The classiest single around goes by the title "Da Doo Rendezvous."

The singer goes by the name Valerie Carter.

From the white-hot album "Wild Child" on ARC Records and Tapes. Distributed by Columbia Records.

Valerie Carter
Wild Child
including:
Lady in The Dark / What's Become Of Us
Da Doo Rendezvous / The Story Of Love / Crazy

Produced by James Newton Howard.
Management: Cavallo/Ruffalo.
ARC are trademarks of the American Recording Company.
© 1978 CBS Inc.
EDITORIAL

Positively Psychological

The state of the economy is like the ultimate rumor. As conversation passes from one to another, the actual situation becomes distorted and in general worse than the reality. Such is the case at the present time in regard to inflation. People keep talking about how bad things are and this in turn helps fuel the inflationary spiral.

While the realities of softer sales and tighter money are facing business today, there appears to be a psychological strain that is perpetuating economic decline. While the record industry is not recession-proof, it is safe to say that it is recession-resistant. As discretionary dollars become harder to come by, consumers consciously look for entertainment bargains and records continue to be one of the best entertainment buys.

Retailers have noted that some labels are pushing back January album releases due to the economic situation, but this does not seem to do anything but further the feeling of instability. If people in the industry prepare for the worst, but react daily on a business-as-usual philosophy, a healthier situation could be achieved.

NEWS HIGHLIGHTS

- Label promotion and marketing strategies examined in part two of homogenization of pop music series (page 7).
- Stan Curnyn will be the keynote speaker at next year's 21st Annual NARM convention (page 7).
- WEA International reports that the company's total sales increased 32% in 1978 (page 7).
- Independent distributors rally behind CTI in wake of Chapter XI filing (page 7).
- Canadian labels becoming less dependent upon U.S. pop music trends (page 43).
- Marvin Gaye's "Here, My Dear" and Hot Chocolate's "Every 1's A Winner" are top Album Picks of the week (page 15).
- Chicago's "No Tell Lover" and Keith Richards' "Run Rudolph Run" are top Singles Picks of the week (page 18).

TOP POP DEBUTS

SINGLES 47  DO YA THINK I'M SEXY — Rod Stewart — WB

ALBUMS 32  BLONDES HAVE MORE FUN — Rod Stewart — WB

POP SINGLE

LE FREAK  Chic  Atlantic

R&B SINGLE

LE FREAK  Chic  Atlantic

COUNTRY SINGLE

BURGERS AND FRIES  Charley Pride  RCA

JAZZ

REED SEED  Grover Washington Jr  Motown

NUMBER ONES

Barbra Streisand

Barbra Streisand's Greatest Hits Vol. 2

COUNTRY ALBUM

CHAKA  Chaka Khan  WB

C'est Chic  Chic  Atlantic

DISCO

LE FREAK  Chic  Atlantic
TRIBUTE TO A FATHER

"Pops, We Love You"

A Very Special Single

Sung by:

Diana Ross

Marvin Gaye

Smokey Robinson

Stevie Wonder

From Motown Records

© 1978 Motown Record Corporation
Multi-Category Music Mkgt.  A Many-Faceted Endeavor

by Randy Lewis and Jeff Grossan

(Continued from page 14)

On the other hand, for Tanya Tucker’s “TNT,” which brings her musically into the rock field, MCA has gone out of the box to a variety of formats, in addition to reaching a country stronghold. Her current tour, advertising and publicity campaigns are also aimed at establishing simultaneous across-the-board exposure.

Case By Case

Although this record company shows the approaches used by WB and MCA are the two most common paths to marketing music which can fit into more than one musical category, the record executives said each album is considered on an individual basis before they decide on a marketing strategy.

Yet most acknowledged that promotion and marketing can’t make a record a multi-category hit unless the potential for

(continued on page 15)

Stan Cornyn To Address 1979 NARM Convention In Florida

CHERRY HILL, N.J. — Stan Cornyn, executive vice president and director of creative services for Warner Bros. Records, will be the keynote speaker at the 1979 21st annual NARM convention. Cornyn will give his address on the subject of “The Conflict Between Commercialism and Quality in the Recorded Music Industry” at the opening business session.

WEA International Sales Up In ’78 As Company Expands

LOS ANGELES — WEA International has reported that worldwide sales for 1978 exceeded last year’s total by more than 32%. In addition to the sales increase, WEA International continued to expand organizationally this past year, launching new branches in Austria, Hong Kong, Singapore and Malaysia.

“Our (sales) successes this year,” company president Nesuhi Ertegun said, “surpassed the goals of a triple-thrusted year-long campaign. Our objectives were: an increase in sales of our English language repertoire (U.S. — U.K. product) by all of our overseas companies; sales increases of ‘national’ repertoire (self-produced by our individual overseas companies) within their respective markets; sales increases of ‘national’ repertoire of any one of our individual companies in the markets of all our other companies.”

WEA International’s increased sales volume came from its three principal U.S. sources: Warner Bros. Records, Elektra/Asylum Records and Atlantic Records. Linda Ronstadt and Foreigner established themselves in the international superstar category, while strong gains were made for Sha Na Na, Rose Royce, Van Halen, Cars, Leif Garrett, Manhattan Transfer, Roberta Flack, AC-DC, and the Tramp.

Organizational Expansion

Besides the company’s inauguration of its four new branches, three WEA distribution centers began operations this July. WEA Benelux opened its new facility near the Dutch-Belgium border, and WEA Italy became self-sufficient when it moved into its own newly constructed office and distribution headquarters in Milan.

WEA Brazil began its own distribution centers for sales and marketing for WEA Brazil now operate in Sao Paulo, while its central headquarters remain in Rio de Janeiro.

WEA International and Pioneer Electronics entered into a new phase in their Japan partnership. K. Sawa was appointed president of Warner-Pioneer, with Y. Sakamoto and Keith Bruce serving as co-managing directors.

An example of a WEA International overseas company succeeding in the other markets that comprise the WEA International network is WEA Germany. Among its international successes are Louise Ferrier, who topped the charts in many of the 25 other countries where she was released; Supermax; Mick Jackson, who enjoyed success in Europe and whose new singles will be released this month in the U.S. on Atlantic Records; plus Lucifer’s Friend, and Passport.

WEA Filipacchi (France) undertook an ambitious recording project: "Starmania," a rock opera that involved already-established and relatively unknown soloists and groups of rock musicians, a choir and a symphony orchestra. Since its release, "Starmania" has been a best seller in France, Belgium, Switzerland and Canada.

Stan Cornyn

March 24 at the Diplomat Hotel in Hollywood, Florida.

Although this is not Cornyn’s first speaking engagement at a NARM convention, it is the first time he has been a convention keynote, according to Joseph A. Cohen, executive vice president of NARM.

Conversation-Raising


Stan Cornyn


LOS ANGELES — “Barbra Streisand’s Greatest Hits Vol. 2” became the #1 pop album in the nation this week, underscoring “52nd Street” by Billy Joel which was the top pop album for the past five weeks. Seven other greatest hits packages by Barry Manilow, Earth, Wind & Fire, Steely Dan, Steve Miller Band, Commodores, Wings and Marshall Tucker Band are charting in the Top 35.

“Le Freak” by Chic continues this week as the #1 single on the pop, R&B and disco charts. The Atlantic album “C’Est Chic” stands at #1 on the Top 75 Black Contemporary Album chart as well as #11 bullet on the Top 100 Pop LP chart. The album has scored #1 retail reports in Boston, Baltimore-Washington, San Antonio and L.A. and is a breakout this week with the

(continued on page 25)

CTI Files Ch. XI But Stays Afloat With Indies Help by Charles Palkert

NEW YORK — CTI Records, Creed Taylor’s independent label that recently filed a Chapter XI petition to reorganize the company under a new federal reform law in U.S. Southern District Court here December 7.

Pending action by the courts, a consortium of independent record distributors, headed by Harry Aposito of Alpha distribution in New York, have agreed to keep CTI in business by issuing letters of credit, according to Jerry Wagner, president of CTI.

The letters of credit, Wagner said, “guarantee the company’s (CTIs) income on a revolving basis, and it guarantees the production of our product.” Other distributors who have agreed to back the revamped label with letters of credit, Wagner said, include Schwartz Brothers in Washington, D.C.; Progress Records in Cleveland; Record Merchandising in Los Angeles; Stan’s Record Service in Shreveport, La.; and Pickwick International, headquartered in Minneapolis.

CTI, which ended its distribution arrangement with Motown Records six months ago, plans to repackage most of its existing catalog, Wagner stated. The first release under the new label structure, according to Wagner, will be a George Benson album titled “Space.” The album which will ship in December, was described by Wagner as a combination of previously released cuts and unreleased material.

Creed Taylor, chairman of CTI, said that

(continued on page 15)
WKITU Takes Big Bite In Big Apple Fall Radio Sweep
by Joey Berlin
NEW YORK — WKITU-FM has moved to the top of the New York radio market in the Oct./Nov. Arbitron ratings, informed sources report. Advance reports indicate the Dunkhirt/Abbs/consulted disco station scored an impressive 11.3 average overall quarter hour rating, well ahead of perennial market leader and Top 40 powerhouse WABC.

Music stations following WKITU and WABC, which garnered a 7.1 average quarter hour, are MOR WRF at 6.4, MOR WRFM at 4.9, country WKNH tied with oldies WCBS-FM at 3.4, AOR WPLJ at 3.3, contemporary WBLS at 3.1, beautiful music WPAT at 2.7, beautiful music WPAT-FM and Top 40 WXLIO tied at 2.6, adult contemporary WNEW at 2.1 and AOR WNEW-FM at 1.7.

WKITU’s success seems to have come largely at the expense of WBL, which last spring had been right on the heels of WABC and has been referring to itself as the nation’s top-rated FM station.

While the fall book clearly illustrates the impact WKITU’s disco format has had on the market, industry observers are looking toward the winter and spring sweeps to see if WKITU’s numbers hold up. Many are also wondering if WABC’s decline is real, which could indicate a swing away from the AM band.

In racking up its impressive lead, WKITU reached an estimated 2.8 million persons.

New VPs And Senior VPs are Named In Warners Executive Appointments
LOS ANGELES — Three new vice presi-
dents and three senior vice presidents were named at Warner Bros. Records recently.

The new vice presidents are: Clyde Bakke,
mo, senior vice president of sales and
promotion; Richard Plotkin, senior vice
president of A&R; and Mohamed G. Mancuso; and Moe A. Shaffman, vice president of
sales and marketing.

The new senior vice presidents are:

**Hands Full of Platinum** — Casablanca recording artists Village People received two platinum albums each for their recent albums "Macho Man" and "Cruizin." On hand in front of Casablanca’s Hollywood offices are (l-r) in the front row: Glenn Hughes, Village People; Jacques Morali, their producer; Neil Bogart, Casablanca president; Henri Belso, group’s executive producer; and (kneeling) Felipe Rose, Village People. In the back row (l-r) are: Randy Jones, Victor Willis, Village People; Larry Harris, Casablanca senior vice president and managing director; Marc Paul Simon, Casablanca vice president/special projects; Alex Briley and David Hodo, Village People.

Atlantic Launches Disco Campaign; Sanchez And Myzal Directing Effort
NEW YORK — Atlantic Records will launch a major, multi-phase disco promotion campaign beginning in January 1979, and has expanded its disco department by appointing Issy Sanchez as national disco A&R coordinator and Roxy Myzal as associate national disco promotion director.

Sanchez will continue as national direc-
tor of disco promotion, a position he has held since October 1977. His responsi-
bilities now include involvement with all aspects of disco promotion on a national level as well as the production of disco product for Atlantic. Sanchez joined Atl-
antic in December 1976 as director of disco promotion.

In her new position, Roxy Myzal will be responsible for Atlantic’s maximum radio and retail exposure for disco artists and product, working closely with Sanchez.

Previously, Myzal was Atlantic New York local promotion manager since July 78, the first woman to hold that position. Myzal began her career in the music business as operations manager of Nightfall Magazine and co-founder/coordinator of the Boston Disco Record Pool.

Sanchez is in charge of the disco campaign, developed by Sanchez, is “You’ve Never Been Hit So Hard.” Artwork incorporating this theme will be used for 2LP’s, posters, cubes, T-shirt, and the cover of a 2LP sampler edited and sequed by Sanchez.

Roxy Sanchez campaigned for current disco product by Cerrone, Chic, the Fantastic Four, Leil Garrett, Herbie Mann, Montana, and Tasha Thomas. Phase two, set for January, will include albums and singles.

Pops Gordy Tribute 45 Scheduled By Motown
LOS ANGELES — “Pops, We Love You,” a song written for Pops Gordy Sr., the father of Motown founder Berry Gordy, will be released by Motown as a single Dec. 22. The song, written by Pam Sawyer and Marilyn McLeod, was recorded by Diana Ross, Marvin Gaye, Stevie Wonder and Smokey Robinson and marked the first time that the four artists recorded together.

Phase one of the campaign will feature current disco product by Cerrone, Chic, the Fantastic Four, Leil Garrett, Herbie Mann, Montana, and Tasha Thomas. Phase two, set for January, will include albums and singles.

Island’s Nuccio Resigns
NEW YORK — Charles Nuccio last week resigned as president of Island Records in one of several personnel changes at the company. According to a label spokesman, other resignations included those by promotion director Fred Mancuso; his assistant, and product manager Maxime Sartori.

The Island spokesman noted that the company plans to announce Nuccio’s replacement by the New Year. Nuccio can be reached at (714) 346-5410.

Newspaper Ad

**Videodiscs Make Retail Debut In Atlanta Stores**

LOS ANGELES — The videodisc made its in-store debut in Atlanta Dec. 15 when MC Inc. began test-marketing a number of discs in 16 record and music stores manufactured by Magnavox. The videodiscs, which included a disc featuring a concert performance by a recording artist Elton John, will be test-

marketed in Atlanta before distribution to stores across the U.S. begins in 1979, of-
cials of RCA and Magnavox said.

Suggested list price for the video players has been set at $695, but half-hour and two-hour pre-recorded discs will sell for $5.95 and $15.95, respectively.

MCA’s videodisc catalog currently

The recent release of Alice Cooper’s album “From The Inside” on Warner Bros. Records marked a major departure from the rock star’s past — not so much musically, though, as theme and physically. The album, which teamed Cooper’s songwriting talents with those of lyricist Bernie Taupin, tells the story of Cooper’s battle with alcoholism, which caused him to commit himself to a sanatorium.

In a recent Cash Box interview, Cooper said, “The LP is not down. I’m not complain-

about what happened. Going into the hospital was a great thing for me. Some people find Jesus but I found self-confidence, the self-confidence I had lost to alcoholism.”

Musicians appearing on the LP include guitarists Dick Wagner and Steve Lukather, bassists Dee Murray and Leland Sklar and vocalists Kiki Dee, Bill Champlin, Flo & Ed-
die and Davie Johnston.

The current single from the album, “How You Gonna See Me Now,” is #18 bullet on this week’s Top 100 Singles chart, while the LP is currently #100 bullet on the album chart.
There's only one way to describe Lakeside's smash single...

"It's All The Way Live."

LAKESIDE
SHOT OF LOVE

Ready, aim, fire!
Lakeside shoots straight for the top with a debut album produced by industry titans Dick Griffey and Leon Sylvers.

"Shot of Love," high velocity funk that's right on target.

Produced by Dick Griffey, Leon Sylvers and Lakeside

From the galaxy of the stars
Manufactured and distributed by RCA Records
Cooper Bros.

Dick and Brian Cooper are the Cooper Brothers, and they form the nucleus of a Canadian band that includes Terry King, Donn Desgagnés, Glenn Bell and Darryl Alguire. Having established themselves as one of Canada's top bands, the Cooper Brothers have set their sights on the United States with the release of their debut album on Capricorn Records, titled "The Cooper Brothers."

Capricorn and Canada may seem a strange combination but the link makes sense on closer examination, because the Cooper Brothers' latest release is a country-rock sound with the accent on infectious harmonies and crisp intros. The group's sound is as hot as a bed of American-flavored country music activity.

The group's main country influences, Cooper Brothers will have been covered in the music of The Buffalo Springfield; The Burrito Brothers; Crosby, Stills and Nash; and Young, Gram Parsons, and although the group often sounds remarkably like another exponent of the country-rock sound, The Eagles, Cooper Brothers has the knack for placing the brothers biggest debt to the southern Californians has been "the fact that they built a big band sound." Dick and Brian established themselves on the Canadian dance and bar circuits in the late sixties, while Dick received further training in music in American literature from Ottawa University in 1969, he was later "thrown out of Ottawa" by the University. He went on to "The Call" studying through such names as "What The Cat Dragged In," the band simply became known as the Cooper Brothers, and concentrated on building up a national Canadian audience via the arduous bar band circuit.

By 1974, the band had made their first recording, a series of singles produced by Les Emerson, a former member of Canada's renowned rock group, the Five Man Electrical Band. The singles went nowhere, however, and the band went back on the road. Two years later, according to the group, various labels began making offers, but the group held out until they got a manager they considered "the best manager possible." Alan Katz. Through Katz, Gary Cape, the owner of Kami Productions, heard the group, and signed them to a contract. Within three weeks, the group recorded their first album in Toronto, August 1977, but a record company deal had not been signed.

The next six months were spent negotiating, and, Cooper recalls, "we were drawing up a contract with CBS when Capricorn called." The CBS contract never materialized, Cooper said, because "we were unsigned with an independent label that wasn't right for us. We were impressed by its small town roots, its small roster, and we thought the type of music we played was better suited for them."

Bobby David

Bobby David is not only an up and coming singer/songwriter signed to 20th Century-Fox Records, he is also a corporation. "Incorporating to protect their earnings is not new, but David did it while he was still a struggling unknown. Before landing his contract with 20th, David put together a 100-page business perspective which he pitched to a coal and oil executive (unassociated with the entertainment business) whom he had met a year-and-a-half before. Soon David had a backer and Bobby David Inc. was born."

In addition to being a fine upper and mid-range singer, David's prolific songwriting was the key to convincing his angel that he was a good investment. Bobby has had more than 300 songs published, including a couple of hits on the country charts. His "Devil In The Bottle" went to #1 in 1975 and helped launch T.G. Sheppard's career. Later that year, Charley Pride had a single with David's "Hope You're Feelin' Me (Like I'm Feelin' You)." According to the complaint, the company with the name of the record company and CBS Records, sued CBS Records, Inc. for breach of contract and failure to account for royalties due him.

"Stranded In A Limbo" Simon is contending that after signing with Warner Bros. in February of this year, CBS did not properly promote and distribute his last single, "Stranded In A Limbo," also recorded on the label. Simon and CBS entered into an agreement on February 14, 1975, for the artist to deliver a minimum of four albums. The singer still owes the label one more album under the terms of the pact, but has asked the court to relieve him of that obligation.

In a complaint filed earlier this year in the same court, CBS brought suit against Simon, claim Simon's single "Sooner Or Later," recorded under the pseudonym "The Paul Simon Songbook." (LP never released in this country) runs for a period of 10 years from Feb 14, 1975. That action was promoted by a suit brought against CBS in England by Simon in January of this year for copyright infringement.

Loggins Gets Gold Watch

Columbia Records recently hosted a dinner party in honor of Kenny Loggins, "The Kenny Loggins Sing-A-Long," presented with both gold and platinum LPs for his latest album, "Nightwatch." Pictured at the presentation (l-r) are: Bob Sherwood, president, national promotion; Columbia Records; Jack Craigo, senior vice president and general manager, Columbia Records; Don Ellis, national vice president, A&R, Columbia Records; Jim Reilly, Larson-Reccord Management; Loggins; Eva Loggins, Kenny's wife, Larry Larson, Larson-Reccord Management; John Mansfield, vice president, marketing, Columbia Records.

Main Topics

Coordination of Nashville, New York and Los Angeles professional offices, the stepped up exploitation of the various US. Music and Robbins/Feist/Millard catalogs, related exploitation in the Big 3 Music print operations and the presentation of new movie music scores in closer cooperation with UA's motion picture division were the main themes at the conference. A new writer development push was also noted as a key part of U.A. Music's expansion plan.

The meetings were chaired by Seider and included presentations by the company's recently appointed vice president of Nashville operations, Jimmy Gilmor, Stu Greenberg, general manager of U.A. Music's New York offices and Peter Pasternak and Suzanne Logan, who recently joined the Los Angeles professional staff, also participated in the meetings.

NEW FACES TO WATCH

WARNER EXEC PREDICT FEWER RELEASES, MORE PROMOTION

by Jeff Crossan

LOS ANGELES — Fewer records will be released by major labels in the near future to allow more time and money to be spent for promotion and marketing campaigns in support of new product, Bob Krasnow, vice president of talent at Warner Bros. Records, said yesterday at a luncheon gathering of the Conference of Personal Managers recently.

Addressing the group at the Beverly Hills Hotel, Krasnow likened the increasing number of records released in recent years to "devils" and the movies which he said glutted the film industry in the "40s and 50s.

"The majors are overloaded with product now," Krasnow said. "You're going to see less records from the majors soon with far more promotion."

Outcuts of new product, Krasnow predicted, will allow major records to sell eight million copies while fewer marginal records will be coming out.

Stressing that Warner Bros. is an "A&R-oriented company," Krasnow said the label will begin to take a closer look at new records prior to their release. "There will be no more knee-jerk reactions," he said.

Also speaking at the conference was Warner Bros. sales vice president Ed Rosenblatt, who echoed Krasnow's sentiments saying that release cutbacks would mean that label execs would have to be more honest with artist managers in their evaluation of new releases.

"It's difficult to sit in a room, listen to a record, tape your foot and close your eyes, then in a half-hour time you're thinking, 'Oh, my God!' It's hard to tell a manager that you don't enjoy the record."

"We have to be more aggressive," Rosenblatt said. "It's easier to tell the artist to go back into the studio and change some things than to spend the money to put the artist on tour with promotion and marketing support."

Another featured speaker, Sherwin Bash, president of BNB Management told Krasnow and Rosenblatt, "I would rather deliver an album to the record company and hear them say, 'It's not there yet than to release it before it's ready. Maybe we're not..." (Continued on page 25)

UA MUSIC HOLDS NATIONAL MEETINGS

LOS ANGELES — Professional staffers, principal executives and various staff and affiliated inquirers from Columbia Records' Los Angeles professional office, the stepped up exploitation of the various US. Music and Robbins/Feist/Millard catalogs, related exploitation in the Big 3 Music print operations and the presentation of new movie music scores in closer cooperation with UA's motion picture division were the main themes at the conference. A new writer development push was also noted as a key part of U.A. Music's expansion plan.

The meetings were chaired by Seider and included presentations by the company's recently appointed vice president of Nashville operations, Jimmy Gilmor, Stu Greenberg, general manager of U.A. Music's New York offices and Peter Pasternak and Suzanne Logan, who recently joined the Los Angeles professional staff, also participated in the meetings.
NO DOUBT ABOUT IT -

THERE'S FIRE IN THE GROOVES

"YOU FOOLME"

The searing debut album from Grey and Hanks featuring the soon to be released 7 and 12 inch single "Dancin’"

Renowned for writing LTD’s smash single “Back in Love Again,” Grey and Hanks step out with an unmistakable, shake your body ‘til daybreakable sound of their own. Backed by the horn section of Earth, Wind and Fire, Grey and Hanks put your motor in gear with the most danceable new album of the year, “You Fooled Me,” smokin’ now on RCA Records.

Produced by Lon Roo Hanks and Zane Grey for Sounds Like A Winner Productions.
In association with Sorkin Music Company
Executive Producer Neil Portnow

www.americanradiohistory.com
‘Sampler’ Heralds TK Jazz Campaign
by Alan Sutton

LOS ANGELES — TK Productions last week began mailing 5,500 copies of "The TK Jazz Sampler" to radio stations, distributors and retailers, in a move to emphasize a major thrust behind its jazz roster and artists.

The sampler contains album jackets from each of TK’s three jazz labels — Martin, Wolf and LRC — bound together in spiral form. An additional album featuring the package includes Eddie Daniel’s "Street Wind," Kenny Barron’s "Innocence," Ralph Moore’s "For U and Me," Jimmy McGriff’s "Outside Looking In," Jimmy Ponder’s "All Things Beautiful" and Joe Thomas’ "Get In The Wind."

Sample Cuts

Additionally, the sampler includes the entire Michael Urbahnik’s "Ecstasy" album as well as a two-track set with samples from the featured albums.

According to marketing director Linda Fine, the sampler was conceived by TK president Henry Stone, who wanted to showcase the label’s burgeoning jazz roster. "People still think of TK as a disco label," she said, "and with the sampler we’re trying to show another side of TK."

She said the campaign is being supported with additional ad dollars and in-store merchandising tools.

Emphasize Crossover

Fine went on to emphasize the crossover potential of the jazz release, citing TK’s success in promoting R&B and disco acts such as KC & The Sunshine Band, Betty Wright, Peter Brown, Jimmy “Bo” Horne and Bobby Caldwell.

"We have a strong R&B department," she said, "and with that in mind we are not just servicing the sampler to jazz stations. Everything is being filtered through key R&B, college and progressive stations as well."

"I think (A&M artist) Chuck Mangione proved the crossover potential of good jazz, and this is the perfect time to expose our diversified jazz roster."

Richards Releases 45

NEW YORK — Rolling Stone Records has rush-released a solo single by Keith Richards of the Rolling Stones — "Run Rudolph Run" b/w "The Harder They Come." "Rudolph" whose release has been timed for Christmas, is the Christmas rock standard, written by Johnny Marks and Marvin Brodie. Both sides of the single by Richards, his first as a solo artist, feature his own arrangement and production.

PLAYER CELEBRATES GOLD — RSO recording group Player recently performed as the second-billed act to headliners Heart at the Inglewood Forum. Following the show, Player was presented with a gold record for its R&A-certified album, "Danger Zone." Featured in (r) back are: Peter Beckett of Player, Janis Lundy, RYO executive assistant to the president; Ronn Moss of Player; Michael Dundas, RSO national album promotion director; Al Coury, RSO president; Jason Minkley, RSO promotion; J.C. Crowley of Player; Bob Carpenter, tour keyboard member; John Friessen of Player; and Rich Fitzgerald, RSO vice president of promotion.

EXECUTIVES ON THE MOVE

Johnson Scott Cork Collins

Gregory Elevated At Salsoul — Salsoul Record Corporation has announced the elevation of Chuck Gregory to senior vice president of promotion for Salsoul and its affiliate labels, Gold Mind, Tom M. Jerry, Philly Groove and Bethlehem. He entered the record business as sales and promotion manager for Gimbel Brothers, moved on to Schwartz Brothers, and then joined Columbia Records as promotion manager, where he moved to west coast as regional promotion manager. He switched to Epic Records as director of west coast A&R.

WBR Appointments Named — Warner Bros. Records announced two new appointments within the creative services department of the label. Pete Johnson has been named creative director of free company, and Peter Wolf has assumed the position of regional creative art director. Prior to this appointment, Johnson was executive director of product management. Additionally, he has worked extensively with WBR’s A&R department and had also served as executive director. He has been with the company for nine years. Before becoming executive art director, Whorf was an assistant for WCI special projects, a post he held for over two years.

Goldstein Upped At E/A — Barry Goldstein has been named director of the newly-created video and film department of Elektra/Asylum Records. With Elektra/Asylum for three years, she was formerly national artist development coordinator.

Scott Appointed At CBS — CBS Records has announced the appointment of Janice Scott to director, radio and television production, advertising creative services, CBS Records. She joined CBS in the traffic department in 1969. She went to the radio department in 1972 as production assistant. She became the manager of radio production and in April 1978 acquired the position of assistant director, radio production.

Bork Appointed At Columbia — Columbia Records has announced the appointment of Carol Bork to associate director, east coast tour publicity, Columbia Records. She joined Columbia Records in 1975 as tour publicist, and in 1977 was promoted to manager, tour publicity, the position she has held until her current move.

Polenta Named At Atlantic — Art Collins has been promoted to associate director of national publicity for Atlantic Records. Prior to this new appointment, he has been publicity manager for Atlantic & Affiliated Labels since April 1978, prior to which he served as east coast publicity manager. He joined Atlantic Records in May 1975 as publicity assistant.

Polenta Named At Infinity — Lou Polenta has been appointed director of accounting at Infinity. He joins Infinity after 14 years at CBS Records where he was most recently associate director of marketing analysis. He also served at CBS as financial analyst and as manager of marketing finance. Polenta, who reports directly to Mankoff, will be based at Infinity’s New York offices.

Melancon To Chrysalis — Chrystals Records has announced the appointment of Chrysalis president national sales manager. Melancon, who most recently served as district west sales manager for MCA Records, had been with MCA for the past eight-and-a-half years, beginning as a sales representative.

Sepe Named — Unlimited Gold Records has named Tony Sepe vice president in charge of production. For three years previously he was production manager and tour coordinator for Barry White Productions, Inc., organizing several global tours for White, Love Unlimited, and the Love Unlimited Orchestra.

RCA Names McNamara — RCA Records Nashville has announced the appointment of John P. McNamara as regional manager, promotion — RCA Records Nashville. McNamara will be responsible for the promotion of RCA Records Nashville pop product in the midwest. He will work from Chicago. He has worked as local sales representative for ABC Records (in Detroit and Buffalo) and as regional promotion manager for pop product in Chicago. Immediately prior to joining RCA, he was pop promotion manager for Mercury Records in Chicago.

Benton Named At Casablanca — Casablanca Records & FirmWorks music publishing, has announced the appointment of Cheryl Benton as professional manager. She has worked as assistant to Bedell for six months. Previously she worked in the professional department of United Artists Music.

Collins Named At Atlantic — Art Collins has been promoted to associate director of national publicity for Atlantic Records. Prior to this new appointment, he has been publicity manager for Atlantic & Affiliated Labels since April 1978, prior to which he served as east coast publicity manager. He joined Atlantic Records in May 1975 as publicity assistant.

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The only thing they have in common is our uncommon support.

JULES AND THE POLAR BEARS/Jules and the Polar Bears have "got no breeding," but people are very fond of their distinctive lyrics and soaring instrumentation. Right now, they're on a very successful major market tour with Peter Gabriel, and their album is getting terrific radio and press response. Produced by Larry Hirsch, Stephen Ague and Jules Shear.

THE BLISS BAND/The Bliss Band cordially invites you to dig into their hearty debut, "Dinner with Raoul." Your host is singer/songwriter/keyboard player, Paul Bliss. Ably assisting him is a group of fine session players from Mother England. Countless FM stations are already digging in, so the sooner you respond, the better. Produced by Jeff Baxter.

DANE DONOHUE/Dane Donohue sees right through you. He also sees right through Dane Donohue. That's what his songs are about: what he finds in other people and in himself. He expresses his insights with a voice that captivates. And so captivated were some very renowned musician friends of his that they decided to join him on his debut album. Produced by Terence Boylan, Jim Winding, Steve Hodge and John Boylan.

At Columbia Records, artist development is our art.
**EAST COASTINGS**

**LET'S FACE IT: THE MAN IS DOIN' IT!** The word is that George Cliftton, the man behind Parliament, Funkedelic, and the Brides of Funkenstein has further plans to broaden his musical empire. George reportedly wants to head his own label, which will initially feature George Shider, lead singer for the P-Funk crew, and Junie Morrison, former leader of the Ohio Players. Naturally, most of the major labels are reported bidding for the right to carry this latest division of the Clifton conglomerate. Or maybe not.

**MUCH MORE MUSICALS** — Original cast albums of Broadway musicals have a reputation as being solid catalog items to have in the racks, but nothing that's going to ship gold. Instant success may elude musicals outside New York, but on Broadway, musicals are dominating the theatre box offices. Out of 26 Broadway plays running, 20 are musicals. And still more are on the way, including "A Broadway Musical," (billed as "a musical! A Broadway musical!") and "Ballroom," Michael Bennett's first Broadway attempt since his now classic "On the Town," which, incidentally, is a gold album for CBS ... And Off Broadway, at Joseph Papp's Public Theatre, Mike Nichols will direct a musical called "Sancho," about the relationship between a black and Puerto Rican family. Papp is already predicting a Broadway run, and says if the score will be "jazzy and Hispanic — the mix that's happening today." ... Also, some good Theatre District news for Michael Tucker, who's headliner status is about to be shattered, will reopen in March, and the Apollo Theatre on the notorious 42nd St. Plus: the M&A show at the Empire State Building, a move to a movie house to a new theater, will open in mid-March.

**NAMES IN THE NEWS** — Asleep At The Wheel has made some personnel changes, and has also trimmed its line-up down to eight members. Joining the band are Spencer Starnes, the new general manager; the band's engineer, Greg Tasse, who heads the administrative offices in Toronto; Talisman also has a Los Angeles office where marketing and promotion activities are based.

**HANCOCK VISITS LONDON** — Herb Hancock flew into London recently and was introduced to two U.K. disc jockeys who were fanning the myth that "Pretty Girls Like It Was You," strong support. Pictured (1-2) at an informal lunch hosted by CBS promo-Bob Hans at Cabbage Club were Cains Edwards, Capital Radio, and Dave Lee Travis, BBC Radio One DJ.

**RUSH LP SET AS MERCURY PIC DISC**

NEW YORK — Phonogram/Mercury has entered the picture disc sweepstakes by releasing the Rush "Hemispheres" album which features a reproduction of the album cover Levine, a Montreal-bred entertainment promoter whose credits include stints with Donna Summer, Lou Rawls and Gloria Gaynor. He also heads his own promotion company, Promark Concepts, which handles masked stuntman The Human Fly. The latest was originated via a president of national sales for Phonogram/Mercury. "We were even giving consideration to numbering the discs. But the no return policy, along with the limited run was done for two reasons. First, we didn't want to risk cutting into the sales of the black vinyl edit, and more importantly by producing a quantity far below what the market could take, we are enhancing the items collectibility and adding to the group's mystique. As for the no return policy," Loek continued, "this is simply our way of letting the distributors and retailers know that they should order this limited run record judiciously."

95 percent in the U.S. with Canadian artists. Talisman, which plans to sign other Canadian artists and break them in the U.S. if its Dal Bello campaign is successful, will be distributed primarily by Pickwick. London handles the company's Canadian distribution. Levine says Talisman will also hire independent promotion people to work Dal Bello's single and album, both entitled "Pretty Girls." Other executives in the company are general manager Dave Margaux and Yalonda Tasse, vice president of A&R and creative director. Levine's title is vice president of marketing and promotion. In addition to the administrative offices in Toronto, Talisman also has a Los Angeles office where marketing and promotion activities are based.

Levine says Talisman will invest $150,000 behind the "Pretty Girls" single in the U.S. Among the tactics the company is employing are retail-contests and 1 rebate on Dal Bello's album during a four-week period following its release. In addition, there will be radio station contests and giveaways, the hiring of "pretty girls" to deliver records to stations, and possibly a tie-in with a cosmetics company similar to the successful Revlon-Canada drug store promotion that Levine credits with helping break Dal Bello in Canada. Dal Bello, winner of a Juno Award as best new female vocalist in Canada, is expected to tour the U.S. next spring.

**ASF Gala Date Jan. 12**

LOS ANGELES — The American Song Festival will announce the 1978 Grand Prize Winners in its 5th annual competition at the ASF Awards Presentation and Disco Gala Jan. 12 in Los Angeles. The event is expected to draw recording artists, record and publishing executives, along with a national cross-section of media representatives.

**CBS Albums Cited**

NEW YORK — Two Columbia albums have been certified platinum and two have received gold certification. The platinum LP's were "The Best of Earth, Wind, & Fire," and "Neil Diamond's "You Don't Bring Me Flowers,"" both shipped platinum. The gold LPs were "Tanya Tucker's Greatest Hits" and "Toto."
ALMO & IRVING OPENS NEW OFFICE — A new publishing building has been erected to house the staff of Almo & Irving Music (the publishing arm of Almo). To celebrate the building's completion, a ribbon-cutting ceremony was held by A&M. The new offices will house a staff of over 30 persons, including songwriters' offices and recording facilities. Pictured (l-r) at the ceremony are: Mike Sims, Hollywood Chamber of Commerce; Chuck Kaye, president of Almo/Irving Music; Councilwoman Peggy Stevenson; Herb Alpert, A&M vice chairman; Jerry Moss, A&M chairman; Bill Friesen, A&M president; and Dave Alpert, A&M vice president, operations.

Multi-Category Music Mktg. A Many-Faceted Endeavor

(continued from page 7)

widespread acceptance is already there when the artist and producer deliver it to the label. In fact, virtually all record executives surveyed prefixed discussions with a comment similar to one from Stan Bly, MCA's vice president of promotion:

Music Is The Key

"First of all, everything is in the production of the album. We had a step by step advertising plan behind that album ('TNT') and it worked. But inside the (LP) cover is the real key," Bly said.

Categorization, many artists and producers said, is used primarily by record buyers. (See Cash Box, Dec. 16), but most record execs who admitted the existence of labeling were quick to say when labels are used, they are applied to individual releases, not artists. Where Labels Come From

"It's a circular situation," says Adam Cornyn To Speak At '79 NARM Meet

(continued from page 7)

"It provoked unprecedented research into the adult record and tape market and paved the way for other studies to be used as the basis of future decisions. Knowing Cornyn, I am certain his upcoming keynote address will raise the consciousness of every segment of the industry: retailers, wholesalers and manufacturers."

Cornyn entered the music business in the mid-50s after attending Yale Graduate School. Initially, he wrote liner notes for Capitol Records. In 1959, he joined the six-month-old Warner Bros. label where he served as editorial director and later, director of creative services. While maintaining his current position of executive vice president, Cornyn recently resumed his former post with creative services.

CTI Files Chp. XI

(continued from page 7)

the revamped CTI "will return to the jazz field where its success began. I'm not afraid to admit," Taylor continued, "that we wandered off a bit too far." In the future, Taylor said, CTI will forsake the disco and AOR markets.

In addition, Wagner predicted the "conclusion" of the CTI catalog, which remains intact with the exception of Motown's acquisition of Grover Washington and Horizon's acquisition of Seaweed. Internationally, Wagner said, CTI's multi-license network "will continue unchanged." The labels' 23 record licenses will continue to be managed by Overseas Music's John Nathan.

ARTISTS ON THE AIR

Barry Manilow, Natalie Cole and B. T. Express will appear on Don Kirshner's Rock Concert on Dec. 23. On Dec. 30 the program will feature performances by John Travolta, Silver Connection, Carol Douglas, Manhattan, Jimmy Walker and Siber. Alto & Mantia, Tanya Tucker, Chuck Mangione, Barry Manilow, Rick James and The Village People will also perform on Don Kirshner's Rockin' Eve '79 on ABC-TV on Dec. 31. Louisiana's Le Roux will appear on a repeat segment of "Midnight Special" on Dec. 29. The show will also feature a performance by Michael Johnson and will be hosted by Steve Martin.

On Dec. 30 "American Bandstand" will include a guest appearance by Chanson. Trini Lopez will guest star in a Home Box Office special "Sixties Then and Now" scheduled to tape Dec. 31 at the Coconut Grove nightclub for broadcast in February. The player has been set to guest star on a syndicated television special, "The King Of The Gypsies Premiere Party."
Polygram Announces February Opening For New Jersey Warehouse

NEW YORK — As exclusively reported in Cash Box (Sept. 30, 1978), Polygram Distributing Corp.'s new 103,000-square-foot warehouse in Edison, New Jersey, will begin operations sometime in February, 1979, according to Dean White, operations manager for the company. The new distribution center will handle 30% of Polygram's total U.S. volume. All east coast record retailers, except those in Georgia, will be serviced with Polygram product from the Edison facility.

New Denver LP Set

NEW YORK — RCA Records will release John Denver's new self-titled album, in January. Denver wrote six of the 11 songs on the LP, which features performances by James Burton, Hal Blaine, Emory Gordy, Glen Hardin, Jim Horn, and Herb Pedersen. The label has planned a 3-month campaign to promote the LP with heavy emphasis on television advertising.

Chit Taylor To Capitol

LOS ANGELES — Singer-songwriter/guitarist Chit Taylor has signed with Capitol Records and will release his debut album for the label, "Saint Sebastian" in mid-January. The album was co-produced by Taylor and John Palladino.

Field Merchandising Announces First Clients

LOS ANGELES — Gordon Bossen, president of the newly-formed Field Merchandising Inc., has announced that the entertainment company and The Bicycle Music Co., are his company’s first clients. Bossen also announced that he has hired four of eight representatives that will make up the Field Merchandising Inc. staff.

B-Line Relocates Office

LOS ANGELES — B-Line Productions and B-Line Management have relocated their offices to 9356 Santa Monica Blvd., Beverly Hills, Calif. 90210. The telephone number is (213) 550-7220.

Loretta Lynn Life Story Set For Filming In Feb.

L O S A N G E L E S — "Coal Miner's Daughter," a film based on the life of Loretta Lynn, starring Sissy Spacek, will begin production in February for Universal in Ireland. The film will be produced by Bernard Schwartz and directed by Michael Apted from Thomas Rickman's screenplay. Filming will take place in Kentucky and Tennessee, where Lynn spent her youth in poverty.

Karma Opens 2 Stores

NEW YORK — "Karma Records, the retail affiliate of Gold Medals & Sun’s, Inc., has opened two new stores in Indianapois, Indiana. The Karma stores are on the same street and west sides of the city, complementing Karma's already existing north and east side stores. Both stores are free-standing 4,000-square-foot outlets equipped with custom-built mobile audio/video modules. As part of its grand opening plans, the new Karma stores will be open for 36 consecutive hours beginning Friday, Dec. 22. One dollar discounts off all records and tapes are being offered between midnight and 8 a.m. as part of the celebration.

Work Begins On New ABC Records Office

LOS ANGELES — Preliminary construction has begun on the site for new ABC Records offices near Century City, Calif. The label plans to move from its current Beverly Hills headquarters to the new location around March 1, 1979. ABC's new address will be 9911 Pico Blvd.

RPM Studios Open

NEW YORK — Robert Mason has opened RPM Studios at 12 East 12 St. in Manhattan. The studio is a full-service 24-track facility. The telephone number is (212) 242-2100.

Weiss Music Ltd. Moves

LOS ANGELES — Larry Weiss Music Ltd. has relocated to 1630 Woods Drive, Los Angeles, Ca. 90069.

POINTER WEST

POINTER WEST — "OL' PINK EYES IS BACK" — Elton John has come out of retirement for the first time in nearly two years and again is on the road in Europe as of February 1978. He announced he would no longer do live shows, but perhaps he got the taste for them again after giving impromptu solo shows at the MCA Records east and west coast conventions in October. The only instrument backing Elton on this tour will be an electric keyboard and he will be percussionist Ray Cooper. At this point, there is no word of plans for a U.S. tour.

NO MORE CLONE ROCK? — The Eagles are just one of a number of west coast/Southwest rock bands that are beginning to get tired of the "rock clone..." sound. "You can't make that stuff anymore," says California's Don Felder, "and you're really high, Ain't You." The group members just say they "feel a definite need to bring back real rock 'n' roll."

ARKANSAS JUKE BOX — In the U.S. on a tour supporting his new Swan Song album "Tracks On Wax — 4", Dave Edmunds talked to Cash Box about the album, how his career is entering a new phase and the state of rock 'n' roll in the late 1970s. The man whose albums are regarded as rock 'n' roll classics by many critics and fellow musicians and who has been the "world's finest producer" for the past seven years is not just producing other groups and is now concentrating all his efforts on Dave Edmunds albums. "I want to do things properly this time. I've had five hits in England, a million seller over here ("I Hear You Knocking"), and a gold album for the 'Stardust' movie soundtrack. But I've never had everything going at the same time. This is the first time I've got an album, a single, a tour, a band (Rockpile), a manager (Jake Riviera, who also handles Elvis Costello and Nick Lowe), an agent and have it all at the same time. We're doing it as it should be done." While his past two or three albums were virtually one-man efforts, he has returned to recording with Rockpile and says plans include "weeding out experiments, singing all the vocals and producing a record "can get boring." But as one of the few '70s highly-regarded producers, he also says he can't understand why it takes some acts five or six months, or sometimes more, to record a new album. "At Tracks On Wax," Edmunds said, "took less than two weeks to record. I did 12 five-hour sessions in one week. I didn't like working more than five or six hours in the studio. Your judgement starts getting impaired after nine or ten hours trying to get into the studio-for-18-hours," I think if you start losing your marbles and you don't know what you're hearing. I heard one or two songs from the last album and thought it was a whole lot worse than all the material I heard in those 12 sessions." No one is going to hear the difference, and that's what it all comes down to." Being one of the few artists who has carried the torch of basic rock 'n' roll into the 1970s, Edmunds was asked, in view of the number of records the Bee Gees have sold and the phenomenon in our culture disco has created, if he feels disco music is as significant a development in the history of pop music as the birth of rock 'n' roll in the 1950's? "Nothing," he responded, "is as important as the Bee Gees but it's always the basic foundation for anything that's going down. Whether it's disco, etc., it all comes back to rock 'n' roll. Rock 'n' roll seems a bit shaky now, and it seems safe to say there are only a couple of real rock 'n' roll bands around right now — 'Cheap Trick and Rockpile. But it will come around again. It always does."

AND THEY'RE OFF — Apparently not wanting such a formality as the end of the year to get in the way, Rolling Stone and Crowded House were separately named their "best" bands of 1978. In the Stone, The Rolling Stones were named "artist of the year" and their "Some Girls" LP as "album of the year." (This following the earlier controversy when publisher Jann Wenner called down his own writers, in print, for knocking the album upon its release.) "Band of the year" honor goes to Bruce Springsteen and the E Street Band. "Best American Band" was named "new artist of the year," while Bob Seger and Nicolette Larson were named "male singer of the year" and "female singer of the year," respectively. "Songwriter of the year" went to Warren Zevon, while the Corin Philes topped "Song of the Year." "Best Country Band" honors and Willie Nelson landed the award for "country artist of the year." Charles Mingus was selected as "jazz artist of the year." The Bee Gees showed up twice, with "single of the year" ("Stayin' Alive") and as "producers of the year" with Karl Richards and Alvy Galuten. Without going into great detail, check out the mag’s "Platinum Turkey" Awards.

Meanwhile, new artists honored in Crawdaddy's year-end listing included Jules and the Polar Bears in addition to The Cars, and Jules "Got No Breeding" is named one of the best new albums of 1978 in High Fidelity's January issue.

CONGRATS — To Diane and Davin Seay (Warner Bros. west coast publicist) on the birth of their second child, Isaiah Matthew Seay, Nov. 19 at Cedar's Sinai hospital. Isaiah weighed in at 7 lbs. 4 0z.

YES, THERE IS A KLAUAT — To promote its current Capitol album, "Sir Army Sun", pop/rock group Klauat/Out will debut a three-minute animated film which serves as a soundtrack to the song "A Routine Day." The film, previewed at a reception at Mr. Chow’s restaurant in Beverly Hills, will be made available for promotional screenings at selected record stores, plus possibly to be used as trailers in movie theatres. The Toronto-based group still re- tains the right to reveal their membership identities, but indeed the group will embark upon a debut concert tour in the future. The Klauat are trying to promote their new sound more effectively than some bands have been able to do lately, and plans to maintain 24-hour surveillance at all labs, pressing plants and distribution points. In addition, the company is trying out special labeling techniques and chemical treatments of album covers to more easily distinguish between soundtracks, records and one product. The measures are going into effect immediately on all upcoming releases, including the Bee Gees "Springs Have Flown" studio LP and "The Moment By Moment" album of the Marvelettes, both of which are recorded, mixed and mastered at The Commodore Recording Co. The group has been a "real rock tour," and has been a guest of the Pope, among other things. The group's sound, the Klauats say, "is as important as the Bee Gees but it's always the basic foundation for anything that's going down. Whether it's disco, etc., it all comes back to rock 'n' roll. Rock 'n' roll seems a bit shaky now, and it seems safe to say there are only a couple of real rock 'n' roll bands around right now — 'Cheap Trick and Rockpile. But it will come around again. It always does."

CHIC "FREAK" FETE — Chic, whose chart-topping single "Le Freak" has been certified platinum, was honored with a party following their appearance at Boston's Harvard Square Theatre. Pictured are (l-r): Nancy Huang, product manager for Atlantic Records; Bernard Edwards and Alfa Anderson of Chic; Sonny John Moore; Georgie Fame; Alvin Lee, editor of Rolling Stone; Ervin Elhomme of Vogue; and Elton John, who also presented the group with a framed photo of his studio. The group's sound, the Klauats say, "is as important as the Bee Gees but it's always the basic foundation for anything that's going down. Whether it's disco, etc., it all comes back to rock 'n' roll. Rock 'n' roll seems a bit shaky now, and it seems safe to say there are only a couple of real rock 'n' roll bands around right now — 'Cheap Trick and Rockpile. But it will come around again. It always does."

randy lewis

Cash Box/December 23, 1978
## JAZZ ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album</th>
<th>Artist/Producer</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>Streamline</td>
<td>Chick Corea</td>
<td>Columbia</td>
</tr>
<tr>
<td>23</td>
<td>Secret Agent</td>
<td>Chick Corea</td>
<td>Pacific</td>
</tr>
<tr>
<td>24</td>
<td>Manhattan Symphony</td>
<td>DEXTER GORDON QUARTET</td>
<td>Columbia</td>
</tr>
<tr>
<td>25</td>
<td>You Ain’t No Friend of Mine</td>
<td>ORRIN TAYLOR</td>
<td>Verve</td>
</tr>
<tr>
<td>26</td>
<td>The Best of Norman Connors &amp; Friends</td>
<td>JOE BROWN</td>
<td>Blue Note</td>
</tr>
<tr>
<td>27</td>
<td>Step In to Our Life</td>
<td>ART YOWE, FRANK HENDERSON</td>
<td>Pacific</td>
</tr>
<tr>
<td>28</td>
<td>Another World</td>
<td>GEORGE COX</td>
<td>Verve</td>
</tr>
<tr>
<td>29</td>
<td>Before the Rain</td>
<td>LEE OSKAR</td>
<td>Verve</td>
</tr>
<tr>
<td>30</td>
<td>Heavy Metal Be-Bop</td>
<td>BILLY BANKS</td>
<td>Stax</td>
</tr>
<tr>
<td>31</td>
<td>Stepping Stones — Live at the Village Vanguard</td>
<td>WOODROW SHAW</td>
<td>Blue Note</td>
</tr>
<tr>
<td>32</td>
<td>The Greeting</td>
<td>MC CARY TYNER</td>
<td>Milestone</td>
</tr>
<tr>
<td>33</td>
<td>What About You</td>
<td>STANLEY TURRENTINE</td>
<td>Fantasy</td>
</tr>
<tr>
<td>34</td>
<td>Sounds... and Stuff Like That!</td>
<td>ALLIGATOR JONES</td>
<td>A&amp;M</td>
</tr>
<tr>
<td>35</td>
<td>Les McCann the Man</td>
<td>PAT McCANN</td>
<td>Atlantic</td>
</tr>
<tr>
<td>36</td>
<td>Larry Carlton</td>
<td>PAT McCANN</td>
<td>Atlantic</td>
</tr>
<tr>
<td>37</td>
<td>Koqui</td>
<td>ALLIGATOR JONES</td>
<td>A&amp;M</td>
</tr>
<tr>
<td>38</td>
<td>Weekend in L.A.</td>
<td>CHUCK MCGRAW</td>
<td>Verve</td>
</tr>
<tr>
<td>39</td>
<td>Chuck, Donald, Walter &amp; Woodrow</td>
<td>THE WOODY HERMAN BAND</td>
<td>Columbia</td>
</tr>
<tr>
<td>40</td>
<td>In the Night Time</td>
<td>MICHAEL HENDERSON</td>
<td>Blue Note</td>
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</tbody>
</table>

## JAZZ ALBUM PICKS

- **Eubie** — Various Artists — Warner Bros. — Producer: Jerry Wexler — List: 8.98
- **Ice Pickin’** — Albert Collins — Alligator 4713 — Producer: Bruce Iglauer & Co. — List: 7.98
- **Stanley the Steamer** — Stan Levy — Bethlehem 6030 — List: 6.98

## JAZZ IN CONCERT


## Hands Full

Quincy McCoy, national jazz promotion director for the Fantasy labels, literally has his fill this holiday season, as the picture above indicates. His biggest item is expected to be the just-released participation of veteran jazz musicians, Ron Carter and Sonny Rollins.

Willis Jackson is headed to Europe again and the Russians are set to get their first taste of “Gator” beginning Feb. 10. Will Communism ever be the same? An old sidekick of Jackson’s, guitarist Bill Jennings, died recently, a victim of cancer.

Dexter Gordon and Woody Shaw, who both capped a couple of honors each in the recent Down Beat poll, will headline an all night SuperJam at the Village Vanguard on New Year’s Eve. New Year’s Eve is shaping up to be a great jazz evening in other areas as well. The National Public Radio Jazz Alive show has made additional plans beyond those previously announced. The portion from Sandy’s Jazz Revival in Beverly, Mass. adds Al Gray and Jimmy Forrest to a lineup that already had Jo Jones and Carrie Smith set. Willis Conover and Felix Grant will host. The San Francisco portion which will feature Freddie Hubbard and Hubert Law's also has Dewey Redman and Don Cherry joining the cast. Leon Thomas and Tony Balten will host from Keystone Korner.

Pianist-composer Eddie Palmieri, aka “Son of Latin God,” dropped by the Cash Box west coast office last week to discuss his new Epic album, “Lucimba Macumama Voodoo,” and the influence of jazz on his music. Although he stressed that he is “not a jazz artist,” (he calls his music “Afro-Caribbean dance”), Palmieri said, “I am jazz-influenced. I use jazz phrasings and I always have jazz players on my albums because they are the only ones who can execute the complex rhythms and harmonies of my music.” Palmieri’s new album, for example, was produced by ex-Blood, Sweat and Tears member Bobby Colomby and features many sidemen with solid jazz backgrounds such as Jon Faddis and Steve Khan. According to Palmieri, Charlie Parker, Miles Davis, Thelonious Monk, Gil Evans and McCoy Tyner were among the musicians he used to go hear frequently when he was growing up in Manhattan.

A&M artist Chuck Mangione joins Memorex spokesperson Ella Fitzgerald in the latest TV commercial for Memorex’s MRX3 audio cassette line. The 30-second spot shows Chuck and Ella on location at a recording studio where the now-famous Memorex listening test was conducted using a performance by the band of their hit “Feels So Good.” But the commercial contains a twist: For the first time, Ella was called upon to judge whether the band or their actual live or recorded on Memorex tape. Ella (Continued on page 35)
Foghat (Bearsville/WB PRO-S-780)
Run, Run, Rudolph (3:22) (Arc Music — BMI) (C. Berry)
Although the credits are confusing, this is the same song that Keith Richards released this week. Foghat's version is slick, with hard driving electric guitars and aggregated vocals. Perhaps the song is a rocking spin that makes this a track a game competitor.

Daddy Dewdrop (Inception Records/TK 7201)
Nanu, Nanu, I (Want To Get Funky Witch You) (3:30)
(Lynna Music — BMI) (Lu Janis)
Mork & Mindy fans of the world take note: you now have a theme song. This first outing by the inception label was inspired by the "Nanu, Nanu" incantations of Robin Williams. Bright and slightly zany, the track has a strong hook and driving rhythmic underpinning. Suited to R&B, pop and disco action.

First Choice (Gold Mind/Salsoul G7 4017)
Hold Your Horses (2:44) (ASCAP) (Poppy/Hurdle/Ricotti/Dosier)
This track has been galloping on the disco charts and for good reason. The beat features steady kick drum and overlapping conga beat. The chorus is very catchy and memorable. Strings, piano, and solo lead vocals make this a natural for pop and R&B action.

Samba Soul (RCA J-11443)
I'm in You (3:07) (Almo-Framdee — ASCAP) (P. Frampton)
"Do It" is the name of the Samba Soul album and this first single is a remake of the Frampton song. Speeded up to a clipping disco beat with good rhythm guitar work and excellent lead and vocals makes this a strong candidate for attention.

Gregg Diamond Bionic Boogie (Polydor PD 1425)
Hotter Butterfly (3:00) (Diamond Touch/Arista Music — ASCAP) (G. Diamond)
This title track from the Bionic Boogie album has an easy swinging pace and soulful arrangement of smooth lead and backing vocals. Interesting percussion texture, piano, strings and horns make this track suited to R&B and pop lists. Wood block beat is reminiscent of Marvin Gaye. Fine synthesizer work.

Edwin Starr (20th Century TC-2396)
Contact (3:35) (ATV Music) (E Star/LE Pullum/D. Dickerson)
This song stands #3 on the disco chart this week preparing for the R&B and pop leap. Handclap beat, conga backing keyboards, percussive synthesizer work and a good lyrical hook combine to make the odds good that listeners will want this on R&B stations first.

James Brown (Polydor PD 14522)
For Goodness Sakes, Look At Those Cakes (Part 1) (3:22)
(Dynatone Music/Belinda Music/Unichappell Music — BMI) (J. Brown/D. Brown)
Few performers have had the longevity of James Brown and now the "Godfather" is back with a new single dedicated to sampling the cakes whether they be musical or anatomical. Funky rhythm backing, horns, and talking/singing make this suitable to R&B play.

Brenda & Herb (H &L 4703)
I Who Have Nothing (3:37)
(Milky Way Music/Trio Music/Colition Music — BMI) (Leiber/Stoller/Donida-Mogio)
This remake of Tom Jones' 1970 hit, set to a disco beat, has a remarkable string arrangement that is offset by synthesizer acrobatics. The even vocals of Brenda and Herb are upfront and commanding. Should have impact on R&B and disco lists.

Ray Barrettto (Atlantic 3548)
Stargazer (3:57) (Strange Music — ASCAP) (J. Richman)
"Can You Feel It" is the name of Barrettto's latest album and this track is a dance-oriented track which has plenty of funk and jive. Barrettto, formerly a Latin jazz player, has branched into new areas. This track is closer to Clinton and Texture's percussion, congas, bass and synthesizer make this a good R&B, disco add.

Joe Tex (Dall 2800)
Loose Caboose (3:32) (Tree Pub. — BMI) (J. Tex/G. Thompson)
Joe Tex is an obvious admirer of the smitten style of James Brown and this track has the throaty power of Brown in his younger years. Gospel overtones and funky backing make this a good shot for R&B action.

Ray Charles (Atlantic 3549)
Christmas Time (4:30) (Tangerine Music — BMI) (S. Shepard)
"Looking for topical music for the Christmas season? This is the right place to look. Charles released a regular single last week, but this week brings the classic "Christmas Time." A backing of strings and a gentle pace complement Charles' rich and easy singing. A chorus of children make this a natural for MOR, easy listening outlets.

Angel (Casablanca NB 903)
The "White Hot" album is more than a year old and this track with different lyrics was released last year as "Christmas Song." Because it's that time of year again, it's back in a revised form. Keyboards, acoustic guitars, easy pacing, good vocals and the California Boys Choir make this a good pop add.

Bill Deal (Red Lion NR 1106)
It Feels Like Christmas (3:15) (Red Lion — BMI) (Ragan/Schimmel/Walker)
Bill Deal with Pure Pleasure deliver a subtle funk number on this single. Deal's vocals are not sickly polished but the mood is light and celebratory. Suited to Christmas lists.

James Darren (RCA PB-11419)
Something Like Nothing Before (3:59) (Heart's Delight Music/Law Bar Music — BMI) (B. Crewe/J. Brown)
This single from versatile James Darren is a tasty ballad with jazzy guitar touches, strings, fluid rhythm and good backing vocals. Nice sax solo reminiscent of work on Hurricane Smith material. Good pop add.

Joe Casey & Fresh Heir (GMI 5743)
I Found a Lady (3:48) (Win-Place and Show Music — BMI) (J. DiBenedetto)
This romantic ballad from little known label GMI and Joe Casey is worth checking out for MOR and AC formats. This track may also surprise many people with its pop potential. Outspoken string and horn sections, upfront piano and competent singing by Casey make this a good add.
Radio Profits Up 37.8% In '77
On Revenues Of $2.27 Billion

WASHINGTON, D.C. — Total radio revenues for 1977 were $2.27 billion, up 12.6% from 1976, according to industry figures released by the FCC last week. Profits rose 37.8% in 1977 after nearly doubling the year before, with pretax earnings jumping from $178 million to $246 million. Total expenses were up only 10.2%, to just $2 billion.

For the past five years, the seven national networks (Mutual, NBC, CBS and the four ABC networks) showed a profit. The $84.5 million profit on revenues of $84.5 million comes with a loss of $5 million last year. As usual, network owned and operated stations did very well, increasing profits 24.3% to $19 million on earnings of more than $98 million.

Revenues for 4,274 other AM and AM-FM stations reached $1.66 billion, up 7.8% from the previous year. Profits rose 8.8% to $160 million as two-thirds of the stations reported a profit for the year.

FM Profits

The first year in which the nation's FM stations showed an overall profit was 1976 and the trend carried into 1977. FM stations, including those with sister AMs but reporting separately to the FCC, enjoyed revenues of almost $429 million, which translated into almost $42 million in profits. According to the FCC report, advertisers spent $2.51 billion on radio in 1977, 12.8% increase over the year before. Network advertising rose 26% to $1 billion. $521 million went for national and regional spot advertising (an increase of 5.3%) and local advertising increased 14.2% to $1.87 billion.

NAB Asks FCC To Overturn Decision In Minnesota Case

WASHINGTON, D.C. — The NAB has asked the FCC to reconsider its recent decision requiring a station that does not include a program-length time in its format to accept programs for political candidates. It also criticized the FCC for substituting its judgment for the licensee's in determining program programming.

Last month, the Commission required contemporary country station WKWD in Hibbing, Minn., to sell five minutes of program time to a candidate and also maintained that the fee set by the station for such a program was too high. The station had been carrying the candidate's spot announcements, but refused to sell five-minute spots because it does not make such spots available to any commercial advertisers and because its format would be disrupted. The NAB then asked the FCC to call the $60 rate the station charged for the program "unreasonable."

In its filing, the NAB agreed with FCC Commissioner Robert E. Lee's dissenting statement that the decision leads the FCC "further down the road toward intrusive FCC dictates on access and rates for political advertising. The NAB also cited Commission Margot White's opinion. It said, "The majority not only shifts the burden from the compla-

NAB Com. Scores FCC Refund Plan

WASHINGTON, D.C. — The NAB Medium Market Radio Committee has criticized the FCC's plan for returning license fees due broadcasters as unfair to small and medium market stations. The FCC has determined that broadcasters who paid $332 or less per year in annual fees will not receive a refund because this figure covers a $223 for commission hearings and an additional $100 for all other costs. This means many small and medium market stations will receive no refund. A rank-and-file member of the Medium Market Committee concluded that broadcasters who paid $332 or less per year in annual fees will not receive a refund because this figure covers a $223 for commission hearings and an additional $100 for all other costs. This means many small and medium market stations will receive no refund.

Members of the NAB Medium Market Committee, Ray L. Allen of San Francisco to deliver her new "Greatest Hits" album. Pictures is not to say that the Commission is fixing rates" pious nonsense," said White. "The majority not only shifts the burden from the compla-

COMMODORES AT KYA — Motown recording artists the Commodores recently stopped by KYA to deliver their new "Greatest Hits" album. Pictures is not to say that the Commission is fixing rates" pious nonsense," said White. "The majority not only shifts the burden from the compla-

Radio News

Radio News

Air Play

Cash Box/December 23, 1978

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<table>
<thead>
<tr>
<th>WK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<td>21</td>
<td>Queen</td>
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<td>Elektra</td>
<td>9</td>
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<td>RDD</td>
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<td>Arist</td>
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<td>WB</td>
<td>32</td>
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<td>Blondes Have More Fun</td>
<td>Doobie Bros.</td>
<td>WB</td>
<td>52</td>
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<td>WB</td>
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<td>Lotta Love</td>
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**FM STATION REPORTS - NEW ADDS/HOT ROTATION**

**KRST-FM - ALBUQUERQUE - BOB SHULMAN**
- ADDS: Rod Stewart, Doobie Bros., Baby Grand
- HOTS: Queen, Outlaws, Billy Joel, Pointer Sisters, Grateful Dead, Dire Straits, Richard T. Bear, J. Geils Band, Eric Clapton, ELP, Molly Hatchet, Al Stewart, Toto

**WSAN-FM - ALLENTOWN - KEVIN GRAFT**
- ADDS: Hot Chocolate, Eagles (45), Dire Straits, PoCo, Talking Heads, Toddy Rundgren
- HOTS: Nicotelle Larson, Billy Joel, Lindstrine, Doobie Bros., Cat Stevens, Eric Clapton, Blues Bros., Rod Stewart

**KXTY-FM - AMARILLO - MAX MILLER**
- ADDS: Jean-Michel Jarre, Road Map, Rod Stewart, Doobie Bros.
- HOTS: Queen, Rod Stewart, Blues Bros., Heart, Toto, ELP, Fire

**KLCZ-FM - ATLANTA - DEBBIE GARNER**
- ADDS: Aerosmith, Baby Grand, FM, Cindy Bullock, Cat Stevens, Peter Tosh (45), Hall & Oates (45), The Clash ("Midnight Express" soundtrack 45)
- HOTS: Billy Joel, Eric Clapton, Al Stewart, Toto, Rod Stewart, Doobie Bros., Styx, Queen, Foreigner, Linda Ronstadt, PoCo, Boston, Heart

**WAAL-FM - BINGHAMTON - SCOTT MICHAELS**
- ADDS: Doobie Bros., Rod Stewart, Al Stewart, PoCo, Dire Straits
- HOTS: Billy Joel, Neil Young, Eric Clapton, ELP, Queen, Boston, Grateful Dead, Cat Stevens, Toto, Gino Vannelli, Doobie Bros., Rod Stewart

**WBCH-FM - BOSTON - TONY BERARDINI**
- ADDS: Rod Stewart, Cat Stevens, Creme/Godley, Doobie Bros., Dan Hartman, Gloria Gaynor, Hot Chocolate

**WGQD-FM - BUFFALO - JOHN VELCHOFF**
- ADDS: Doobie Bros., Rod Stewart, Peter Tosh, Olivia Newton-John (45)
- HOTS: Billy Joel, Styx, Rush, Bob Seger, Queen, Steve Martin, Foreigner, Blues Bros., Eric Clapton, Aerosmith, Doobie Bros., Def Leppard, Paul Rodgers, POINTER SISTERS, Linda Ronstadt, Al Stewart

**WJL-FM - CHICAGO - TOM MARKER/WALLY LEISERING**
- ADDS: Albert Collins, Creme/Godley, Rod Stewart, Doobie Bros.
- HOTS: Dire Straits, Bob Marley, Elvin Bishop, Steve Forbert, J Geils Band, George Thorogood, Terry Garmons, Harry Nilsson, Jerry Jeff Walker, Dr. John, Rory Gallagher, Robert Johnson, Queen, DoDo, FM, Matrix, David Salsburg, Ian Lambis, Jeren/Isaac, Chic Corea

**WKQX-FM - CHICAGO - BOB KING**
- ADDS: Dire Straits, Pat Travers, Bob Seger (45)
- HOTS: Who, Billy Joel, Styx, Doobie Bros., ELP, Grateful Dead, Al Stewart, Yes, Rod Stewart

**WXTX-FM - CHICAGO - BOB GELMS**
- ADDS: Rod Stewart, Blues Bros., Doobie Bros., Phil Manzanera, Camel (imp)
- HOTS: Who, Billy Joel, Styx, Doobie Bros., ELP, Grateful Dead, Doobie Bros., FOGHAT, Al Stewart, Todd Rundgren, Cars, Billy Joel, Gino Vannelli, Who, Ted Nugent, 10cc, Styx, Def Leppard, Bruce Springsteen, Linda Ronstadt

**WMMS-FM - CLEVELAND - KID LEO/JOHNNY GORMAN**
- ADDS: Rachel Sweet, Erin, Janis Joplin
- HOTS: Billy Joel, Todd Rundgren, Heart, Toto, Rod Stewart, Queen, Cars, Southside Johnny, Eric Clapton, J Geils Band

**WLVL-FM - COLUMBUS - STEVE RUNNER**
- ADDS: Blues Bros., Cat Stevens
- HOTS: Billy Joel, Foreigner, Mi DC, Styx, Toto, Linda Ronstadt, Queen, Fogelberg/Wesberg, Rush, Fire, Ted Nugent, Gino Vannelli, Al Stewart, Aerosmith, Heart, Eric Clapton, Rod Stewart, Doobie Bros., Chicago

**WCIH-FM - CORPUS CHRISTI - MANDO CAMINA**
- ADDS: Johnnie’s Dance Band, Evin Bishop, Pino
- HOTS: Billy Joel, Eric Clapton, Queen, Gino Vannelli, Doobie Bros., Fire

**WZEF-FM - DALLAS - MARK CHRISTOPHER**
- ADDS: Dobie Gray, Dana Derouin, Baby Grand, Doobie Bros.
- HOTS: Billy Joel, Eric Clapton, Queen, Gino Vannelli, Doobie Bros., Fire

**WZLX-FM - DENVER - LARRY BRUCE/JOE KOHL**
- ADDS: Melissa Manchester, Rod Stewart, Richard Pryor, Steve Forbert, Doobie Bros., Dana Derouin, Kansas

**WABX-FM - DETROIT - JOE KRAUSE**
- ADDS: Dire Straits, PoCo
- HOTS: Cars, Billy Joel, Styx, Queen, Toto, J Geils Band, Aerosmith, Chicago

**KZEL-FM - EUGENE - STAN GARRETT/CHRIS KRICKER**
- ADDS: Doobie Bros., Rod Stewart, Glen Campbell, Dobie Gray, Hot Chocolate, Dan McCafferty, Guy Clark, Al Green, Olivia Newton-John, Patrick Moraz
- HOTS: Boston, Dire Straits, Toto, Grateful Dead, Neil Young, Eric Clapton, Fire

**WLAQ-FM - GRAND RAPIDS - DOC DONOVAN**
- ADDS: Rod Stewart, Doobie Bros., Mitch Ryder, Till, Phil Manzanera
- HOTS: Styx, Foreigner, Aerosmith, Queen, Eagles (45), Gino Vannelli, Toto, Linda Ronstadt, Billy Joel, Ted Nugent, Chicago, Eric Clapton, Talking Heads, Al Stewart, PoCo, Dire Straits

**WCFC-FM - HARTFORD - BILL NOSAL**
- ADDS: Jefferson Starship (45), Jefferson Starship (45)
- HOTS: Billy Joel, Lindy Ronstadt, Al Stewart, Toto, Neil Young, Eric Clapton, Fogelberg/Wesberg, Chicago, Nicolette Larson, Grateful Dead, Queen, 10cc, Outlaws, Van Morrison, Blues Bros., Doobie Bros., Rod Stewart, Southside Johnny, Ian Matthews

**KLOL-FM - HOUSTON - SANDY MATHIS**
- ADDS: Al Jardine, Janis Joplin, John Cafferty, Clean, Robin Banks
- HOTS: Blues Bros., Rod Stewart, Cat Stevens, Steve Forbert, George Thorogood, Pointer Sisters, Doobie Bros, Queen, PoCo, Billy Joel

**WBLM-FM - LEWISTON/PORTLAND - JOSE DIAZ**
- ADDS: Doors, Phil Manzanera, Chic Corea, Rush, Blondie (45), Foghat, George Carlin (45)
- HOTS: Billy Joel, Grateful Dead, Cars, Toto, Queen, J Geils Band, Rod Stewart, Van Morrison, Doobie Bros., Foreigner, Nicolette Larson, Boston, Eric Clapton, Blind, Cat Stevens, Who, Dire Straits, Outlaws, Heart, Al Stewart

**KWAK-FM - LONG BEACH - PAUL FURH/DENISE WESTWOOD**
- ADDS: Sad Cafe, Foghat (45), Melaine (45), Def Leppard (45 & 5 side)
- HOTS: Queen, Rod Stewart, Doobie Bros., Toto, Who, Bob Seger, Blues Bros., Billy Joel, Heart, Styx

For more information, visit www.americanradiohistory.com

Cash Box/December 23, 1978
# Most Added

## Rod Stewart
Blondes Have More Fun

## The Doobie Brothers
Minute By Minute

## Cat Stevens
Back To Earth

## Blues Brothers
Suitcase Full Of Blues

## Phil Manzanera
K-Scope

## Dire Straits
Doors - An American Dream

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## WAB-AM - Long Island - Bernie Bernard

**ADDS:**
- Doobie Bros., Grateful Dead, Cat Stevens, Who, Billy Joel, Rod Stewart, Eric Clapton, Cindy Bullens, Toto, Rolling Stones, FM, Dire Straits, Todd Rundgren, EL, Al Stewart, Queen, Al Copper, Dois, LINDA RAIN

**HOTS:**
- Doobie Bros., Bryan Ferry, George Thorogood, Toto, Queen, Elton John, The Doobie Brothers

## KFX - Long Island - Denis McNamara/Larry Kleinman

**ADDS:**
- Nat "Lampoon" (Nils), Waylon Jennings, Patrick Rhukan, Chick Corea, Queen, David Bowie, etc.

**HOTS:**
- Doobie Bros., Grateful Dead, Blues Bros, Bob Spector, Rolling Stones, Billy Joel, Neil Young, Queen, George Harrison, Godley & Creme, Rod Stewart, Peter Gabriel, Cars, Who, Hall & Oates, Steely Dan, Marshall Tucker

## KNX - Los Angeles - Michael Sheehy

**ADDS:**
- Coasters, Lionel Richie, The Band (45)

**HOTS:**
- Al Stewart, Rod Stewart, Poco, Eric Carmen, Doobie Bros, Cat Stevens, Nicollette Larson, Linda Ronstadt, Van Morrison, Billy Joel, Al Stewart, Alice Cooper, Pointer Sisters, Talking Heads, Linda Raine, Ian Matthews

## WRNO - New Orleans - Sam Roberts

**ADDS:**
- Rod Stewart, Doobie Bros, Cat Stevens, Alice Cooper

**HOTS:**
- Rolling Stones, Who, Queen, Elton John, Ian Paice, Paul McCartney, Steve Miller Band

## WSNQ - Philadelphia - Helen Brown

**ADDS:**
- J. Geils Band, Rod Stewart, FM, Doobie Bros, Eagles (45)

**HOTS:**
- Cat Stevens, Grateful Dead, Santana, Billy Joel, Toto, Queen, Eric Clapton, Dire Straits

## W2QFM - Philadelphia - Helen Brown

**ADDS:**
- Phil Manzanera, Hot Chocolate

**HOTS:**
- Grateful Dead, Billy Joel, Who, Rolling Stones, Cat Stevens, Al Stewart, Poco, Cars, Queen, Todd, Who, Foreigner, Johnny's Dance Band, Steve Forbert, EL, Eric Clapton, King Of Hearts, 10cc, Santana, Pointer Sisters

## WYSF - Philadelphia - Stephen Johnson

**ADDS:**
- Blues Bros, Doobie Bros

**HOTS:**
- Rod Stewart, Doobie Bros, Cat Stevens, Eric Clapton, Billy Joel, Queen, Foreigner, Linda Ronstadt, Sty, Yes, Boston

## WYDX - Pittsburgh - Steve Downes/Jack Robinson

**ADDS:**
- Grateful Dead, Blues Bros

**HOTS:**
- Billy Joel, Neil Young, Van Morrison, Queen, Eric Clapton, Queen, Toto, Firefall, Rod Stewart, Ian Matthews, Pointer Sisters, Talking Heads, Heart, Steely Dan, Lindy Raine

## KINK - Portland - Leslie Baroff

**ADDS:**
- Chick Corea, John McLaughlin (45)

**HOTS:**
- Elton John, Eric Clapton, Doobie Bros, Al Stewart, Linda Ronstadt, Billy Joel, Jesse Colin Young, Janis Ian, Armatrading, Fogelberg/Western, Cat Stevens, Jean-Marie Jarre, Nicollette Larson, Grateful Dead, Richard Wright, Gino Vannelli

## WYFE - Rockford - Armand Chianti/Brad Hoffman

**ADDS:**
- Molly Hatchet, Peter Tosh, Tarantism

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**Most Added**

**ADDS:**
- "Nat "Lampoon" (Nils), Waylon Jennings, Patrick Rhukan, Chick Corea, Queen, David Bowie, etc.

**HOTS:**
- Doobie Bros., Grateful Dead, Blues Bros, Bob Spector, Rolling Stones, Billy Joel, Neil Young, Queen, George Harrison, Godley & Creme, Rod Stewart, Peter Gabriel, Cars, Who, Hall & Oates, Steely Dan, Marshall Tucker

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**FM Station Reports - New Additions/Hot Rotation**

**HOTS:**
- Billy Joel, Toto, Firefall, Al Stewart, Fogelberg/Western, Alice Cooper, Linda Ronstadt, Chicago, Queen, Cheap Trick (radio edit), Styx, Doobie Bros, Heart, Rod Stewart, Ted Nugent

**KADI - FM - St. Louis - Peter Parisi

**ADDS:**
- Blues Bros, Grateful Dead, Tanya Tucker, Doobie Bros, Rod Stewart

**HOTS:**
- Toto, Santana, Eric Clapton, Billy Joel, Styx, Nicollette Larson, Ian Matthews, J. Geils Band, Queen, Neil Young, Gino Vannelli, Rush

**KSF - Los Angeles - Ted Habeck

**ADDS:**
- Doors, Jerry Jeff Walker

**HOTS:**
- Rod Stewart, Queen, Toto, Doobie Bros, Boston, Yes, Trevor Rabin, Stillwater, Who, EL, Eric Clapton, Band, Ted Nugent

**KMEF - San Francisco - Mark Cooper

**ADDS:**
- Cat Stevens, Blues Bros, Poco, Elton John, Ian Paice

**HOTS:**
- Rolling Stones, Who, Queen, Elton John, Ian Paice, Paul McCartney, Steve Miller Band

**KSF - San Francisco - Kate Ingram

**ADDS:**
- Molly Hatchet, Alice Cooper, Joan Armatrading, Bryan Ferry, J. Geils Band, Grateful Dead, Hall & Oates, Queen, Ramones, Rolling Stones, Southside Johnny, Talking Heads, 10cc, Who

**KOME - San Jose - Dana Jang

**ADDS:**
- Doobie Bros, Grateful Dead, Dr. John, James Montgomery, Peter Tosh

**HOTS:**
- Aerosmith, Blondie Chicago, Eric Clapton, Bryan Ferry, Fogelberg/Western, Grateful Dead, Heart, Billy Joel, Kansas, Nicollette Larson, Van Morrison, Queen, Ronstadt, Al Stewart, Styx, George Thorogood, Toto, Who, Neil Young

**KSF - San Jose - Paul Wells

**ADDS:**
- Bob Marley, "So What", Wreckless Eric (imp), Mickey Jupp (imp)

**HOTS:**
- Grateful Dead, Outlaws, AC/DC, Todd Rundgren, Tyla Sang, Al Stewart, Santana, Queen, J. Geils Band, Robert Johnson, Kansai, George Thorogood, Eric Clapton, Dire Straits, Jerry Jeff Walker, Rod Stewart

**KREM - Spokane - Larry Snider

**ADDS:**
- Angela, J. Geils Band, Bryan Ferry, Eagles, Rolling Stones, Southside Johnny, Talking Heads, 10cc, Who

**HOTS:**
- J. Geils Band, Queen, Rolling Stones, John McLaughlin, John McLaughlin, Chick Corea, Queen, Santana, Queen, Santana, Al Stewart, Styx, George Thorogood, Toto, Who, Neil Young

**KZQX - Tacoma - Neal Skidy

**ADDS:**
- Cat Stevens, Sad Cafe, Eagles (45)

**HOTS:**
- Linda Ronstadt, Billy Joel, Queen, Fogelberg/Western, Al Stewart, Styx, Steve Martin

**KWQZ - Utica - Tom Stark

**ADDS:**
- Rod Stewart, Blues Bros, Cat Stevens, Clash, Phil Manzanera, Chick Corea, Queen, J. Geils Band, Robert Johnson, Kansai, George Thorogood, Eric Clapton, Dire Straits, Jerry Jeff Walker, Rod Stewart

**HOTS:**
- George Thorogood, Billy Joel, Sad Cafe, Pointer Sisters, Toto, Dire Straits, Neal Young, FM, Queen, Tanya Tucker, Ian Matthews, Nicollette Larson, Cindy Bullens, Steve Forbert, Eric Clapton, EL, Band

**WFSF - Washington - Dave Einstein

**ADDS:**
- Cat Stevens, Brian Eno, Albert Collins, Pacific Steel Co., Robert Gordon (45)

**HOTS:**
- George Thorogood, Peter Tosh, Tom Waits, Grateful Dead, Dire Straits, J. Geils Band, Joan Armatrading, Jerry Jeff Walker, Bob Marley, Blues Bros, Rod Stewart Robert Johnson, Cowboy Browne, Crazy Horse, Guy Clark, Dories, Jesse Colin Young, Spirit, Rickie (imp), Doobie Bros
### POP RADIO ANALYSIS

#### REGIONAL ACTION

**EAST**

Most Added
1. DO YA THINK I'M SEXY - Rod Stewart - Warner Bros.
2. LOTTABABY - Lionel Richie - Atlantic
3. SOUL MAN - Blues Brothers - Atlantic
4. EVERY 1'S A WINNER - Rod Stewart - Infinity

Most Active
1. TOO MUCH HEAVEN - Bee Gees - RS0
2. HOLD THE LINE - Toto - Columbia
3. OOH BABY BABY - Linda Ronstadt - Asylum
4. PROMISES - Eric Clapton - RS0

**SOUTHEAST**

Most Added
1. DO YA THINK I'M SEXY - Rod Stewart - Warner Bros.
2. SOUL MAN - Blues Brothers - Atlantic
3. HOME AND DRY - Gerry Rafferty - UA

Most Active
1. SEPTEMBER - Earth, Wind & Fire - ARC/Columbia
3. FIRE - Pointer Sisters - Planet
4. HOLD THE LINE - Toto - Columbia

**SOUTHWEST**

Most Added
1. DO YA THINK I'M SEXY - Rod Stewart - Warner Bros.
2. GOT TO BE REAL - Cheryl Lynn - Columbia
3. RADIOACTIVE - Gene Simmons - Casablanca

Most Active
1. SEPTEMBER - Earth, Wind & Fire - Columbia
2. WE'VE GOT TONITE - Bob Seger - Capitol
3. FIRE - Pointer Sisters - Planet
4. OOH BABY BABY - Linda Ronstadt - Asylum

**WEST**

Most Added
1. DO YA THINK I'M SEXY - Rod Stewart - Warner Bros.
2. DANCIN' SHOES - Nile Rodgers & Chic - Warner Bros.
3. PROMISES - Eric Clapton - RS0

Most Active
1. SEPTEMBER - Earth, Wind & Fire - Columbia
2. LE FREAK - Chic - Atlantic
3. LOTTABABY - Lionel Richie - Atlantic
4. WE'VE GOT TONITE - Bob Seger - Capitol

### MOST ADDED RECORDS

1. DO YA THINK I'M SEXY - Rod Stewart - Warner Bros.
2. WAYS, WAYS, KOPA, WOYU, Q4, KROY, WBLI, KTLK, KJUR, KJRT, JB105, WBBO.
3. WLEQ, WSGA, KRBK, WZUJ, CKLU, KBKQ, KTCP, KFRC, WBBQ, WQXI.
4. Z-93, WPGC, WTRY, WKB, KIDS, WAFR, WSGF, WEBG, WBB, V-9, B-97, WAGQ, KQSL, KRSP, WFMF, WNOE, WTVZ.

2. SOUL MAN - Blues Brothers - Atlantic
3. KOPA, WNSX, WFXS, KJ78-26, WJFM, WQXI, Q94, KTQ, WDRQ, WPTM, WBBQ, WNOE, KPCX, KJ105, 96X, KJRT, WERG, WSGN, WPRO-FM, WMB.

3. SOMEBODY COMES FOR CHRISTMAS - Eagles - Asylum
4. WBBF, WQXI, WBBQ, WQXI, 99X, WRJZ, KFRC, WZUU, WSGN, CKLU, WMET.

4. WE'VE GOT TONITE - Bob Seger - Capitol
5. PLEASE COME HOME FOR CHRISTMAS - Eagles - Asylum
6. WAGQ, KYNO, WNOE, 99X, WPRO-FM, WLTB, KBBQ, WAIR, KQYQ, KYNO, WBBQ.

5. SHAKESPEARE IN THE PARK - Bruce Springsteen - Columbia
6. WE'RE ON THE RIGHT ROAD - Bruce Springsteen - Columbia
7. WE'VE GOT TONITE - Bob Seger - Capitol
8. HOLD THE LINE - Toto - Columbia

### RADIO ACTIVE SINGLES

**1. SEPTEMBER** - Earth, Wind & Fire - Columbia

**2. TOO MUCH HEAVEN** - Bee Gees - RS0

**3. MIDWEST**

**4. WEST**

**5. LITTLE MORE LOVE** - Olivia Newton-John - MCA

### SECONDARY RADIO ACTIVE

**1. SEPTEMBER** - Earth, Wind & Fire - Columbia

**2. TOO MUCH HEAVEN** - Bee Gees - RS0

**3. MIDWEST**

**4. WEST**

**5. LITTLE MORE LOVE** - Olivia Newton-John - MCA
STREISAND ‘HITS’ #1 LP; CHIC Remains Top R&B, Disco, Pop

major rocks. “C’est Chic” was also cited as the #1 album at 63.70% of R&B accounts.

Power Flower

Streisand recently scored a #1 single on the Top 100 Singles chart with “You Don’t Bring Me Flowers,” a duet recording with Neil Diamond. Diamond re- immed his album in keeping with the popularity of the Columbia duet. After debuting last week at #68 bullet, the album debuted to #19 bullet this week. Due to strong sales, a “You Don’t Bring Me Flowers” moved upward again to #2 after dropping to #3 the week before.

While Billy Joel garnered 21 #1 reports at retail accounts as opposed to 20 for Strei- sand. “Barbra Streisand’s Greatest Hits” was considerably stronger on the major rock level in addition to gaining #1 reports in the east which is Joel’s strongest region.

Blondes Have More Fun

“Blondes Have More Fun” by Rod Stewart is this week’s highest debuting album, entering the chart at #32 bullet. The disc, flavored “Do Ya Think I’m Sexy?” was debuted on the Top 100 Singles chart at #47 bullet. A disco remix by New York DJ Jim Burgess will be released within several weeks. It will be one of the first pieces of product to be worked by the new Warner Bros. disco department run by Ray Caviano.

The Stewart album after less than a week on the street has already Top 10 sales reports in Seattle, New York, Milwaukee, Los Angeles, Philadelphia, Baltimore, Den-

Videodiscs Make Their Retail Debut

features 200 titles including films such as “Saturday Night Fever,” “Jaws,” “Animal House” and “Deliverance.”

Called the Magnavision Videodisc System, the machines will attach to any home TV receiver and are designed to provide an alternative to home video tape recorders. The videodisc player, however cannot be used for recording.

Kenneth L. Ingram, Magnavox senior vice president of sales and marketing, said Atlanta was picked to test-market the systems because of its high concentration of color TV sets and its high number of retail outlets and upper income families.

REGional PROGRAMMING Guide

(continued from page 23)

Loggins, Player, N. Olson, Captain & Tennille, Chicago, Hall & Dates, J.P. Young.

KIM — DENVER — ED GREENE, MD

KASH — EUGENE — BILL DUGAN

KASHA — LAGOS — STEVE SAMPSON

KYNO — TRENCH — CHRISS HAN CAMP, MD

KENT — SIGFRED — BARBARA STREISAND

KENTO — LOS ANGELES — GARY GREENBERG & CONNIE SINGER, CO-PM

KNG — LOS ANGELES — GARY GREENBERG & CONNIE SINGER, CO-PM

KNDY — PORTLAND — MICHAEL O’BRIAN, MD

KPD — PORTLAND — MICHAEL O’BRIAN, MD

KPCX — SALT LAKE — GARY WALDRON, PD/MD

KPS — SALT LAKE CITY — LORRAINE WINNEGRAB

KSP — SALT LAKE CITY — LORRAINE WINNEGRAB

KFC — SAN FRANCISCO — DAVE SHOLIN, MD

KYA — SAN FRANCISCO — RICK SCOTT, MD

KJR — SEATTLE — TRACY MERRICK, MD

KJR — SEATTLE — TRACY MERRICK, MD

KTAC — TACOMA — BRUCE CANNON, MD

KTAC — TACOMA — BRUCE CANNON, MD

Cash Box/December 23, 1978

25
Ovation Mounts Campaign For Disney Record Package

by Alan Sutton

LOS ANGELES — Ovation Records founder and president Dick Schory says the biggest obstacle in getting dealers committed to his recently released four-record anthology, "The Magical Music Of Walt Disney," was not to $24.95 price tag. Rather, notes Schory, who spent nearly three years completing the project in conjunction with Walt Disney Productions, "The biggest problem was to establish that this is not a kiddie package. It was conceived and produced for people of all ages, from children to grandparents."

The official commemorative package was released Nov. 1. to coincide with Disney's Mickey Mouse 50th Birthday Celebration. In addition to the LPs sheathed in full-color inner sleeves, it includes a 52-page color booklet, utilizing many original film cells, that outlines the history of music and film at the Disney Studios. The entire package comes in a collector's edition slipcase showing Mickey the conductor.

TMMWD's three-and-a-half-hour music includes 172 selections from the original soundtracks of 39 Disney films, from the 1928 classic "Steamboat Willie" to the 1978 picture "Pete's Dragon" starring Helen Reddy.

Merchandising Aids

The four-record set is the subject of a major marketing campaign by Ovation. Merchandising aids include dummy jackets, counter cards, Mickey T-shirts, display posters and a special "I've Grown Up On Mickey Mouse" single. Plans also call for national and local consumer ads in conjunction with radio buy keyed to Mickey's 50th birthday promotional tie-ins.

Ovation has lined up key radio stations in major markets to participate in a national promotion that began Nov. 13 and will continue through early December. In addition to the Disney label introducing Mickey buttons, pictures and the "I've Grown Up On Mickey Mouse" single as prizes for the station promotion.

Rafferty Contest Winners Selected

LOS ANGELES — The winners of the Gerry Rafferty "City Planning" album contest, sponsored by United Artists Records, have been announced. The merchandising contest was divided into three categories (A, B, and C) with the first prize winners in each category winning Betamax television recorders. Second and third prize winners received 19-inch Sony color televisions and Panasonic Trans-Necanic recorders, respectively.

Camelot Wins Award

First prize in category "A" went to Yvonne Tymoczko of Camelot Music outlet in Canton, Ohio. First prize winner in category "B" was Rick Mittelstadt of 1822 Oderwear store in Milwaukee. Mike Lownther, Tower Records in Mountain View, Calif., was the category "C" winner. Other winners included Deborah Harris, Genie Fishel, Rebecca Jones, Patty Lee Simpson, Gary Kulla, Kevin Johnson and Lori Fancher.

Clapton LP $8.98

LOS ANGELES — RSO Records will raise the list price of Eric Clapton's "Backless" album from $7.96 to $8.98 effective Jan. 1. The album, which as already been certified platinum, is the only LP the label is assigning an $8.98 list price at this time. No decision has been made as to what price the new Bee Gees album will carry when it is released next year.
Real Estate Millionaire Deffet Takes Plunge Into Record Biz
by Joey Berlin

LOS ANGELES — "if you're certain one artist will be a winner, you should concentrate your efforts on the one artist," says George Deffet, owner and chief executive of GRR Music, a new record label based in Columbus, Ohio. "So we're putting all our eggs in one basket." While this approach to breaking into the record business is unusual, what is really unique about GRR is the fact that Deffet is also the artist his company is banking on. A former real estate developer, the 46-year-old Deffet is now taking his shot in the music business.

"It is unusual for an individual to have creative, administrative and financial capabilities to form his own label," concedes Deffet. "But I've always loved to sing. I love to write and I love to perform. I just happen to have the capability to try it. I don't want to look back and wonder what might have been."

**Challenge**

The challenge of entering the highly competitive music business with little prior experience at the age 46 is great, but for Deffet, a self-made millionaire and father of eight, the challenge is stimulating.

"Challenges are very important, they keep you alert," says Deffet. "And very few businesses require the effort that athletics and show biz demand."

While his confidence in his own abilities is apparently boundless, Deffet realizes there are many areas of the music business that he doesn't know. So he has brought in Al DeLory as GRR's A&R director. DeLory is best known for his work as producer for such artists as Glen Campbell, Wayne Newton and The Lettermen.

**Promotion Director Too**

Deffet had a deal with First American Records which fell through last winter. For the past year, he has master-minded his own promotional campaign, at one point servicing 776 stations with his album and since then regularly doing follow-up calls. He and DeLory have also done numerous radio, newspaper and magazine interviews. "I prefer to spend my own time, and A&R's doing promotion because it's our necks that are on the line," explains Deffet. "If you want something done, do it yourself."

The promotional effort has the record being played on some 500 stations, now, according to Deffet's estimates. His single, "European Nights," is being reported in a number of tip sheets and five syndicators are using his songs.

**Two Years Later**

Two years after deciding to close up his business and take a plunge into show biz, Deffet pronounces himself pleased with his progress thus far.

"I'm happy with the way things are going," says Deffet. "If we continue on our current course we'll have a very successful album. In fact, I'm looking forward to recording my next LP."

GRR Music is located at 4900 Reed Road, Columbus, Ohio 43220.

**New Valli 45 Slated**

LOS ANGELES — "My Fancy Dancer," Frankie Valli's new Warner/Curb single, has been scheduled for release Dec. 27.

**MJA Denies Filing Incomplete, Misleading**

LOS ANGELES — Marvin Josephson Associates (MJA) denied last week that its Securities Exchange Commission filing relating to the purchase of some Harcourt Brace Jovanovich common stock was incomplete or misleading. MJA, whose main subsidiary is International Creative Management, made the assertion in a formal answer filed in New York Supreme Court. It is in the process of purchasing 375,000 shares, or 8.6 percent, of Harcourt Brace's common stock.

**REO Garners Platinum**

NEW YORK — Epic artist REO Speedwagon received a platinum certification for their LP "You Get What You Pay For," while Johnny Paycheck's "Take This Job And Shove It" LP, also on Epic, was certified gold.

**Buffett LP Goes Gold**

LOS ANGELES — "You Had To Be There," ABC recording artist Jimmy Buffett's live two-record set, has been certified gold by the RIAA.

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**Merry Christmas**

from BURL IVES and the staff of

MONKEY JOE ENTERPRISES, INC.

**THE CHRISTMAS LEGEND OF MONKEY JOE**

Narrated by Burl Ives and
The Double Record Soundtrack Album

written and produced by Dallas Corey  executive producer Jack d'Antignac

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TOGA-TIME AT CASH BOX — The Cash Box L.A. office got a taste of Greek living (a la "Animal House") when members of ABC Records and Alpha Delta Pi sorority from UCLA got together to hand-deliver copies of the newly-released title track single from the soundtrack album, "Animal House." The single was written and performed by ABC artist Stephen Bishop. Pictured (l-r) are: Sue Wilson of UCLA; Dino Barbis, director of field administration and special projects, ABC; Marianne Pease, UCLA; George Albert, president and publisher, Cash Box; Connie Brajkovich, UCLA; Dave Fulton, editor in chief, Cash Box; Marvin Deane, national director of trade liaison, ABC, and Peter Starr, national director of publicity, ABC.
ANDRAE CROUCH CELEBRATES — More than 200 gospel editors, performers, and Light Record executives gathered in Los Angeles recently to celebrate Andrae Crouch's 10th year with the label. Crouch also closed Los Angeles' Greek Theater's 1978 season that same day with his performance. Shown at a reception are (l-r): (standing) Crouch; Johnny and Lynn Mann, the Rev. James Cleveland; (sitting) Gentry McCray, Light Records director of radio promotion; and Dannelle B. Mervine.

GMA Appoints Louise Camp As Hall Of Fame Fundraiser

NASHVILLE — Gospel Music Association executive director Don Butler has announced that Louise Camp, singer, farmer and businesswoman, has accepted the national chairmanship of a committee to raise $2 million to fund construction of a Gospel Music Hall of Fame, Research Library and Museum.

Located in Nashville directly across the street from the Country Music Hall of Fame, the gospel organization will house a gospel music library, chapel, theater and museum and will include display areas memorializing the inductees. The international headquarters of the GMA will also be housed in the Gospel Music Hall of Fame. The proposed hall of fame will be located on 77,595 square feet of property. Building plans have been approved from Jova, Daniels & Busby of Atlanta, Ga., and contract negotiations are underway with Cuberstein Construction Co. of Nashville.

Executive Committee

As chairperson, Camp will head a campaign executive committee composed of some of the country's leading proponents of religious music. The committee includes John T. Benson Jr., chairman of the board of Benson Co. of Nashville; Jarrel McCracken, president of Word, Inc.; Pat Zondervan, chairman of the board of Zondervan Publishing Co.; George Beverly Shea, singer and author long associated with the Billy Graham Evangelistic Association; Ralph Carmichael, composer, arranger and president of Lexicon Music and Light Records; Frances Preston, vice president of SESAC, Inc. and newly-elected president of the GMA; and William J. Reynolds, director of the church music department of Calvary Tabernacle.

Calvary Label Adds New Music Row Branch

NASHVILLE — Calvary Records, with its home base in Fresno, Ca., has expanded its operation here by purchasing a new office building and music row. Located at 412 8th Ave. So., the building will be utilized for billing and radio promotions.

According to Calvary president Nelson H. Parker, "the company has experienced tremendous growth over the past two years, and our new Nashville facilities will allow us room for further expansion."

Calvary's artist roster includes The Hinsons, Johnny Cook, the Gaillettes, The Eastmen, The Telastias, and The Singing Goiffs. Ronnie Drake will serve as executive director of Calvary's Nashville office.

The southern Baptist Sunday School Board.

A native of Winston-Salem, N.C., Camp has pursued music as a career and a voca-

tion while fasting in South Carolina for 52 years and being involved in banking and agribusiness interests. She received her Bachelor of Arts Degree in Music from Limestone College in South Carolina and did postgraduate study at Converse College in Spartanburg, S.C.

Camp studied voice with Metropolitan Opera coaches in New York City and pursed an active career from the 1930s through the '50s. Camp is secretary of W.B. Camp and Sons Agribusiness Co., director of the Band of Tren ton, S.C., co-founder of the Trenton Development Corporation and member of the National Association of Bank Women and the Farm Bureau of South Carolina and California.

Andrae Crouch Attracts 8,000

INDIANAPOLIS, Ind. — More than 8,000 people gathered here recently for three days of interaction in concerts, conferences and worship services for the fourth annual "Praise Gathering."

Highlights of the convention included a convocation address by British journalist Malcolm Muggeridge, individual concerts, four afternoon and three evening concerts. The evening concerts included Ron Huff and Indianapolis Orchestra, Richard Roberts and World Action Singers, Cynthia Clasow, Oliver Nazarene College Orpheus Choir and Anderson College Men's Choir, Doug Oldham, Dallas Holm and Praise and The Cruse Family. The afternoon concerts featured Andrus/Blackwood & Co., Bridge, Cathedral Quartet, Clayton, Don Francisco, Eternally, Farrell & Farrell, Hdneytree, J.J. Lee, Larnell Harris, Shararie, and The Cruse Family.

Twenty-five Christian authors, editors and publishers, including former pro-

fessor and basketball player and memory expert Jerry Lucas, and Earhart College author and theologian Dr. Elton Trueblood, comprised the staff for the 62 separate conferences.

The convention has been organized by Grammy Award-winning gospel music composer and publisher Bill Gaither in cooperation with The Benson Co. in Nashville.

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Cedarwood Marks 25th Year
As Leading Music Publisher

by Bob Campbell and Al Cunniff

NASHVILLE — Cedarwood Publishing Co., Inc., one of Nashville's oldest and largest country publishing houses and a Broadcast Music Inc. affiliate, celebrates 25 years of operation this month.

Since the late Jim Denny formed the company in the early 50s, Cedarwood has grown to include an estimated 16,000 songs in some 5,000 songs. The company has collected 67 BMG Awards, two Grammy Awards and has arranged publishing agreements in 19 foreign countries.

The early writing staff of Cedarwood can be considered country music legends in their own right. Webb Pierce, Carl Smith, Wayne Walker, Dany Dill, Mel Tillis, Carl Perkins, Marijohn Wilkins and John Louden Clark have lined the shelves of Cedarwood with some of the classic country songs of all time. Included in the Cedarwood catalog are "Are You Sincere," "Waterloo," "Tobacco Road," Daddy Sang Bass," "P.T. 109," "Teddy Bear," "Long Black Veil," "I Ain't Over," "In the Jailhouse Now," and "Slowly." Also owned by Cedarwood are Tillis classic "Dixie City," "Run, Don't Take Your Lover to Town," which currently is the President Bill Denny estimates "are the top two songs in our catalog."

With its strong catalog and a storied reputation, Cedarwood could well rest on its past success. But Bill Denny, son of Jim Denny, who died in 1963 of cancer, is aiming Cedarwood toward the future. Denny is concerned with the development of Cedarwood "in several foreign markets, mining the Cedarwood catalog acquiring new writer/artists, expanding foreign markets and moving into the business of motion picture music." Jingle Division

"We have a division we started this year called the jingle division, and we are going after the production of radio commercials and television jingles on a national basis," said Denny, who has directed Cedarwood's television jingles division, started this year. 

"We have a substantial income from jingles," said Denny. "I can't say much more about the song or the writer, but it will be a feature move. Within 60 days, full announcements will probably be made."

"I am also watching with great interest the foreign market," said Denny. "I have a substantial jingle program, in the development of video packages." Denny added, "I think the music publisher has a great opportunity here in a brand-new market area. Suppose a home video cassette is a tape of an artist performing his album? All of a sudden this gets to be a very significant income for the publisher. The rates will be higher because the total cost of the package will be higher. It is a new revenue of income that doesn't even exist yet."

Denny History

Born in 1911, Jim Denny moved to Nashville at the age of 11 with little money, but he supported himself, his mother and a younger brother by selling newspapers and delivering telegrams. Denny began working in the mailroom of the National Life and Accident Insurance Co, and was a disc jockey and on "The Great Old Opry. He attended night school, took correspondence courses and studied accounting and developing a strong business sense which (continued on page 3).

3M Planning To Use Nashville Music

by Paul Mindlin

NASHVILLE — The 3M Company of St. Paul, Minn., held a luncheon/reception last week at the Hyatt-Regency Hotel in Nashville with the company announced the inclusion of country music as a major part of its background music sound systems.

For some time the 3M Company has offered many types of music in its "Canata" music cartridge system, but the reception signaled the formal beginning of a full-blown involvement with Nashville's music industry.

Don Conlin, director of the 3M background music program, said that country music is now becoming an obvious priority music for use in offices and stores.

"We are looking for demand for country music as background business music," Conlin said. "Even without vocals, country music is used as background music from factories to ski resorts. Background music, virtually an untapped source of revenue for Nashville's music publishers, gives them an opportunity to activate copyrights on standard material as well as new material.

"Over the years, 3M has paid out millions of dollars to music publishers and copyright owners," Conlin added. "Now we want to meet the worldwide demand for country music as background music.

Produced and custom recorded here by Nashville arrangers and artists using music by Nashville publishers, the initial "Nashville Mode" cartridge tape offered by 3M includes 340 selections of country music. The 3M music program is coordinated by Odyssey Productions of Nashville and includes such songs as "Blue Eyes Crying In The Rain," "Ruby, Don't Take Your Lover To Town," "Orange Blossom Special" and " Yankee Doodle Heart.""Help Me Make It Through The Night," "Here You Come Again," "Green, Green Grass Of Home," "Wabash Cannonball" and "Jolene."
We've Got The Holidays Wrapped!

Dolly Parton
"Baby I'm Burnin'"
PB-11420

Eddy Arnold
"If Everyone Had Someone Like You"
PB-11422

Jim Ed & Helen
"You Don't Bring Me Flowers"
PB-11435

Ronnie Milsap
"Back On My Mind Again"
PB-11421

THE ENTIRE RCA STAFF WISHES YOU
"SEASONS GREETINGS" AND THE HAPPIEST OF NEW YEARS!
**T**he Country Mike

Bob Grayson Goes To Who—Former PD at WAME/Charlotte, Bob Grayson, has been hired to do the mid-day shift at WHO/Orlando. Grayson left last week due to impending changes at WAME. As we reported elsewhere, the station is in the process of finalizing its recent call sign change. Many sources say that the station probably will change to a gospel music format. In the meantime, Ed Robinson will be acting PD during the interim period between now and the time the new owners take over. Robinson, who owns Spectrum Training Services, was at WAME from 1967 to 1976. Robinson says that the station is in a "lame duck situation" but feels confident about the station's performance during its last weeks as a country station. Robinson says "If we're going to do it, we might as well do it right."

Tom Miller

808 Grayson has purchased the Cedarwood Bureau, which booked immediately many of the Grand Ole Opry acts. The first Cedarwood booking agreement was with Grand Ole Opry booking agent Bill Denny, the late Jim Denny, the late bookings company. Cedarwood is also a sponsor of demolition derby. Owner Bill Mortimer had been looking for new em-1970 and Denny is in the middle and Reeves' manager Herb Shucker is on the right.

Jim Denny

JIM DENNY DISCUSSES BOOKINGS

Jim Denny, late founder of Cedarwood Publishing Co. and the Jim Denny Artist Bureau, goes over a booking agreement with the late Jim Reeves. Reeves is shot on the left. Denny is in the middle and Reeves' manager Herb Shucker is on the right.

**C**ommentary on Bob Robinson's hire at WAME:

This is a real coup for Bob Robinson. He has been a leader in the Nashville music business for many years. Robinson was involved in the founding of State Broad-1970rd Communications and is now the President and General Manager of Combined Communications. Robinson has been a key figure in the development of the Nashville music business and has played a major role in the growth of the country music industry. He is well respected throughout the industry and is known for his business acumen and leadership skills.
Happy Holidays to everyone who helped make the Grand Ole Opry’s 53rd birthday party a success!

Season’s Greetings and thanks for making the Grand Ole Opry’s 53rd Birthday the Best Ever. You came from 9 different countries with your time, your talent and your enthusiasm, and we couldn’t have done it without you.

When the birthday cake was gone and everyone had left, we stopped to count: *890 of you were deejays, music directors and radio personnel. *452 of you were from the publishing industry, public relations, recording companies, ASCAP, BMI, SESAC, CMA and British CMA. *550 of you were musicians, recording artists and songwriters. *674 of you were promoters, agents, managers, music shop owners, night club owners, and related professionals. Plus hundreds more from the Country Music industry.

And for five days Music City, USA, more than lived up to its name, as we had entertainment by Ronnie Milsap, Barbara Mandrell, Roy Acuff, George Jones, Dottie West, Bill Monroe, Ernest Tubb, Jim & Jesse, Marty Robbins, Porter Wagoner and countless other Opry performers. Grand Ole Opry entertainers won their share of CMA Awards, too! Grandpa Jones was elected to the Country Music Hall of Fame and Dolly Parton was named Entertainer of the Year. Ronnie Milsap accepted the Album of the Year Award for his “Almost Like a Song.” Don Williams was Male Vocalist of the Year, Dottie West won as part of the Vocal Duo of the Year. And Barbara Mandrell, Hank Snow, Larry Gatlin, Jim Ed Brown and Loretta Lynn were all nominees.

You made the Opry proud! And we’re proud of the contribution you all made to the Opry Trust Fund, which received half of each registration fee. Since it was incorporated in 1965, the Opry Trust Fund has given more than $611,740.88 to country musicians and their families in times of need or emergencies. And the recipients do not have to be Opry members. The Opry Trust Fund exemplifies how we of the Country Music industry help each other overcome obstacles and get through financial and emotional crises.

Thank you for coming, and thank you for giving your time and your support. You made the Grand Ole Opry’s 53rd Birthday Party a real cause for celebration. May you have a wonderful holiday season and a delightful New Year!

Grand Ole Opry
An entertainment property of The National Life and Accident Insurance Company
The Country Column

Columbia’s Willie Nelson will open his first annual "Lee Star Christmas Revue" Dec. 18-23 at the Austin Opry House in Austin, Tex. Willie plans to appear each of the six nights using artists on his own RCA label. Sixteen Local artists who will appear include the "C琢磨 Browne" Band, The Geessea Brothers, comedfin Don Bowman, Ray Wylie Hubbard, Steve Fromholz and Jeannie Seely, who recently signed with the label. Several other local artists included in show are Paul Hellwell, Waylon Jennings and Kris Kristofferson and Rita Coolidge. Willie says Austin is the launching pad for his recent success, and he feels the concerts will be a Christmas present for people in the area.

The new ABC artist Jerry Fuller, a veteran songwriter and producer, recorded his first album single, "Sing On The Water," with a party for 200 guests at his Los Angeles home. The old "Knickerbocker's" band reunited for the evening and performed for the assembled guests. Fuller has written more than 850 songs during his career. Some of his well-known tunes include "Travelin' Man," "Young World," and "It's Up To You" by Rick Nelson. The "Silver Tang" also recorded "Young Girl," "Lady Willpower" and "Over You," all written by Fuller.

Erica’s bar Fairchild will hit the road for a few dates right after the new year. Barbara will be in Lehigh Acres, Fla. on Jan. 5, and then she will head for Oklahoma for three shows. Erica’s Tammy Wynette will appear with the Oklahoma City Symphony, Jan. 6, and she will then head for California to perform with the band in San Diego. ABC’s Freddy Fender and entertainer George "Goode" Lindsay will co-headline a two-week stop at the Las Vegas, Nev., Hard Rock Hotel and Casino. They will need an explosive act to play our refurbishment Continental Theatre, and we are thrilled at having two, said Jack Melvin, general manager of advertising and public relations for the Silverbird.

Erica’s Joe Stempley recently headlined a benefit concert for the victims of a tornado that nearly destroyed Bossier City, La. on Dec. 5. The concert was held at the Gold Dome on the Centenary College Campus in nearby Shreveport. "Radio stations KWH and KRMH and the jaycees of Bossier City and Shreveport did a fantastic job putting this show together," said concert producer Chet Kendrick. The tornado killed four people and injured more than 200. Ninety-nine businesses were destroyed, and damage has been estimated at more than $100 million. President Carter declares Bossier City a national disaster area.

Christmas is right on our doorstep, and a few RCA artists have related some of their favorite Christmas memories.

When Dolly Parton was 10 years old, her father brought in a good tobacco crop and finally could afford the family’s first string of Christmas tree lights. They were the kind of lights that were long and pointy and bubbled up when you plugged them in. Dolly said up to that day, Dolly’s mother had never owned a wedding ring because her father was too poor. But on this Christmas, Dolly’s father had bought a ring for her mother. The wedding ring was hidden on the Christmas tree. Dolly recalls how she and her brothers and sisters spent hours trying to find the ring. Finally, Dolly had unscrewed one of the lights and lifted the band under it.

RCA’s Jim Ed Brown said the most special Christmas gift he ever got was when he was eight or nine years old. His father had bought him a patching console to use in the family’s smokehouse, and the rubber of an old inner tube. We were very poor, and that was really something to me.

Like many country artists, Charley Pride was very poor when he was growing up. Fruit was a treat for him then, but he said his kids are a little more particular. "Everytime I eat pecans or oranges, they remind me of Christmas because that is the only time we got them," Charley related. "I always remember what would go out in the woods and get gone. We would take a brick and some tailing wire and make us what we called a "good picker." Last year, Charley’s son, Kraig, wanted a 380-Z sports car, but Pride lied his son to believe he would not get the car. "She kindo sneaked off and got it. I pulled out while he was in the family room and told him he would not go out in my car and get a package out of the seat. When he opened the door, he saw the car sitting in front of the house.

United Talent general manager Jimmy Jay has announced the signing of the Bellamy Brothers to an exclusive booking agreement. Jay said the signing of the Warner Bros. act will initiate a new division of United Talent which will concentrate on country/pop bookings. The Bellamy Brothers were on the road for a week with a reception at the United Talent offices prior to their appearance at the ExitIn.

MCA’s Loretta Lynn and Conway Twitty have been booked to perform for the 47th Annul Universal Houston World of Talent Christmas Show. The show will perform on Feb. 26 and Loretta will appear March 1. The Houston show is the largest livestock and rodeo show in the nation and will take place in the cavernous Astrodome beginning Feb. 21.

Ron Chancey is now at ABC TV where he is shown on the show. John Conlee can be seen performing in a January ABC-TV movie, "The Gris in the Office."

The Country Column

Woodland Buys 32-Track Neve Co.

NASHVILLE — Woodland Sound Studios president Glen Snoddy has announced the acquisition of the studio with ABC Records for delivery of a 32-track console.

"We expect delivery will take place within a short period of time," said "We have been working with Neve for some time to adapt their 8078 to our needs. This has meant that our engineering staff has worked out a system with the Neve engineers so that the patch field will be constructed at Woodland, and the main console will be delivered with mating connectors. This will give us uniform capabilities with regards to patching."

The 8078 Neve is the largest console constructed by the company and is capable of 40 inputs and 33 tracks with VCA faders, grouping and complete automation. Prior to this order, only Caribou Ranch Studios in Colorado and Village Recorders in Los Angeles have been equipped with the 8078 Neve.

Snoddy invites any type of artist to use the Woodland Studios.

"We want the industry to know that Woodland has the capability to handle any project at any time."

We separated the show from the ABC network, which was then the '50s are (the) Bill Denny, son of Jim Denny and current Cedarwood president; Denny; and Lamb.

JIM DENNY ACCEPTS MUSIC AWARD

The late Jim Denny, founder of Cedarwood Publishing Company, was inducted to the Country Music Hall of Fame, is pictured accepting an award from promoter Charlie Lamb. The award, which was presented to the 80s is (a) Bill Denny, son of Jim Denny and current Cedarwood president; Denny; and Lamb.
EXECUTIVES ON THE MOVE—(continued from page 12)

Bradley Heyer
Warner Names Reps — Warner Bros. Records has announced the appointment of four regional disco representatives, whose responsibilities will include the promotion of all disco product resulting from the recently inaugurated Warner/Rock/Ford, Craig Kostich. Reporting to Kostich will be midwest regional disc rep representative Jim Thompson, Joe Carvello, northeast and southern regional disco representative, Wes Bradley, west coast regional disco rep representative and New York disco promotion representative Rita Heyer. Prior to his Warner/RFC appointment, Kostich was national promotion director for Far Out Management and national disco coordinator for Promotive Promotions, Los Angeles, and previously was concerned with Capitol’s Disco Jocks Association (a disco record pool) as well as operating his own promotion agency in the Chicago area. Carvello was a coordinator for the Boston Record Pool and a disco DJ for four years in the Boston area. Bradley was formerly involved in promotion for both the southern California and Bay Area Disco DJ Association, and a San Francisco based disco DJ. Heyer, prior to his appointment, worked in disco promotion for Warner Bros. Records as well as in the label’s New York City public office.

Pino Nogare
Capitol Recs, RCA—Jorge Alberto Pino has been appointed manager, international product development at RCA Records. He joined the RCA organization in 1974 as a salesmen for RCA Brazil, for whom he subsequently became a regional sales manager, and did promotion as well. He came to the United States in May 1977 as an RCA Records International trainee, working in sales, promotion and marketing on the east coast. Early in 1978, he was appointed to the position of international marketing specialists.

Benson And Rothstein Promoted At Capitol — Ken Benson and Dave Rothstein have been appointed to new positions within Capitol’s promotion department. Benson has been Capitol’s national AOR promotion coordinator. Replacing Benson as western AOR coordinator is Dave Rothstein. Prior to his new appointment, Rothstein served as Capitol’s promotion manager for the Denver area, a position he held since joining the label in 1975. Benson joined Capitol Records in 1974 as a promotion manager in Detroit. Here he was named western AOR coordinator in 1976, a position he held until his present promotion.

ABC Appoints Azzoll — ABC Records has announced the promotion of Lee Wieder to manager of artist relations and publicity, ABC Records International. She joined ABC Records in August 1978 after serving as the international public coordinator for A&M Records. She is currently coordinating the first “Country Gaia” at the upcoming Midem festival.

Carroll And West Named At Capitol — Bob Carroll and Paul West have been appointed to new posts at Capitol Records, Inc. Carroll has been named assistant studio manager at Capitol’s Hollywood Tower. Replacing Carroll as Warner Brothers quality control manager at Capitol’s Los Angeles plant is Paul West. Carroll joined Capitol’s electronic development group in 1976. Prior to that time he owned and operated an audio and design business. West comes to Capitol’s Los Angeles operation after two years as a duplicating supervisor in the tape department at Capitol’s Winchester facility.

LOWELL TO IMAGE — Image Marketing & Media, Los Angeles, has announced the appointment of Howard Lowell as marketing consultant and director of special projects. Lowell previously served as executive director of Record Retail Report and prior to that as chart director of Cash Box.

ATV Appoints Azzoll — ATV Music Canada has announced the appointment of Val Azzell to the newly created position of ATV Music Canada’s executive director.

Heider To Zamloki — The Zamloki Co. announced the appointment of Joyce Heider to manager of record distribution and administration. Prior to this promotion, she served as Phi Beta Kappa’s manager of promotion and tape division.

Holtz To Clark — Clark Transfer has announced the appointment of Susan Holtz as tour coordinator for their Clark West Division. She has formerly been associated with Cassingles Records, Capitol Bay Saver, J.O. Records and Melissa Manchester. Her new offices are located at 1900 Ave. of the Stars #2525. She can be reached at (213) 277-3685.

ON JAZZ

(listened, then admitted. “You got me”, to the delight of Margiante and his band. Tomalo Records has issued an LP entitled “Earthquake Island” by trumpet player Jon Hassell. The LP combines elements of jazz and Indian music.

Helen Humes held over at The Jazz Em- porium through Dec. 23. Teruo Nakamura & The Rising Sun are in for New Year's Eve from Xabado: Charles McPherson ("New Horizons"), Frank Butler ("The Slinger"), Barry Harris ("Parker's Jive") and Don Furuichi on previous tunes ("Changes & Things"). The latest from Inner City includes Enrico Rava's "The Alchemist" and Hubert Eves ("Esoteric Funk")

Cornell Dupree's second Versatile LP is titled "Groove." The record is enhanced by arrangements by Mario Sprouse. Altman man Hank Crawford is a special guest and the set consists of contemporary pop tunes.

BOYS WILL BE HEROES — Following its debut at the Whiskey in Hollywood, Hero visited Top Rock after which store manager Bob Delany made sure that at least group member Scott Phares stayed to hear the Nightworris. Other Northern Lights are (1st): Jeff Jones, Neil Citron, and Mark Houle of Hero; and Chris Baca of 20th Century Records. Seated are Phares (1) and Delany.

OLIVIA — Olivia Newton-John
RAINBOW THEATER, LONDON — Although Olivia Newton-John had firmly established herself as a major talent in the U.K. before moving to California several years ago, she returned this time as a major international star. The Rainbow, though standard rock venue, is not considered by most to be a place befitting a major star. However on this occasion, the extravagent kick '50s decor of the Rainbow lent itself well to Newton-John's added "Grease" ethos.

Olivia Newton-John fronted a seven piece backing band and a female harmony trio — set amongst a clean classic white stage set, illuminated from behind with alternating rainbow shade lighting. She presented herself to a capacity London audience on the final night of her U.K. tour with a demure, youthful charm which never faltered throughout the entire evening. Her audience, a diverse cross-section ranging from children to grandparents interspersed by the occasional new-wave, were all eager to receive a sample of the new "Totally Hot" Olivia live. Their enthusiasm was as high from start to end and never wanad.

Newton-John delivered a range of songs from her prolific repertoire with a relaxed and assured style. Included were such numbers as "If Not For You," "Banks Of The Ohio," "If You Love Me Let Me Know," and her latest single from the "Totally Hot" album, "A Little More Love." Her movements were lithe and well-synchronized with the easy blend of country/west coast soft rock/ballad right up to the first "Grease" song of the evening, "Hopelessly Devoted To You.

Dressed in skin tight black pants and a silver top, Newton-John could have easily convinced the audience that she had just stopped off the last scene in "Grease" minutes before, as she geared up to peak her act. The girl next door had lost her shyness and naivety as she called Labi Siffre to join her on stage to sing the movie duet "You’re The One That I Want" delivered flawlessly with an extended duration to an ecstatic audience. This young artist, with a prolific repertoire, is natural, enjoyable and totally fulfilling.

40-year-old Burton Cummings

THE RODY, L.A. — Burton Cummings was a man blessed with stellar qualities other entertainers can only wish they possessed. He is handsome, plays white grand piano, has a marvelous voice, and has a very appealing personality. With his recent appearance at the Rainbow, it is apparent that his solo career, based as well as his band, Heyerdahl, has now come of age. Cummings' performance was marked by a smoothness that testifies to his mastery at the keyboards, as well as his contagious enthusiasm that alludes to the continuing thrill of finding himself centerstage.

Another one of Burton Cummings' talents in evidence at the Rainbow was his ability to use other people's talent. A performer with less self-confidence might worry about being blown off the stage by the musicians who make up the Burton Cummings Band. Those men include Jam's Phillips, who did outstanding work on synthesizer and electric keyboards, particularly on "Dream of a Child." There was also fiddler and vocalist Henry Small, whose work on the duets made a fine counterpart to Cummings' lead work. The music was definitely spit and polish rock 'n' roll and the bass (Ian Gardiner) and drums (Ace Koliner) carried it well. Finally, a rackish Jack Daniels was laying down the heavy lead licks on guitar.

The quality of new material comprising the set surprised even his record company and it is further tribute to a man who refuses to totally abandon his overall style and sound. His new sound was well captured in the album "All Night Long," his current act. There was no clue who Burton Cummings used to be lead singer for until the encore, "No Time."
OILING THE CORPORATE WHEELS — Ray Caviano was in Burbank last week for the first meeting of his regional staff. House in temporary quarters between sales and promotion in the Warner Bros. Building. Clinton discussed his regional promotion strategy. "Local personalities and a sense of style are the keys to our plans. The days of one figurehead handling the entire country are over. I think the major labels will follow our lead within the next year," said Caviano.

Shake Your Groove Thing

Caviano has divided the nation in regions with Joe Carvello handling Boston, Philadelphia, Baltimore, Washington, Atlanta, New Orleans, Miami, Tampa and the Carolinas. New York will be treated as a separate region with Ria Heter and Craig Kostich, national promotion director, based in the city. Wes Bradley will handle Houston, Dallas, Phoenix, Las, San Francisco, Seattle and Portland. Jim Thompson will work Cleveland, Detroit, Minneapolis, Chicago, Kansas City, St. Louis and that region.

In the future, "I'll take a regional hit," says Caviano, "we are going to attack the secondary markets. Now that disco is exploding in the west and California, there is more of New York. I took 'Plato's Retreat' by Joe Thomas into the Top 10 on disco charts without New York, San Francisco, and L.A."

Caviano rationally asked the pressing question, "How can a major record company now say they don't have a disco department?" Ray is developing the Warner Bros. corporate structure in his efforts an important priority. To achieve disco successfully, within the corporate structure, the regional staff will communicate with branch personalities as well as extend the R&B section headed by Tom DiCicco and the pop promotion department. Caviano intends to follow his records from the clubs and stores to the radio. First product from the new Warner Bros. department will be a re-issue of the '12' by Third World, a Jim Burgess' remix of Nicolette Larson's "Lotta Lover" and a Boney M '12 Dancing In The Streets." While extolling the recent explosion of disco radio, Caviano also said that DJs are the backbone of the disco industry.
Motown Releases Gaye's 1st Studio Album In Two Years

Cookie Amerson

LOS ANGELES — Marvin Gaye's first studio album in more than two years, "Here, My Dear," will be released this week. A "Funky Space Recarnation" will be the single and is scheduled to be released Dec. 29.

Coinciding with the release of the album is a massive consumer/trade advertising campaign, which will begin with radio time buys. After the first of the year, Motown will add television and print buys.

The upcoming sales game plan will also include flyers and posters which will feature the double LP cover opened to its full length. The Gaye campaign will also utilize in-store video film clippings. The film will showcase Gaye performing a song from the album while portions of the film clip will also go into the making of the TV spots. Although the campaign will spotlight the new LP, the entire Gaye catalog will be brought into focus.

Retail Aspect

Noting that in some parts of the country retailers have been experiencing a lull in sales, Miller London, national singles sales manager at Motown said, "Since Marvin has not had a studio LP out for some time, the interest at the retail level is at a high point. Some dealers even expressed a feeling that it would be instrumental in some areas in bringing people into the stores."

Timely Release

"Since Christmas is the highest sales time for the record industry the release of this album is very timely," added Danny Davis, vice president of promotion for Motown. "We knew the LP was coming, but not quite this soon. When we received the LP we rushed it to the pressers, and decided we would envelope it with a massive campaign."

The rush release of this LP will not be the only surprise that will be related to this campaign," says Derek Church, vice president of creative services, "The specific dates of the campaign are still in their formative stages, and will be filled with several surprises.

HENDERSON GETS GOLD — Arista/Buddah recording artist, Michael Henderson was recently presented with his first gold LP. Pictured are (l-r) Bob Gaiters, RSB regional promotion Arista; Larin Arnold, senior vice president Arista; Henderson; Michael Lippman, vice president/Arista and Jim Blevins local RSB promotion Arista.

THE RHYTHM SECTION

NEW BENSON — George Benson's upcoming album is slated to be released early February. Benson wrote three tunes on the LP entitled "Living Inside Your Love," which will be a double-LP set.

DRINK THE THREE DEGREES — Several clubs are picking up on the Three Degrees drink that was concocted at a disco club in Pittsburgh during the trio's recent tour. Now, Arista Records has produced Three Degrees napkins and matches, along with a myriad of other disco merchandising paraphernalia.

CHANGES — Bill Travis, formerly the music director at WDIA in Memphis, has joined KMJQ in Houston, and will be doing the 10 am to 2 pm airtsh.

OX100 FINED — OK100 in Washington, D.C. was fined for violation of the FCC contest rules. The commission charged the station for two contests that were aired from Dec. 1977 to Feb. 1978. Specifically, the FCC charged that: (a) the announcements for its "Thousand Dollar Daili Contest" were false, misleading and deceptive, in as much as the on-air promotional statements noted that the entire "Washington area" was included in the contest, but in fact some suburban areas were never called; (b) announcements for the station's "Black Book Contest" did not disclose the nature or value of the actual prizes because the prizes were not described; and (c) the names listed in the "Black Book Contest" were not used in the Thousand Dollar Contest as was explained over the air to the listeners.

FARRAH-CHERYL NOW KELLEE — Shadybrook recording artist Kellee Patterson is following the same pattern as Farrah Fawcett, Caitlin Tipts and Cheryl Ladd by having a poster, T-shirt and fan club campaign launched. Pro-arts inc. has contracted for Patterson to do the campaign early 79. Patterson's upcoming LP has been marked for a February release, and will be entitled "All The Things You Are." WLS/Dallas has concluded an agreement with the Las Vegas Hilton Hotel to appear in 1979 for a minimum of six weeks at the hotel. The Hilton has already set up two dates from Jan. 26 to Feb. 12 and Aug. 7-20.

PUSH EXCEL-A-Thon AWARDS — Rev. Jesse Jackson's Operation PUSH is getting together with "Midnight Special" producer Burt Sugarman to stage a major awards program called "Excel-A-Thon Weekend." The awards will be primarily geared to blacks who have made valuable contributions in various fields. The show has tentatively been set for March 10 and 11. Personalities who have so far committed themselves are Henry (continued on page 40)
1. LE FREAK
2. YOU MAKE ME FEEL (MIGHTY REAL)
3. DON'T HOLD BACK
4. I'M SORRY
5. OH BABY
6. I'M GONNA MAKE HIM LOVE ME
7. WHY DON'T WE JUST DO IT
8. I'M COMING HOME
9. TOO MUCH LOVE
10. I'M NOT SORRY
11. I'M NOT SORRY
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“Everything is in the production of the album. We had a step by step advertising plan behind (Tanya Tucker’s ‘TNT’) and it worked. But inside the (LP) cover is the real key.”

—Stan Bly, MCA VP promotion

“The OTHER END FETES BIRD — Columbia recording artist Tony Bird recently performed at New York’s The Other End. Pictured backstage are (l-r) Herb Gart, manager; Bruce Lundvall, president of CBS Records division; Paul Colby of The Other End; Bill Preston, assistant to the president of CBS Records division; and Arma Andon, vice president of artist development for Columbia Records.

“We had a very difficult time getting retailers to take Crystal Gayle out of the country bins,” says Larry Cohen, United Artists’ vice president of merchandising.

“We asked them to take a certain amount of her single ‘Don’t Make My Broken Eyes Blue’ and put it in country and take a much larger stack of albums and put them next to a pop act. At the time it was Linda Ronstadt.”

“In Cleveland, in particular,” Cohen continues, “we noticed in the malls that when the customer came in and picked up a Linda Ronstadt album, he would also pick up a Crystal Gayle album. When the album is stacked, it not only gives the consumer a greater awareness, but also confidence because it is right there next to Ronstadt. We found we were selling three times as many copies when she was exposed in the pop area. And this was before the single became a huge hit.”

But retailers are usually cooperative in most cases, says Elektra/Asylum’s vice president of marketing and sales Stan Marshall, “because they are as anxious to sell a lot of records as we are.

“If you come in with Donny and Marie and ask a retailer to put it in the classical bin because there is a little tugie in the song, you might run into a lot of resistance.”

“Why Not All?”

“Why don’t record companies encourage all of their artists to attempt to produce mass appeal records?”

—Harry Losk, Phonogram/Mercury VP sales/marketing

**The Rhythm Section**

(continued from page 27)

Winkler, Ed Asner, Charlton Heston, Kirk Douglas and Frankie Crocker.

**MEET THE CHRISTMAS SHOW FOR WQON-WVON’s annual Christmas show, held this past week, proved to be a big success, doubling monies raised the previous year. The show featured performances by The ADC Band, Rose Royce, Faze-O, George Duke and producer.”

**GORDY POLISHES POINTER —** Berry Gordy was recently in the studio overseeing the completion of Bonnie Pointer’s new album. An informed source said Gordy implied that his son Terry Gordy would shortly assume a recording career.

**SCM IS BACK —** Sir Charles Matthews, who is currently in the studio putting the finishing touches on a new album on the Village Choir, has also reactivated his SCM label. The label will have a release with the Village Choir in early January.

cookie amerson
help George Borden
Frank Edwards has been named a local regional rep for Casablanca in the Washington-Baltimore area. This marks an important move for Casablanca in that the label will test the necessity and effectiveness of regional reps. Edwards is used to spin at the Fox Trap in D.C. He will now monitor pools, stores, stations and DJs to observe the development of the market. At this point, Casablanca does not service Sundance of Seemingly Better Prod... The current addition to the staff of Tom Hayden & Assoc. He used to spin at Club Swamp in the Hamptons. He will be based in New York. Ms. Fiedler, noted for his Community assistance in San Francisco and Studio One in L.A., is in New York and about to land a position with a label... DJ Angelo Solar who spins in Atlantic at Back Street is in this week's Disco Breaks spotlight. He recently played a bash in honor of Sylvester. Send in your spots... 

DEEJAY SHUFFLE — Phil Alexion of the Cockring in N.Y. has invited DJ's Bennett to guest spin at the Monster in Key West. Jim Burgess made his trip to the Sunshine State a few months ago and Howard Metz, the latter to the Dexter-22-29 Bob Eckenwiler who spins at 13 Buttons in Ft. Lauderdale is the lousy weather (and the hip crowd) so he guested at the Cockring last Friday... Kevin Kepple, who spun at the Tea Dance on Fire Island, is the new addition to the DJ staff at 12 West. He also works in the Casablanca mailroom. Michael Stone has been appointed 35th in Lynchburg, Virginia... Frank Collins, DJ at Numbers in Houston, is off for better weather to spin a short gig at Marlin Beach Hotel in Ft. Lauderdale.

P.A.D. NEWS — The Boston Record Pool meeting hosted by George Borden was well attended by members DJ's and various label rep's. The pool will add 25 new members in January in addition to moving to new larger quarters in Kenmore Square and outfitting a pool magazine which will include club, store and radio lists. The new feedback survey is designed to be used by the pool give on the flipside a breakdown of radio and store action... Are you going deep? I said... Approximately 75 members of the BPR underwent tests last week as part of a study being conducted by E.C. Batista. Eye care is the type of product that is crucial to the buying habits of DJs, in other words, most DJs will request the pool to make certain the products are available at the club. The results of the BPR will be made public in the near future... The pool is also now servicing three radio stations with product. The pool's feedback is helping the stations get feedback in return... Stations WBQ, WOFK and YR-95 all have disco shows but have received spoty lack label service, so the pool is taking up the slack. Knapp also reports that he and several DJs (Tom Vann, Bobby Stoner) have been playing acetate... 

FLASHES — I'm happy to report... The Long Island Record Pool recently held its “Yoga party” at Sam's unc on the island. NO DISCORD NO RECORDS — Norm Gardner of Fantasy reports that he has cut off Howard Meers and is making Ft Worth Disco Assn. due to poor feedback. More cuts are being released... 

MIXING SUGGESTIONS — Billy Smith of London has sent out a letter with compatible stocks for Zulema's "Change." With the help of Casey Holt and Cosmo Wyatt in Boston, Richie Kaczor in N.Y. and Tim Rivers in San Francisco, Smith cited songs which would provide easy entry and exit from "Change" such as (exits) " Ain't That Enough For You... "

PRODUCT IN THE MAIL — Product flow has slowed down considerably as Christmas approaches, however there are some new releases to note. MCA is releasing next week a compilation of the songs on the soundtrack of "Tommy". The track was remixed by John Luongo who has been very busy remixing the Jacksons "Shake Your Body Down To The Ground," which is coming next week on Epic. John added synths and brake drums to the track (which is great), that's it seems the brake drums from cars make nice percussion sounds. Also from the Luongo factory is a restructed 12" of "Shine On Silver Moon" by McCoo & Davis which ought to be out this week. The new Rick James LP, "Bustin' Out Of L. Seven," will be released by Motown next week. Hot cuts are "High On Your Love" suite "Fool On The Street." Marvin Gaye's latest LP "Here My Dear" came out last week. The LP is mellow Marvin. "A Funky Space Reincarnation" has disco potential... "Macho Man" by Village People. "Hold Your Horses" etc. Smith says he will continue to offer mix suggestions on future records which present difficulties.

Visa Sets Releases

NEW YORK — Visa Records release schedule for December consists of "Black Noise" by the Canadian trio FM; "Gerry Rafferty," a compilation of sides recorded during 1969-1978, and "Greatest Hits of The National Lampoon."
A plan to reestablish Puerto Rico's musician's union, decimated recently by lay-offs due to perceived corruption and a decline in the tourist trade, is receiving top priority from newly-elected union chief Angel Nater.

No single group of workers has been losing so much ground in recent years as the island's musicians. But spurred by Nater's new leadership, the Puerto Rico Musician's Federation will seek to reclaim some of the jobs lost by its members.

Focus on a forthcoming campaign led by 44-year-old Nater will be the hotel, television and advertising industries where there has been a consistent decrease in musician employment.

Through a tough negotiating stance, Nater intends to increase the established minimums in hotel contracts, insist that television stations use more live rather than canned music, and pressure local advertising agencies to produce their jingles domestically.

Nater, whose election deposed the 16-year administration of Abraham Coen in an upset victory, says some 125 musicians' jobs have been lost in island hotels since May 1977.

Nater concedes that the blame here falls on the recession and the decline of the island's tourism industry. As with everything else, the advocation was that this summer's cut during a recession is employment.

Nater says hotels are now employing only the established minimum number of musicians, composed for the most part of duos, trios or quartets.

The only two exceptions are the San Juan Hotel and the Caribe Hilton with orchestras of 40 and 35 members respectively.

In light of this, Nater says the federation is considering asking for a raise in these established minimums, where the next contract negotiations take place this year.

More immediate pressure will be placed on local television stations which, according to Nater, have all but eliminated jobs for musicians by their practice of using canned instead of live music.

Nater says the number of musicians employed directly by stations has plummeted from a figure of about 200 to approximately 35 today.

The only people in the TV industry hiring musicians are independent producers, and even they try to get by with as few as possible, Nater claims.

Nater is committed to reversing this practice which will constitute a major issue in upcoming negotiations with the various island TV management.

If results are not forthcoming through the talks, Nater says he will have no qualms in paralyzing all TV musical activity.

Another practice costing jobs to the island's musicians is the common advertising agency practice of producing jingles out of the country.

Nater's dynamic stance on behalf of the federation's membership is apparently earning him rank-and-file support.

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Cash Box/December 23, 1978

Canada Labels Become Less Dependent On U.S. Trends

by Kirk LaPointe
TORONTO — While it cannot be denied that the Canadian recording industry is heavily dependent on the trends and direction shown by its American counterpart, and more and more Canadian record branches are run out of cities with little or no promotional impetus from the United States.

The ability of Canadian labels to reach a sizable slice of the U.S. market like that of the United States, is an indicator of the gradual increase of independence and autonomy this industry has displayed in recent years.

In the past year alone, CBS Canada has broken Meat Loaf's "Eddie Money," Cheap Trick and Elvis Costello before its parent company in the U.S. All acts were accorded gold discs. Meat Loaf's album has surpassed the quintuplet sales level, selling in excess of 500,000 units in this country, and is Epic's all-time leading seller in this country.

Artsa Canada, meanwhile, decided to further step up this quest for Canadian independence recently, with a debut album from a home-grown band. The disc was turned down for release by Artsa in the United States, but the Canadian branch decided to try to break the disc with no help from its American counterpart. Hill was brought in for national press release, and the album appears to be a sleeper hit for the label, selling impressively for a debut disc.

Chappell UK, Int'l Publ. Companies Are Restructured


Under the new set-up, Chappell U.K. will become Chappell Music Ltd., which as a new publishing company will take over all of Chappell's national activities. Stephen Goldie will be executive chairman in the new structure, Jonathan Simon returns from Chappell Australia to become director and general manager. Tony Roberts has been appointed creative director, and Jeff King will become financial director.

For Chappell International, the new structure of Chappell & Co. Ltd., will become Chappell International Music Publishers Ltd., and will add the worldwide activities of Chappell. These will include acting as licensor with major contractual associates, acquiring international representation, and coordinating exploitation, promotion, copyright registration and royalty accounting.

Canada, the British Isles, Australia, New Zealand and South Africa, will become Chappells' new major contractural and international repertoire; these will also be handled by Chappells' Canadian company, which will become an affiliate of the new structure.

Styra, the Swedish sister company of Chappell, will be incorporated in the new structure and will become Chappell Sweden AB.

International Bestsellers

 australia

TOP TEN 45s
1. A7una Peru Amico — Lucio Battisti — Numero Uno
2. Grease — Frankie Valli — RSO
3. Triangles — Renato Zero — RCA/Zerolanda
8. Deluxe — Ed主办er — CDP
9. Raspbunny — Boney M. — Durum
10. Amo — Miguel Bose — CBS

ITALY

TOP TEN 45s
1. Una Donna Per Amico — Lucio Battisti — Numero Uno
2. Grease — Frankie Valli — RSO
3. Triangles — Renato Zero — RCA/Zerolanda
4. Calabria, Straniero E’ Incendio — Roberto Vecchioni — Philips
5. Vertigo — Lucio Battisti — Polydor
6. Cairo — Giorgio Mibelli — RCA/Zerolanda
7. La Mia Bella — Sergio Mendes & Brasil Inter — Harvest
8. Ecriture — Ennio Morricone — CBS
10. Deluxe — Ed主办er — CDP

ARGENTINA

TOP TEN 45s
1. You're The One — J. Travolta/O. Newton-John — RSO
2. A T (A) L (O) — Joe Dassin — CBS
3. Paralel Un Gran Amor — Cacho Castaña — Microtron
4. Te Extranjo — Rolling Stones — EMI
5. Stayin' Alive — Boney M. — CBS
6. Raspbunny — Boney M. — RCA
7. Isn't She Lovely — Stevie Wonder — Microtron
8. You're The One That I Want — J. Travolta/O. Newton-John — RSO
10. Ballad For Adeline — Richard Clayderman — Tomodisc

In-Canada Artists

Canada's Top 30
1. A7una Donna Per Amico — Lucio Battisti — Numero Uno
2. Grease — Frankie Valli — RSO
3. Triangles — Renato Zero — RCA/Zerolanda
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LONDON SALUTES OLIVIA — Singer/actress Olivia Newton-John recently performed a series of concerts in England in support of her current album, "Totally Hot!" Following her final show, EMI Records held an elaborate reception to celebrate her British success, where she greeted EMI officials, artists and press. Pictured at the party (l-r) are Bill Watson of the Rolling Stones; Newton-John; John Entwistle of the Who; Jon Donaldson, general manager of Cash Box U.K.; Newton-John; and Nick Underwood, Cash Box U.K. staff writer.

INTERNATIONAL DATELINE

(continued from page 43)

Ian Matthews is returning to tour Europe and the U.K. at the beginning of Jan. 79, closing his tour with a date at "The Venue" in London. Jan. 31 ... CBS has begun to re-promote Jeff Wayne's double album, "The War Of The Worlds," in an attempt to capture the Christmas market.

nick underwood

Australia

SYDNEY — Linda Ronstadt will tour Australia in February. Her first concert will be staged in Perth on Feb. 9 and she will also appear at the Sydney Showground on Feb. 16. Australian concert promoters have been bidding to sign Ronstadt for an Australian tour for more than four years, and she was finally signed by promoter Paul Dainty, who is also currently staging the David Bowie concert.

The Falcons will have a new record out to coincide with its Elvis Costello support stint. The record was originally scheduled to be an EP, but will now be a shortened album sold at a reduced price. .."2nd Street," Billy Joel's new album, is raising the charts and has hit the platinum sales mark. The single, "My Life," continues to get good airplay and chart action nationally.

Johnny O'Keefe was honored at the Second Australian Rock Awards at the Hor- dern Pavilion. O'Keefe, who died of a heart attack two months ago, was awarded the Australian Rock Hero Award and the Contribution to Australian Music Award. His long-time producer, Kevin James, brother of singer Col Joye, accepted the award from his fellow musicians.

Sydney rock fans turned their fury on the Regent Theatre after Elvis Costello failed to give them an encore. Costello, Britain's top new wave performer, would not come back on stage after a show of less than 60 minutes because he said the audience reaction was "too mechanical."

The initial cheers from the 200-plus crowd turned into boos and catcalls when it became clear Costello was not coming back on stage. Next, pieces of the seats started hurtling towards the stage, first from the circle area and then from the stalls.

Announcements over the public address system were made, asking the crowd to disperse peacefully and all other Costello fans were asked to cancel. The crowd then began to leave the theatre amid chants of "Elvis loves my money" and "Costello is a capitalist." Several hundred people gathered outside the theatre, ripping Elvis posters from the entrance. peter blunden

Canada

TORONTO — British recording artist Roy Hill was in Toronto recently to discuss what has had to be an immensely frustrating recording career. Signed to Arista U.K. two years ago, Hill found himself shelved for 18 months before he could enter the studio to record. Once his debut disc appeared, Hill found himself the target of much abuse from the British music press, primarily because his label bought a sufficiently large amount of advertising and publicity for him. Even more frustrating for Hill was the Arista U.S. decision not to release his album stateside. Arista in Canada, meanwhile, decided to work the album, and is achieving strong levels of acceptance for the disc, both at the radio and retail levels.

"Arista in the U.S. decided against releasing "Hill," told Cash Box, "primarily because they felt it didn't have a career-launching single on it." Hill's manager went on to Toronto to New York this past week in an effort to secure a new deal for his artist.

"I guess you could say my contract is up for grabs," Hill said. "I'm sure that if Arista is offering anything, they'll hand me over."

The RCA picture disc of "Elvis Presley, A Life," (continues on page 45)

WEA Int'l Reports 32% Sales Increase In '78 Expands Org.

(continued from page 7)

The opera will be presented live in Paris, under the direction of Tom O'Horgan. In 1979, an English language version of the album will be completed and ready for international release.

The "WEA International Road Show '78" was another successful endeavor for the company. Video presentations of new releases by the three U.S. companies as well as the new product of the overseas companies were presented. The coordinated program was shown to the conventions of the WEA subsidiaries internationally. Nesuhi Ertegun led a team of WEA International, Warner Bros., Elektra and Atlantic executives, who participated in the Road Show throughout Europe, Canada, Brazil and South Africa. Simultaneously, Phil Fox, executive vice president of WEA International, headed a similar delegation for the Far East tour of the Road Show that included Tokyo, Hong Kong, Manila, Australia and New Zealand.

In October, WEA International held its executive meeting in Maui, Hawaii. The managing directors of all WEA international companies attended the conference which set priorities and goals for A&R and marketing policies for the coming year. Emphasis was placed on continued growth and expansion.

"The prospects for '79," Ertegun stated, "are brighter than ever. Despite some of the problems that face us and our competitors, we will continue to prosper. The entire world is undergoing economic and political strains. Piracy and counterfeit are still major enemies, but we've made important gains in the struggle against them. Whatever the obstacles, WEA International looks forward to the challenge of remaining the fastest-growing company in the international record industry."

Shinko Set To Publish Springsteen In Japan

TOKYO — Shrink Music Publishing Co., Ltd., has contracted with Bruce Spring-steen of the E Street Band. At present, Shinko has contracts with 675 music publishing companies in the world, including the Beatles, Bob Dylan, Neil Young, Abba and the Rolling Stones.

Colleta, EMI Music Pact

LONDON — Former Purple Records joint managing director, John Coletta, last week signed an agreement with EMI Music for his newly formed Sunburst label. Under the agreement, EMI Music acquires under license Sunburst recordings for all European markets.

Int'l. Gold For Ronstadt

Linda Ronstadt's "Living In The U.S.A. has become the first gold record of Hong Kong's WEA branch. The Hong Kong WEA office opened in July, 1978.

MIGHTY THREE PACS — The Carlin Music Corp. will represent the Mighty Three Music catalog in the United Kingdom. Pictured at the signing (l-r) are Constance Deyger, Mighty Three's publishing copyright administrator; John Blinckock, executive vice president of the Anglo-American Music Publishing Holding Corp.; Earl Shelton, executive vice president of Mighty Three Music; and Freddy Beinstock, president of Carlin Music.

 INTERNATIONAL BESTSELLERS

Great Britain

New Zealand

(opposite page 44)

TOP TEN 45s
1 Dreadlock Holiday — 10cc — Polydor
2 Substitute — Clod — EMI
3 Kiss You All Over — Elkie — EMI
4 Raspullin — Boney M — WEA
5 MacArthur Park — Dionne Warwick — Polydor
6 Hot Child In The City — Nick Gilder — Fest
7 Magnet And Steel — Walter Egan — Polydor
8 We Made For Dancing — Lett Leffert — WEA
9 I'm This Love — Bob Marley — Fest
10 Get Out — Foxy — CBS

TOP TEN LPs
1 Grease — Soundtrack — Polydor
2 Dire Straits — Dire Straits — Polydor
3 Bloody Tourists — 10cc — Polydor
4 War Of The World — B52s — CBS
5 Bat Out Of Hell — Meat Loaf — CBS
6 Nightflight To Venus — Boney M — WEA
7 Stage — David Bowie — RCA
8 The Break — Billy Martin — CBS
9 Keys — Bob Marley and the Wailers — Fest
10 Comes A Time — Neil Young — WEA

Record Publications

TOP TEN 45s
1 Marc's Boy Child — Boney M — Atlantic/Hansa
2 Do Ya Think I'm Sexy? — Rod Stewart — RCA
3 She's Afraid Of Horses — Meat Loaf — CBS
4 A Taste Of Aggro — Barren Knights — Epic
5 Rat Trap — Btown Rats — Ensign
6 I Lost My Heart To A Starship Trooper — Sarah Brightman — RCA
7 Hanging On The Telephone — Blondie — Chrysalis
8 Le Freak — Chic — Atlantic
9 Always And Forever/Mind Blowing Decisions — Earth, Wind & Fire
10 Hopelessly Devoted To You — Olivia Newton-John — CBS

TOP TEN LPs
1 Grease — Original Soundtrack — CBS
2 20 Golden Greats — Neil Diamond — RCA
3 Blondes Have More Fun — Rod Stewart — WEA
4 Singles 1974-75 — Carpenters — A&M
5 After Midnight — Billy Preston — EMI
6 Midnight Hustle — Various — K-Tel
7 Som Livre — Various — K-Tel
8 Lion Heart — Kate Bush — EMI
9 Nightflight To Venus — Boney M — Atlantic/Hansa
10 Tonic For The Troops — Btown Rats — Ensign — BMG

Brazil

TOP TEN 45s
1 Automatic Lover — Dee D. Jackson — RGE/Fermata
2 Get Off — Foxy — CBS
3 Bonnie Deo Oogee — A Taste Of Honey — Capitol
4 Three Times A Lady — Commodores — Top Tape
5 Wuthering Heights — Kate Bush — Atlantic
6 River's Of Babylon — Boney M — RCA
7 Sossego — Tim Maia — WEA
8 Pelinho De Voz — Elziranga — RCA
9 Ilhaim Alipe — Cece Gomes — Phonogram
10 The Closing Of A Perfect Day — Mickey Finn — WEA

TOP TEN LPs
1 Cacau Dias — Various Artists — Som Livre
2 Agita Geral — Alcione — Phonogram
3 Aang — Vera Sampaio — Phonogram
4 De Po Chao — Both Carvalho — RCA
5 Amigo — Roberto Carlos — CBS
6 Saturday Night Fever — Various Artists — Phonogram
7 Disco Baby — Mlodicas — Copacabana
8 Disco Papego — Various Artists — Som Livre
9 Excelsior — Maquina Do Som — Vol. 7 — Various Artists — Som Livre
10 Temas Romanticos De Novaes — Various Artists — Som Livre

www.americanradiohistory.com
Maurice Oberstein
Oberstein Named
CBS-UK Chairman

LONDON — Maurice Oberstein has been appointed to the newly created position of chairman, CBS Records, United Kingdom. In his new post, he will be the chief executive officer of the company.

Oberstein joined CBS Records Internationally in 1965 and has most recently been serving as managing director of CBS Records, United Kingdom. Prior to this he held a number of other posts including deputy managing director, director of marketing and managing director of CBS Manufacturing, a division of CBS United Kingdom Ltd.

In discussing the appointment, Dick Asher, president of CBS International, praised the new chairman of the U.K. company for his achievements throughout his association with CBS Records. “Not only has Maurice Oberstein demonstrated an astounding versatility by continuously excelling in the widest areas he has ever overseen during his 15 years with CBS Records,” said Asher, “but as managing director of the English company he also has been responsible for a plethora of United Kingdom marketing successes such as Abba, Jeff Wayne’s “War of the Worlds,” the Clash, and the revitalization of Johnny Mathis’ career, to mention but a few.”

In addition to his new position as chairman of CBS Records, United Kingdom, Oberstein will continue serving as vice president of CBS Records International.

Record Bootleggers Arrested In Montreal

MONTREAL — A total of 356 criminal charges have been laid against three Montreal individuals following an investigation by the RCMP and the Canadian Recording Industry Association that resulted in the seizure of over 12,500 bootleg recordings. A total of 264 counts were laid against Michel Mess of Montreal, a total of 146 charges each were laid against Gilles Lefranc and Daniel Hamilton, also of Montreal. The charges are based on copyright infringement and on conspiracy under the Criminal Code.

Harris Leaves Motown
England, Moves To L.A.

LONDON — After serving two years as head of promotion for Motown Records U.K., Keith Harris has resigned the post and left the company. He has been replaced by his former colleague and assistant, Les Spanier, the ex-Liverpool disc jockey who joined Motown eight months ago.

Baldwyn Honored
Richard Baldwyn, managing director of Music For Pleasure, is pictured here being presented with a carriage clock by Leslie Hill, joint managing director of EMI Music Worldwide Operations, at a tribute lunch given by colleagues and friends recently. Baldwyn, who has been with EMI for 36 years, has served the company in the business since he began his work with the Hamlyn Publishing Group.

MCA Canada Taps 7 Executives In Label Realignment

TORONTO — MCA Canada Records has appointed seven officials in a major executive realignment at the label. “With several middle-level executives leaving the firm during the past six months, the company has had to fill these spots in order to patch up our framework,” commented a spokesperson for the firm.

Among the recent position appointments were: George Burns (formerly Ontario sales manager) to the position of national sales manager; Geoff Gibbons (formerly an Ontario sales representative) to the post of Ontario sales manager; Lloyd Joubert (formerly the company’s Ontario warehouse manager) to the title of Ontario sales representative.

Herb Forge, most recently the company’s production manager, has been appointed its new national marketing manager. His place in the firm has been taken by Bonnie McPhail (who was most recently Forgie’s assistant).

Les Houston is the new Ontario warehouse manager. His new assistant will be Joe Houston.

All the appointments were announced Nov. 23, by Scott Richards, vice president, marketing with MCA Records Canada.

The company also announced it will release an album on the long-abandoned Les Discs Apex ( Apex Records) label by the Quebec duo, Braul Disques ( Apex Records) label by the Quebec duo, Braul

WEA-UK Releases 7 Colored Vinyl Discs

LONDON — WEA is making available for the Christmas period seven of its best selling catalog albums in different colored vinyl, which will retail at regular prices. The albums, under the banner, “WEA’s Rainbow Collection,” are: the Eagles’ “Greatest Hits” on green vinyl; Led Zeppelin “IV” in purple; “Fleetwood Mac” in white; Manhattan Transfer’s “Pastiche” on orange; Rod Stewart’s “Atlantic Crossing” on blue; Rose Royce’s “In Full Bloom” on yellow, and Linda Ronstadt’s “LIVING IN THE U.S.A.” on red. The albums are pressed between 10 and 1,000 thousand of each album.

Peter Gabriel Plays Toronto — Atlantic’s Peter Gabriel recently performed a solo acoustic set in Toronto. Following the show, Gabriel met with friends and industry officials. Pictured backstage (l-r) are: Jeff Howard of CFTF, Ross Reynolds of WEA; Gabriel; and Tony Smith, Gabriel’s manager.

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INTERNATIONAL DATELINE

Italy

BUENOS AIRES — Local chanteuse Luciana was awarded a gold disc by the local CBS branch. This month four artists from Argentina have been awarded gold discs for their music sales, the latest being Luciana, who has sold 700,000 copies of the single “Quiero Tu Vida.”

RIO DE JANEIRO — As the end of the year approaches, seven new entries have been added to the weekly sales sheet of Xmas, as all companies have issued releases by their big stars. The most popular is the multi-platinum selling album of “It is the Star” by Peter Gabriel, which was released with strong promotion in the following albums: Marla Bethania, Rod Stewart, Carole King, and Peter Gabriel.

Argentina

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INTERNAL TIME LINE

December 14, 1978

*(continued from page 44)*

Legendary Performer, Vol. III. is the first album to be released in the country by the firm... Billy Cobham was in Toronto on Dec. 17 to host a music workshop at Convocation Hall. CBS Discs is experiencing excellent response to the 48 billboards they’ve bought up in Toronto... Goddo has, apparently, finished the third disc for PolyGram in Florida. The firm is miffed slightly by the band’s actions. A new deal was renegotiated for the group, which sweetened the pot for its next two discs, giving the group $40,000. Many in Toronto confide the band may now be in hot water because they pocketed the extra $20,000, commented a label rep.

Argentina

BUENOS AIRES — Local chanteuse Luciana was awarded a gold disc by the local CBS branch. This month four artists from Argentina have been awarded gold discs for their music sales, the latest being Luciana, who has sold 700,000 copies of the single “Quiero Tu Vida.”

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Brazil
Midway Delivers ‘Space Invaders,’
Its New Action-Packed Video Game

CHICAGO — “The crowds spilling out into the aisles at the Midway booth during the recent AMOA prompts us to believe we had the hit of the 1978 show,” commented Stan Jarocki, director of marketing at Midway Manufacturing Co. The object of his accolades is the firm’s new “Space Invaders.”

The one-or-two-player video game abounds in challenging play action and calls upon the skill and quick reflexes of the player in defending “earth” against intergalactic marauders, who sweep down the screen attacking the player’s laser base.

**Strategy**
In defense, the player maneuvers the laser base horizontally and can also hide protection shields to avoid enemy bombs, while simultaneously striking back at the attacker for scoring values of 10, 20 or 30 points. A special score is earned for striking the invaders and the player must try to destroy all the attackers before being destroyed, since three hits to the laser base ends the game. Scoring 1,000 points, however, will necessitate a fourth hit to eliminate the player and beating the high score propels the “space invaders.”

The machine’s outstanding graphics and exciting rhythmic sound effects add to its appeal.

Jarocki noted that “location test results spanning ten weeks prove Space Invaders to be out of this world in breaking all time collection records.” The game is currently available through Midway distributors.

**Americoin Bows ‘Tug-O-War’ Game**

CHICAGO — Americoin, the Milwaukee-based game producer, has captured all of the flavor of a favorite old pastime at picnics and other outdoor gatherings, in the design and play theme of its latest amusement game, “Tug-O-War.”

The machine’s artwork portrays a nostalgic turn-of-the-century picnic scene depicting a tug-o-war. In playing the game, two players use individual control switches to tug their teams to victory, with related sound effects accompanying the play action.

While nostalgic in theme, the machine is completely modern in structure, as the factory stressed. It is designed for maximum reliability and equipped with electro-mechanical circuitry to facilitate servicing.

Tug-O-War is available in either base or wall mount models and the cabinet-mounted controls are easily removable for remote play. Americoin, which is a division of Electri-Wire Corp., is located at 700 W. Virginia St., Milwaukee, Wisconsin 53204.

Wurlitzer Reveals New Line At Int'l Distributor Meet

CHICAGO — Prior to introducing the 1979 line of Wurlitzer phonographs at the AMOA convention in November, the Wurlitzer organization hosted its annual distributors meeting at the Hilton Hotel in West Berlin, which was attended by 250 representatives from various countries.

Purpose of the event, according to Dr. Wilhelm Foerkel, head of Deutsche Wurlitzer, was to present the new product line and provide a platform for exchange of ideas on an international scale.

Featuring in the 1979 phonograph lineup are the “Atlantic,” which features new color and design, the electronic “X-9” (160 selection) and “X-200” (200-selection), the restyled “Logic” (100-selection), the furniture-styled “Tarock” and “Cabarina,” and the uniquely designed “Niagra.”

Executives of the Deutsche Wurlitzer domestic sales department described the features of the new models during the presentation portion of the business meeting.

The X-9 Karaoke, referred to as the “sing with the stereo box” because it can be fitted with a special microphone that allows vocal accompaniment by location patrons, was also shown. The model was produced for the Japanese market, where patron participation is most prevalent.

William Herleman, president of Wurlitzer in the United States, was a featured speaker at the meeting.

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DOWN TIME

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Nation’s oldest and largest component repair center can save you money. Logic repairs—all makes, all models of video and non-video P.C. boards, monitors and jukebox amplifiers. $13.50 plus parts.

ASC Dist. Sales Co., 7011 N. Atlantic Avenue, Cape Canaveral, Florida, 32920 (305) 783-5763.

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Space Invaders’

The game which is currently available through Midway’s network of distributors was one of the hits at this year’s AMOA Expo in Chicago.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. PLEASE COME HOME FOR CHRISTMAS EAGLES (Asylum-E-45555-A)
2. SHATTERED ROLLING STONES (Rolling Stones Atlantic RS 11510)
3. SOUL MAN BLUES BROTHERS (Atlantic A-26122)
4. EASY DRIVER KENNY LOGGINS (Columbia 3-10866)
5. BLUE MORNING, BLUE DAY FOREIGNER (Atlantic 3543)
6. “YOU’RE REALLY A HOLD ON ME” EDDIE MONEY (Columbia 3-10842)
7. I DON’T WANNA LOSE YOU DARYL HALL & JOHN OATES (RCA-JH-11424)
8. DO YA THINK I’M SEXY ROD STEWART (Warner Bros WBS 8724)
9. SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
10. DANCIN’ SHOES NIGEL OLSON (Island I-7450)

TOP NEW COUNTRY SINGLES

1. EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Epic E-45554)
2. BABY I’M BURNIN’ (REALLY GOT THE FEELIN’) LARRY PARNON (RCA-11429)
3. WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR CRYSTAL GAYLE (UA-12095)
4. COME ON IN OAK RIDGE BOYS (ABC-AB 11344)
5. BACK ON MY MIND AGAIN/ SANTA BARBARA RONNIE MILSAP (RCA PB 11421)
6. BUILDING MEMORIES SONNY JAMES (Columbia-3-10852)
7. HAPPY TOGETHER T.G. SHEPPARD (Warner Bros WBS 8731)
8. REACHING OUT TO HOLD YOU DOTTIE WEST (UA-125-Y)
9. ALBIS JOHNNY RODRIGUEZ (Mercury M5506)
10. IF EVERYONE HAD SOMEONE LIKE YOU EDDY ARNOLD (RCA-PB-11423)

TOP NEW R&B SINGLES

1. AQUA BOOGIE PARLIAMENT (Casablanca KB-950)
2. IS IT STILL GOOD TO YOU? ASHORDA SIMPSON (Warner Bros. 8710)
3. ZENE THE FREAK ISAACH HAYES (Playboy Records 20-0427)
4. HOLY GHOST THE BAR-KAYS (Stax/ Fantasy STK-3216-A-5)
5. EVER READY LOVE THE TEMPTATIONS (Atlantic 3538)
6. GET UP BRASS CONSTRUCTION (Jubilee-Records 125-Y)
7. LOVE IS HERE RONNIE LAWS (United Artists UA-3264-Y)
8. BUSTIN’ LOOSE PARTI CHUCK BROWN & THE SOUL SEARCHERS (Stax ST-305)
9. KEEP IT COMIN’ ATLANTIC STARR (A&M 201/2-1)
10. LET’S DANCE TOGETHER WILTON FELDER (ABC-AB 12432)

TOP NEW MOR SINGLES

1. THE MOMENT IN TIME ENGELBERT HUMPERDINCK (Epic-P-10629)
2. BABY, AS YOU TURN AWAY TOM JONES (Epic-S-59366)
3. GONE BABY BABY LINDA KRONSTADT (Asylum-E-45546-A)
4. SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
5. I BELIEVE YOU THE CARPENTERS (A&M 2079)
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Playboy Keys, Playmates, Grotto and 20,000 Super Bonus

Pleasing profit options
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For more information, contact your distributor or Bally Manufacturing Corporation, 2640 W. Belmont Chicago, IL 60618 312/267-6060
WURLITZER INTERNATIONAL MEET — The Deutsche Wurlitzer organization hosted its annual international distributor meeting recently at the Hilton Hotel in West Berlin. The meeting was attended by more than 250 representatives from numerous countries. The first picture above shows the Wurlitzer exhibit at the Hilton Hotel. Pictureed in the second photo are (l-r): Dr. Wilhelm Foelkel, head of Deutsche Wurlitzer, Mrs. Nagamani, of Matsushita Pauoso and Bill Ruffler of Ruffler and Deeth on London. Shown in the third photo is William H. Herleman, president of Wurlitzer in the United States, who was a principal speaker at the meeting.

EASTERN FLASHES

Among big doings in the area this past week was the Dec. 6 Rock-Ola showing, hosted by Betson of No. Bergen at Leonard’s Great Neck, N.Y. An evening affair, it attracted a huge turnout of ops from throughout the New York area and the bill of fare included cocktails, dinner, and lots of socializing — plus the unveiling of the new Rock-Ola phonograph. Sponsoring as hosts were Hugh and Bert Betti, Jerry Gordon, et al, and Jerry said the new phonograph was very well received. Subsequent showings will be held in Connecticut and New Jersey in the near future. On the subject of games, Betson is enjoying renewed interest in video machines, with emphasis on Atari’s “Football” and Midway’s “Space Invaders.” As for pins, Bally’s “Six Million Dollar Man” is a big seller and the distrib’s anticipating a big run with the new “Playboy.”

GOTTFRIED’S “CHARLIE’S ANGELS” is very much in the spotlight at Monclair-Springfield, as we learned from Tony Yula. “We’re movin’ em out as fast as they’re coming in,” he said. Here again, the video game pictures is brightening up fast as a result of the Atari “Football” and “Super Breakout” machines, which have been doing extremely well, Tony said, adding that music sales are also on the rise, thanks to Seeburg’s “Disco 160” phonograph.

TALKED TO PAT BLOTTA of Blotta Dist. in Newark, who’s expecting delivery of the new Wurlitzer phonographs. He’s quite excited about the entire ‘79 lineup and made special mention of the “Atlanta,” an entirely new model enhanced by 3-dimensional lighting and color, and just perfect for lounge locations, he stressed, and the electronic X-200, which is the first 200-selection phonograph produced by Wurlitzer since 1974 and, as Pat said, “We’re happy to have it back.”

CALIFORNIA CLIPPINGS

Atari executives will be on hand for the premiere of the long-awaited “Superman” film released by sister company Warner Bros. Pictures (both firms are part of the Warners Communications, Inc. family). The Atari folks will attend film debuts in Washington, D.C., New York and Chicago. Meanwhile, back at Atari headquarters in Sunnyvale, word is that “Heracles,” the colossus size pinball game which was debuted at this year’s AOA, will be available next spring. Interested operators are advised to contact their local Atari distributor and inquire about ordering the machine, which will only be produced in limited quantities based on demand.

PORTALE AUTOMATIC SALES in San Francisco hosted a showing of the new Rock-Ola 478 phonograph Dec. 1. According to the distir’s executive vice president Tom Portale, there was a “phenomenal turnout” and much praise for the new unit. He also had lots of good things to say about Gottfried’s new “Charlie’s Angels” pin and Atari’s new “Football” video. Of the latter piece, he remarked: “It appears to be the hottest game since ‘Sprint II.’ Player participation is the key to the game’s success.” He concluded by dismissing any suggestion that football is just a seasonal hit. “It will be a strong game for years to come,” Portale said.

CHICAGO CHATTER

“Space Invaders” is indeed the center of excitement at Midway Mfg. Co. A super game, with fantastic earning power, as director of marketing Stan Jarocki pointed out — and it’s sellin’ like crazy.

CASH BOX received several phone calls requesting the dates of the ATE convention, so here they are: Jan. 23-25, at Alexandra Palace in London. THE RECENTLY HELD two-day Rock-Ola service school in Chicago drew a heavier than expected attendance, so management had to make a last minute change in space in order to accommodate everyone. Similar sessions were being held in Atlanta as we went to press last week. Factory’s Les Riech happily notes that the new “Mystic” phonograph is being very well received. A few distributors have already held individual showings of the new model, with others to follow between now and after the first of the year.

WITH THE COMPLETION of its move into larger, new Chicago headquarters, Empire Dist., Inc. will continue its expansion program to include its various branch offices, with the exception of Indianapolis which is already housed in very modern facilities. The distir’s Detroit and Green Bay branches will be relocated into new buildings and the Grand Rapids office will be enlarged. Gottfried’s Dick Finger was at Empire-Chicago Dec. 12 and 13, conducting service schools... Among big sellers in the distir’s games department are Atari’s “Football” and Midway’s “Space Invaders.”

THE COMBINATION of the new “Nugent” pinball machine and the personal appearance of rock star Ted Nugent (for whom it was named) made for a very successful press conference at Stern Electronics, Inc. The place was jammed with media people, members of the trade, et al, and some TV camera men from NBC who shot footage for one of the news shows.

GET WELL WISHES to Fairview Heights operator Ed Crail of Twentieth Century Music, who is recovering from leg surgery. Ed’s a member of the ICMA board of directors.

1979 State Association Calendar


Feb. 2-4: South Carolina Coin Operators Assn.: annual conv.; Carolina Inn, Columbia.

Mar. 29-Apr. 1: Florida Amusement Merchandising Assn., annual conv. & trade show; Orlando Marriott Inn, Orlando.

May 11-12: Ohio Music & Amusement Assn.; annual conv.; Columbus Hilton Inn, Columbus.


June 7-9: Music Operators of Texas; annual conv.; Marriott Motor Inn, Austin.
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To further assist the many thousands who depend on The Cash Box Top 100's wealth of information, The Cash Box this week introduces the RED BULLET feature—a feature designed to call to the readers' attention in one swift glance, the single records which show the strongest upward movement each week. The RED BULLET will be superimposed upon a song's current chart standing indicating that the given selection has shown a sharp jump from the position it held last week.

Dealers, ops, dee jays and jobbers are urged to check the RED BULLET records every week since these numbers deserve immediate attention due to their rapid climb.

The RED BULLET feature is another important addition to The Cash Box Top 100—a chart which is regarded by our industry as the most accurate and authentic Best Seller list in the business.
SEPTEMBER 28, 1978
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Name of person responsible at the Midem: ________________________________

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At: __________________________________________ Date: __________________________
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Shalamar creates maximum interest with their smash single, "Take That To The Bank."

Getting their career off to an explosive start with "Uptown Festival," Shalamar is now singin' and stompin' their way on up to even bigger and better places.

Welcome to "Disco Gardens"... soulful music as lean, sharp and beautiful as Shalamar themselves.

From the galaxy of the stars
Although not noted in previous advertisements, the selection “Can You Fool” was produced by Dennis Lambert and Brian Potter. The remainder of the album was produced by Glen Campbell and Tom Thacker for Omnibus Productions, Inc.