Los Angeles, Berry Gordy, In He 1977, said, "Sweet Vendetta" Reid said "The most...
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Cash Box/December 2, 1978

The Rolling Stones

Before They Make Me Run (3:23) (Colgems-EMI Music — ASCAP) (M. Jagger/K. Richards)

As a lead singer, Keith Richards offers a single song nasal performance on this third single from "Some Girls." In light of his recent brush with the law, the lyric takes on an interesting irony. The beat is perky and the rhythm and lead guitar work are masterful. Top 40 take note.

Daryl Hall & John Oates

I Don't Wanna Lose You (3:32) (Hot-Cha Music/Six Continents — BMI) (J. Oates/D. Hall)

Hall and Oates reached #21 with their first single "It's A Laugh" from the new "Along The Red Ledge" album. This second single is likely to climb higher. Punctuating strings and ticking rhythm guitar accent the excellent lead vocals by Daryl and soulful backing vocals. With a smooth but punchy pop arrangement, this track is well-suited to Top 40.

Cheap Trick

You To Want Me (3:38)

This material is new but not our fascination with John Travolta is. Hence, Midsong has repackaged their early Travolta recording in a double-sleeve "Travolta Fever" LP. Piano, rhythm guitar, horns, backing singers and 50s feel make this of interest to Travolta fans. Pop lists.

John Travolta

Midnight M1 1000

Big Trouble (2:47) (Ashton Music/Seft Made Music — ASCAP) (J. Carone)

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Stephen Bishop


This title track from the "National Lampoon's Animal House" album opens with the toga party chant and turns into Bishop singing in a characteristic 1950s falsetto. A hodge-podge of Delta Chi irritants, this track also offers a fine sax solo. Suited to goofy poplist.

Jefferson Starship

Light The Sky On Fire (3:56) (Lunatunes — BMI) (C. Wright/J. Elder)

This newly recorded track is slated to be included on a greatest hits package which is expected from the Starship in January. A dashing rhythm section of double-timing drums and pounding bass line underpin this unusual Starship track. The pulsing beat breaks to a simple synthesizer line. Marty Balin handles the lead vocals. Suited to AOR and pop.

Gene Simmons

Casablanca NB 951

Radioactive (2:54) (Kiss — ASCAP) (G. Simmons)

Paul and Ace have hit the charts with their first singles from their solo LPs. Now comes Gene with this catchy, thundering rocker which may oudo his derring-do Kiss mates. Heavy rhythm guitar work, still beat, good singing and good hook make this a natural for Top 40 which is interested in tight, heavy metal rock 'n' roll.

Neil Young

Reprise/WB RPS 1395

Comes A Time (3:03) (Silver Fiddle — BMI) (N. Young)

This title track from Neil Young's new album is a classic combination of country and rock which is reminiscent of Young's "Crazy Horse" era. Nicolette Larson offers harmonies and Rufus Thibodeaux is a featured soloist on fiddle. A string section effectively offsets the acoustic guitar jangling beat. Young's vocals are strong. Suited to country and Top 40.

Southside Johnny & The Jukes

Trapped Again (3:45) (Blue Midnight Music/Bruce Springsteen — ASCAP) (B. Springsteen/J. Lyon/S. Van Zandt)

Taken from "Hearts Of Stone," this is exciting rock 'n' roll. An outspoken bass line, double-timing hihat, colorful horn chart, sparkling electric piano work and fine lead guitar licks successfully back Johnny's gritty lead vocals. Top 40 potential.

John Paul Young

Scotti Bros./Atlantic SB 405

Lost In Your Love (3:08) (Edward B. Marks Music — BMI) (Vanda & Young)

John Paul Young entered the American scene with the song "Love Is In The Air." This follow-up single on the Scotti Bros. label is a love ballad with a firm beat. Tambourine, synthesizer and piano work, rumbling bass line and good singing make this a Top 40 candidate.

Cheap Trick

Epic B-50625

I Want You To Want Me (3:38) (Adult Music — BMI) (R. Nielsen)

Cheap Trick is one of the most charismatic contemporary rock bands. At their best, the members of Cheap Trick are individually commanding. As the opening moments of this record attest, this is rock 'n' roll of the popscille variety. Screaming teenage girls find heaven in Rick Nielsen's guitar licks.

Jim Rafferty

London 5N-20098

Tomorrow Is Another Day (3:32) (Tro Essex Music — ASCAP) (L. Rafferty)

Produced by his celebrated brother Gerry Rafferty, this second single from the "Jim Rafferty" album opens with a fine sax solo. A good example of nicely textured pop, this track offers conga backing, conspicuous hihat work and good lead and backing vocals. Suited to pop lists.

Darts

Polydor PD 14518

It's Raining (3:46) (Magnet Music — ASCAP) (Collier)

This record made the top ranks of the British charts. With a fine sax solo and vocal arrangement reminiscent of early '60s groups, this track also offers excellent rhythm guitar touches and floating keyboard line. Derivative yet interesting, this track is worth investigating for a pop spin.

Blues Brothers

Atlantic 3545


John Belushi and Dan Aykroyd have got their nerve. Not only do they want to be much funnier guys but they want to eat their music too. This first single from their upoming LP is a loyal remake of this classic. Belushi's vocals are honestly effective and decidedly tongue-in-cheek. The band is top-notch. Aykroyd works his harmonica. Top 40.

Frankie Miller

Chrysalis CHS 2255

Darlin' (3:08) (Copyright Control) (O. Blandemeyer)

Frankie Miller is a soulful singer from Scotland who can punch out a song with feeling. This track is a moderately paced ballad with an arrangement of acoustic guitars, upfront bass and slap-dash beat. Miller's lead vocals are effectively backed by a chorus of male and female vocalists. Pop shot.

Oak Ridge Boys

ABC AB-12434

Come On In (2:58) (Beechwood Music/Window Music — BMI) (M. Clark)

The Oak Ridge Boys have attempted the crossover to pop audiences but that does not mean they have forgotten the feel of a country song. The feel and instrumentation of this track is decidedly country. Band, violin and pedal steel and handclap back beat make this suited to country/pop formats.

Wilton Felder

Let's Dance Together (3:52) (Four Knights Music — BMI) (W. Foster/M. Rice)

This is sweet turf from one of the masters. Taken from the "We All Have A Star" album, this nicely produced track has swirling rhythm guitar work, cowbell beat and electric piano colorations. Steady highhat and popping beat hold the bottom, Felder's vocals are breathy and gentle. Suited to R&B lists.

Tina Turner

UA X1265-1

Viva La Money (3:14) (Warner-Tamerlane Publ/Marsaint Music — BMI) (A. Toussaint)

Taken from the album "Rough," this track features Turner's accomplished vocals and a layering of funky keyboards. Horns and note-bending rhythm guitar and steady backbeat make this a praise to materialism a success. Suited to R&B lists.

Mary Margaret Arriola

Ariola 7726

The Wedding Song (3:56) (PUBLIC DOMAIN FOUNDATION — ASCAP) (P. Stooky)

Produced by Gene Cotton, this sensitive ballad rides on a wave of acoustic guitars, electric piano and simple conga backing. By double-tracking and echo, the subtle "There Is Love" is made an expansive and pleasant hook. Suited to AC and MOR lists.

Tommy Young

MCA 40974

I Must Go (2:45) (Van McCoy Music/ Warner Tamerlane — BMI) (V. McCoy)

Taken from the soundtrack to "A Woman Called Moses," this track was written and produced by Van McCoy as a sensitive ballad with an emotional build-up accomplishd by strings and excellent lead and backing vocals. Suited to R&B and AC playlists.

Vivian Reed

UA X1267-1

Start Dancin' (3:38) (Tan and Fancy Music — BMI) (R. Williams)

Produced by Jeff Lane and arranged by Andrew Louis Smith, this outing by Reed is likely to attract R&B and disco interest. Handclaps and varied backing vocals are the background for Reed's soulful singing. This is a playful song.

Flint

Columbia 3-10870

Back In My Arms Again (3:14) (Jobete Music — ASCAP) (Holland/Owen/Holland)

This remake of the classic by The Supremes is recognizable but altered for the purposes of rock 'n' roll. Backing vocals add "Oohs" while the lead vocal is tough and determined. Lead guitar and synthesizer and the muscle. Top 40 potential.
WINGS GREATEST — Capitol S00-11905 — Producers: Paul McCartney and George Martin — List: 8.98

Seven years of McCartney’s hits are represented on this 12-song collection, starting with his first single as a solo artist, “Another Day,” up to “With A Little Luck.” These tunes are classic examples of why McCartney is still looked upon as one of the masters of the pop song. Along with “Another Day” this LP offers four other songs (including the rocking “Hi, Hi, Hi,”) which have never appeared on any of his albums, so it should appeal to those who already have his complete LP catalog.

LOVE BEACH — Emerson, Lake & Palmer — Atlantic SD 19211 — Producers: Emerson, Lake & Palmer — List: 12.98

Since the trio’s return last year after a three-year hiatus, Emerson, Lake & Palmer have had difficulty regaining their blockbuster success of the early ’70s, but “Love Beach” is an accessible, hard-rocking effort which should fare well on the charts. Side one primarily focuses upon mainstream Greg Lake/Pete Sinfield compositions, while side two features the four-part Keith Emerson/Sinfield concept piece, “Memoirs Of An Officer And A Gentleman.” A surefire AOR hit with pop potential.

BABYLON BY BUS — Bob Marley & The Wailers — Island ISLD 11 — Producers: Bob Marley & The Wailers — List: 12.98

Bob Marley’s first live album, released a few years ago, helped break this leading reggae figure in America, and this two-record set should further solidify his popularity here. Featuring such familiar Marley works as “Stir It Up,” “Pass the Vibrator,” “Exodus” and “Punky Reggae Party,” this LP fully captures the intense, fiery performing style of this vocalist/guitarist/composer. Includes tie-dyed-knit backing by the Wailers.

AmeriCAn aPrEiM — Jim Morrison & The Doors — Elektra SE-502 — Producers: John Haeny, Frank Liccardo and the Doors — List: 7.98

Several years in the making, Jim Morrison’s poetry works have finally been released in this collection of poems written by Morrison and supported mucially by the remaining three Doors. The commercial impact of this tastefully designed package is limited, since Morrison does very little singing here. But this intriguing album should appeal to hard-core Doors followers. Contains 17 different segments.

CLOSE PERSONaL FiEND — Robert Johnson — Infinity INF 909 — Producers: Robert Johnson — List: 7.98

One of the nominees for strongest debut album by a newcomer would have to be this one. “Close Personal Friend” is no mere cute title, either. Johnson has indeed released an LP’s worth of tunes that are both warmly human and personal, yet equally as challenging as any new kid in town shouting to make his presence heard. Operating within the framework of the power chord, Johnson and crew rock out with a keen pop savvy and create infectious hook-laden arrangements.

GET DOWN — Gene Chandler — Chi Sound/20th T-578 — Producer: Carl Davis — List: 7.98

Get Down” marks the reunion of Gene Chandler and producer Carl Davis, who 16 years ago teamed up on the eternal classic, “Duke of Earl.” Chandler is now the Duke of Disco and this album’s title track is filling dance floors just as fast as it’s tying up R&B request lines. These original compositions and five other well-chosen cuts prove that there’s no holding back a good man getting down.


On the heels of his popular “Jam/1980” sex, the Godfather of Soul has returned with an explosive assortment of hard-nosed funk. Pounding, stinging rhythms, punchy horn riffs, and of course Brown’s shouting vocals are at the heart of this LP’s winning formula. Hot tracks here include the title cut, “A Man Understands” and “Someone To Talk To.” For disco, R&B and possibly pop formats.


Formerly members of the pop-rock group 10cc, Creme and Godley left 10cc a while back to explore and create their more upbeat, experimental works, and to provide exposure for its electronic synthesizer invention, the gizmo. With the duo’s 8th second effort, it increasingly becomes apparent that Creme and Godley represented the more eccentric side of 10cc. Most of the cuts here are not for mainstream pop fans, but this LP is clearly a move to a more accessible style for the twoosome.


Summers, a much respected percussionist and accredited ethnomusicologist, leads his Summers Heat group through a United Nations world of influences on his third Prestige release. Besides having one of the funniest covers of the year, this LP’s title track, “Straight To The Bank” mixes funk, salsa, soul, African, jazz, and fusion ingredients for a plethora of good sounds cooked to order for any format served the same old thing.
Hot and gettin' hotter

DISTRIBUTORS IN YOUR AREA:
ATLANTA - PICKWICK
ATLANTA - TARA
BUFFALO - BEST REC.
CHARLOTTE - BIB DIST.
CHICAGO - M.S. DIST.
CLEVELAND - ACTION MUSIC
CLEVELAND - PIKS
CINCINNATI - SUPREME
DALLAS - BIG STATE
DENVER - PAN AMERICAN
FARMINGTON - MUSIC TREND INC.
HARTFORD - AQUARIUS
HONOLULU - ERIC OF HAWAII
HOUSTON - HOT LINE DIST.
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SAN FRANCISCO - PACIFIC REC. & TAPE
SEATTLE - SOUND REC. & TAPE
SHrevePORT - STARS
WASHINGTON - SCHWARTZ BROS.

LATIMORE, with the hit single "Dig a Little Deeper" (GLADES 1750)
QUARTZ, with the hit single "Beyond the Clouds" (MARLIN 3328)
GREGG DIAMOND'S STARCruiser, with the hit single "Starcruisin'" (MARLIN 3329)
HERMAN KELLY & LIFE, with the hit single "Dance to the Drummer's Beat" (ALSTON 3742)
BOBBY CALDwell, with the hit single "What You Won't Do For Love" (CLOUDS 8804)
ARH Advisory Group Meets, Helps Fine Tune Methodology

large sums of money studying its ethnic procedures used to insure minority participation in the ratings in areas with more than 10 percent black or Spanish-speaking populations or with ethnic stations. As a result, the company now employs a telephone retrieval system in zip code areas with 35 percent or more black residents and personally places diaries in residential areas with more than 35 percent Spanish-speaking residents.

At the Phoenix meetings, Arbitron reported early results from its tests with various augmented diaries, offering greater financial inducement to respondents. The results showed that telephone retrieval got better response rates but the augmented diaries showed higher levels of listening. Further testing of augmented diaries is scheduled. The council came out against the mixing methodologies and encouraged Arbitron to improve its technique by eliminating questionable retrieval practices such as hearsay reporting and recalls.

Extended Measurement

 Arbitron, which had seven of its people at the Phoenix meetings, reported to the council on its Seattle and New Orleans experiments with a 12-week extended measurement period. Stations in the two markets and the council agreed that extended measurement is a good concept, although some changes are planned for future uses of the technique. Arbitron will now send only one monthly book to station general managers for programming use only during the extended sweep period, and each end book will include data from the past two sweep periods.

There was complete agreement on the subject of on-air announcements making listeners aware of a sweep period, which Arbitron, the council and the Broadcast Ratings Council (which audits Arbitron) all oppose. It was noted, however, that the announcements have been shown to improve response rates, especially by 18-24 Meyers Leaves WAXY, Francis Is New VP/GM

LOUISVILLE — George Francis has left the TM Programming division of Starr Broadcasting to take over as vice president and general manager of WXYL/Louisville. He replaces Don Meyers who resigned recently for reasons dealing with a conflict over operating policies.

listeners.

Other subjects discussed included 11 research plans Arbitron has slated for next year and the criteria for resuming reports, as was done 11 times in the past year.

The next meeting of the council was tentatively slated for the end of January at a place to be designated.

Pitt. DJ Asks For Duet Recording Of 'Love Me Tender'

LOS ANGELES — As programmers around the country are editing their own versions of a Linda Ronstadt-Elsie Presley duet of “Love Me Tender,” a Pittsburgh programmer has written to the presidents of the artists’ record companies requesting that they record and release an official single, as Columbia did with Barbara Streisand and Neil Diamond singing “You Don’t Bring Me Flowers.”

Don Bombard of 13Q (WKTO) in Pittsburgh suggests that the problem of not being able to rerecord the late Elvis Presley could be solved by bringing “Linda and her band and a studio to overdub additional instrumentation on, and have her sing along with, the original Elvis master.”

The problem of the two artists recording for different labels, RCA and Asylum, may be more difficult to overcome (Streisand and Diamond are both Columbia artists). But other artists on different labels have been able to record together, such as the recent success of Willie Nelson with Waylon Jennings.

Taft Planning To Buy Worldvision

CINCINNATI — Taft Broadcasting Company and Worldvision Enterprises have announced an agreement in principle under which Taft will acquire Worldvision in exchange for a combination of Taft common and preferred stock. Worldvision Enterprises, formed in 1973 by the purchase of KCTU-AM/KCTU-TV, has had its licensed television program distribution company in the world.

Taft has been involved in television program distribution for several years through Hanna-Barbera and its own program sales division.
Rolling Stones Records announces the release of "Bush Doctor", CCC 39199
a wonderful new album from Peter Tosh.

Or: Rolling Stones Records and Tapes.
Includes the new single
(You Got to Walk and) Don’t Look Back.
RS 9318
Produced by Peter Tosh and Robert Shakespeare.
Executive Producers: The Glimmer Twins.
FM STATION REPORTS - NEW ADDS/HOT ROTATION

ADDED THIS WEEK:

ADDED THIS WEEK:

- ZETA, WQXM, WSAN, WBJX, WTX, WYDD, KFML, KZAM, KNAC, WYSP, WHFS, KZEL, WQIO, WBLC, WKL, WLYR, WBLC, KZAM, WYDD, WLYR.

- HISTORY TO DATE:

- None.

ADDED THIS WEEK:

- KSHE, KMEL, WJMK, KMET, KX, WYSS, WQX, WOFR, WYDD, KFML, KZAM, KNAC, WYSP, WHFS, KZEL, WQIO, WBLC, WKL, WLYR, C-101, KTXY, KZL, WBAB, WZMF.

- HISTORY TO DATE:

- KSHE, KMEL, WJMK, KMET, KX, WYSS, WQX, WOFR, WYDD, KFML, KZAM, KNAC, WYSP, WHFS, KZEL, WQIO, WBLC, WKL, WLYR, C-101, KTXY, KZL, WBAB, WZMF.

- HISTORY TO DATE:

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Ham'n it up with Elvin on Capricorn Records & Tapes

Elvin Bishop

HOG HEAVEN

"It'll make you happier than a hog in Hog Heaven!"
1. **A LITTLE MORE LOVE** - OLIVIA NEWTON-JOHN - MCA
   WCAO, WRFC, WTX, KPM, WQX, WAYS, KBB, KTAC, WSM, KTLK, WHKY, WBB, KKE, KMF, WICC, WTLB, WIX, WANS, WGSV, WAIR, WRFC, WAGO.

2. **LOTTA LOVE** - NICOLETTE LARSON - WARNER BROS.
   KOPA, KFMD, WTLB, WIX, WKKS, WSGV, WRFC, WQX, KXK, Z-93, WQX, WBBQ, KERR, CKLW, WLEE, WISM, KFRC.

3. **SEPTEMBER** - ELECTRA & FEMALE - ARC/COLUMBIA
   KZ-97, WVC, KMM, WMFJ, FMX, WAYS, WGCL, WLEE, 13Q, WHB, KEEL, WRKO, 99X.

4. **CHANGE OF HEART** - ERIC CARMEN - ARISTA
   WNCI, WSGA, WMFJ, KBEQ, JO-101, WMJ, WSGN, KLEO, WBBF, WNOE, WQX, 96X, WDRQ.

5. **HOLD THE LINE** - TOTO - COLUMBIA
   WNCI, WSGA, KBB, KEEL, WERC, WAYS, KDWB, KCBQ, WICC, WSGN, 96X, WEBC, WGSV.

6. **LE FREAK** - CHIC - ATLANTIC
   KERN, JO-101, KTBG, KEEL, WNOE, KJH, WKM, KFCM, KENO, WICC, WAGQ.

7. **EVERY 1'S A WINNER** - HOT CHOCOLATE - INFINITY
   100Q, KERN, WACO, WBBF, KKEQ, KCMB, KAGQ, KEEL, WZP, KINT, WICC.

8. **SHAKE IT** - IAN MATTHEWS - MUSHROOM
   B100, WCAO, WMFJ, WMX, WSM, KJF, KCPX, WNOE, WICC, WBL, KASH.

9. **YOU'RE NOT GONNA SEE ME NOW** - ALICE COOPER - WARNER BROS.
   100Q, KOPA, JO-105, 103Q, KAY, WWMF.

10. **I WILL BE IN LOVE WITH YOU** - LIVINGSTON TAYLOR - EPIC
    WZGL, WMFJ, KFMD, WAMS, WAIR, WWIN.

11. **MY LIFE** - BILLY JOEL - COLUMBIA
    V-97, Z-97, WLS, JO-105, KSLO, WABC.

### regional action

#### Most Active

- **East**
  - 1. **A LITTLE MORE LOVE** - OLIVIA NEWTON-JOHN - MCA
  - 2. **LOTTA LOVE** - NICOLETTE LARSON - WARNER BROS.
  - 3. **SEPTEMBER** - ELECTRA & FEMALE - ARC/COLUMBIA
  - 4. **CHANGE OF HEART** - ERIC CARMEN - ARISTA
  - 5. **HOLD THE LINE** - TOTO - COLUMBIA

- **Southwest**
  - 1. **LE FREAK** - CHIC - ATLANTIC
  - 2. **EVERY 1'S A WINNER** - HOT CHOCOLATE - INFINITY
  - 3. **SHAKE IT** - IAN MATTHEWS - MUSHROOM
  - 4. **YOU'RE NOT GONNA SEE ME NOW** - ALICE COOPER - WARNER BROS.
  - 5. **I WILL BE IN LOVE WITH YOU** - LIVINGSTON TAYLOR - EPIC

- **West**
  - 1. **MY LIFE** - BILLY JOEL - COLUMBIA
  - 2. **YOU'RE NOT GONNA SEE ME NOW** - ALICE COOPER - WARNER BROS.
  - 3. **I WILL BE IN LOVE WITH YOU** - LIVINGSTON TAYLOR - EPIC

#### Most Added

- **East**
  - 1. **TOO MUCH HEAVEN** - BEE GEES - RSO
  - 2. **MY LIFE** - BILLY JOEL - COLUMBIA
  - 3. **4.**
  - 4. **3.**
  - 5. **2.**

- **Southwest**
  - 1. **TOO MUCH HEAVEN** - BEE GEES - RSO
  - 2. **MY LIFE** - BILLY JOEL - COLUMBIA
  - 3. **4.**
  - 4. **3.**
  - 5. **2.**

- **West**
  - 1. **TOO MUCH HEAVEN** - BEE GEES - RSO
  - 2. **MY LIFE** - BILLY JOEL - COLUMBIA
  - 3. **4.**
  - 4. **3.**
  - 5. **2.**
We ran this ad on 11/11/78

MCA RECORDS
EXTENDS A WARM WELCOME TO

LOGAN H. WESTBROOKS - STANLEY BETHEL

FOR THEIR INITIAL SINGLE RELEASES

THE VALENTINE BROTHERS
"Sound Of Music"
SCHR-40971
Produced and Arranged by Richard Evans

CHUCK BROWN
& THE SOUL SEARCHERS
"Bustin' Loose"
SCHR-40972
Produced by James Portlie for Dancer Productions

since then we have sold 200,000 units

Special thanks to:

AI & The Kidd
WHUR-FM
WIGO-AM

KMJQ - Magic 102 (Jim Maddox)
KACE - 104 (Alonzo Miller)
WXEL - 105 (Reggie Henry)

it's fabulous...We're proud!

MCA RECORDS
IS PROUD TO ANNOUNCE ITS PRESENCE...
WITH PRODUCER, SINGER, GUITARIST, BASS PLAYER, DRUMMER AND SONGWRITER

ROBERT JOHNSON DOES IT ALL ON CLOSE PERSONAL FRIEND.

THE FIRST INFINITY ALBUM.
IS PROUD TO ANNOUNCE ITS PRESENCE...
like 'Soul Train' and 'Today' and gradually moved on to talk shows with Dinah Shore, Merv Griffin and Mike Douglas." Appearance on local talk shows have since become a major promotional tool in each new city they play.

Schiffer credited Warner Bros. for their continued support of the duo through four LPs before their fifth effort was certified gold. "When that happened," he recalls, "I had a gold plaque made up of the sales figures on the back cover and sent it to Mo Ostin, thanking him for his patience, perspicacity and perseverance. He has always believed in us, and I'm sure it's to his credit that he's stuck with us."

Raised in New York City, Schiffer graduated from Harvard Law School in 1953. For the next five years, he worked in the legal department of Warner Bros. Pictures "doing all the things young lawyers do — anti-trust affairs, talent contracts, and copyright litigation." He later opened his own office in New York after a year as an attorney Harold Orenstein, who represented Dot and Imperial Records at the time. The following year he moved to Detroit, where he functioned as a business advisor for Berry Gordy.

"When I first met Berry, Motown was operating out of a little house on West Grand Boulevard," Schiffer remembers. "Berry was distributing records regionally, which is something that really doesn't happen today. At the time, people with small record companies would put a record out in three or four markets, and if there was a good response, they would try and distribute it nationally."

"It was Smokey Robinson that actually convinced Berry to incorporate nationally. It was a risky proposition at the time, since the financial structure of the business was significantly different than it is today. It was more of a singles-oriented industry, because in terms of popular music, that's where the sales were. Production costs were low, so you didn't need a lot of money to experiment with new acts. Independent distribution was also extremely strong. Watching Motown grow from a small family business was tremendously satisfying because a lot of people didn't think we could make it."

It was at Motown that Schiffer met Ashford & Simpson, and that relationship is still going strong today. As the current "Is It Still Good To Ya?" LP nears platinum certification, Schiffer emphasizes that "development doesn't stop there; in fact, that's where it starts, all over again. We've already planned next fall's tour schedule around new markets that we hope to break. Hopefully we'll continue to enjoy ourselves as much as we've been doing."
SINGLES BREAKOUTS

Record Factory/San Francisco
BEE GEES
CHIC
ERIC CLAPTON
ALICE COOPER
PAUL DAVIS
EARTH, WIND & FIRE
FOOTSTOMPERS
TOM D JONES
QUEEN

Norma Cooper/Philadelphia
STEPHEN BISHOP
FIREBALL
DAN HARTMAN
LINDSAY AIR
LIVINGSTON TAYLOR
Curtis/Huey
JIMMY BUFFETT
CAPTAIN BELL
RITA COOLIDGE
ROXIE
BOSS TALKER
BARRY MANILOW
TALKING HEADS
Michael/a New Orleans
BEE GEES
CHIC
LINDSFARNE
SANTA MYNGO
ALICIA BRIDGES
PEBBLE BRYTON
STEVE MARTIN
TODD RUNDGREN
BELLEVUE
NEIL YOUNG
Ringo/One
Mike/Quee
BAN KAY
EARTH, WIND & FIRE
EMILY HARRIS
THE J. GEILS BAND
CAROLINE WHEELER
STEVE MILLER
QUEEN
TODD RUNDGREN
THUMPY
Lizzy Pizz/Los Angeles
WATSON JENNINGS
WATSON JENNINGS
KANSAS
MACHADO
STEVE MARTIN
SCORPIONS
STEVIE WIXON
GEORGE THOROGOOD
Robert/Mike/Philadelphia
ABE BAND
CHIC
EARTH, WIND & FIRE
WILLIAM MANILOW
QUEEN
OASIS
Orkis/lando
ROBBY CALDOWELL
DEVO
EARTH, WIND & FIRE
BARRY MANILOW
QUEEN
BARBRA STREISAND
The Chicago/Chicago
KEVIN BARROW
PEBBLE BRYSON
CHIC
EARTH, WIND & FIRE
DOROTHY MOWE
TAP ORCHESTRA
Peter/Tampa
TOWER OF 200
EARTH, WIND & FIRE
DEVO
THE J. GEILS BAND
OLIVIA NEWTON-JOHN
CHIC
EARTH, WIND & FIRE
TODD RUNDGREN

Chinese
ERIKA CLAPTON
QUEEN
STEVEY DAN
TODD TOT
Gary's/Georgia
ERIC CLAPTON
EARTH, WIND & FIRE
QUEEN

POPSICLE PROMOTION — 20th Century Fox Records recently sponsored a Dan Hill popidote promotion in conjunction with the Los Angeles-based Music Plus retailer chain and 20th's local distributor, Pickwick International. An ice cream truck was used to promote Hill's new "Frozen In The Night" album. Pictured (l-r): are: Ron Botelho, Music Plus/Hollywood; Morris Sullivan, Pickwick; Mark Westley, manager, Music Plus/Hollywood, Susan Sterling, Music Plus/Hollywood and Curt Masterson, Pickwick.

Unusual Cover On Midsong Disco LP

NEW YORK — Midsong International Records has come up with a unique cover concept for its latest disco LP release, "Jungle Drums," by Wild Fantasy. Both the front and back covers feature a couple dressed only in loin cloth embracing around a chest-high jungle drum. The couple on the front cover is female while the couple on the back cover is male. While both cover photos are cut off above the chin, both couples appear to be kissing.

Midsong has extended the concept of the album to its marketing campaign and has allocated $20,000 in advertising to gay-oriented publications as Nightfall, American Gay Life, Michael's Place, Where It's At, and the Advocate newspaper, as well as to more mainstream publications like After Dark and Discothekin'.

But although the album cover's potential for controversy, Midsong president Bob Reno was optimistic that sales and distribution would be unhampered. "So far, Reno said, "we haven't heard a peep about the cover. We expect 'Jungle Drums' to be a normal disco release."

Aspen Firm Formed To Handle Martin Products

LOS ANGELES — William E. McEuen, manager of Steve Martin, and Bill Graham have formed Aspen Merchandising, a joint venture between Graham's Winterland Productions and the Steve Martin organization for merchandising of all Steve Martin products. Winterland will provide merchandising from concert sales, retail distribution, fan mail and mall orders. The current merchandising program has been planned in conjunction with Martin's new album "A Wild and Crazy Guy."

DISPLAYS AND MORE — Barry Rolfer of Polygram Distribution's merchandising department, stands amid the plethora of merchandising materials designed in support of Donna Summer's latest Casablanca release, "Live and More." Available to stores are a variety of items, including: 33 1/3 and 45 rpm cover mobiles, 2' x 3' horizontal posters, items shown here were set up at Licorice Pizza's Hollywood store.

MUSHROOM WOBBLERS — Mushroom Records has developed a new in-store merchandising item designed to save cost. Called the wobbler, the new device fastens to a cash register or wall. The name is derived from the spring-like quality of the item. So far, wobblers have been created for six acts on A&M Records, the label which distributes Mushroom in Canada.
New Eastwood Film Features E/A Country Soundtrack LP

DALLAS — More than 150 key country and pop radio representatives and members of the national press were flown here last week for the world premiere of Clint Eastwood’s new Warner Brothers film, “Every Which Way But Loose.” The film features Eddie Rabbit, Charlie Rich, Mel Tillis and Sondra Locke in a country soundtrack album on Elektra/Asylum Records.

Eastwood, other movie cast members and Rabbit and Rich attended the Nov. 18 premiere which was followed by a Supper cocktail party and luncheon in the 2001 Club on the 40th floor of the Bryan Tower Building in downtown Dallas. E/A chairman Joe Smith welcomed guests and introduced Eastwood and other cast members at the luncheon. After the meal, Eastwood met with members of the press and radio and taped interviews for most of the afternoon.

Dinner Show

The evening was highlighted by a dinner and show featuring Rabbit and Rich at The Palladium Supper Club in Dallas. Because of prior commitments, Tillis was unable to attend the festivities, but Eastwood made a short welcoming address before Rich and Rabbit entertained more than 200 guests in attendance for the dinner/show. Eastwood also appeared at the Dallas Cowboys-New Orleans Saints football game Sunday afternoon and was interviewed on the telecast at half time.

Press and radio representatives arrived Friday (Nov. 17) for the premiere and were welcomed by the publicity and promotional representatives from Warner Films and E/A at the plush Fairmont Hotel. Promotional kits containing windbreakers, baseball hats, soundtrack album, T-shirts and posters — all bearing the “Every Which Way But Loose” logo — were distributed to all arriving guests. A reel-to-reel taped interview with Eastwood interspersed with excerpts from the soundtrack was also included in the promotional packet. A cocktail party that evening in the Pavilion Room of the Fairmont Hotel opened the weekend’s festivities.

“Every Which Way But Loose,” which stars Eastwood, Beverly D’Angelo, Ruth Gordon and a charming 165-pound orangutan named Clyde, is a refreshing departure for Eastwood. Usually performed as strong, silent loners, westerns and police films, Eastwood’s new movie is a light, comedy/drama featuring the actor as a truck driver who loves beer and the bright lights of country and western nightclubs. Eastwood, who has a talent for bare-knuckle fighting in the film, chases a girl singer from The Palomino Club in Los Angeles and out of clubs in California to Colorado and New Mexico. An interesting and funny highlight is Eastwood’s relationship with his pet orangutan.

Likes Country Music

In a taped interview available for radio promotions, Eastwood explained his interest in country music and the reason a country soundtrack was utilized.

“This was an opportunity to be involved with country music because we are right in the country-western scene in the movie,” Eastwood said. “The story unravels and waves between clubs from L.A. to Denver. I like country music, especially in this current generation. When I was younger, I was never brought up in a country-western atmosphere, but I think country music has melted in with a lot of other forms now and really has some very fine singers and musicians in the field. For instance, Eddie Rabbit, Charlie Rich and Mel Tillis are really good singers. Also Sondra (Locke) is from Tennessee and has a good feel for country music. Phil Everly wrote one of her songs for the movie and Neil Diamond co-wrote (continued on page 31).

Williams Hired As PR Director

NASHVILLE — Quality Takes Time, Inc. recently announced the appointment of Williams as director of public relations. The corporation’s considerable holdings in the Nashville area include an entertainment and restaurant complex spanning a major portion of Prin- ton’s Alley.

In making the announcement Donna Vrabenberg, president of Quality Takes Time, said, “With Mr. Williams’ creative ability and extensive multi-media promotional background, we are looking forward to a long and mutually rewarding association.”

A long-time Nashville resident, Williams was most recently promotion director for Tree International. Prior to that he held a key promotion post with Metromedia in Nashville, Kansas, Virginia, and New York.

CASH BOX VISITS DAVE AND SUGAR — Along with radio and account personnel from across the southeast, Cash Box visited Atlanta, Ga. recently to see RCA artists Dave and Sugar perform at the club downtown recognition before the performance are (l-r) Joe Galante, RCA division vice president; Sue Powell of Dave and Sugar; Bob Campbell, Cash Box; Vicki Baker and Dave Rowland of Dave and Sugar; and Diane Brennan of WBBM Radio in Montgomery, Ala.

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Cash Box/December 2, 1978
OAK RIDGE BOYS  (ABC AB-12434)
"Come On In" (2:58) (Beechwood Music /Window Music — BMI) (Michael Clark)
The Oaks are hotter than ever and this Michael Clark song should fit into their concerts very well. It will allow them to get the audience rocking and at the same time show their individual talents.
DON GIBSON (ABC Hickory AH-54039)
Any Day Now (3:15) (Intersong Music — ASCAP) (B. Bacharach /B. Hilliard)
Both Don Gibson and producer Ron Gant have been struggling lately looking for that certain song and arrangement which will re-establish Gibson in the top 10. This Burt Bacharach tune and Gants production could do the trick.
PAUL SONGCLOSER (Star Fox SF-379-11)
The Giver (3:05) (Troy Shondell Music — SESAC) (Carol Scheleton /Troy Shondell)
For an unknown artist and a small record company this single has an attractive quality and should be tested. Produced by Troy Shondell.

SINGLES TO WATCH

JOHN WESLEY RYLES  (ABC AB-12432)
Love Ain't Made For Fools (3:05) (Hall-Clement — BMI) (Terry Skinner /Jerry Wallace)
BUCK OWENS  (Warner Bros WBS-6701)
Do You Wanna Make Love (2:58) (American Broadcasting Music — ASCAP) (Peter McCann)
DARRELL GOUSTON  (Elektra E-45552)
JERRY LEE LEWIS  (Sun SL-1139)
Save The Last Dance For Me (1:49) (Trio Music Co., Inc./Belinda Music — BMI)
GEORGE JONES /JOHNNY PAYCHECK  (Epic 8-50647)
Mabelleine (2:20) (Arc Music — BMI) (C. Berry/R. Fratto /A. Fredd)
MARK K. MILLER  (Ingeri 1-311)
Going, Going, Gone (3:59) (Frank and Nancy Music — BMI) (Kim Morrison)
GUY CLARK  (Warner Bros WBS-5714)
Fools For Each Other (3:25) (World Song Pub., Inc. — ASCAP) (Guy Clark)
ED BRUCE  (Epic 8-50645)
Angelline (3:10) (Newkeys Music — BMI) (R. Rogers)
BOBBY BOOD  (Chule CR-103)
I Hurt Enough (2:12) (Starcast Music — ASCAP) (Bobby Hood)
LEON EVERETT  (Orlando 105-ORC)
We Let Love Fade Away (3:07) (Magic Castle Music/Blackwood Music — BMI) (Roger Murrah /Jim McBride)
BARRY SADLER  (GAS GAS-1103)
Whiskey (2:25) (Great American Sound /Paul Wyatt Music — ASCAP) (Barry Sadler)

HOLIDAY SINGLES

STATLER BROTHERS  (Mercury 55046)
I Believe In Santa's Cause (2:50) (American Cowboy Music — BMI) (Lew Dewit /Buddy Church)
DAYSPIRNG  (Con Brio CBK-143)
Eliie (The Littlest Elf) (3:47) (Con Brio Music/Tales & Tunes — BMI) (Curts Keene)
CHRISTMAS, CHRISTMAS (3:03) (Con Brio Music/Tales & Tunes — BMI) (Curts Keene)
JIMMY PAYCHECK  (Little Darlin’ LD-7810)
I’ll Place My Order Early (2:20) (Dream City Music — BMI) (J. Paycheck /A. Mayhew)
BURL IVES  (Joe MJ-1)
It’s Gonna Be A Mixed Up Xmas (2:28) (Monkey Joe Music — ASCAP) (Dallas Corey)
BOBBY HELMS  (Little Darlin’ LD-7809)
Jingle Bell Rock (1:50) (Rosarita Music — ASCAP) (J. Beal /J. Booth)

E/A Country Soundtrack LP

This could very well be the finest album Kenny Rogers has ever recorded. A good song is the backbone of a good record, and Rogers and producer Larry Butler have tracked down 11 absolutely great tunes for this LP. Nashville’s hottest writers are represented here, and the production and vocals drape these songs with impeccable class. The music here is not necessarily country, but just excellent music which will appeal to every type of listener.

With such artists as Eddie Rabbitt, Charlie Rich, Mel Tillis and Hank Thompson combined with the appeal of a Clint Eastwood movie, this soundtrack album should attract a brisk business during the holiday season. The music is solid throughout the LP and two singles, “Every Which Way But Loose” by Eddie Rabbitt and “I’ll Wake You Up When I Get Home,” by Charlie Rich will be soon released.

YOU HAD TO BE THERE — Jimmy Buffett — ABC AK-1008 — Producer: Norbert Putnam — List: 1198
Jimmy Buffett is not actually a country artist, but his singles and albums regularly appear on country charts. This live, two record set presents a vivid picture of Buffett’s carefree, boisterous concerts. And the LP features most of his better material recorded over the past several years. Included are “Margaritaville,” “Come Monday,” “Pencil Thin Mustache” and the sensitive “He Went To Paris.”

David Allan Coe constantly takes chances and strives to expand his creative borders. This new LP is a musical answer to his broken marriage. One side is happy, and the other side consists of bitter songs written after his wife had left him. Coe’s personal habits have turned off some country listeners, but David is one of country music’s most talented writers and singers and this album is full of honest emotion.

Ronnie McDowell has been a phenomenon of sorts in the past year, and this live LP captures his stage act. Most of these songs are rock n’ roll standards (none of Elvis’ old songs) which highlight McDowell’s wide vocal range. Ronnie’s deep baritone is his strong point, but he still needs to develop a more distinctive style. However, “Delilah,” “Tossin’ and Turnin’” and “Hurt” showcase one of country music’s finest voices.

CBS ENDOWS BELMONT COLLEGE MUSIC PROGRAM — CBS Records recently presented Nashville’s Belmont College with a $5,000 contribution to its Music Business Degree Program. Commenting on the donation, Rick Blackburn, vice president, marketing, CBS, said: “The contribution offered our industry by Belmont and other institutions that offer a similar curriculum is immense... It’s with a great deal of pleasure that we can lend a hand to a program whose entire purpose is to better our future.” Pictured in the CBS College recording studio are (l-r): (standing) Joe Casey, director, promotion, CBS Records, Bob Mulloy, director of the Belmont Music Business Program; Dr. Herbert Gabard, president of Belmont; Blackburn; and Roy Wunsch, director, marketing, CBS Records; kneeling are CBS interns Kevin Haggerty, Gary Music and Rob Parish.
DJ’s Push RCA Duo Single

by Bob Campbell

NASHVILLE — The country version of “You Don’t Bring Me Flowers” by RCA’s Jim Ed Brown and Helen Cornelius is an excellent example of what we might call cross-programming and communication between radio programmers and record companies, which will help country artists promote their songs with country-crossover potential to their own advantage.

Another Jim Ed Brown hit, “You Don’t Bring Me Flowers” by Neil Diamond and Barbara Streisand on Columbia is not country (#1 bullet on the Cash Box Top Country Singles Chart after seven weeks), the song will air in country formats, and the pop version debuts this week at #92 on the CB Country Singles Chart.

However, the record by Brown and Cornelius debuts this week at #55 bullet and pop for the country artist who has made Jim Ed Brown records or the country manager who is responsible for the production of a #55 bullet for a country artist who has made a custom cut for pop.

Top Pop

Mitchell had heard the Diamond and Streisand version and liked it, but the song was too pop for his listeners. But he estimated that a Jim Ed Brown record would be more appealing to pop audiences. Mitchell said, “I think the song is one of the most powerful songs lyrically that I have heard in many, many years. The only thing I was concerned with was the fact that — to my ear — there were no country inflections, as far as compatibility with the pop music I was playing on the radio station.”

Through a listener poll, Mitchell found his audience agreed with his view. At this point, Mitchell called Galiane and made the suggestion. “Here is a song with a message and a feel that I believe will bear repeating hundreds of times. I am certain my audience will want to do without the song.”

Galiane called other stations and similar suggestions were made. He discussed the project with Collins and the resulting record was mastered and shipped to radio stations.

Tree Arranges Opry Special

NASHVILLE — “Christmas at the Grand Ole Opry,” a one-hour ABC-TV network special filmed last week at the Grand Ole Opry House, will be the first project completed by Tree International’s television division. Guests include Roy Acuff, Chet Atkins, Crystal Gayle, Grandpa and Ramona Jones, Barbara Mandrell, Minnie Pearl, John Ritter and The Statler Brothers.

Irvinger Waugh, president of Tree’s television division and former president of WSM Television here, negotiated the special and brought the Hollywood production team to Nashville recently to produce the special. Waugh said he basically acted as an executive producer in organizing the special.

“I did what was necessary to produce the director to do the special,” Waugh said. “I sold the Christmas show to ABC without a cast or concept. I functioned as the executive producer. The show was taped.”

(continued on page 38)

John Brown Opens Country Promo Co.

LOS ANGELES — John Brown Promotion & Marketing, which has been forming MCA Country Records market and operations director, John Brown, the new firm will provide a coordinated and serviced promotional program directed at the country music field including weekly contact with key reporting stations, racks, one stops and direct trade relations with trade publications and tip sheets.

Before MCA

Prior to his six-year stint at MCA Records, Brown was sales and promotion director of Hickory Records. He began his career at Acuff Rose Publications where he was national promotion director.

John Conlee Showcase — ABC’s John Conlee pauses for a chat with friends after performing for music row executives and members of the press during the recent Exit/In Showcase. Conlee’s new single, “Lady Lay Down,” sits this week at #12 on the Cash Box Country Singles Chart. The song was produced by Tony Tamburro, ABC national promotion field manager, Nashville; John Wesley Ryles, ABC artist, Conlee, E. W. Woolsey, ABC national promotional director, Nashville, and Jim Foglesong, president, ABC Records, Nashville.

A Lot of Speculation

WKDA Nashville program director Dale Turner added the Brown/Cornelius version as soon as he received it.

“There’s always a lot of speculation surrounding covers, but after I heard the test pressing I felt it was a very polished production.”

The Diamond/Streisand record would probably have been added to more playlists if the country version had not been recorded. WHOO’s Mike Burger of Orlando, Fla., added the Diamond/Streisand version until the country record was shipped.

To our definite pleasure they (Brown/Cornelius) did an outstanding job on it,” Burger said. “With the initial reaction to the Diamond/Streisand single, we felt that since we had such a good cut by two established artists in our field, we should stick with them. When you have a great song by two well-known artists it’s better to stick with them.”

Burger added that the Diamond/Streisand version was getting more play than the country version.

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www.americanradiohistory.com
WUBE SPONSORS SECOND FREE CONCERT -- WUBE/Cincinnati drew a crowd of more than 10,000 country music fans to the city’s Old Coney Park for WUBE’s “Free Day in the City.” The day-long event on the banks of the Ohio River featured Johnny Dun- can, Bobby Burchers, The Bellamy Brothers and Jacky Jenkins and Tom Hunley. This is the second free concert that WUBE has sponsored for its listeners this year.

WIRE AND WALT DISNEY WORLD CELEBRATE MICKEY’S 50th -- WIRE/Indianapolis along with Walt Disney World hosted a birthday party for 50-year-old Mickey Mouse last month. More than 200 children were treated to the party at the Children’s Guardian Home in Indianapolis. The network talk show “America Alive” aired a segment of the birthday party on November 17, featuring Mickey Mouse and WIRE’s Bill Robinson.

OPERATIONS DIRECTOR PROFILE -- Chuck Morkri, a born and bred Wisconsinite, is operations director for WTSO-2/154/Madison. Morkri began his broadcasting career while in college at the University of Wisconsin. He started working for WKOW television in Madison on a part-time basis in 1956. After graduating from college, he went with the TV station full-time for several years. Morkri started working for WRCO/Richland Center, Wisconsin as a jock. After spending eight years at WRCO, Morkri came back to Madison to begin working for WKOW radio. He started as a jock there, and was later promoted to PD. Morkri left the station for a time but then returned to do a morning show, which later turned into a 30-year run on the air... in the meantime, WKOW sold their TV station and changed the radio call letters to WTSO. In the last three years, Morkri has made WTSD and Z-104, #1 and #2 in the Madison market.

WIRE - COUNTRY MUSIC'S NEWEST SINGLE -- WIRE’s new single, “Best Friends” (Cash Box No. 2, cover story) is getting widespread airplay. Some people changing Arbitron ratings. Some people changing Arbitron ratings. Some people changing Arbitron ratings. Some people changing Arbitron ratings.

THE CALM BEFORE THE STORM -- The Arbitron surveys are over for the quarter and the results will begin trickling in from major markets in the next few weeks. If past AQR’s are any indication, there will be some people changing jobs soon... some by choice, some not. Before that happens, however, some might do well to go back and read WIRD/St. Paul PD Dave Donahue’s articles on radio survival (Cash Box August 19, 26, and September 2). Among other things, the articles hint at various ways to get a job. The last three were disastrous (and saw several people change Arbitron ratings). If people want to work for WLSC/Roanoke, Bob Berry, WWVA/Wheeling, Mike Burger, WHO/Orlando; Dale Turner, WKDA/Nashville; Tom Allen, WDEE/Detroit; Lee Ransom, WLIX/Pearla; Chris Cooper/Washington, DC; and Bob James/Nashville, WJKN.

Tree Arranges Opry Special

country mike

HAPPY BIRTHDAY JOHNNY DUNCAN -- Columbia recording artist Johnny Duncan was in Los Angeles recently celebrating a birthday. He said the celebration was a little more special this year. Duncan, who was joined by his wife, arrived in Los Angeles recently to begin work on his new record. He is scheduled to perform at the Hollywood Palladium on June 26, 1978. Duncan’s new record will be released in late August. He also plans to release a new single, “Best Friends,” in late July. The single is expected to chart in the top 20.

WVHC Adds Country Station

WVHC-FM on Long Island in the Town of Islip, is replacing its translator in the Town of Kings Park, N.Y., with a new translator in the Town of Islip. The new translator is located on the roof of the Islip Auditorium and will broadcast on 94.9 MHz. This move will allow WVHC-FM to offer its programming to a wider audience in the Town of Islip.

MOST ADDED COUNTRY SINGLES

1. WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR -- CRYSTAL GAYLE -- UNITED ARTISTS

2. ANYTHING THAT REMINDS ME OF YOU -- BOBBY BURCHERS -- KRAM/KXK

3. BABY I'M BURNIN'/I REALLY GOT THE FEELING -- DOLLY PARTON -- RCA

4. TENDER CARES -- BUDDY GUY -- ABC

5. DON'T MESS WITH MY HEART -- BOBBY BURCHERS -- KRAM/KXK

MOST ACTIVE COUNTRY SINGLES

1. TULSA TIME -- DON WILLIAMS -- ABC

2. I'M NOT AS CLEVER AS I ONCE WAS -- JIM REEVES -- ABC

3. EX-26 -- ROGERS -- ABC

4. RUN, RIDE, SING, DANCE -- ROGERS -- ABC

5. MY LADY -- JOHNNY CASH -- ABC

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Lennie Tristano died last week at age 59 of a heart attack. Oddly, his death coincided with the release of the Inner City LP, “Descent Into The Maelstrom,” which was the first LP of his work in fifteen years. Tristano was a jazzman of the highest order. He had not appeared in person for more than a decade, but he was a key figure on the west coast scene. A student of Lennie Tristano’s career, he took the jazz world by storm in 1949, with a series of recordings on New Jazz (recently resuscitated on a Prestige set titled “Early Sessions”) and Capitol which vaulted him into national prominence. The Capitol recordings were revelations to many modern jazz fans and included some of the first attempts at free-form jazz. However, Tristano’s career never lived up to its initial promise, and he had only two long-delayed Atlantic albums to show for the rest of his career.

New Muse: “Home” by Bill Hardman with Slide Hampton and Junior Cook. Why Not? Don Patterson with Virgil Jones and Idris Muhammad: “Something In Common” by Sam Jones with Cedar Walton and Blue Mitchell: “Cubicle” by Walter Bishop Jr. with Curtis Fuller, Pepper Adams and Randy Brecker: “Stolen Moments” by Mark Murphy featuring Richie Cofield. And the first Pepper Adams album in some time, “Reflection.”

One of the most interesting reissues to come along in some time is a three-record set on DRC entitled “The Astaire Story.” Yes, this is the very same music that Nor- man Granz did in 1952 when he backed Fred Astaire with some of his jazz At The Philharmonic stars such as Charlie Shavers, Flip Phillips and Oscar Peterson. The latest Art Pepper album, “Among Friends” has just been issued on Interplay. A quartet album, it features Russ Freeman on piano (his first jazz date in 12 years) and Paul Bley on drums.

Joyce Leffenfant is a new singer, and her first Versatile LP is titled “It’s Too Late.” Solid jazz contributions are had by Hank Crawford, Jorge Dalto and Johnny Hammond.

The latest from Inner City includes Ryo Kawasaki’s “Eight Mile Road” and Art Farmer’s “The Summer Knows.”

Helen Humes returns to New York for three weeks at The Jazz Emporium, opening Nov. 29.

Blues news: Albert Collins, with a new Alligator LP due any minute, hits the Boll- tom Line on Nov. 29 and 27.

Walter Horton, aka Big Walter or Shaky, hit his album on Big Pig titled “Fine Cuts.” It contains some of the best blues harmonica heard in some time. The artist: the new label run by John Snyder (formerly in charge of A&M/Horizon), has arrived with its first releases. A&M/Horizon had elaborate packaging created by Snyder but this new line is even more impressive in its look. Orn- ette Coleman, Jim Hal-Red Mitchell. Artist/house, the new label run by John Snyder on his own label.

This is the current Getz quartet plus percussionist Efrain Toro, recorded in Switzerland. There are ten titles in the double album, and the bulk of them were written by keyboardist Andy Laverne and bassist Mike Richmond. Their performances are long and inventive, with Getz experimenting with Echoplex at one point. No question but that the music is expert, dedicated and sincere, but Getz is one of the great melodists, and when he is not interpreting great melodies, something of his special magic is lost.

Eddie’s Function: Lockjaw Davis – Belfeithem 6035 – List 9.89

This is Lockjaw from the mid-’50s, with his little band often including Shirley Scott on organ. It’s bristling, visceral music at standards, blues and jazz originals mixed up in a varied program. Lockjaw’s playing does not date and reflects the total individualistic demeanor that has served him so well through the years.

On a Gentle Note: Dave Pike – Muse MR 5168 – Producer: Bill Metz – List 7.98

Having worked in the past with such greats as Ornette Coleman, Bill Evans and Herbie Mann among others, it’s no surprise that vibraphonist Dave Pike’s first outing with a band of his own is a satisfying, varied effort. Backed by a quintet of top Southern California jazz players, Pike displays the range and power of which the vibes are capable. A samba rhythm serves as the basis for some elaborate solos by Pike on “Regards From Freddie Horowitz,” but all the instrumentalists get their turns. A solid jazz add.
ROCKER RETURNS — Carl Perkins, who had several hits in the 1950s, is back on the concert trail supporting his new album on Jet/CBS. "Ole Blue Suede’s Back." Perkins was in Atlanta recently where he stopped by radio station WPLO. Pictured (l-r) are Al Moss, Jet regional promotion; Tim Pritchard, CBS regional country promotion manager; Perkins; and Jim Clemmons, WPLO program director.

WEA Explores Merchandising Techniques At ’78 Road Show (continued from page 7) In the interest of keeping displays simple and clear, plus stated that displays must be arranged in a style similar to the formats newspapers and magazines utilize to establish maximum visibility. The film asserted that displays, like newspapers, should be designed so that they read from left to right and from top to bottom. It is also important that the displays possess highly visible headlines which communicate to the record consumer immediately what record and artist is being promoted.

Overall, the merchandising Road Show was attended by approximately 200 WEA sales and merchandising officials. The largest conference took place in Los Angeles at the Sheraton Universal Hotel, where over 50 representatives were in attendance. Accompanying the Road Show from WEA’s home office was Moering, Grant, and Gamaiche, plus Russ Bach, vice president/marketing development, and Narro Wright, eastern regional representative for black music marketing.

In addition to the WEA sales and merchandising representatives listed above, the Road Show was attended by the following label representatives: Hale Publishers Forum To Include Nashville Unit

NEW YORK — The National Music Publishers’ Association will take steps to establish a Nashville chapter of the Music Publishers’ Forum, the informal organization of young publishers, when it hosts a lunch for young publishers at the Hyatt Regency Hotel in Nashville. Following the lunch, the group will attend the meeting at the Nashville NMBA, which will be held in conjunction with the clients of the Harry Fox Agency.

DADDY DEWDROP’S NEW POP SINGLE, "NANU-NANU" (INPHASION 7201) AND LU JANIS, SMASH LP, "OR DURVS" (INPHASION 3900)

‘PUT IT THERE, PREZ’ — WRKO/Boston PD Mark McKay has the sole member of the Boston broadcasting community invited to a recent White House Bar-B-Q for the music industry. Pictured above shaking hands with the President is McKay.

Miller’s Hits Platinum

LOS ANGELES — The Steve Miller Band’s "Greatest Hits 1974-1978" album has been certified platinum by the RIAA. The album was released Nov. 13. 

Bloom Moves Offices

NEW YORK — The Howard Bloom Organization has moved to new headquarters at 136 East 55th St. The 2,000 square foot duplex will house a staff of ten employees. Bloom’s phone number remains 781-9852.

Arandas Music Opens

LOS ANGELES — Phryeword, a Dallas-based group which recently released its first album on Mercury Records, has formed its own publishing company, Arandas Music. The new company will be housed at 7229 S. Jan Mar in Dallas.

Metz And Rapp Form Palladium Records

NEW YORK — Stephen Metz and Joseph Rapp Of Metz/Met Management have formed Palladium Records. The Company’s first release is "Mucho Macho," by M.A.N.

Cash Box/December 2, 1978
ASCAP GETS BROTHERS — Riding on the crest of their recently certified platinum album, The Brothers Johnson recently joined ASCAP. Pictured are (l-r) Mark Hartley, Fitzgerald/Hartley Management, which manages the Brothers; Michael Gortaine, ASCAP membership representative; George Johnson; Louis Johnson; John Mahan, western regional/executive director of ASCAP; and Jeff Sydney, attorney for the brothers.

CBS Strikes Gold With Three Different Acts

NEW YORK — Three LPs by CBS recording artists have been certified gold by the RIAA. They include Kirshner group Kansas’ new album, “Two For The Show” and Columbia recording artist Bruce Springsteen’s first album, “Greetings From Asbury Park, N.J.” Columbia artists Earth, Wind & Fire’s “Best Of... Volume I” has also been certified gold.

Butterfly Pacts With Surfside Distribution

LOS ANGELES — Surfside Distribution, Inc. has pacted with Butterfly Records for distribution of all Butterfly product in the Hawaiian Islands. Surfside’s main office is located in Honolulu.

Funkadelic Goes Gold

LOS ANGELES — “One Nation Under A Groove,” Funkadelic’s new album on Warner Bros. Records, has been certified gold by the RIAA.

ARTISTS ON THE AIR

Thin Lizzy will appear on “Don Kirshner’s Rock Concert” Nov. 27. On Nov. 27 the “Mike Douglas Show” will feature guests Exile and Seals & Crofts. Mac Davis will perform on the “Mac Griftn Show” on Dec. 4. Filming will begin in January for a Paul McCartney Special. Connie Francis and Peter, Paul and Mary will perform on “Dick Clark’s Live Wednesday” on NBC on Nov. 29. “Rock Concert” will feature a performance by Sarah Dash on Dec. 4. Paul Anka will guest on “Dick Clark’s Live Wednesday” Dec. 6.

Cash Box/December 2, 1978
HERE COME THE MAJORS — While everyone is eagerly awaiting official word of the Ray Caviano — Warner Bros. connection (still a few weeks off), Tom Hayden has announced his upcoming disco label deal with CBS. Tom will be president of the label which will be distributed from CBS, and will share international distribution pending. Mike Stewart, who is Hayden’s partner and president of International Publishing, arranged the negotiations. Hayden & Assoc. will continue to handle independent promotion projects in addition to working over CBS material. With first product expected to be released after the first of the new year, Tom says he will be gravitating over disco crossovers. He is expecting to hire a radio promotion person. More details shortly.

NAMES IN THE NEWS — Marty Blecman is resigning from his position on the BADD Board of Directors effective with Fantasy Records. Marty will also drop his column in The Advocate and will stop reporting to the trades. BADD announced that Jon Randa, who spins at The City in San Francisco, Nick Liggins, a DJ at Tally’s in San Jose, are joining the board. Nick, who is director of the San Jose satellite of BADD, will continue his current duties. Jon will handle feedback for the pool. A third appointment will be announced in the near future. Dana Andrews, president of the Electric Canyons in Seattle, said that the Canyons will officially become a disc-collecting pool Dec. 1. The Canyons was started last February by Greg Badger of the Shelter label. Greg’s idea was to promote dance music as an independent promo outlet. However, with insufficient label support, Andrews has effect-

REVIEWS

CHRIS HI VELASCS — Rock Solid — Barclay 90279 — LP

If you haven’t checked it out, this is an interesting import available through Peters International in N.Y. The LP features many of the players involved with Voyage. This is also the first solo album by Chris-Chi whose voice was last heard on Cerrone’s “Supercare.” The backing band which calls itself The Black and White Band contains such notables as Slim Peitz on guitars and producer Alain Wrinjak on keyboards and synthesizers. This album aims at a funky integration of disco and rock ‘n roll and the pounding boogie, boogie piano licks, driving horns parts and excellent vocals do the trick. “Rock Solid” is a commanding 10:05 minute track. “Concave” with its fine guitar work is a dynamic remake of J.J. Cale’s classic; the follow-up “Disco Carbine” is a solid instrumental with conga backing. “Give It To Me” has fine singing and building funky rhythms and a vocal break which smooths the edge.

DOOLY PARTON — Baby I’m Burnin’ — RCA J-11425 — 12" — 4:31 — Promo Only

This track which was remixed by Al Garrison and Warren Schatz features the original upfront piano work and a new syrnda, tambourine and conga break with a flyght syn-

HOSTS — BOSTON — JANE DUNKLE

Hot Rotation:
Le Freak — Chic — Atlantic
MacArthur Park — Donna Summer — Casablanca
One Nation Under A Groove — Funkadelic
Warner Bros.
Y.M.C.A. — Village People — Casablanca
Instant Replay — Dan Hartman — A Blue Sky
Take That To The Bank — Shalamar — Solar/RCA
I’m Every Woman — Chaka Khan — Warner Bros.
I Love You — Chic — Atlantic
Alicia Bridges — Polydor
Your Sweetness Is My Weakness — Barry White — 20th Century
 Ain’t That Enough For You — John Davis — Sam
Hit Bound:
Get Down — Gene Chandler — Chif Sound/20th Century
Now That We’ve Found Love — Third World — Island
A Little Lovin’ (Keeps The Doctor Away) — The Real A&M
Hit Bound:
I Will Survive — Gloria Gaynor — Polydor
I Love Music (LP) — Montego — Atlantic
Party Time Man — Futures — Epic
Symphony Of Love (LP) — Miquel Brown — Polydor

FUNK DISCO HIGHLIGHTS

Get Down — Gene Chandler — Chif Sound/20th Century
Now That We’ve Found Love — Third World — Island
A Little Lovin’ (Keeps The Doctor Away) — The Real A&M
Hit Bound:
I Will Survive — Gloria Gaynor — Polydor
I Love Music (LP) — Montego — Atlantic
Party Time Man — Futures — Epic
Symphony Of Love (LP) — Miquel Brown — Polydor

WKTU — NEW YORK — MATTHEW CLEMENT
Hot Rotation:
Le Freak — Chic — Atlantic
In The Bush — Muqe — Prelude
MacArthur Park — Donna Summer — Casablanca
Now That We’ve Found Love — Third World — Island
I’m Every Woman — Chaka Khan — Warner Bros.
You Stepped Into My Life — Melba Moore — Epic
Never Let Go — Eastbound Expressway — A&M
I Can — Village People — Casablanca
Instant Replay — Dan Hartman — Blue
Je Suis Music — Cerrone — Cotillion
Hit Bound:
Got To Be Real — Cheryl Lynn — Columbia
Higher Than You — Rickey Chandler — 20th Century
Hold Your Horses — First Choice — Salsoul
Every 1’s A Winner — Hot Chocolate — Infinity

WHAG FM — PHILADELPHIA — NOR PERRY
Hot Rotation:
Contact — Edwin Starr — 20th Century
Step Into Our Life (Call To Order Again) — Polydor
Le Freak — Chic — Atlantic
Shoot Me With Your Love — Tasha Thomas — Atlantic
Tell Me Your Groove Thing — Peaches & Herb — Polydor

WWTI — NEW YORK — MATTHEW CLEMENT
Hot Rotation:
Le Freak — Chic — Atlantic
In The Bush — Muqe — Prelude
MacArthur Park — Donna Summer — Casablanca
Now That We’ve Found Love — Third World — Island
I’m Every Woman — Chaka Khan — Warner Bros.
You Stepped Into My Life — Melba Moore — Epic
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Je Suis Music — Cerrone — Cotillion
Hit Bound:
Got To Be Real — Cheryl Lynn — Columbia
Higher Than You — Rickey Chandler — 20th Century
Hold Your Horses — First Choice — Salsoul
Every 1’s A Winner — Hot Chocolate — Infinity

TOP DISCO

1 LE FREAK* (12"")
2 SHAKOKE YOUR GROOVE THING
3 CERRONE IV
4 I LOVE THE NIGHT LIFE
5 MACARTHUR PARK SUITE
6 MY CLAIM TO FAME
7 CHAINS/CREAM ALWAYS RISES
8 A LITTLE LOVIN’
9 CRUSIN’
10 YOU STEPPED INTO MY LIFE
11 MELEA MORE (EPIC — 12"")
12 AINT THAT ENOUGH FOR YOU
13 WORKING & SLAVIN* MIDNIGHT RHYTHM
14 DOIN THE BEST THAT I CAN
15 CONTACT

Cash Box/December 2, 1978
CERRONE HAS THE GOLDEN TOUCH.

"Cerrone IV" is selling 100,000 albums a week. No wonder it's called "The Golden Touch." Contains the new single, "JE SUIS MUSIC" by Cerrone. Composed and produced by Cerrone. SD 5208.

On Atlantic/Columbia Records and Tapes.
NEW YORK — Renowned Spanish guitarist Narciso Yepes, who records for DG, recently gave a recital at Carnegie Hall. The program commemorated the second centenary of the birth of composer Fernando Sor.

Playing a 10-string guitar, Yepes impressed with his remarkable facility and his understated grace. Especially satisfying were two new works: four songs by Ginastera (Nos. 9, 11 and 12) by Villa-Lobos and several of the Sor works. The best in the latter group were the simple, yet refined, Study in B minor and the brilliant "Theme and Variations," Op. 28.

A couple of the selections did not go over too well August Kuehnel's "Suite in A Major" for instance, was intimate chamber music that lacked the dramatic power to sustain interest in the concert hall, and "Tarantos," by the contemporary composer, Leo Brouwer, was not congenial music for the guitar. Both here and in some other places Yepes' harmonics were pingy and forced. But in Firdarno Catulli's "Sermietteria," Per Dim, and then, guitarist gave a scintillating performance.

TURN-ON — The Moss Music Group, which recently acquired the Vox-Turnabout catalogs, has launched a new line of budget-priced classical discs called "Turn On." Listed at $3.98 in all configurations, these LPs are designed to attract consumers who are unfamiliar with the classics in such locations as discount and department stores. Like the company's Saturday Night Fever LP, the Turn On selections have pop-styled packaging and feature only well-known pieces. Performers are not listed on the album covers, since it is felt that they would not be recognizable to non-classical listeners.

HAPPY BIRTHDAY, CLEVELAND — To celebrate its 60th birthday, the Cleveland Orchestra maestro Christoph von Dohnanyi will give a gala concert on December 10 in Cleveland's Severance Hall. Among the distinguished guest artists will be Beverly Sills and Isaac Stern. The Royal Ballet's performance of Tchaikovsky's "The Sleeping Beauty" will be broadcast from London's Royal Albert Hall on December 17. An encore performance will be aired on Christmas Day. Frederick Rzewski's "Tian An Men, Unit 711, Defeated" will be performed by pianist Ursula Oppens at Carnegie Recital Hall December 14. This important contemporary work has been recorded by Oppens on Vanguard Records and the disc is scheduled for imminent release. Other major 20th Century compositions will be performed at Carnegie Recital Hall by the Da Capo Chamber Players December 6, and on the previous evening, the American Brass Quintet will play several works by Jacob Druckman. The Pulitzer Prize winner pianist Rudolf Serkin returns to Carnegie Hall this annual December recital on the eleventh of the month.

PUBLISHING NEWS — The Theodore Presser Co. has announced the publication of the original piano version of "Images" by Claude Debussy. First composed in 1894, this set of "Images" has never before been published. The autograph manuscript only recently surfaced after many years of anonymity in the collection of pianist Alfred Cortot. There are two other series of piano pieces under the same title, as well as the "Images pour orchestre" (1906-1912). Paul Jacobs recently recorded the newly discovered score for Nonesuch.

Samuel Barber's opera, "Vanessa," will be broadcast on PBS January 31. He has also completed a new opera which will be performed this season by Harold Gomberg and the New York Philharmonic in January. composer Luciano Berio will conduct an all-Berio concert with the Los Angeles Philharmonic in the orchestra's season-debut. Soprano Karen Armstrong of the New York City Opera embarking on a 12-month European tour which will include appearances in Rome, Vienna, Zurich, Berlin and the Bayreuth Festival.

MORE BUBBLES — Beverly Sills is about to end her last role at The Met as Zorina in Donizetti's "Don Pasquale." Playing opposite her will be, first, Nicolai Gedda and, then, Alfred Kraus. A new Angel recording of the opera, due next month, features Sills, Kraus, Alan Titus and Donald Gramm in the title role. Peters International has come with another batch of releases, including a recording of Beethoven's Piano Concerto No. 4 with Leonard Bernstein as soloist. Rosen is recording the entire concerto series with Wynton Marsalis and the Symphonics of London.

KEN TERRY

CLASSICAL ALBUM REVIEWS

HOROWITZ ENCORES — Columbia M 35118 — List: $7.98

None of this material is new, but all of it is delectable. Horowitz connoisseurs will especially love the master's renditions of Liszt's demonic Hungarian Rhapsody No. 19, Chopin's Polonaise in A-flat and Waltz in C-sharp minor, and the pianist's own "Variations on a Theme from Bizet's "Carmen." Also included are "Morceaux" by Debussy, Scarlatti, Rachmaninoff, Moszkowski, Schwarzkopf and Schumann.


Perhaps because he was not an innovator, Jean-Philippe Rameau has never been accorded his rightful place in music history. The world premiere recording is of his chamber opera, "Zephyr," should help correct that situation. This is a very fine recording, with a beautiful performance by Philip Langridge in the title role and the lovely string tuneful of the Ensemble Instrumental de France.


Originally commissioned for the bicentennial but not completed until 1977, "Songfest" is a "cycle of American poems for six singers and orchestra." The vocalists here are Cianna Davis, Roderick LaSpina, Nancy Williams, Lauren Readon and Neil Rosenschein. Although the work is helped by Bernstein's idiomatic vocal writing, none of these songs is distinguished by a really, memorable melody.
Tom Draper, vice president of black music marketing division, commenting on the label's surge in the area of black music said, "The single thing that I would attribute our recent success to would be the coming together of our promotional and sales team." Draper cites sales division head Edie Glover as playing a major role in promoting better interdepartment coordination at the label.

While noting that the company has generally taken a more aggressive approach to black music, Draper continued, "Bob Krasnow, vice president of talent acquisition, has attained some very good talent, and with the fact that we now have a full-time national staff, we have basically been able to cover areas that were previously left to go their own way."

Acknowledging the promotion/merchandising blitz that the company laid out for the Chaka Khan album, Draper concluded, "This is the first time our label has made an all out marketing/merchandising/promotional plan of this magnitude for a black oriented artist, but definitely will not be the last.

THE RHYTHM SECTION

JOHNTHROUJNG INTRODUCES THUNDERBASS — Louis Johnson, the bass playing half of The Brothers Johnson, is designing his own customized bass that he is calling "Thunderbass." Johnson explained that he likes to get different sounds from his bass, so he decided to design his own.

The bass has a neck that is twice the length of the standard bass, which will give another octave and a half of playing space. The body is designed in the shape of a rifle, which Johnson says makes it easier to play. The bass also features stereo output capabilities, and places the controls on the top of the instrument as opposed to the front where they are normally.

The Thunderbass was constructed by John Taucher of The Guitar Works Custom Guitars of Santa Cruz, Calif. Though Johnson mentioned that he has received numerous calls from some leading guitar makers who want him to begin a series of guitars, he presently has no plans of going into the guitar manufacturing business.

PROTESTING SALE OF WDAS — Two Philadelphia minority citizens groups, The Concerned Communicators of Philadelphia and The Universal Communicators of Philadelphia, have petitioned the FCC stating that The National Black Network should not be allowed to purchase WDAS in Philadelphia. The petition states that it would be a step backwards to allow an out-of-town corporation to purchase WJZ.

CHANGES — Richard Steele, who was most recently with WJPC in Chicago, has joined the airwaves at WVON. Steele is in afternoon drive.

NEW PR ALLIANCE — Victoria Lucas Associates in New York, First Class Inc. in Atlanta, with Blue/Green as president, and Ron Reddy and Associates in Detroit and Warren Lanier Enterprises in Los Angeles, have banded together to form The Independent Public Relations Network. The four veteran PR entrepreneurs say they have banded together so they could better adapt to the all black market on a national basis. Though each individual has previously been able to handle national accounts, they had been getting some opposition from some record labels, but with this new alliance they will be able to ease the minds of future clients, ensuring them of ultimate national penetration.

cookie amerson
<table>
<thead>
<tr>
<th>Date</th>
<th>Chart</th>
<th>Actor</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 2, 1978</td>
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<td></td>
</tr>
</tbody>
</table>

**ALPHABETIZED TOP 100 RECS (INCLUDING PUBLISHERS AND LICENSEES)**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Recs</th>
<th>Artist</th>
<th>Recs</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>I'M EVERY WOMAN</strong></td>
<td>1976/06/01</td>
<td>Kim Carnes</td>
<td>1976/06/01</td>
</tr>
<tr>
<td>2</td>
<td><strong>LE FREAK</strong></td>
<td>1976/06/19</td>
<td>Chic</td>
<td>1976/06/19</td>
</tr>
<tr>
<td>3</td>
<td><strong>ONE NATION UNDER A GROOVE</strong></td>
<td>1976/06/26</td>
<td>Funkadelic</td>
<td>1976/06/26</td>
</tr>
<tr>
<td>4</td>
<td><strong>YOUR FATTENNESS IS MY WEAKNESS</strong></td>
<td>1976/06/27</td>
<td>Barry White</td>
<td>1976/06/27</td>
</tr>
<tr>
<td>5</td>
<td><strong>MARY JANE</strong></td>
<td>1976/06/28</td>
<td>Rick James</td>
<td>1976/06/28</td>
</tr>
<tr>
<td>6</td>
<td><strong>GOT TO BE REAL</strong></td>
<td>1976/07/05</td>
<td>Marry Clayton</td>
<td>1976/07/05</td>
</tr>
<tr>
<td>7</td>
<td><strong>MAC ARTHUR PARK</strong></td>
<td>1976/07/12</td>
<td>Lynyrd Skynyrd</td>
<td>1976/07/12</td>
</tr>
<tr>
<td>8</td>
<td><strong>DON'T HOLD BACK</strong></td>
<td>1976/07/19</td>
<td>Journey</td>
<td>1976/07/19</td>
</tr>
<tr>
<td>9</td>
<td><strong>THERE'LL NEVER BE AN END</strong></td>
<td>1976/07/26</td>
<td>Switch</td>
<td>1976/07/26</td>
</tr>
<tr>
<td>10</td>
<td><strong>DISCO TO GO</strong></td>
<td>1976/08/16</td>
<td>Village People</td>
<td>1976/08/16</td>
</tr>
<tr>
<td>11</td>
<td><strong>SEPTEMBER</strong></td>
<td>1976/08/23</td>
<td>Earth, Wind &amp; Fire</td>
<td>1976/08/23</td>
</tr>
<tr>
<td>12</td>
<td><strong>IT SEEMS TO HANG</strong></td>
<td>1976/08/30</td>
<td>Ashford &amp; Simpson</td>
<td>1976/08/30</td>
</tr>
<tr>
<td>13</td>
<td><strong>I JUST WANNA STOP</strong></td>
<td>1976/09/06</td>
<td>Gino Vannelli</td>
<td>1976/09/06</td>
</tr>
<tr>
<td>14</td>
<td><strong>LOVE DON'T LIVE HERE ANY MORE</strong></td>
<td>1976/09/13</td>
<td>Roy Ayers</td>
<td>1976/09/13</td>
</tr>
<tr>
<td>15</td>
<td><strong>LONG STROKE</strong></td>
<td>1976/09/19</td>
<td>Skip with a Herringbone</td>
<td>1976/09/19</td>
</tr>
<tr>
<td>16</td>
<td><strong>UNLOCK YOUR MIND</strong></td>
<td>1976/09/26</td>
<td>The Staples</td>
<td>1976/09/26</td>
</tr>
<tr>
<td>17</td>
<td><strong>I'M JUST THINKING ABOUT</strong></td>
<td>1976/09/27</td>
<td>Meco</td>
<td>1976/09/27</td>
</tr>
<tr>
<td>18</td>
<td><strong>IN THE BUSH</strong></td>
<td>1976/09/30</td>
<td>Mike Nesmith</td>
<td>1976/09/30</td>
</tr>
<tr>
<td>19</td>
<td><strong>TAKE THAT TO THE BANK</strong></td>
<td>1976/10/07</td>
<td>Harold Melvin</td>
<td>1976/10/07</td>
</tr>
<tr>
<td>20</td>
<td><strong>LOCK UP</strong></td>
<td>1976/10/07</td>
<td>Marsha Hunt</td>
<td>1976/10/07</td>
</tr>
<tr>
<td>21</td>
<td><strong>LOVE IS A FAKE</strong></td>
<td>1976/10/14</td>
<td>Randy Brown</td>
<td>1976/10/14</td>
</tr>
<tr>
<td>22</td>
<td><strong>BUT I DON'T WANT TO</strong></td>
<td>1976/10/21</td>
<td>The Marvelettes</td>
<td>1976/10/21</td>
</tr>
<tr>
<td>23</td>
<td><strong>TONIGHT'S THE NIGHT</strong></td>
<td>1976/10/28</td>
<td>Betty Wright</td>
<td>1976/10/28</td>
</tr>
<tr>
<td>24</td>
<td><strong>OLAVIA</strong> (Lost and Turned)</td>
<td>1976/10/28</td>
<td>The Whispers</td>
<td>1976/10/28</td>
</tr>
<tr>
<td>25</td>
<td><strong>YOUFooLED ME</strong></td>
<td>1976/10/29</td>
<td>The Isley Brothers</td>
<td>1976/10/29</td>
</tr>
<tr>
<td>26</td>
<td><strong>BLAME IT ON THE BOOGIE</strong></td>
<td>1976/10/30</td>
<td>Jacksons</td>
<td>1976/10/30</td>
</tr>
<tr>
<td>27</td>
<td><strong>ANGEL DUS</strong></td>
<td>1976/11/06</td>
<td>Jeff Scott</td>
<td>1976/11/06</td>
</tr>
<tr>
<td>28</td>
<td><strong>Y.M.C.A.</strong></td>
<td>1976/11/06</td>
<td>Village People</td>
<td>1976/11/06</td>
</tr>
<tr>
<td>29</td>
<td><strong>EASE ON DOWN THE ROAD</strong></td>
<td>1976/11/06</td>
<td>Earth, Wind &amp; Fire</td>
<td>1976/11/06</td>
</tr>
<tr>
<td>30</td>
<td><strong>YOU STEPPED INTO MY LIFE</strong></td>
<td>1976/11/06</td>
<td>Melba Moore</td>
<td>1976/11/06</td>
</tr>
</tbody>
</table>

**December 2, 1978**

1. **Papa Was A Rolling Ston** (Chic) - 1978/01/01
2. **Funk #1** (Kool & The Gang) - 1978/01/08
3. **Give It Up** (Chic) - 1978/01/15
4. **I'm Dancing** (Kool & The Gang) - 1978/01/22
5. **Celebration** (Kool & The Gang) - 1978/01/29
6. **Chain of Fools** (The Isley Brothers) - 1978/02/05
7. **Hot Stuff** (Parliament) - 1978/02/12
8. **Don't Stop, Don't Turn Around** (Kool & The Gang) - 1978/02/19
9. **Let's Hustle** (Chic) - 1978/02/26
10. **I'm Just Dancin'** (The Isley Brothers) - 1978/03/05
11. **Give It Up** (Chic) - 1978/03/12
12. **I Can't Let My Baby Down** (Stylistics) - 1978/03/19
13. **Love Train** (O.C. Smith) - 1978/03/26
14. **Le Funk** (Parliament) - 1978/04/02
15. **We Are Family** (Sister Sledge) - 1978/04/09
16. **You Make Me Feel Like** (ABBA) - 1978/04/16
17. **Every Time We Touch** (Chic) - 1978/04/23
18. **I'm Coming** (Kool & The Gang) - 1978/04/30
19. **I'm Coming Home Again** (Pamela Brown) - 1978/05/07
20. **Billie Jean** (Michael Jackson) - 1978/05/14
21. **Never Can Say Goodbye** (Parliament) - 1978/05/21
22. **Let's Hang On** (The Osmonds) - 1978/05/28
23. **I'm Gonna Make Love To You** (Gloria Gaynor) - 1978/06/04
24. **Got To Be Real** (Marvin Gaye) - 1978/06/11
25. **Do You Know Where You're Going To** (Chic) - 1978/06/18
26. **The Best Things In Life Are Free** (Chic) - 1978/06/25
27. **Thank You For Being A Friend** (Kenny Loggins) - 1978/07/02
28. **Like A Virgin** (Madonna) - 1978/07/09
29. **Now That We Found Love** (Dionne Warwick) - 1978/07/16
30. **I Want To Thank You** (The Isley Brothers) - 1978/07/23
31. **Can't Get Enough Of Your Love** (Peabo Bryson) - 1978/08/06
32. **I'm In You** (The Isley Brothers) - 1978/08/13
33. **Don't Stop, Don't Turn Around** (Kool & The Gang) - 1978/08/20
34. **We Are Family** (Sister Sledge) - 1978/08/27
35. **The Best Things In Life Are Free** (Chic) - 1978/09/03
36. **You Make Me Feel Like** (ABBA) - 1978/09/10
37. **I'll Be There** (The Isley Brothers) - 1978/09/17
38. **Give It Up** (Chic) - 1978/09/24
39. **Sweet太阳能** (Earth, Wind & Fire) - 1978/10/01
40. **I'm Coming Home Again** (Pamela Brown) - 1978/10/08
41. **I'm Coming Home Again** (Pamela Brown) - 1978/10/15
42. **Never Can Say Goodbye** (Parliament) - 1978/10/22
43. **Can't Get Enough Of Your Love** (Peabo Bryson) - 1978/10/29
44. **We Are Family** (Sister Sledge) - 1978/11/06
45. **I'm Coming Home Again** (Pamela Brown) - 1978/11/13
46. **Never Can Say Goodbye** (Parliament) - 1978/11/20
47. **I'm Coming Home Again** (Pamela Brown) - 1978/11/27
48. **Give It Up** (Chic) - 1978/12/04
49. **Never Can Say Goodbye** (Parliament) - 1978/12/11
50. **I'm Coming Home Again** (Pamela Brown) - 1978/12/18
WIGO — ATLANTA — TONY GREY, MD — #1 SWITCH

WNN — BALTIMORE — DON BROOKS, MD
HOTS: Chic, Quartz, C. Lynn, Staples, M. Moore, Switch, ADC Band, EWF, E.C. King, C. Khan.

WILD — BOSTON — SONNY JOE WHITE, MD — #1 FUNKADELIC
JUMPS: 28 to 17 — EWF. 27 to 16 — Little Richard, E.C. King, B. Caldwell. LP ADDS: James, Chic, Three Degrees, EWF.

WOM — CLEVELAND — LYNN TOLLIVER, MD — #1 ROSE JUMP

WORL - DETROIT — TRACY WRIGHT, MD — #1 CHIC

WQMG — GREENSBORO — BIG DADDY, MD — #1 CHIC

KYQ — HOUSTON — RICH ROBERTS, MD — #1 CHERYL LYN

KMOJ — LOS ANGELES — PAM WELLES, MD

WTCI — INDIANAPOLIS — ROGER HOLLANDER

WXXM — MINNEAPOLIS — TIM BERGER, MD

WXXM — ST LOUIS — WALT SULLIVAN, MD — #1 CHIC

WXXM — WASHINGTON, DC — DON MAC, MD — #1 CHIC

WXXM — WILMINGTON — JIM WILSON, MD

WXXM — WINSTON-SALEM — JIMMY MCLAUGHLIN

WXXM — WORL — EDWARD JENSEN, MD

WXXM — WORL — EDWARD JENSEN, MD

WXXM — WORL — EDWARD JENSEN, MD
TAYLOR TO CASH BOX - TK recording artist Laura Taylor recently visited Cash Box in New York. Taylor, who is about to start her second album due out in the spring, was recently on the cover of the film "Lemon in the Window." Pictured (l-r) are: Steve Stephens, east coast marketing and merchandising director for TK; J. B. Carmicle, east coast general manager of Cash Box; Taylor; Annie Wohl, Taylor's manager; and Ken Terry, east coast editor of Cash Box.

SPECIAL EVENTS

Sales Of Pic Discs Up With Christmas Holiday Nearing

Pic discs haven't fared too well at mass merchandise locations. "They are really a retail store item and not a good rack item," said Harold O'know, president of Lieberman.

But while rack customers may not be tuned into picture discs, demand is usually outstripping supply at the retail level. "Pic discs will be a big selling item this Christmas," said Sol Zamek, general manager of City-One Stop in Los Angeles. "The only problem you are going to have is getting enough of them."

"We haven't done anything in the way of merchandising, because they usually sell out the first day. In fact, the first time we put them on the floor customers were lighting over them."

Other dealers that they display pic discs in high visibility areas, such as in main traffic aisles and near the cash register.

No Advertising

Since most manufacturers are only pressing pic discs in limited quantities, retailers won't be promoting them as aggressively as regular releases. At the Disc Record & Tape chain, Sam Crowley, Texas regional manager, explained. "We're not planning any advertising for Christmas because we are afraid with the limited supply we could end up with some dissatisfied customers."

Records are traditionally a popular gift item and, according to many retailers, the same will hold true this Christmas for pic discs. In fact, some dealers say that while pic discs have not sold as well as expected, they anticipate sales will heat up over the holidays.

"The real gift-buying season is still to come," Disc Crowley pointed out, "and I expect picture discs to sell pretty well around Christmas. There's no question that sales are already picking up."

Moraz LP Readied

Releases By Charisma

NEW YORK — The initial Charisma Records U.S. release, "Patrick Moraz," will be released on November 27. The LP, Moraz's third solo effort, will be distributed by Polydor Records.

RSO Issues 'Moment'

LOUIS ANGELES — RSO Records will release "Moment By Moment," the title track from the soundtrack from the film of the same name, as a single on Dec. 4. Yvonna Elliman sings the song from the film which stars Lily Tomlin and John Travolta.

(continued from page 43)

sometime next month to cover the areas surrounding Helena, Arkansas and Clarksdale, Mississippi, according to organizers Jim Rilie and Calvin Dorsey who are announcers at WFGK 101 in Jackson and KMAJ 101 in Cleveland.

MIAMI RESULTS? — Audrey Joseph of MK Dance Prod. reports that for the first time N. pools IDRC, Inter Metro and Disco Den are notifying her of over shipments and returning excess product. "I don't know whether it is a result of the Miami pool meeting or what," said Joseph. "But the returns are great and it gives me the chance to service some smaller pools here."

Judy Weinstein of For The Record (who has long been known to return excess product) says that Jackie McClay, A.J. Miller, Sam Meyer and Al Paz have expressed interest in her feedback system which was applauded at the national pool meeting in Miami. Judy also says that the much-discussed N.Y. pool "situation" is not a factor. "There is no competition between the pools here," says Judy. "Eddie (Riviera) runs his pool, Dennis (Franklin) fills the needs of the black community and I run my pool. Although N.Y. is not a region, it should be represented. I will work together with the other pools here for the national association. Apart from that, we survive autonomously."

MEETINGS AND ANNOUNCEMENTS

For The Record pool will hold its membership meeting Dec. 4 at Paradise Garage in Manhattan. Record company reps will be invited to present product.

Judy also announced that her pool will not participate in Eddie Riviera's First Annual Spin Magazine Award which is slated to be held at Roseland on Dec. 5. After polling her pool members, they decided that they don't feel participating in the awards would be beneficial. "The Disco Den pool recently held its One Year anniversary award ceremony and party at Harlem World, at Lenox 116th St. in N.Y. This bi-level club features disco and skateboard dancing. Eight awards were given. Reported, Norm Gardner and John Morales were among the winners. WEDRM-FM in Miami sponsored the annual nightclub DJ Award show recently at the Everglades Hotel in Miami, FL. who won the award. DJ's from the Miami pool were特邀 to present product at the event."

ZEYPH is ON — Downtown L.A.'s historic Union Station will be turned into a disco extravaganza on Nov. 25. Previously, the open-to-the-public affair was slated for two days. However, David Thuesen, executive producer, cited insurance complications as the reason for dropping the additional day. The $250,000 undertaking will include two dance floors, a 40s balcony, a cabaret garden, amusement arcade, buffet and bar. Price $20 per person. A special "champagne tram" will transport guests to and from Union Station as far west as Beverly Hills. Acts scheduled to appear at Zephyr are Casablanca artists Patti Brooks and Jason Michael Reed and Butterfly artists Denise McCann and Bob Mcgillip in addition, there will be 10 DJ sets. For The Record pool will hold its membership meeting Dec. 4 at Paradise Garage in Manhattan. Record company reps will be invited to present product. Judy also announced that her pool will not participate in Eddie Riviera's First Annual Spin Magazine Award which is slated to be held at Roseland on Dec. 5. After polling her pool members, they decided that they don't feel participating in the awards would be beneficial. "The Disco Den pool recently held its One Year anniversary award ceremony and party at Harlem World, at Lenox 116th St. in N.Y. This bi-level club features disco and skateboard dancing. Eight awards were given. Reported, Norm Gardner and John Morales were among the winners. WEDRM-FM in Miami sponsored the annual nightclub DJ Award show recently at the Everglades Hotel in Miami, FL. who won the award. DJ's from the Miami pool were特邀 to present product at the event."

**DISCO BREAKS**

**ITA Lists Standards For Audio Tapes**

NEW YORK — The International Tape Association, Inc. (ITA) has published its "Official ITA Documents for Minimum Standard**s** of Audio Tape Products." The document lists specifications for four different categories of audio tape manufacturer: audio cassettes under 50 minutes; audio cassette and associated hardware; audio eight-track cartridges; and duplication of eight-track cartridge and four-track cassettes.


Turtle's Pic-Disc Set

LOS ANGELES — The Turtles, the pop-rock group which enjoyed Top 40 success in the 60s, are the subjects of a picture disc by Rhino Records. Rhino's first venture in the picture disc field, the record is a four-cut, 12-inch EP which will carry a list price of $10.58. The disc contains three previously unreleased songs.

EVERY WHICH WAY IN DALLAS — Clint Eastwood joined Eddie Rabbit, Charlie Rich and 150 radio and press representatives in Dallas recently for the world premiere of his Warner Bros. film "Every Which Way But Loose," which kicked off an extensive promotional campaign for the film and the soundtrack LP which was released Nov. 21 by Elektra/Asylum.

Rabbit's version of the title tune and Rich's "I'll Wake You Up When I Get Home" were among the hits at the reception that Sam Arlott, national publicity manager for E/A, Steve Wax, president of the label; Rabbit; producer Snuff Garrett; Wax, Yolanda Garrett; Joe Smith, E/A chairman; Garrett; Rabbit; and Eastwood.

**YOU'RE LISTENING TO...**

**YOU STARTED TO...**

**YOU'RE LISTENING TO...**

**YOU STARTED TO...**
Bobby Marin, a New Yorker and vice president of Pono Music, has informed that with the new recording company in Caracas, Venezuela has been founded under the registered name of grabaciones a la internacional S.A. in Tablita 1 y 2, Distrito Capital, Local 1, Apdo 3637, Caracas, Venezuela. Andrade Silva will be the president, Ernesto Aue vice president, sandra marauda manager, Armando Sabenca sales manager, and Lidia Batiso Branco in charge of the international division. Under their own labels we find GB and Buho. ... Barreto successfully performed with the band Gran Queen of the New York City, as reported by Juan Montenegro.

The Latin disco show around, “Disco Salsa Explosion” (seen on Channel 18 Saturday afternoon shows) has changed the routine too, mixing disco and salsa. Caesar Torres, program director of the new station, says, “There’s a big Spanish-speaking crowd here.” Victor Mendez, our host, created the show around disco bands that already exist in L.A. The dances are held here for about 5 years, not teenagers, mostly for less than 10 at night and 1 a.m. we try to get the top clubs to be on TV as far away as Tarzana, Montebello, El Monte.

They knew about it because the station’s signal goes almost as far south as Mexico, and north almost to Santa Barbara, and it’s the only Hispanic disco in the area. So they came.” A new music publishing firm called Aguirre Music Publishing Company has been formed by Latin/jazz and producer, Clancy Morales, their president, has signed exclusively with Salsas in New York City. The agreement covers worldwide representation of both public and mechanically licensed selections by SESAC. The firm has recently signed exclusive songwriter agreements with two writers and the first material to be published by, is published by his own Latin/Jazz LP “Enter Paradise.” Esfela Nunez, the Mexican songstress of ballads and salsa, has had a contract with Ariona in Mexico ... Ariona Records has given Rocío Durcal a gold record for her album, a new LP interpretation of “Canta A Juan Gabriel.”

TV program Siempre En Domingo from Mexico will be bring the early dance music and the city of Long Beach, Calif. Dec. 3, 9 at 8:30 p.m. The host of the show will be Raul Velasquez. Latin American Chamber of Commerce in Chicago will have Disc Jockey Montenegro to emcee its annual banquet at the new Ritz Carlton Hotel.
Pye Splits A&R Department Into Three Divisions

LONDON — Pye Records has re-organized its A&R department into three separate divisions. Each new division will be headed and staffed by new personnel. Contemporary Music, headed by Mike Everett, U.K. Pop and Licensed, headed by Allan Moberly, and Country Music, headed by Terry Brown. All three officials will report to managing director Derek Horton.

Explaining the reorganization, Pye chairman Louis Benjamin said, "The market is becoming more sophisticated and there is a need to specialize to develop our new artist roster and our licensed products and catalog effectively. We have many creative people already within Pye and we want to give them the opportunity to make their individual mark."

Finnish music organization has been carried out under Gary Luddington, the newly appointed marketing director. Press, promotion and marketing all continue under the corporate marketing division of CAPI. Eddie Foster and Tony Darrell have been appointed U.K. product managers for Pye and licensed products respectively and have been allocated a marketing manager Peter Summerfield, who was formerly promotion manager.

Matt Hayward has joined the marketing division as catalog manager reporting to Luddington, while Brian Gibson continues as chief press officer. The reorganization has added two new promotions managers and has yet to be filled. Both Gibson and Hayward will report to Summerfield.

Toshiba-EMU To Establish L.A. Base

TOKYO — Toshiba-EMU is assigning Keiichi Ishizaka, chief of its EMU division, to Los Angeles for approximately one year. Also among the company's purposes in undertaking this American expansion is to introduce the Toshiba-EMU products to the American market, and to promote American and other foreign talent in Japan.

In discussing his move to Los Angeles, Ishizaka said, "My schedule to stay in Los Angeles is for about one year. But Los Angeles will be the working ground for a long time by my followers. We'd like to push Creation, Jun Fukamachi and many other artists in the U.S. In other words, we'd like to develop projects to establish these artists in America."

On tour to direct infinity Canada

TORONTO — Martin Onrot has been appointed vice president and general manager of Infinity Records' Canadian operations.

Onrot, a Toronto resident, has gained experience within the music industry as a manager, concert promoter and entrepreneur. Most recently, he served as site coordinator for the highly successful Canada Jam, held north of Toronto this August.

Onrot told Cashbox he will set up offices for the label within 30 days, and begin "to open up shop and do business here right away." Although the label has no Canadian signings as yet, Onrot indicated the label will establish its own Canadian A&R department, which will actually seek out suitable talent for the label. "I feel that I know this industry well enough, and know what goes on up here, that I can manage the operations quite successfully."

As with its American counterpart, Infinity will have an English-speaking artist roster and will be distributed by newly formed MCA Distributing Corp. The label's offices will be in the MCA building on Victoria Park Avenue in suburban Toronto.

Onrot says he will maintain his management firm, Martin Onrot Management, whose roster includes Chilliwack, among others. He will bring to Infinity one of his assistants from MOM: "I'm pleased to welcome Onrot to the Infinity family," stated Ron Alexenburg, Infinity president. "I have the utmost confidence that Martin, a native Canadian regarded as one of his country's most respected music industry executives, will successfully guide and develop our artists in Canada."

International Bestsellers

Australia

TOP TEN 45s
2. "Living In The U.S.A." — Linda Ronstadt — WEA
3. "Little River Band" — EMI
4. "Blonde Tourists" — 10cc — Polydor
5. "Comes A Time" — Neil Young — WEA
6. "Ticket To Ride" — The Beatles — Parlophone
7. "Feel The Need" — Jeff Garret — WEA
8. "Worlds Away" — Fabio Cruise — FENA

France

TOP TEN 45s
1. "Three Times A Lady" — Commodores — Motown
2. "Overlock Holiday" — 10cc
3. "I Was Made For Dancing" — Leif Garrett — Scotti Brothers
4. "Black Is Black" — La Belle Époque — Carrere
5. "Dancing In The City" — Marshall, Hahn & Harvest
6. "Are You Old Enough" — Dori — Polydor
7. "Oh, Carol" — Simonne — RAK
8. "Of You" — The Pointer Sisters — WEA
9. "Take Five" — The Dave Brubeck Quartet — WEA
10. "Give Me Some" — The Commodores — Motown

International

TOP TEN 45s
1. Wuthering Heights — Kate Bush — Edocon
3. "Living In The U.S.A." — Linda Ronstadt — WEA
4. "Little River Band" — EMI
5. "Blonde Tourists" — 10cc — Polydor
6. "Comes A Time" — Neil Young — WEA
7. "Ticket To Ride" — The Beatles — Parlophone
8. "Feel The Need" — Jeff Garret — WEA
9. "Worlds Away" — Fabio Cruise — FENA

Kent Music Report

TOP TEN 45s
2. "Living In The U.S.A." — Linda Ronstadt — WEA
3. "Little River Band" — EMI
4. "Blonde Tourists" — 10cc — Polydor
5. "Comes A Time" — Neil Young — WEA
6. "Ticket To Ride" — The Beatles — Parlophone
7. "Feel The Need" — Jeff Garret — WEA
8. "Worlds Away" — Fabio Cruise — FENA

Brazil

TOP TEN 45s
1. "Dancin' Days" — Various — Som Livre
2. "Dancin' Days" — Various — Som Livre
3. "Atleta Geral" — Alcione — Phonogram
4. "Samba De Ouro" — Various — K-Tel
5. "Amigo" — Roberto Carlos — CBS
6. "De Fe Chico" — Beth Carvalho — RCA
7. "Saudade Do Brasil" — Various — Philips
8. "Disco Baby" — As Melindos — Copacabana
9. "Discoteca Papagaio" — Various — Som Livre
10. "Golpe Em Buenos Aires" — Various — Philips

Note: The information is for the week ending December 1, 1978.
International Dateline

Argentina

BUENOS AIRES — Several artists are arriving in Buenos Aires at the closing of the 1978 concert season. Among them are Alberto Cortez, currently established in Spain, and Miami Sound Machine's K.C. and the Slocks.

JOHNNY MATHIS GETS UK GOLD — Pictured at a recent luncheon to celebrate his hit 48th show British tour, Johnny Mathis is presented here with a gold album for sales of "That's What Friends Are For" which he recorded with Deniece Williams. Pictured with Mathis (l-r) are: Geoff Owen, host of Radio 2 Yvonne Littlewood, BBC executive producer; Mathis, Derek Mills, executive producer Radio 2 Dennis O'Keeffe, Radio 2 producer; and Maurice L. Oberstein, managing director of CBS UK.

World Song Fest Held In Tokyo;
Awards Distributed

TOKYO — "Fly On All The Way" by Hiroshi Madoka (Japan) and "Love Rocks" by Biddu (U.K.) were the top award winners at the ninth annual World Popular Songs Festival in Tokyo, which was held at the Budokan Hall in Tokyo for three days from Nov. 10-12, 1978.

Awards Winner

36 songs from 22 different countries competed for the awards. Besides the two songs mentioned above, the awards went to the following 8 songs: "Duet Parole" by Gino Mascili (Italy); "Same Old Way" by Peter L. Smith & Peter Waterman (U.K.); "Love Lorn Heart" by Hiroko Otomo (Japan); "Say It With Music" by Geraldine & Pickles (Ireland); "Devo Amarti (I Must Love You)" by Vianella (Italy); "Urbamima (Last Train For Urbamamba)" by Los Machucambo (Spain); "Getting Over You" by Astrod (Brazil) and "Black Eagle And Kaniele" by Kisekumu (Japan).

Chappell Signs Pact With Arlun Enterprises

LONDON — Chappell Music has signed a five-year, worldwide agreement with D & Arlun Enterprises Ltd. The deal, negotiated by Chappell's Tony Roberts, covers the publishing activities of D & J Arlun and involves such associate companies as Maschke Music, RAI Music, and Nickely Music.

CMA Hosts Ninth Awards Banquet

LONDON — Personnel from leading record companies, publishers, country music clubs and the media gathered at London's Grosvenor House Hotel last week for the Ninth Annual Awards Dinner of the Country Music Association Of Great Britain. The event was hosted by the British Country Music Association, as organized by Kevin Rafferty and the Country Music Foundation.

The awards were presented by United Artists' singer, Bill Joel Spears. Album Of The Year went to Emmylou Harris' "Quarter Moon In A Ten Cent Town"; Single Of The Year went to Crystal Gayle with "Don't Make My Brown Eyes Blue". Most Popular British artist award went to Bobbie Gentry. In addition, Songwriter Of The Year award went to Terry Jacks.

Butterfly Re-signs With EMI Pathe Marconi

PARIS — Butterfly has re-signed with EMI Pathe Marconi in a licensing agreement to market its product in France. Pathe Marconi was the first foreign licensee acquired by Butterfly Records, and the terms of the new agreement extend the association for another year.
International Coin Olympics Scheduled For New Orleans

CHICAGO — The first International Coin Olympics, under auspices of the Games Tournament Board, has been scheduled for Feb. 22-24, 1980 at the Grand Hotel in New Orleans. Qualifying rounds will take place over a 15-month period in locations throughout the U.S. and internationally, with winners proceeding through a progression of location, area and state championships. The total prize purse is $135,000.

Elky Ray Dies; Was Gottlieb Co. Exec For 40 Years

CHICAGO — Elky Ray, western regional representative for D. Gottlieb & Co., died Nov. 16 at his home in Encino, Calif. Ray was the brother of the late Dorothy Gottlieb, widow of the company’s founder, David Gottlieb. He began his career with the Gottlieb organization in the early 1930s and held the position of purchasing agent until the start of World War II when he entered the military service.

As Gottlieb’s western regional representation, Ray traveled throughout the 11 western states and was well known in the coin machine trade.

Funeral services were held Nov. 17 at Eden Memorial Park in San Fernando Valley, Calif. Ray is survived by his wife, Ruth; two daughters and two grandchildren.

Firm Markets New Pinball Calendar

CHICAGO — The “A” Team, Inc., based in Union, New Jersey, is currently marketing a unique new calendar which should have special appeal for pinball buffs. It’s called The 1978 Pinball Calendar. In addition to the traditional data, it contains over a dozen full-color photographs of pinball backglass as well as pertinent pinball information and a monthly pinball trivia question.

The poster-size calendar was introduced during the recent AMOA convention and will be nationally publicized in the January issue of Playboy Magazine.

Further information may be obtained by contacting The “A” Team, Inc., P.O. Box 2176, Union, New Jersey 07083.

THE JUKE BOX PROGRAMMER

Top New Pop Singles

1. MY LIFE BILLY JOEL (Columbia 3-10593)
2. PART-TIME LOVE ELTON JOHN (MCA 40973)
3. TOO MUCH HEAVEN BEE GEES (RS 39132)
4. OH BABY BABY LINDA RONSTADT (Asylum E-4554-A)
5. SEPTEMBER EARTH, WIND & FIRE (ARC/Columbia 3-10854)

Top New Country Singles

1. TULSA TIME DON WILLIAMS (ABC AB-1245)
2. THE SONG WE MADE LOVE TO MICKEY GILLEY (Epic 8-50631)
3. WE'VE COME A LONG WAY BABY LORETTA LYNN (MCA 40954)
4. I’VE DONE ENOUGH DYIN’ TODAY LARRY GATLIN (Monument 45-270)
5. YOUR LOVE HAD TAKEN ME THAT HIGH CONWAY TWITTY (MCA 40963)

Top New R&B Singles

1. SEPTEMBER EARTH, WIND & FIRE (ARC/Claybourne 3-10864)
2. AIN'T WE FINISHED NOW THE BROTHERS JOHNSON (A&M 208)
3. WE BOTH DESERVE EACH OTHER'S LOVE LTD
4. GANGSTER OF LOVE JOHNNY GUITAR WATSON (Curb/ Phonogram DUMS 10-157)
5. INSTANT REPLAY HANNAH WATSON (Curb/207295)

NEW R&B SINGLES

1. NEVER HAD A LOVE LIKE THIS BEFORE TAVARES (Capitol 4658)
2. I'M GONNA DO IT PEABO BRYSON (Capitol 4656)
3. LOVE DON'T LIVE HERE ANY MORE ROSE ROYCE (Epic 8-50631)
4. MAMMY'S MINORUTE WALTER TAYLOR (ABC AB-1243)
5. (Our Love) DON'T THROW IT ALL AWAY ANDY GIBB (RS 39132)

Top New MOR Singles

1. TOO MUCH HEAVEN BEE GEES (RS 39132)
2. THE FLOWERS BARBARA & NEIL (Columbia 3-10840)
3. THE MOMENT IN TIME ENGELBERT HUMPERDINCK (Epic P-50632)
4. CAN YOU FOOL GLEN CAMPBELL (Capitol)
5. (Our Love) DON'T THROW IT ALL AWAY ANDY GIBB (RS 39132)
IN REVIEW: Following is a photographic lineup of some of the new amusement machines introduced by the various game manufacturers and dated according to their exposure in Cash Box.

BALLY 'LOST WORLD': Brilliant backglass art utilizes revolutionary printing process for a 3-dimensional illusion. To complete the picture, this 4-player is loaded with challenging play features. (9/2/78)

GOTTLIEB 'CLOSE ENCOUNTERS': Named after the popular film, this model accentuates the theme with an electronic sound generator that simulates all of the related sound effects. Exciting play action. (9/2/78)

WILLIAMS 'DISCO FEVER': Dazzling cosmetics depict the current disco craze and this 4-player pin features Williams' unique curved flippers, as well as the noted dual sound system. A "hot one." (9/9/78)

ATARI 'SUPER BREAKOUT': A variation of Atari's successful "Breakout." Three play options are featured for breaking through the familiar brick wall: Double, Progressive or Cavity Breakout. (9/9/78)

STERN 'ELECTRONAMO': This exciting 4-player from Stern marks the first time the factory has utilized electronic sounds in its pinball machines. Also distinguished for outstanding backglass art and design. (9/9/78)

PLAYOMATIC 'LAST LAP': A 4-player electronic pinball machine, produced by Playmatic of Spain. Self-contained bookkeeping and test features; diagnostic probe for board test are among service features. (9/16/78)

WILLIAMS (UNITED) 'ARISTOCRAT': A solid state model with realistic sound effects of falling pins, strikes, etc. Five game choices including new 800 game concept with memory system. (10/14/78)

BALLY 'THE SIX MILLION DOLLAR MAN' (TM): A 6-player pin, named for the popular television series which is reflected in the machine's cosmetics and design as well as in scoring action. (10/21/78)

BRUNSWICK 'COIN-OP BILLIARD TABLE': This model comes in 7 and 8 foot models. New features include redesigned ball receiver box at foot of table. Sturdily constructed for durability on location. (10/21/78)

Midway "Shuffleboard": Two game choices, realistically portrayed and complete with sound effects. The games are "table" or "deck" shuffleboard, controlled by large rolling ball on front panel. (10/21/78)

GOTTLIEB 'DRAGON': Appealing for its eye-catching graphics and unique electronic sounds, this 4-player is also noted for the exclusive Gottlieb vari-targets. Numerous scoring highlights. (10/26/78)

MEADOWS 'DEAD EYE': Objects to shoot at a flipped coin and keep it in the air while also watching for randomly appearing targets. One to four can play in competition for high score and extended play. (10/28/78)

STERN 'WILD FIRE': Dramatic backglass art and design dominate this solid glass 4-player. Additionally, the playfield abounds in skill shots and challenging pinball action. (10/28/78)
STATE ASSOCIATION NEWS

To start this column off on a very positive note — ICMA, the Illinois state group, is celebrating the defeat of Senate Bill 1755 which, had it passed the Illinois State legislature, would have increased the coin-op amusement tax to $50 (or a $40 increase over the present tax). The association, with the support of area distributors, led a grassroots effort to defeat the bill — and succeeded. Nice goin’, ICMA. The state group can now concentrate on its third annual coin-op pool tournament which gets underway in late January ’79, with finals scheduled for April 22, at the Continental Regency Hotel in Peoria. Incidentally, ICMA is mighty proud of the fact that one of its own — Wayne Hesch of J&H Enter-
tainers — is the new president of AMO. On the not so bright side, the Florida state legislature is reportedly in the process of drafting a bill that would require members on all coin-operated equipment throughout the state, which could significantly increase operating costs. FAMA, under the direction of president Ernestine Tollano, is initiating a campaign to defeat the proposal and members are being asked for their financial support to help defray expenses. Additionally, the association is offering a special introductory membership as an inducement for non-members to join the ranks in this campaign. How do you combat location sales? Well, for one thing convince the location of the risks of buying equipment and the advantages of operator-owned machines. At least that’s what Music Operators of Michigan has been recommending to its members. The state group, in cooperation with sister association MTC/DVA, has been waging an advertising and letter writing campaign aimed at discouraging locations from buying their own vending and amusement machines. The letter Michigan ops have been sending to locations is most ex-

plectic and was even reprinted, as a special service to neighboring Minnesota ops, in the current edition of the Music Operators of Minnesota newsletter.

CALIFORNIA CLIPPINGS

Looks like another big turnout for the 5th annual West Coast Games Show, hosted by C.A. Robinson & Co. in Los Angeles. According to distrib vice-president Jim Belteiman, sales and technical personnel representing 18 games manufacturers will be on hand to show 20 to 25 new games never before shown west of the Mississippi. The show is slated for Friday, Dec. 1, and C.A. Robinson will also host a dinner for all the factory reps the night before.

EXIDY Marketing Chief Lila Zinter is “extremely pleased” with the response to its latest, “Star Fire,” at the recent AMOA Expo and Parks Show. She also said she was “tremendously encouraged” by the reception to another new piece Exidy was showing called “Ripcord.” Both pieces, along with a new game yet to be announced, will be ex-

hibited at the ATE Show in London in January. “Star Fire” will be shipping in early Decem-

ber, while “Ripcord” is slated for release in January.

SPEAKING OF THE PARKS SHOW, Tom Portale’s Portale Automatic Sales called it a “fantastic display” of a wide variety of arcade-related equipment. Among the most promising pieces on display, according to Tom, were Exidy’s “Star Fire” and the new Rock-

Cilla “Mystic 478” (be) box. Of the latter model, Tom said its unique merchandising features “will improve collections and be a big help to operators.”

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• Extra Large Size 15” x 11”
• Over 365 Daily Pinball Facts & Figures
• Monthly Pinball Trivia Questions

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The Original PATENTED COIN OPERATED HOPPER

By Marmatic

ATTENTION AMUSEMENT BUSINESSES MANUFACTURERS - OPERATORS
• IDEAL AS VENDING TRADE CHANGEMAKER
• VERSUS TOKENS OR COINS OF 5c, 10c, 25c, 50c, $1, BILLS
• COMBINATION - a luxury which is not as prevalent at the other shows. Of the 36 foreign countries represented at Expo ’78, the big four were Canada, with 175 attending; England with 156; France with 348 and Japan with set up in Chicago for AMOA. In addition, there were booths by other countries represented, many familiar from previous shows but some who were represented for the first time this year, including Austria, Chile, Finland, Panama, Scotland, Sweden, Argen-
tina, Taiwan, Luxembourg, Thailand, The Netherlands, Argentina and others. AMOA ‘78 not only exemplified the association’s 30 years of progress but also the convention’s emergence as a top rated industry function — domestically and internationally.

THE AMOA and IAAPA conventions, just a week apart this year, really created havoc for the exhibitors from this area who annually show at both functions. It was really tough getting set up in Chicago for the Nov. 10-12 AMOA and then, with just a few days to spare, traveling to Atlanta for the Nov. 16-18 IAAPA! Thank heavens ATE is a good two months away.

AMONG NEW PRODUCTS housed in the Irving Kaye Co. exhibit at AMOA was the fac-
tory’s “Hurricane III” football table, sporting some attractive new cosmetics, and the Com-
puter Pool” game, which is manufactured by Kaye for Jack Mitnick’s Atlas Leisure of Hialeah. Also featured were the “Silver Fox” coin-op table and the unique 9-foot model with the one-piece slate (a popular seller, as Bill Currier pointed out) and the Monte Carlo home table of antique oak styling.

WITH GAMING EQUIPMENT permitted at Expo for the first time this year, the Universe Affiliated Intl. exhibit was seconced off to display the current Playmation pinball line (includ-
ing the new “Chance” 4-player) and various gaming machines produced by Cosmic Inc. Barry Feinblatt and Lenny Dean really had their work cut out for them covering both areas.

NICK MELONE, SOL LIPKIN, KICK DELFINO, et al were ever present at the American Shuffleboard Co. booth where the LED electronic scoreboards were a big attraction — along with pool tables and shuffleboard, of course.

THE U.B.I. exhibit was another active place at AMOA — with the firm’s amusement games and pool tables in the spotlight, and Marty Shumsky welcoming visitors when we stopped by.

AMOA ’78 while providing operators the opportunity to view a most splendid array of equipment, also served as a sounding board this year for operators to voice their strong opposition to the location list regulation imposed by the Copyright Royalty Tribunal in its decision of the new copyright law. This frustrating issue permeated every associa-
tion function, business and social, and was the main topic of discussion at the show. In ad-

dition to being the subject of a panel discussion during the annual Industry Seminar, the copyright issue surfaced again at the membership brunch and repeatedly during infor-
mal talks among convention-goers.

The record turnout of foreign exhibitors and visitors at the 1978 AMOA exposition served to emphasize the international significance of the show. As a matter of fact, where it was formerly rated as one of the big three conventions of its kind, internationally, many in attend-
ance (especially among the foreign ranks) felt that this year’s AMOA would elevate AMOA Expo to the number one position. As we learned from the association’s executive veepee Fred Granger, foreign visitors were particularly impressed by the dominance of manufac-
turer exhibitors at AMOA and the fact that most entry-level engineers are also present at the various exhibits to provide on-the-spot assistance — a luxury which is not as prevalent at the other shows. Of the 36 foreign countries represented at Expo ’78, the big four were Canada, with 175 attending; England with 156; France with 348 and Japan with set up in Chicago for AMOA. In addition, there were booths by other countries represented, many familiar from previous shows but some who were represented for the first time this year, including Austria, Chile, Finland, Panama, Scotland, Sweden, Argen-
tina, Taiwan, Luxembourg, Thailand, The Netherlands, Argentina and others. AMOA ’78 not only exemplified the association’s 30 years of progress but also the convention’s emergence as a top rated industry function — domestically and internationally.

CHICAGO CHATTER
BMA Press Conference

At a recent BMA press conference in Cherry Hill, New Jersey, (including Todd Kal, ICM's vice president and executive officers answered a wide range of questions. Pictured (l-r) in the top row of photos are: board members Larkin Arnold, Ernie Leaner and LeBaron Taylor; Edward W. Wright, BMA executive vice president; BMA co-founder/president Kenneth Gamble; board member Steve Wonder and Jules Malamud. BMA senior vice president and managing director, O.C. White; Leaner; Monte White and Robert Gory. Shown in the bottom row of photos (l-r) are: Beverly Williams of KYW-TV; Stevie Wonder; Smokey Robinson and Gamble; Monte White; Rod McGrew, vice president of communications division; LeBaron Taylor and Wright; Leon Huff, Philadelphia International Records/co-chairman; Tom Draper, Warner Bros.; Calvin Simpson, BMA divisional vice president of marketing and merchandising; Georgie Woods, WDAS and Gamble.

BMA Announces Programs, Independence

In addition, it indicated that the BMA will set up training programs for minority retailers.

Smokey Robinson, vice president of the performing arts division, noted that his first priority will be to establish seminars for young black artists and for those who are considering a career in the music industry. The young artists, he pointed out, need guidance as to "how to get into the music business and make a living there." He also mentioned the possibility of suggesting minimum terms that artists should ask for when dealing with labels and managers. He later clarified this statement, saying that BMA would not give out model contracts, but would simply act in an "advisory capacity."

Finally, LeBaron Taylor, head of the recording division, sounded the theme of upward mobility. His priority, he said, would be to persuade record companies to integrate more black executives into their top management. As a first step toward this goal, he added, "we're going to investigate current methods" offered by labels to employees who want to move upward in their organizations.

Break Down Barriers

Steve Wonder made a speech urging the industry to break down racial stereotypes in radio. Amplifying this theme, Robinson said that the BMA intends to work towards eliminating the prejudice of pop programmers against any black music that has not been tested out on R&B stations. At this point, Kal Rudman of the Friday Morning Quarterback made an interesting point: Disco, he said, is helping to break down the traditional R&B airplay route to pop acceptance, but AOR radio is still a bastion of lily-white programming.

One of the more provocative questions from the floor concerned the role that record manufacturers might play in the formulation of BMA policies. Since the labels furnished some $600,000 in seed money to the BMA (including $200,000 from CBS Records), it was asked, how much influence will they have on the association? Wright responded that the board of directors of BMA is running the show, and that when the labels offered to contribute to the fledgling association, they were assured that they could expect nothing in return except for the advancement of black music.

McGrew seconded this statement, noting that the "board of directors is the mind of the BMA." He stressed the point that collective action, rather than any individual, will formulate BMA policy.

According to a board statement issued at the press conference, BMA's first annual founder's conference will be held June 8-12 at the Philadelphia Sheraton Hotel. In addition, the BMA intends to present a network TV special, and both ICM and the William Morris talent agencies have offered proposals for packaging the show. A selection has been made by the board of directors, and details will be available soon. It was also resolved by the board that the Performing Arts Division, with the assistance of its premier artists, will record and present an album to BMA, the net proceeds of which will be distributed among BMA's programs.

Meanwhile, BMA's membership drive continues with great vigor. The six-month organization already claims 3,500 members, and more music people are joining daily, according to the BMA.

SRS Forum Scheduled

LOS ANGELES — Songwriters Resources and Services (SRS) will present a forum/workshop titled "Taking Care of Business," Dec. 4 at 7:30 p.m. at the Hollywood Holiday Inn. The forum will include panel speakers Al Schlesinger, music attorney; Joel Cohen, manager of Steppenwolf, Steely Dan, Three Dog Night; Bud Kahaner, accountant for the firm of Prager and Fenton; and Stan Milander, agent for Alan and Marilyn Bergman, Bill Conti, Henry Mancini and Elmer Bernstein.

The forum is free to SRS members and $2.00 for others.

Leventon Forms Atoka

NEW YORK — Michael Barry Leventon has formed Atoka Music, a new management, promotion, production, and publishing corporation. Until recently Leventon was national promotion director for Kirshner Records, a post he had held since 1976.

Atoka's staff will include Chris Francia, Leventon's assistant, and Horace Hunter, local New York and Philadelphia promotion director. Atoka's debut acts will be singer-songwriter Laura and a fusion group named Speed Limit. The company's offices will be located at 29 E. 61 St., New York, N.Y.
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