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EDITORIAL  The Unification Of PDI

What were the reasons for the first national Polygram Distribution convention? According to Jack Kiernan, it was one part celebration for 1978 and one part dedication to 1979. On both levels, the gathering succeeded.

Besides being well-planned and well-executed, the meeting showcased a unifying spirit among the PDI personnel and associated label people that should continue to make this organization one to keep a close eye on.

A major criticism of the convention was the lack of live talent. With several label's rosters to work from, there was an abundant talent pool of both developing and established acts from which to choose.

But, the PDI execs meant business. And that's what they got. Exceptional label presentations showed not only past and future major talents, but ozeed of raw creativity. Each of the record companies are unique to each other and their respective personalities came out during their moments. Casabianca's film could be released as a feature while the visual presentations of RSO and Polydor were made with class. Mercury's use of the Jimmy Carter look-alike was a stroke of genius, as was the simplistic nature of the Capricorn celebration. The classical feature was straightforward, but effective.

PDI should be lauded for the simple fact that their presentation centered around the people who made last year's $40 million domestic sales — and $1 billion worldwide — happen.

As much of the industry leaves for Midem this week, it is appropriate that Polygram, traditionally known for its international clout, has made significant inroads in the American marketplace.

NEWS HIGHLIGHTS

- Bob Sherwood named president of Phonogram/Mercury (page 7).
- MCA Records appoints Bob Siner as president (page 7).
- Bee Gees dominate 21st Grammy Awards nominations (page 7).
- Polygram Distribution holds first national convention in New Orleans (page 7).
- 13th annual Midem opens in Cannes, France (page 28).
- The Jacksons' "Shake Your Body (Down To The Ground)" and Dr. Hook's "All The Time In The World" are the top Singles Picks of the week (page 18).
- "John Denver" and "Life For The Taking" by Eddie Money are the top Album Picks of the week (page 53).

TOP POP DEBUTS

SINGLES ALBUMS
17 GOODBYE, I LOVE YOU — Firefall — Atlantic
96 SUPERMAN — Original Soundtrack — WB

POP SINGLE
LE FREAK  Chic Atlantic

R&B SINGLE
LE FREAK  Chic Atlantic

COUNTRY SINGLE
BABY I'M BURNIN' I REALLY GOT THE FEELING  Dolly Parton RCA

JAZZ
TOUCHDOWN  Bob James Columbia

NUMBER ONES

POP ALBUM
52nd STREET  Billy Joel Columbia

R&B ALBUM
C'EST CHIC  Chic Atlantic

COUNTRY ALBUM
WILLIE AND FAMILY LIVE  Willie Nelson Columbia

DISCO
I WILL SURVIVE  Gloria Gaynor Polydor
**January 20, 1979**

**CASH BOX TOP 100 SINGLES**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Week of Entry</th>
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<tr>
<td>1</td>
<td>69 I DON'T KNOW IF IT'S RIGHT</td>
<td>I DON'T KNOW IF IT'S RIGHT</td>
<td>REEL TO REEL</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>70 YOU MAKE ME FEEL (MIGHT REAL)</td>
<td>YOU MAKE ME FEEL (MIGHT REAL)</td>
<td>RAY DONE(R)</td>
<td>2</td>
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<tr>
<td>3</td>
<td>71 A LITTLE LOVIN'</td>
<td>A LITTLE LOVIN'</td>
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<tr>
<td>4</td>
<td>72 YOU STEPPED ON MY LIFE</td>
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<td>RAY DONE(R)</td>
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<tr>
<td>5</td>
<td>73 I'M EVERY WOMAN</td>
<td>I'M EVERY WOMAN</td>
<td>RAY DONE(R)</td>
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<tr>
<td>6</td>
<td>74 CRAZY LOVE</td>
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<td>RAY DONE(R)</td>
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<td>7</td>
<td>75 TIME PASSAGES</td>
<td>TIME PASSAGES</td>
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<td>8</td>
<td>76 SILVER LINES</td>
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<td>9</td>
<td>77 GOODBYE, I LOVE YOU</td>
<td>GOODBYE, I LOVE YOU</td>
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<tr>
<td>10</td>
<td>78 SWEET LIE</td>
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<td>11</td>
<td>79 THEME FROM SUPERMAN</td>
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<td>12</td>
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<td>81 LONELY WIND</td>
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<td>YOU CAN DO IT</td>
<td>RAY DONE(R)</td>
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<td>83 I GO TO RIO</td>
<td>I GO TO RIO</td>
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<td>16</td>
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<td>RAY DONE(R)</td>
<td>16</td>
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<td>17</td>
<td>85 I JUST FALL IN LOVE</td>
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<td>RAY DONE(R)</td>
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<td>18</td>
<td>86 TRANSILVIANO (MELT MY HEART)</td>
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<td>RAY DONE(R)</td>
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<tr>
<td>19</td>
<td>87 WHO DO YOU LOVE</td>
<td>WHO DO YOU LOVE</td>
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<td>THIS MOMENT IN TIME</td>
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<td>89 FOR YOU I AM</td>
<td>FOR YOU I AM</td>
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<td>22</td>
<td>90 CHASE</td>
<td>CHASE</td>
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<tr>
<td>23</td>
<td>91 HOLD ME, TOUCH ME</td>
<td>HOLD ME, TOUCH ME</td>
<td>RAY DONE(R)</td>
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<tr>
<td>24</td>
<td>92 HAVEN'T STOPPED DANCING YET</td>
<td>HAVEN'T STOPPED DANCING YET</td>
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<td>25</td>
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<td>HOW 'BOUT FEELING AMONG US</td>
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<td>26</td>
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<td>NOT FADE AWAY</td>
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<td>STRAIGHT ON</td>
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<td>TAKE THAT TO THE BANK</td>
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<td>DOUBLE VISION</td>
<td>RAY DONE(R)</td>
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<td>30</td>
<td>98 FOREVER AUTUMN</td>
<td>FOREVER AUTUMN</td>
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<td>31</td>
<td>99 YOU'VE REALLY GOT A HOLD ON ME</td>
<td>YOU'VE REALLY GOT A HOLD ON ME</td>
<td>RAY DONE(R)</td>
<td>31</td>
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<tr>
<td>32</td>
<td>100 YOUR SWEETNESS IS MY WEAKNESS</td>
<td>YOUR SWEETNESS IS MY WEAKNESS</td>
<td>RAY DONE(R)</td>
<td>32</td>
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**ALPHABETIZED TOP 10 SINGLES (INCLUDES PUBLISHERS AND LICENSEES)**

<table>
<thead>
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<th>No.</th>
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<th>Title</th>
<th>Label</th>
<th>Week of Entry</th>
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<tbody>
<tr>
<td>1</td>
<td>59 BARRY WHITE (Atlantic 4305)</td>
<td>BARRY WHITE (Atlantic 4305)</td>
<td>ASTRO/REEL TO REEL</td>
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<td>60 ARETHA FRANKLIN (Casablanca 759)</td>
<td>ARETHA FRANKLIN (Casablanca 759)</td>
<td>ASTRO/REEL TO REEL</td>
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<tr>
<td>3</td>
<td>61 BOB MARLEY &amp; THE WAILERS (Columbia 1556)</td>
<td>BOB MARLEY &amp; THE WAILERS (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>3</td>
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<tr>
<td>4</td>
<td>62 DAVID BOWIE (Columbia 1556)</td>
<td>DAVID BOWIE (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>63 ELTON JOHN (Columbia 1556)</td>
<td>ELTON JOHN (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>64 GARRETT INNES (Columbia 1556)</td>
<td>GARRETT INNES (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>65 JAMES BROWN (Columbia 1556)</td>
<td>JAMES BROWN (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>66 JOHN LODER (Columbia 1556)</td>
<td>JOHN LODER (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>67 RAY CHARLES (Columbia 1556)</td>
<td>RAY CHARLES (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>68 TINA TURNER (Columbia 1556)</td>
<td>TINA TURNER (Columbia 1556)</td>
<td>ASTRO/REEL TO REEL</td>
<td>10</td>
</tr>
</tbody>
</table>
Any Way You Look At It,  
"EVERY WHICH WAY BUT LOOSE"  
Is A Hit!

Eddie Rabbitt's title single  
from the soundtrack album,  
"EVERY WHICH WAY BUT LOOSE"  
On Elektra Records

PRODUCED BY SNUFF GARRETT  
For The Malposo Company/First Glitter Music Enterprises  
MUSIC ARRANGED AND CONDUCTED BY STEVE DORFF  

ON ELEKTRA RECORDS
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ANOTHER CASH BOX-2
Siner Named MCA President; Stresses Contact With Artists
by Alan Sutton

LOS ANGELES — Bob Siner, formerly executive vice president, has been named to replace John K. (Mike) Malland as president of MCA Records. Siner will report to Sid Shenberg, president of MCA, Inc., the parent company.

In an interview, Siner said his first priority as head of the label will be maximizing contacts with the development of individualized marketing programs.

"As a record company we are basically a service organization for the artist, and the primary function is to reach the consumer," he said. "There will be a lot more communication with the artists in designing special marketing programs project. Each one will be developed separately, executed and followed through.

According to Siner, there are no sweeping changes in MCA's top executive lineup on tap at the moment. He pointed out that as executive vice president he was in charge of MCA's sales, promotion, artist relations, publicity, advertising and merchandising department and that now some of these duties will be shifted to others as executive responsibilities are reassigned.

"I've handled all these jobs for the last 60 days," Siner said, "so it's a matter of filling those positions and not a house cleaning situation." He added, "Those people are in place and will be announced very shortly."

He also said that Stan Layton, formerly national sales manager at Chrsyalis Records, has been named national sales manager.

Bob Siner
Records, has been named vice president of marketing for MCA.

Siner went on to note that any adjustments in MCA's artist roster would be "evaluated based on the success of the product we currently have here."

"We will be aggressively seeking new and established artists," he continued, "but without overloading ourselves. We fully intend to cater to each individual project and make sure it gets a fair shot in the marketplace."

Siner said he intends to work closely with Ron Alexenburg, president of Infinity Records, and Al Bergamo, president of MCA Distributing Corp. "Obviously we each have our own identity," he explained, "but we are acting as a total entertainment team.

In an interview, Siner noted that some of the changes were made to accommodate the new Grammy Awards format. "It's the first time there will be a year to year competition. The Grammy Awards will be an ongoing competition."

-- Alan Sutton

Polygram Distribution First National Meeting Lauds 1978's $470 Million; Growth Planned
by Dave Fulton

NEW ORLEANS — The announcement of a new midwestern distribution facility to be completed by early 1980 along with presentations by executives from Polygram Distribution (PDI) and affiliated labels highlighted the first national convention of PDI held Jan. 4-8.

Utilizing the convention theme of "The Challenge of Achievement," some 400 PDI and distributed label personnel recapped the accomplishments of 1978 in which the firm reached $470 million domestically and $1 billion internationally. Product presentations from RBO, Capricorn, Polydor, Casablanca and Phonogram/Mercury reviewed many of the top selling albums of the year and showcased upcoming projects.

John Frisoli, president of PDI, announced the ground breaking of the planned new distribution center scheduled to open this spring in Indianapolis. He also alluded to the possibility of a fourth center. Meanwhile, PDI president Ron Goodrum pointed out that the current distribution center in Edison, N.J., will be on stream by mid-February.

At the same time, Frisoli announced the appointments of four new regional vice presidents: Emiel Petrone, vice president of the western sales region; Herb Heidt, vice president of the southeastern region; Pete Jones, vice president of the midwestern sales region; and Ed Jarman, vice president of the eastern sales region.

Opening Session
After a welcoming cocktail party and dinner, the opening session began on Jan. 5 with comments from Jack Kieran, vice president of sales for PDI, which was followed by a film presentation. Kieran summarized the achievements of PDI and its labels in 1978 with a flurry of figures. Highlighted was the fact that PDI, as of Feb. 1, had occupied 18% of all certified gold albums, 31% of all gold singles, 23% of all platinum albums and 67% of all platinum singles in 1978.

Following Kieran, Bert Frantzblau, Polygram's corporate vice president of operations, opened the announcement of the new multimillion dollar depot in Edison, N.J., scheduled for February, 1979, replacing the current facility in Union, N.J. Upgrading measures in each of the three depots were also reviewed to reflect the increase in volume for 1978. A film was shown detailing the new computer equipment already installed and plans for future equipment. A new zone system for the most effective handling and processing of new orders was introduced in the firm.

The new laboratory was from Capricorn. Frank Fenster, executive vice president of the label, talked briefly about the ten-year anniversary of the company and toasted the milestone with champagne for the crowd. He also debuted a new track from the new Alman Brothers Band album.

Following Capricorn, Jim Frey, vice president of Deutsche Grammaphon, gave a classical presentation which included the film, "The World of Classics." Frey announced forthcoming products from both DG and Philips.

The next three presentations were from representatives of Cash Box, Record World and Billboard, who explained their respective chart methodologies and answered questions from the audience. Mel Albert, vice president and general manager, and

Hynes Named VP Promo Columbia
LOS ANGELES — Ed Hynes has been named vice president of national promotion for Columbia Records, replacing Bob Sherwood who left Columbia last week to join Mercury Records as president of the label.

Hynes most recently served as director of national sales for Columbia. Prior to that, he had worked in various capacities, including agency director of national singles promotion, regional and local promotion for CBS.

Sherwood Leaves Columbia
To Head Phonogram, Inc.

NEW YORK — Robert M. Sherwood has been named president and chief operating officer of Phonogram, Inc., succeeding Irwin H. Steinberg, who remains as chairman of the Chicago-based record company.

Sherwood, whose appointment becomes effective on February 1, was most recently vice president of national promotion for Columbia Records. He joins Columbia in 1973 from radio station WGCN in Cleveland, where he served as program director. Prior to that, he had worked at various radio stations since 1964.

In announcing the appointment of Sherwood, Steinberg, the U.S. parent of Phonogram, said, "I'm continuing success at Columbia has in fact led me to believe an even greater amount of time to my corporate duties. While I have remained in close day-to-day touch with Phonogram's staff and artists during my absences from Chicago, I now feel the company can only benefit from a full-time, resident chief operating officer. With Bob Sherwood, I believe we have found the kind of young, aggressive and

Challenged Matt Machat associate company, after broadcasting properties, storm loan was although the committee chairman has the agency's longstanding reluctance to to Review Congress Now, the Lionelo Communications Subcommittee, has requested a congressional inquiry into the Small Business Administration's broadcast loans.

In a letter to House Small Business Committee chairman Neal Smith (D-Iowa), Rep. Van Deering noted that only seven of the first 32 broadcast loans went to minorities although the new SBA loan category was created with minority entrepreneurs in mind. Moreover, one of the first recipients was NBC's "Today" show host Tom Brokaw, whose company got a $345,000 loan guarantee to buy KTOQ (AM) in Rapid City, S.D. The grant to Brokaw generated a storm of protest last November.

The SBA loan policy was changed in Dec. 1977 to include loans for the purchase of broadcasting properties, aimed at members of minority groups having trouble getting capital to buy stations. In Cash Box, Dec. 10, 1977, thus reversing the agency's longstanding reluctance to get into media lending, he said to First Amendment and news complications. In fact, when the SBA announced plans to take on the radio, TV and cable — and eventually — newspapers, one SBA lawyer said recording industry loans may not be far behind.

Now, however, Rep. Van Deering has challenged the agency's approach, saying the fact that so few of the first broadcast loans went to minorities undermines SBA's (continued on page 53)

**Meyer Named Dir., Cash Box Mkgt.**

LOS ANGELES — Chuck Meyer has been named director of marketing for Cash Box. The appointment is effective immediately. Prior to joining Cash Box Meyer held numerous sales and promotion positions within the industry and had served as national adult contemporary promotion director.

Before joining MCA in 1971, Meyer held similar west coast posts with RCA Records. He also worked as publicist director for KJJ radio and radio-TV director for the Milton Weinberg Advertising agency.

**E/P/A Adds Product Mgrs. On East And West Coasts**

NEW YORK — Epic/Portrait/CBS Associated Labels has expanded its product management staff on both east and west coasts.

Stephen Dessau and Larry Stessel have both been promoted to associate director, east coast while Dan Egan has joined the company, after a two-year hiatus, as associate director, east coast. Cheryl Machat and Stephanie Knauser have been named product managers for the east and west coasts, respectively. And, on the west coast, John Vana has joined the company as product manager, while Richard August has been appointed associate product manager.

Dessau, Stessel, Beck and Machat will report to Jim Charne, director of national merchandising for E/P/A, while Vana, those that are there are poorly qualified, but because we're growing," Cohen said.

"You could ask many of the people who are going to expand their little retail outlets by maybe 10 or 15 percent over the year, and the biggest problem those dealers have is finding people who are going to manage those retail stores. Where is that source of talent going to come from? We think it’s a number of things in that area," Cohen said.

**Manager's Training**

He cited a new program NARM will initiate this year as one way the organization is working to improve management skills for the manager's certification program, as it is called, will consist of five-day sessions where each individual is in the art of running a retail record store.

"Remember what a retail manager is like," Cohen said. "He manages a little company. It does a million dollars a year or three million dollars a year in that one store. He’s got all the same problems that an owner of a company or a president of a company has, all in one building.

NARM will host the five-day sessions several times during the year, Cohen said, but locations and dates have not yet been established.

**Merchandising**

In the field of merchandising, Cohen said uses for video represent the biggest potential growth area, although the fact that the importance of traditional merchandising techniques should not be downplayed, since surveys conducted by NARM as well as some record manufacturers indicate that " somewhere between 30 and 40 percent of retail sales are made based on impulse purchases by the consumer."

But video, Cohen said, presents a whole new area for exploration and exploitation for the merchandiser, manufacturer and recording artist.

He suggests that the record industry and the video industry have not yet realized fully how to work together.

(continued on page 34)

**People Shortage,' Video Use Big Topics For NARM In '79**

by Randy Lewis

LOS ANGELES — Three ways the National Association of Recording Merchandisers (NARM) plans to continue being responsive to the record industry's needs in 1979 include help to remedy the shortage of qualified retail management personnel, encouraging the full exploitation of video hardware and software and providing information on the potential benefits of bar coding.

So says Joe Cohen, executive vice president of NARM, in a recent Cash Box interview. "The industry has to really emphasize the shortage of qualified people, not because we're growing," Cohen said.

"You could ask many of the people who are going to expand their little retail outlets by maybe 10 or 15 percent over the year, and the biggest problem those dealers have is finding people who are going to manage those retail stores. Where is that source of talent going to come from? We think it’s a number of things in that area," Cohen said.

Manager's Training

He cited a new program NARM will initiate this year as one way the organization is working to improve management skills for the manager's certification program, as it is called, will consist of five-day sessions where each individual is in the art of running a retail record store.

"Remember what a retail manager is like," Cohen said. "He manages a little company. It does a million dollars a year or three million dollars a year in that one store. He’s got all the same problems that an owner of a company or a president of a company has, all in one building.

NARM will host the five-day sessions several times during the year, Cohen said, but locations and dates have not yet been established.

**Merchandising**

In the field of merchandising, Cohen said uses for video represent the biggest potential growth area, although the fact that the importance of traditional merchandising techniques should not be downplayed, since surveys conducted by NARM as well as some record manufacturers indicate that " somewhere between 30 and 40 percent of retail sales are made based on impulse purchases by the consumer."

But video, Cohen said, presents a whole new area for exploration and exploitation for the merchandiser, manufacturer and recording artist.

He suggests that the record industry and the video industry have not yet realized fully how to work together.

(continued on page 34)

Retailers Discuss Impact Of Growing Number Of $8.98 LPs

by Leo Sacks & Randy Lewis

NEW YORK — While $8.98 list albums by such artists as Billy Joel, Barbra Streisand and Steve Martin continue to top the Cash Box Top 100 album chart, the most recent list price increase has begun to hurt unit sales according to a survey of the nation's leading independent retailers.

Though shell and sale prices for the $8.98s vary throughout the country, many retailers say that they were selling the LPs at prices comparable to those which list for $7.98. Retailers also indicated that they believed wholesale prices would increase again by the spring of 1979.

"The $8.98 album is definitely coming," said Lynn Rothman, director of merchandising for Detroit's Music Stop chain, "and it will replace the $7.98 LP very shortly. When the new Eagles and Bee Gees albums come out this spring, new releases will probably go up to $8.98." She added that "it was just a matter of time before someone tipped the apple cart."

One of the ways the chain tried to soften the blow of the list price increase was to make their customers aware of who was responsible for the price hike. By the time the list went up to $7.98 last year, we printed up circulars stating how sorry we were that prices had gone up, but that it was the result of the vendors. We’ll probably do that again this year too."

Rothman noted that "our approach is to maintain ‘the lowest price in town,’" but declined to detail the company's pricing structure.

**Fewer Multiple Units**

At Record Bar, where $8.98 LPs sell for an average shelf price of $9.99, sales manager Tom Roos said that "Sales-wise, the $8.98s have been very good to us. Our top three LPs last week all listed for $8.98, so you can’t beat that." As a side effect of the $8.98 list, however, Roos said that the company was seeing fewer multiple unit purchases. Speculating that all labels would have to $8.98 albums in their catalog by

(continued on page 49)

**Cash Box**

Nicolette Larson is an exciting newcomer to the Warner Bros. artist roster with a highly expressive interpretative vocal skill and a hit single, "Lotta Love," on her first LP. Her first solo LP, that is.

Actually, Larson, who has been compared to popular female vocalists such as Linda Ronstadt and Emmylou Harris by a number of music critics, had already appeared as a background vocalist on albums by Hoyt Axton, Emmylou Harris, Rodney Crowell and Neil Young, before she signed with Warner Bros. last year.

Larson's entry into the field of music began only a few years ago when she left her hometown, Kansas City, Kansas to travel to California where she joined Axton's band as a background singer. After touring with Axton and Commander Cody, she was asked to sign with Warner Bros.

Larson's debut album "Nicolette" reflects her wide-ranging musical tastes and vocal abilities with songs spanning the stylistic spectrum from country-flavored tunes like Rob McIlvain's "Come Early Morning" to the classic R&B of Sam Cooke's "You Send Me." And Warners will soon release a re-mixed disco version of "Lotta Love," which was written by Neil Young. Currently "Lotta Love" is #14 bullet on the Cash Box Top 100 Singles chart while "You Send Me" is #32 bullet on the album chart.

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They're playing our songs* in North America, Europe, Central America, South America, Asia, and Australia...

The beat has been picked up and the melody lingers on and on and on if your song is our song.

Today's songwriters and composers deserve all of North America, Europe, Central and South America, Asia, Australia, Africa—the whole world—as their turntable. And, their creativity also deserves to be rewarded on a global scale.

Only a major music publishing network like United Artists Music can make copyrights register like that. Only a music publisher with international resources can offer a whole world of copyrights to record companies, producers, artists, motion pictures, television, advertising agencies, and the musical theatre. Only a total music publisher can provide the services necessary to build a profit center in the fast-growing world of music print.

That's what today's music publishing business is all about—and we're in the market every day in every place making a world of moves to keep it that way.

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Unart/UA Music Co. • Robbins/Feist/Miller • Big 3 Music

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London • Paris • Brussels • Munich • Amsterdam • Milan • Madrid •
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Tokyo • Hong Kong • Tel Aviv • Sydney

*Peg O' My Heart • Pennsylvania 6-5000 • Pieces Of Dreams • Pink Panther Theme •
Put A Little Love In Your Heart • Ramona • Ricochet • Roses Are Red • Rueben James •
Santa Claus Is Comin' To Town • Sealed With A Kiss • Second Time Around •
Shadow Of Your Smile • Singin' In The Rain • Somewhere, My Love •
Splish Splash • Strange Magic • (To Be Continued)
Record Obstetrician Boylan Likes His Freedom With Epic

by Joey Berlin

LOS ANGELES — John Boylan, Epic Records executive producer, says there are two schools of producing. He calls on the auteur — or Phil Spector — school, in which the producer puts his unique personality into a record. He calls the other school, to which he belongs, the obstetric school of producing. "I disagree with the auteur school," says Boylan. "It's the artist's name on the album cover. mine is on the back. I'm more interested in the artist's brainchild, so I try and create the best climate to nurture its development, without imposing my own ideas."

Boylan developed his obstetric producing philosophy over a dozen years behind the boards. Among the artists and groups he's worked with are Boston, Linda Ronstadt, Little River Band, Rick Nelson, The Association, Pure Prairie League, Roger Noll, former Commander Cody and Brewer & Shelley. His current projects include new LPs from the Charlie Daniels Band and Michael Murphy.

Boylan's Rules

Over the years the veteran producer has refined his technique, doing more multi- track production work than past producers and cutting wasted studio time to a minimum. Along the way he has compiled "Boylan's Rules" to a journalist and producer and help artists work with him. (See accompanying story.)

But Boylan stresses a producer's job is not over when the finished product is handed over to the record company. You have to make sure the label doesn't trash the record by publishing a 'Boylan's Rules' package. Records don't cost much to make compared to what a hit will return, so a record company can buy back their mistake. As a producer I watch out for what happens to my records and my relationship with CBS allows me to push what I believe in. I even call radio stations and let them know what we've come up with."

Bucking the current trend of independent producers, Boylan is quite happy with his position at Epic. As the label's executive producer he is free to do as much or as little as he pleases on each project, a freedom staff producers don't have.

"I have a great arrangement which gives me freedom and a home, too," notes Boylan. "I'm an employee in the best sense, but with no constrictions. It's given me a chance to learn the company from the ground up. I've met field people, promotion people, sales reps, and the country and black marketing staffs and when I need something done in Miami, for example, I can call up people that I know and get them to do it."

"Plus the label is like a family," adds Boylan. "The people I work with inspire confidence and make it a fun place to be."

Career Start

In 1968 Boylan was a staff songwriter with Koppeiman-Rubin who was disbanding. He confides. "You can't really say we've come up with anything."

CBS Unveils Label Discount Programs, Extended Dating

by Charles Paikert

NEW YORK — CBS Records has unveiled extensive label discount programs and extended dating plans.

CBS is offering its accounts June 10 dating on orders of the company's classical Masterworks and Odyssey catalog that are due no later than February 28. The discount is on selected current hit albums and $4.98/2xfer tape packs ordered before February 3.

CBS has also offered accounts six free pieces per 100 or three free per 50 for orders of the selected hit albums (including Billy Joel's "52nd Street") and $4.98 middle-line tape packs. In addition, accounts have been invited to order a promotional book which marks a departure from the company's current policy of limiting orders to one or two over the promo period.

Competitors React

While WEA and Polygram Distribution have responded with their own label discount programs, both companies expressed explosive disappointment with CBS' liberal philosophy. WEA is giving accounts a discount through January 15 on selected hit albums, including "C'est Chic" and "Double Vision", by Foreigner with no expiration date. A company spokesperson said the program reflected "a basic difference in philosophy between CBS and WEA. Right now ... the courts have ordered a conservative policy, because we don't want to overload the dealer. We feel the return situation would create a dilemma, and we want to keep the pipelines open for March, when we're anticipating some real blockbusters. We're also very aware of how tight money is, and we feel an extensive discount program could complicate matters for everybody."

Although Polygram is not coordinating a unified discount program, its individually distributed label has offered discounts, but no extended dating accounts on January releases. The offers include a five percent discount on January releases from Polydor/Spring and Phonomag/Mercury is making the same offer on the RSO Bee Gees catalog, including "Saturday Night Fever." Casablanca has offered accounts a 6% discount on January releases, while Epic in January adds an extended discount. Epic's January album discount is 9.1 percent.

According to John Peisinger, vice president of marketing development for Polygram, "the marketplace did not call for a massive selling program." Peisinger also noted that Polymax's decision not to follow CBS' lead took the high cost of money into account, as well as the company's feeling that the individual albums released on the various labels would do well without an extensive promotion. In addition, Peisinger said, "the incremental business would not make such a program meaningful."

Capitol Program

In contrast, Capitol Records has offered accounts a discount program which includes extra 30-day dating on orders of 15 charted albums, including the latest LPs by Bob Seger, Wings, the Little River Band and the Electric Prunes.
They're playing our songs* in North America, Europe, Central America, South America, Asia, Australia and Africa...

The beat has been picked up and the melody lingers on and on and on if your song is our song.

Today's songwriters and composers deserve all of North America, Europe, Central and South America, Asia, Australia, Africa—the whole world—as their turntable. And, their creativity also deserves to be rewarded on a global scale.

Only a major music publishing network like United Artists Music can make copyrights register like that. Only a music publisher with international resources can offer a whole world of copyrights to record companies, producers, artists, motion pictures, television, advertising agencies, and the musical theatre. Only a total music publisher can provide the services necessary to build a profit center in the fast-growing world of music print.

That's what today's music publishing business is all about—and we're in the market every day in every place making a world of moves to keep it that way.

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*Talk To The Animals • Telephone Line • Temptation • Tender Is The Night • That's All • Tiger Rag • Toot Toot Tootsie Goodbye • Town Without Pity • Trolley Song • What Are You Doing The Rest Of Your Life • What's New Pussycat • Whiffenpoof Song • Whispering • Windmills Of Your Mind • You Are My Lucky Star • You Only Live Twice • (To Be Continued)
Motion Picture Academy Names Prelim. Nominees

LOS ANGELES — The Academy of Motion Picture Arts and Sciences has announced its preliminary selections for nominations for awards in the Academy's 51st Annual Awards.


Preliminary selections for the best original song are: "Ready To Take A Chance Again" from "Foul Play;" "Hopelessly Devoted To You" from "Grease;" "When You’re Loved" from "The Magic of Lassie;" "The One And Only" from "The One And Only;" "The Love I Have For You" from "Remember My Name;" "Move ‘Em Out" from "Revenge of the Pink Panther;" "The Last Time I Felt Like This" from "Same Time, Next Year;" "Can You Read My Mind?" from "Superman;" "Last Dance" from "Thank God It’s Friday;" and "Bright Eyes" from "Watership Down.

Blues Bros. Album Is Certified Platinum

NEW YORK — "Briefcase Full of Blues," the debut album by Atlantic Records artists the Blues Brothers, has been certified platinum by the RIAA.

RCA Videodisc Player Scheduled For Market Testing Next Year — Griffiths

by Leo Sacks

NEW YORK — The RCA Corp. will enter the videodisc market with its SelectaVision system sometime next year. The announcement by the electronics giant in the entertainment field follows the test marketing of a videodisc system developed by MCA and Philips and introduced by Magnavox in Atlanta. About 100 videodisc players have already been sold there and several hundred more are on order.

According to RCA, its players could be sold for under $400, with discs costing from $10 to $17 each. The Magnavox machine is currently priced at $895. A spokesman for North American Philips said last week that "we welcome other companies into the business, because it will take more than one company to develop what we feel will become a very large segment of the consumer electronics industry." Magnavox last month predicted that sales of discs and players could reach $1 billion in 1982.

High Court Declines To Hear Klein Appeal

NEW YORK — The U.S. Supreme Court last week declined to review an appeal for former Beatles manager Allen Klein that his constitutional rights would be violated if all of his debts were to be retired on tax evasion charges. Klein had asked the court to block his retrial in New York until it considered whether the constitutional ban on double jeopardy (being tried twice for the same crime) would bar his repressecution. Klein had been charged in a six-count indictment with attempted tax evasion and making false statements on city tax returns in 1970, 1971, and 1972 (the years he managed the Beatles). His first trial ended in a mistrial when jurors deliberated for six days but were unable to reach a verdict.

Dino Barbi

Barbis Named VP Of Field Admin. At ABC Records

LOS ANGELES — Dino Barbi has been appointed vice president, field administration for ABC Records. Barbi previously was director of field administration and special projects.

In his new position, Barbi will work closely with all promotion personnel and will coordinate all field promotion activities. He will also be involved with special projects working closely with R&B and country operations at the label.

A 12-year veteran of the music industry, Barbi spent a ABC Records a year as vice president of national promotion. He has also served as director of artist development and artist relations for ABC.

EXECUTIVES ON THE MOVE

Dante Patinsen

Staab

Stanton

Stanton

Staab

Dante Appointed At Windsong — Windsong Records has announced the appointment of Danette Daly as president of A&R for the label. Formerly vice president of A&R at United Artists Records, he has been active the past few years as an independent producer. Prior to going to United Artists, he was the west coast professional manager for Atlantic/Atlantic-Sire Records.

Patinsen Named At Arista — Arista Records has announced the promotion of Artie Patinsen to director, artist development for the label. Prior to his appointment, he was Arista’s director of product management. Prior to joining Arista in May 1977, he was an agent at Premier Talent.

RCA Appoints Stanton — Bill Stanton has been appointed to director, national black music promotion at RCA Records. He joined RCA Records in Feb. 1978 as manager, rhythm and blues promotion. Prior to joining RCA Records, he was vice president in charge of promotion at Creed Taylor, Inc.

Staab To Warner’s — Rochelle Staab has been appointed director of research/special projects for Warner Bros. Records. Prior to her appointment, she was programming director for KIKS AM/FM in Los Angeles and programming vice president for Charter Stations which included KSLQ, KBCQ, 96X, WOKY and WQOK.

Scheible Named RCA — Jeff Scheible, vice president of sales for MCA Distributing Corp. for the past year, has left the company. He began his career at MCA Records 12 years ago in sales and promotion for the Pittsburgh area. Scheible was transferred to Detroit when he was promoted to sales manager. After holding similar positions for MCA in Miami and Atlanta, Scheible was promoted to district manager for the southeast/southwest. He was transferred to Los Angeles as vice president of sales for MCA Distributing in Sep. 1977. He can be reached at (213) 368-4247.

Mupo Promoted At Cream — Cream Records has announced the promotion of Don Mupo to national sales manager of Cream Records and its division Hi Records. Previously, he handled sales for the Cream distributed Xanadu jazz line, a responsibility he will continue. In addition, he will coordinate sales and promotion activities on all disco product.

Williams To Inergi — Inergi Records has announced the appointment of Tim Williams to the department of promotion, publicity and marketing at the label’s new Nashville office. Prior to his engagement with Inergi, he had spent the past two years as senior editor and publisher of Cash Box magazine. Prior to that, he worked in country radio as a music director and announcer.

Feigin Joins Alive — Alive Enterprises has announced the appointment of Ted Feigin. He has been involved in all aspects of the music business in the southern California and the West Coast areas. The label is based in Alive’s Los Angeles office. Previously he had been the founder of White Whale Records.

For the past two years, he has been partnered in Harris-Feign Management in New York.

SeptoffgeddAt CBS — CBS Records has announced the appointment of Alan Septoff to art director, creative advertising services, CBS Records. He has worked at Doyle-Dane & Bernbach, J. Walter Thompson and Benton & Bowles. He joined CBS Records in 1978 as a designer.

Lubin Appointed At Columbia — Columbia Records has announced the appointment of Peter Lubin to tour publicist, east coast, Columbia Records. Prior to joining Columbia Records, he was an account executive at The Howard Bloom Organization, and previously served as the director of publicity and promotion at Big Sound Records.

Gilbert And Van Dyne Join Capitol — Kip Gilbert has been appointed district promotion manager for the Denver area and Terry Van Dyne has been named district promotion manager for the Cleveland area for Capitol Records, Inc. Gilbert, before joining Capitol, was a sales representative for radio station KMMN-AM in Denver between mid-1977 and mid-1978, and he spent a year in the same capacity before that with radio station KLX-AM in Minot, N.D. Van Dyne, prior to his new appointment, was a regional promotion manager with Atlantic Records between July and Dec. 1978 and with Polydor Records between March and the Southern Organization.

New Additions At MCA — MCA Records has announced two additions to the R&B staff at the label. Jerry "J.J." Wright has been appointed R&B regional promotion/marketing manager for the Midwest. Prior to opening his own independent record promotion company, J.J. Wright was an employee of a program syndication company, and a Columbia Records executive.

Cheatel and Chong Sign — Comedy duo Cheech & Chong have signed a worldwide licensing contract with Entertainment Licensing Corporation, Beverly Hills. The通告 "Cheech & Chong," are merchandising rights to posters, T-shirts, heat transfers and silk screens. Pictured (l-r) are: "Marin, Kurt Ward, ELC president and Chong.

WP Publicity Appointments Announced — Warner Bros. Records has announced three new appointments within the publicity department. They are as follows: Tor Schwartz, director of west coast publicity; Melanie Lunkley, Los Angeles press manager and Donna Russo, manager/New York publicity administration/special projects. Prior to his appointment, Schwartz was Los Angeles press manager for Warner Bros. Lunkley previously held the position of coordinator/national publicity/ad- ministration. She has been with the label for six years. Formerly coordinator of New York publicity administration, Russo will be responsible for all aspects of Warner Bros. artist appearances in the New York area, as well as coordinated involvement in selection of Warner Bros. artists with an emphasis on jazz and progressive music. She has been with the label four years.

Cash Box/January 20, 1979
EAST COASTINGS

THE UN GOES POP — The General Assembly Hall of the United Nations was filled with the sound of pop music last Tuesday night, an historical first for the global organization. The occasion was the all-star “A Gift of Song — The Music for UNICEF Concert,” which featured Abbe, The Bee Gees, Rita Coolidge, John Denver, Earth, Wind and Fire, Andy Gibb, Kris Kristofferson, Olivia Newton-John, Rod Stewart and Donna Summer. The concert was broadcast the following night on NBC-TV, but being in the Hall for the taping was not like the usual TV studio session. The show proceeded surprisingly smoothly, was very well lit, and 90% of the audience was RFK, Rod and the Bee Gees. The rest of the show — live, at least — sounded a bit limp, although there were some unusual duet pairings, notably Summer and Coolidge and Newton-John and Andy Gibb. The whole atmosphere was pervaded by a sense of dignity and importance due to the fact that many of the participating artists donated the copyright of one of their songs to UNICEF. UN Secretary General Kurt Waldheim gave a closing speech being personally contacted by the artists. Among the celebs present were Yusuf Islam (a.k.a. Cat Stevens), Rod Stewart, Big Momma of the Bee Gees co-producer, and the string section while the Brothers Gibb were singing “Heaven Tonight.”

ANOTHER EVENT — Atlantic Records debuted their “You’ve Never Been Hit So Hard” disco campaign with a first attempt show, which was a 1½-hour radio and TV special on which John McCauley’s Shaft label was signed as the solo artist on Frank Zappa’s Zappa Records. Disco genius Vincent Montana Jr. is producing the show. “Disco Samba” and “Smooth Talker,” the latest, “Exotic Mysteries,” set to include a six-minute disco vamp. In February, A&M will be releasing a Felix Pappalardi album that will include a solo version of “Sunshine of Your Love.” Speaking of discs, Karen “Hot Shot” Young will be the first artist to do a disco tour of Alaska. Pat Vidas of Flight is playing a synthesized trumpet of his own design. Pamela Stanley, a Bay area singer who has called Bill Graham’s ear, has signed with EMI in Europe. Titles of the month include: Capitol, Madam Butterfly by Tavares and the self-titled “Alley & The Soul Sneakers.”

From Boston, The Fools, who took off on Billy Joel with “Only the Good Eat Lunch,” have parodied The Talking Heads on their latest disc, “Psycho Chicken.” Difficulties at ABC-TV’s “TV TRIES AGAIN” — ABC TV and rock star management. No doubt things will go better with TV and disco. At ABC-TV, “Makin’ It” premieres on Thursday, Feb. 1 at 6:30. The show was made in association with RSO, features the music of the Bee Gees, and is a comedy based loosely on the pop band. Over at NBC-TV, “Joe and Valerie” tries in a disco tie-in and there’s also Dick Clark’s latest TV adventure, “Le Disco.”

STUCK IN THE COTTON BOY — Steve Broughton, lead guitarist and vocalist for City Boy, was the victim of a Neil Simon-like scenario when he tried to leave New York three times last week, only to miss his flight back to London each night. But, now back in Europe, and the rest of City Boy plan to tour in Scandinavia and central Europe, then head back to England to record their sixth album for Mercury. The new album, Broughton says, “will concentrate more on the personal aspects of our songs. It will be a bit of an experiment.”

JAILHOUSE JAZZ — Richard Klein pleaded not guilty, as a Common Pleas Court judge in Philadelphia, where his group, The Fifth Amendment, played at a Philadelphia nightclub last weekend, to say, Klein runs into familiar faces now and then, but the real hard part has been to keep the group together. In fact, not too long ago, part of the band went “over the wall,” as they say in the music business. The club offers no inducements from local authorities, the band was later reunited.

GETTING THE COPRIGHT RIGHT — The RIAA will be holding two copyright seminars, one for each coast, to help reduce the surprisingly large number of incomplete and faulty copyright registrations which the U.S. Copyright Office has had to reject recently. The registration of copyright delays and makes a difficult situation creates for authorities who are trying to prosecute record and tape executives. The New York seminar will be held January 22 in the Elizabethan Room of the Essex House Hotel in New York. For information the conference room of the Continental Hyatt Hotel on January 25. Both meetings will run from 9 a.m. to 1 p.m. Mildred Henniger, head of the examining division of the performing arts division of copyright office of the RIAA, will conduct the seminar.
"What A Fool Believes" (WBS 8725) . . . Their First Single From Their Gold Album!

**Minute By Minute**, the new Doobie Brothers album, adds up to 35 minutes, 55 seconds of the most expert playing in contemporary rock.


Hear the unbeatable hum of precision-engineered rock.

The Doobie Brothers. **Minute By Minute**.
Produced by Teddy Templeman.
On Warner Bros. records and tapes. BSK 3193.
ASCAP Sues Jukebox Ops For Non-Compliance

NEW YORK — ASCAP has brought suit against five jukebox operators for failure to comply with the compulsory license of the new copyright law. The suits, brought against operators in Michigan, Minnesota, Ohio and Pennsylvania, follow ASCAP’s suit earlier this month against the WYFB in New York, based on infringement claims against a New York jukebox operator in the first such suit under the new copyright law.


Damages for each song performed range from $250 to $1,000 under the copyright law.

Administration To FCC: ‘Add 700 AM Stations’

NEW YORK — The Carter Administration plans to open the way for up to 700 new AM radio stations to serve rural and some urban areas. The new radio stations could be added to those already broadcasting by reducing the spacing between frequencies from 10 kilohertz to 9 kHz.

End Policy

The administration’s plans go beyond the proposal made a month ago by the Federal Communications Committee to allow for up to 125 new AM stations by ending its policy of maintaining 25-channel “blocks.” The FCC, however, would retain the 50,000-watt stations that provide broadcast coverage to remote communities.

Gartenberg Named Senior VP, CBS

NEW YORK — Seymour L. Gartenberg has been appointed senior vice president of finance and administration for the CBS Records Group. Gartenberg joined CBS in 1956 as budget and controls manager of the Columbia Record Club. Since July 1976, Gartenberg has been vice president of the CBS/Columbia Group.

Sayer’s Management Sues Westbury Fair


According to the suit in July of 1978, Clown agreed to furnish the performing services of Lee Sayer for a series of concerts at Westbury Music Fair, in Westbury, New York, for which Westbury agreed to pay Clown $80,000 and a percentage of the box office.

Clown claims that Westbury owes and refuses to pay over $40,000 due under the agreement. In addition, claims Clown, Guber (a principal of the Fair) also renegotiated with Clown what he terms “confidential undertakings,” for which they are seeking an equal amount in damages. Finally, Clown is seeking $500,000 in “punitive damages” and “the costs and disbursements of this action.”

At press time, neither Guber nor spokesman of Westbury Music Fair could be reached for comment.

Industry Announcements

GRT Record Group Forms Sales Force

LOS ANGELES — The creation of a Record Group sales force and an incentive program for sales and promotion personnel was announced by Larry Weik, president of the GRT Record Group at the opening of the GRT Record Group meeting in Palm Springs Jan. 3-5 at the Canyon Country Club.

The sales force, which will report to Paul, said Bob Zagar, vice president of sales, will sell all Janus and Ranwood division records and Janus division tapes. Included in the Ranwood division is Shaw and Bestkeeper product. The sales force will also be responsible for local marketing with a general overview of bringing product to the marketplace.

Among the participants at the conference was the entire promotion staff and director Stu Yahn, Howard Silver and the sales force. Also present were Chris Hamilton, vice president of GRT Record Group, Leslie Rosen, media director GRT Record Group, Janice Blair of the marketing department and Rick Neigher and Shirley Wilson of Shadybrook.

COUNTRY KINGS — Columbia recording artist Kris Kristofferson recently performed at New York’s Bottom Line, where he played selections from his “Easter Island.” LP. Kristof- ferson was in town to tape the UNICEF benefit. (Continued on page 10)

POINTS WEST

POINTS WEST — In the beginning... even without its humorous introduction by John Latir, or the insightful text written by Robert Kuljack & Rick & Roll, "The Legendary Lieber & Stoller" should prove invaluable to rock enthusiasts for the 100-old photos and the discography of artists who have recorded the famous duo’s songs over the years. The album’s jacket and lead sheets come from Lieber & Stoller’s private collections. One of the most interesting entries in the lyrics is to “Hound Dog,” both in its earliest version as recorded by Willie Mae “Big Mama” Thornton, and later by Elvis with Lieber & Stoller looking over the music for “Jailhouse Rock.” While neither shows the duet with the Coasters, their manager, Lester Sill, rescued the sessions for a record in a slightly revised rendition done in 1957 by Elvis Presley and uncounted dozens after him. On the discs, Elvis with Lieber & Stoller looking over the music for “Jailhouse Rock,” while another shows the duet with the Coasters, their manager, Lester Sill and Jerry Wexler & Ahmet Ertegun. The last entry in the book is “Bossa Nova Baby” recorded in 1966 by the Ventures. The discography items can be discovered such as the fact that Elvis Presley’s hit version of “Bossa Nova Baby” was preceded by a rendition of the song by Tippie and the Clovers in 1963 on Telarc. The discography leaves off in 1967 with the album of new LPs back in press.

The sales force will also be responsible for local marketing with a general overview of bringing product to the marketplace.

Among the participants at the conference was the entire promotion staff and director Stu Yahn, Howard Silver and the sales force. Also present were Chris Hamilton, vice president of GRT Record Group, Leslie Rosen, media director GRT Record Group, Janice Blair of the marketing department and Rick Neigher and Shirley Wilson of Shadybrook.

COUNTRY KINGS — Columbia recording artist Kris Kristofferson recently performed at New York’s Bottom Line, where he played selections from his “Easter Island” LP. Kristofferson was in town to tape the UNICEF benefit. (Continued on page 10)
A Testimonial Dinner Honoring Mr. George Levy

Tendered By
The American Jewish Committee
Appeal For Human Relations

Saturday, February 3, 1979
Dinner 8:00 P.M.
Cocktails 7:00 P.M.
AMERICANA HOTEL
New York
Block Tic Optional

$30.00 Per Person
No Substitution of Funds

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American Jewish Committee
S. David Feir and C. Charles Smith
c/o The American Jewish Committee
Suite 408
166 E. 56 Street
New York, N.Y. 10022

www.americanradiohistory.com
THE JACKSONS (Epic 8-50656)

Shake Your Body (Down To The Ground) (3:43)
( Peycock Music — BMI) (R. Jackson/M. Jackson)

Oh, boy! The Jacksons pull it all together on this track from the "Destiny" album. A nipping rhythm section, solid beat and soaring chorus will make this track of interest to R&B, disco and pop playlists. Strings and horns bolster the action but the centerpiece is Michael Jackson's vocals. Watch this one across-for-the-board action.

THE DOOBIE BROTHERS (Warner WBs 8725)

What A Fool Believes (3:41) (Snug Music — BMI/Milk Money Music — ASCAP) (M. McDonald/K. Knopfler)

The Doobies new album "Minute By Minute" is a strong addition to their distinguished catalog. This lead single has a pleasant "chop sticks" pacing of keyboards, easy funk flanking, strings overhead and characteristically unique vocals which soar upwards. A polished production, this is worth Top 40 attention.

DUSTY SPRINGFIELD (United Artists X1255-Y)


Dusty Springfield is one of the memorable voices of days gone by. Recently, back with a new LP, Springfield is delivering good Top 40/MOR oriented material. This track is a catchy chorus and clapping beat. Strings, guitars and sax work make this worth Top 40 attention.

MICHAEL JACKSON (Epic 8-50654)

You Can't Win (Part 2) (2:48) (MCA Records) (C. Smalls)

This is simultaneously promoting this Jackson single from "The Wiz" and the Jacksons' "Shake Your Body." This track is raucous, dance-oriented song with funky keyboard, handclaps, guitar fills, horns and backing vocals. Suited to R&B and pop lists.

STONEBOLT (Parachute RR 522)


Stonebolt delivers an engaging effort on this single from the Canadian group's most recent LP. A vibrant, funky keyboard line, jazzy overtones and an echo on the silty chorus vocals make this a good Top 40 add. Synthesizer and guitar solo add texture. Check this out.

MIDNIGHT RHYTHM (Atlantic 3530)

Workin' & Lovin' (I Need Love) (3:31) (Long/Adcock Music — BMI) (G. Levine)

This unique track created a stir recently on disco playlists. With steady beat and a simple, colorful lyric and interpretation, this track ought to be of strong interest to formats looking for short disco tracks. Strings, aggressive rhythm section, sound effects and fine singing make it work.

PATTIE BROOKS & JOE ESPOSITO (Casablanca NB 980)

Deeper (4:20) (Rick's Music — BMI) (K. Moore)

This collaboration between Brooks and Esposito from Brooklyn Dreams is the theme song for the new TV show "Joe & Valerie." Light and breezy, the track has an easy beat and simple backing. Horns, congas and guitars are set back in the arrangement to favor the clean and melodic vocals.

SUZI QUATRO AND CHRIS NORMAN (RSO RS 917)

Stumblin' In (3:28) (GinhamnP — BMI) (M. Chapman/N. Chinn)

Mike Chapman and Nicky Chinn wrote this flowing ballad. Suzi Quatro and Chris Norman work the lyric with an easy-going affect. Steady, moderate beat and delicate guitar touches, string backing and good singing make this Top 40/AC material.

RICK RYDELL (Inphasis/TK 7200)

Eddie The Grease (3:36) (Flying Bear Music — ASCAP) (M. Rydell)

A firm guitar chorusing and melodic singing by Rydell are the trademarks of this ode to Eddie, a greaser from way back. Piano fills, back-up singers, a sax solo and a shift in tempo make this a good add for rock-oriented audiences.

ELVIN BISHOP (Capricorn CPS-0313)

I'd A Feelin' (3:05) (Crabshaw Music — ASCAP) (E. Bishop)

Bishop kicks off his shoes for this track. An easy, shuffling beat, slide guitar embellishments and country-style duet singing. A web of New Orleans horns provide much of the good feeling. Suited to country and pop.

WARDELL PIPER (Midsong Mi 1001)

Captain Boogie (3:33) (April Summer/Diagional Music — BMI) (H. Fitch/R. Cross)

Piper is the former lead singer with First Choice and Fitch and Cross are the writers of "Shame." This effort is a funky, danceable tune suited to R&B. With muscular percussive sound, horn fills and good singing, this is worth a spin.

MACHINE (RCA JH-11456)


This disco-oriented song has an interesting lyric and an elegant and unusual chorus. Steady beat, funky rhythm guitar and strong lead and backing singing make this a good candidate for R&B and dancing lists. This is also worth consideration.

MARK ALMOND (Horizon/A&M HZ-118)


Produced by Tommy LiPuma, this jazz ballad has the line "in the dark, I can see so many." The silky vocals are sexy, the arrangement of gentle beat, keyboard and guitar touches make this suited to jazz-oriented MOR stations. Horn work is peaceful.

BILL WITHERS (Columbia 3-10892)

Don't It Make It Better (3:58) (Bleunig Music — ASCAP) (B. Withers/P. Smith)

A good song structure and accessible arrangement of tapping bass, keyboards, horns and solid beat make this track of interest to a variety of formats. The chorus picks up the pace and is sweetly effective. Check this out. It's R&B, pop and AC.

HERBIE HANCOC (Columbia 3-10894)

You Bet Your Love (3:56) (Hancock Music/Palo Grounds Music — BMI) (H. Hancock/D. Rubinison/A. Willis)

Superman is proving to be a popular movie and a popular theme for musical covers. Everyone seems to be throwing in their capes. This instrument from a forthcoming LP features a sweeping orchestration of layered piano, strings, percussive grounding, high-hat beat and flowing melody.

I Wanna Be Closer (3:45) (Jobete Music — ASCAP) (J. Jackson)

Written, produced and arranged Jerraine Jackson, this tasty ballad opens with silky sax work and a cappella vocals. The fine falsetto trade-off vocals are the focus of this track which ought to appeal to R&B lists.

NAZARETH (EAM 2116)

May The Sunshine (3:40) (MTB Music — SESAC) (D. McCall/Chl/Chararbon/A. Clemmer/P. Agnew/D. Sweet)

This song is a flagrant sing-along with acoustic guitar strumming pace. The repeating chorus is easy to pick up. Electric guitars add a punchy undertone while the verses allow for more aggressive singing.
AIRCRAFT

SWIM ON — To help raise funds to improve the Savannah YWCA's swimming facilities, 20th Century-Fox's Bobby Davis swam 143 laps during an M-step fundraiser at the Savannah Yacht Club. Pictured above are (l-r): David and WLMX PD Lee Gellins, along with the station's managers.

The storms have been expensive to repair, as well as closing the station daily by forcing it off the air.

STATION TO STATION — KTLK/Denver, which had been programming disco at night, switched over to 24-hour disco Jan. 15. The station has made some programming changes as well. Will GM Morgan, begins airing the weekend syndication into the FM/Denver.

Chuck Mangione, SYNDICATION INDICATIONS and Steve Little of Watermark's latest 14-week "Special of the Week" series, begins airing the weekend syndication into the FM/Denver.

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FM STATION REPORTS - NEW ADDS/HOT ROTATION

**WLR-FM** - LONG ISLAND - DENIS McNAMARA/LARRY KLEINMAN
**HOTS:** David Bromberg, Peter Gabriel, Steve Forbert, Billy Joel, Blues Bros., Cars, Rolling Stones, Grateful Dead, Doobie Bros., David Sanborn, Neil Young, Eric Clapton, Robert Johnson, George Thorogood.
**KMET-FM** - LOS ANGELES - JACK SNYDER
**ADDS:** Fabrizio Costello, Eddie Money, Babys, Eddie Money.
**HOTS:** Rolling Stones, Bob Seger, Queen, Foreigner, Ted Nugent, J. Geils Band, Alice Cooper, Bob Segler, Who, Poco, Blues Bros., Boston, Styx.
**KXFM-FM** - LOS ANGELES - MICHAEL SHEPHERD
**ADDS:** Doobie Bros., Boz Scaggs, Baby, Solo (45s), 40s, 50s, 60s.
**HOTS:** Nettie Timmons, Linda Lomax, Vee Williams, Bee Gees, Poco, Al Stewart, Ian Matthews, Blues Band, Valerie Carter, Firefall, Cat Stevens, 100s.
**KDFK-FM** - NASHVILLE - ALAN SNEED
**ADDS:** Nettie, Baby, Billy Joel, Queen, Blues Bros., Doobie Bros., Heart, Linda Ronstadt, Foreigner, Toto, Eric Clapton.

**WNO-FM** - NEW ORLEANS - SAM ROBERTS
**ADDS:** Baby, (45s), 40s, 50s, 60s.
**HOTS:** Toto, Queen, Billy Joel, Eric Clapton, Al Stewart, Rolling Stones, Foreigner, Styx, Who, Santana, Nettie Timmons, Leisure, George Best, Doobie Bros, David Sanborn.

**WVIF-FM** - NEW YORK - TOM MORMURA
**ADDS:** Fabrizio Costello, Eddie Money, Melanie - "No Wave," Arlen Roth, John Hartford, George Benson, Fabulous Poodles, Yankie Fresh, Loudermilk.
**HOTS:** Blondie, Bruce Springsteen, Van Morrison, Todd Rundgren, Steve Forbert, Billy Joel, Talking Heads, Southside Johnny, Elvis Costello, Blues Bros., Rod Stewart, Nick Lowe, Grateful Dead, Leon Louvich (imp), Rolling Shakes, Nettie Timmons, Dave Edmunds, Who, Yes, Cat Stevens, George Thorogood, Doobie Bros., Bob Segler, Records (45s).

**ZETA-7-FM** - ORLANDO - BILL MIMS
**ADDS:** Nettie, (45s), 40s, 50s, 60s.
**HOTS:** Blues Bros., Dire Straits, Doobie Bros., Billy Joel, Rod Stewart, Toto, Rolling Stones, Eric Clapton, Queen.

**WQFG-FM** - PHILADELPHIA - HELEN LEICHT
**ADDS:** Eddie Money, Fabulous Poodles, Elvis Costello, Brownsville.
**HOTS:** Rolling Stones, Billy Joel, Cars, Dire Straits, Doobie Bros, Grateful Dead, Queen, Robert Johnson, Poco, Neil Young, Steve Forbert, FM, Elvis Costello, Baby, Grand, Rod Stewart, Toto, ELP, Utopia, Hot, Soft, Colored.

**WYSF-FM** - PHILADELPHIA - STEPHEN JOHNSON
**ADDS:** Dave Clapp, Fabulous Poodles, Spirit.
**HOTS:** Doobie Bros, Rod Stewart, Eric Clapton, Billy Joel, Foreigner, Linda Ronstadt, Styx, Queen.

**WYOF-FM** - PITTSBURGH - STEVE DOWNES/JACK ROBINSON
**ADDS:** Doobie Bros., Rod Stewart, Eric Clapton, Billy Joel, Foreigner, Linda Ronstadt, Styx, Queen.

**FABULOUS Poodles**
**ADDS:** Doobie Bros, Toto, I Know What I Like, Doobie Bros, Grateful Dead, Queen, Robert Johnson, Poco, Neil Young, Steve Forbert, FM, Elvis Costello, Baby, Grand, Rod Stewart, Toto, ELP, Utopia, Hot, Soft, Colored.

**WMFS-FM** - MEMPHIS - HEPHREM
**ADDS:** David Bromberg, Elvis Costello, Eddie Money.
**HOTS:** Doobie Bros., Eric Clapton, Doobie Bros, Front, R.E.M, R.E.M., Doobie Bros, Doobie Bros, Doobie Bros.

**FABULOUS Poodles**
**ADDS:** Doobie Bros, Toto, I Know What I Like, Doobie Bros, Grateful Dead, Queen, Robert Johnson, Poco, Neil Young, Steve Forbert, FM, Elvis Costello, Baby, Grand, Rod Stewart, Toto, ELP, Utopia, Hot, Soft, Colored.

**WMFS-FM** - MEMPHIS - HEPHREM
**ADDS:** David Bromberg, Elvis Costello, Eddie Money.
**HOTS:** Doobie Bros., Eric Clapton, Doobie Bros, Front, R.E.M, R.E.M., Doobie Bros, Doobie Bros, Doobie Bros.

**FABULOUS Poodles**
**ADDS:** Doobie Bros, Toto, I Know What I Like, Doobie Bros, Grateful Dead, Queen, Robert Johnson, Poco, Neil Young, Steve Forbert, FM, Elvis Costello, Baby, Grand, Rod Stewart, Toto, ELP, Utopia, Hot, Soft, Colored.
FM STATION REPORTS – NEW ADDS/HOT ROTATION

KRTX-FM – ALBUQUERQUE – BOB SHULMAN
ADDs: Babies, Sweet Bottom, David Bromberg, Natali Oldfield, Nat Lampoon (Hits), Paul Brett
HOTS: Rod Stewart, Doobie Bros., "Midnight Express" Blues Bros., Billy Joel, Dire Straits, Queen, Sad Cafe, Coober Poober

WSAN-FM – ALLENTOWN – KEVIN GRAFF
ADDs: Pointer Sisters, Creme/Godley
HOTS: Billy Joel, Cat Stevens, Eric Clapton, Linda Ronstadt, Nicolette Larson, Doobie Bros., Sad Cafe, Blues Bros., Neil Young, Poco, Phoebe Snow, Al Stewart

KXKX-FM – AMARILLO – MAX MILLER
ADDs: None
HOTS: Neil Young, Heart, Blues Bros., Poco, Toto, Ted Nugent, ELP, Cars, Dire Straits, Billy Joel, Rod Stewart, Eric Clapton, Nicolette Larson, Linda Ronstadt, Queen

KEY-FM – ANAHEIM – LARRY REISMAN
ADDs: Elvis Costello, Eddie Money, Melina (45)
HOTS: Queen, J. Geils Band, Band, Chicago, Firefall, Billy Joel, Rod Stewart, Styx, Pointer Sisters, Nicolette Larson, Eric Clapton, Stevie Nicks

WBCN-FM – BOSTON – TONY BERARDINI
ADDs: Baby, David Bromberg, Fabulous Poodles, Elvis Costello, Eddie Money
HOTS: Lee Lorch (imp), J. Geils Band, Ultravox, Hot Chocolate, Dire Straits, Southside Johnny, C.C. Catch, Police (imp), Gary Moore, Joe Walsh, George Thorogood

WGRO-FM – BUFFALO – JOHN VELCHOFF
ADDs: Blues Bros, Billy Joel, Rush, Styx, Rod Stewart, Toto, Foreigner, Pointer Sisters, Doobie Bros, Meat Loaf, Al Stewart, Queen, Ian Matthews, Outlaws, Olivia Newton-John, Nicolette Larson, Hot Chocolate, Alice Cooper, Eric Clapton, Bee Gees (45)

WJL-FM – CHICAGO – TOM MARKER/WALLY LEISERING
ADDs: Babies, Albert King, Fabulous Poodles, Yankie Lizards, David Bromberg, Trillion, Elvis Costello, Freddie King
HOTS: Rolling Stones, Clifton Cheene, Blues Bros., Elvin Bishop, Bob Marley, Cars, Coober Poober, Todd Rundgren, Molly Hatchett, Dave Edmunds, Tom Waits, Kate & Anna McGarrigle, Creme/Godley, George Thorogood, Southside Johnny, Smzk, Dave Perri, Dave Sancious, Heron/Jackson

KXRT-FM – CHICAGO – BOB GELDS
ADDs: David Bromberg, Albert King, Otis Rush, Trillion, Elvis Costello
HOTS: Rolling Stones, Doobie Bros, Cars, Blues Bros, Who, Neil Young, Billy Joel, Firefall, Dire Straits, Doobie Bros, Dire Straits, Graham Nash, Bob Seger, Tom Rush, Molly Hatchett

WLW-GM – COLUMBUS – TOM TEUBE/STEVE RUNNER
ADDs: Freddie Money, Melissa Manchester

C-101-FM – CORPUS CHRISTI – MANDO CAMINA
ADDs: Coober Poober, Fabulous Poodles, Brian, Mayhew & Jagger, Steve Frumont
HOTS: Queen, Brian, Billy Joel, Rod Stewart, Doobie Bros, Nicolette Larson, Gino Vannelli, Pointer Sisters, B.B. King, Toto, Eric Clapton, Grateful Dead, Blazz Band, Linda Ronstadt, Sad Cafe, Tannin, Santana

KTXG-FM – DALLAS – TIM SPENCER
ADDs: Fabulous Poodles, Poco, Chickenfoot, Boys, Triillion, Fabulous Poodles, Desmond Child & Rouge, Eddie Money, George Thorogood
HOTS: Toto, Blues Bros, Rod Stewart, Eric Clapton, Ambrosia, Nicolette Larson, Billy Joel, Heart, Eddie, Firefall, Dire Straits, Al Stewart, Grateful Dead, J. Geils Band, Doobie Bros

KZFW-FM – DALLAS – MARK CHRISTOPHER
ADDs: AC/DC, Aerosmith, Lee Oskar, Neil Larson, Black Sabbath, Elvis Costello, Marvin Gaye, Eddie Money
HOTS: Blues Bros, Rod Stewart, Doobie Bros, Poco, Firefall, J. Geils Band, Sea Level, Queen, Eric Clapton, Toto

KBPI-FM – DENVER – JOHN BRADLEY
ADDs: Pointer Sisters, Cat Stevens, Grateful Dead, Dire Straits
HOTS: Billy Joel, Eric Clapton, Rod Stewart, Toto, Nicolette Larson, Al Stewart, Blues Bros, Linda Ronstadt, Queen

KFLM-AM – DENVER – LARRY BRUCE/KEN KOHL
ADDs: David Bromberg, Elvis Costello, Eddie Money, Bobbi Boyd, Caldwell, John Denver
HOTS: Doobie Bros, Rod Stewart, Billy Joel, Eric Clapton, Firefall, Toto, Neil Young, Poco, Nicolette Larson, Dire Straits, Grateful Dead, Blues Bros

WABX-FM – DETROIT – JOE KRAUSE
ADDs: Cars, Billy Joel, J. Geils Band, Styx, Rod Stewart, Blues Bros, Toto, Queen

KZEL-FM – EUGENE – CHRIS KOVARICK
ADDs: "Parliament" (45), "Chainsaw" (45), "Wave" (45), Johnnie's Dance Band, FM (45)
HOTS: Cars, Billy Joel, J. Geils Band, Styx, Rod Stewart, Blues Bros, Toto, Queen

WESE-FM – FT. LAUDERDALE – MICHELLE ROBINSON
ADDs: Doobie Brothers, Babys, Jesse Colin Young
HOTS: Doobie Bros, Blues Bros, Rod Stewart, Billy Joel, Cat Stevens, Ian Matthews, Toto, Dire Straits, Poco, Queen

WLAF-FM – GRAND RAPIDS – DOC DONOVAN
ADDs: Elvis Costello (ep), Joe-Michael Jackson, Trillion, Babies, Cindy Bullens, Molly Hatchet, Rolling Stones (45 & 45s), Pointer Sisters, Alko Cooper (45), Time, Wind & Fire (45)
HOTS: Cars, Ian Matthews, Queen, Talking Heads, Toto, Ronstadt, Billy Joel, Chicago, Eric Clapton, Rod Stewart, Doobie Bros, Al Stewart, Blues Bros

WCCY-FM – HARTFORD – BILL ROSAL
ADDs: Trillion, Eddie Money, Elvis Costello
HOTS: Toto, Billy Joel, Eric Clapton, Firefall, Nicolette Larson, Queen, Rod Stewart, Pointer Sisters, Heart, Blues Bros, Dire Straits, J. Geils Band, Chicago, Fogelberg/Weisberg, Doobie Bros, Grateful Dead, Ian Matthews, Talking Heads, Alice Cooper, Neil Young

KLOF-FM – HOUSTON – SANDY MATHIS
ADDs: Lu Janis, Trillion, Babies, Grover Washington Jr, Rufus (45)
HOTS: Babies, Grateful Dead, Damned, Trillion, Doobie Bros, Steve Forbert, Cat Stevens, Billy Joel, Dire Straits

KFTX-FM – KILGORE – JIM HODO/DAL SANDERS
ADDs: Dane Doneough, Jerry Jeff Walker, Marvin Gaye, Little River Band (45), Pablo Cruise (45)
HOTS: Boys, Rod Stewart, Queen, Nicolette Larson, Blues Bros, Bob Seger, Jefferson Starship (45), Pointer Sisters, Grateful Dead, Doobie Bros, Rolling Stones, Dire Straits

WBLM-FM – LEWISTON/PORTLAND – JUDITH MCLAUGHLIN
ADDs: Elvis Costello, Fabulous Poodles, Eddie Money, Babies
HOTS: Doobie Bros, Dire Straits, Pointer Sisters, Boston, Cars, J. Geils Band, Billy Joel, Outlaws, Queen, Lita Ford, Foreigner, Styx, Eric Clapton, Cindy Bullens, Chuck Kruger, Nicolette Larson, Rod Stewart, Van Halen, Grateful Dead, Dire Straits

WRRB-FM – LONG ISLAND – STEVE STEINBERG
ADDs: Fabulous Poodles, Poco, Chickenfoot, Queen, Eddie Money, Good Rats
HOTS: Blues Bros, Billy Joel, Dire Straits, Rod Stewart, Doobie Bros, Grateful Dead, Toto, Poco, Eric Clapton, Van Morrison, Yes, Linda Ronstadt, ELP, Who, 10cc, Rolling Stones, FM, Queen, Stephen Stills, Cindy Bullens

KZUE-FM – MAPLEWOOD – PRIME CUTS
ADDs: Dave Donoughue, Jerry Jeff Walker, Rod Stewart
HOTS: Grateful Dead, Doobie Bros, Steve Forbert, Cat Stevens, Billy Joel, Dire Straits

KXKX-FM – KILLEEN – BILL MCMILLAN
ADDs: Private Eyes, Jo Jo Gunner, Black and Blue, Girls,鼐
HOTS: Doobie Bros, Dire Straits, Toto, Rod Stewart, Queen, Don McLean, Elton John, Fleetwood Mac, Dire Straits, Steve Miller Band, Grateful Dead, Chicago, Rod Stewart, Doobie Bros, Eagles, Paul Butterfield, Ten Years After, Steve Miller Band, Grateful Dead

KXML-FM – MINNEAPOLIS – KLEIN
ADDs: "Here Comes The Sun" (45), "Just What I Needed" (45), "Heart Of Glass" (45)
HOTS: Doobie Bros, Dire Straits, Toto, Rod Stewart, Queen, Don McLean, Elton John, Fleetwood Mac, Dire Straits, Steve Miller Band, Grateful Dead, Chicago, Rod Stewart, Doobie Bros, Eagles, Paul Butterfield, Ten Years After, Steve Miller Band, Grateful Dead
<table>
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<th>City</th>
<th>Programming Guide</th>
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**REGIONAL ACTION**

**EAST**

Most Added 1. HEAVEN KNOWS — DONNA SUMMER — CASABLANCA
2. FIRE — POINTER SISTERS — PLANET
3. SOMEWHERE IN THE NIGHT — Barry Manilow — Arista
4. LITTLE RIVER BAND — Harvest/Capitol

Most Active 1. LITTLE RIVER BAND — Harvest/Capitol
2. 4. LITTLE RIVER BAND — Harvest/Capitol
3. 4. LITTLE RIVER BAND — Harvest/Capitol
4. 4. LITTLE RIVER BAND — Harvest/Capitol

**SOUTHEAST**

Most Added 1. HEAVEN KNOWS — DONNA SUMMER — CASABLANCA
2. LADY — Little River Band — Harvest/Capitol
3. I CAN’T HELP MYSELF — The Four Tops — Motown
4. TRAVELING — Little River Band — Harvest/Capitol

Most Active 1. I CAN’T HELP MYSELF — The Four Tops — Motown
2. 1. I CAN’T HELP MYSELF — The Four Tops — Motown
3. 1. I CAN’T HELP MYSELF — The Four Tops — Motown
4. 1. I CAN’T HELP MYSELF — The Four Tops — Motown

**SOUTHWEST**

Most Added 1. SOMEWHERE IN THE NIGHT — Barry Manilow — Arista
2. THE GAMBLER — Kenny Rogers — United Artists
3. I WAS MADE FOR DANCIN’ — Leif Garrett — Scotti Bros/Atlantic
4. DANCIN’ SHOES — Nigel Ollison — Bang

Most Active 1. 1. I WAS MADE FOR DANCIN’ — Leif Garrett — Scotti Bros/Atlantic
2. 1. I WAS MADE FOR DANCIN’ — Leif Garrett — Scotti Bros/Atlantic
3. 1. I WAS MADE FOR DANCIN’ — Leif Garrett — Scotti Bros/Atlantic
4. 1. I WAS MADE FOR DANCIN’ — Leif Garrett — Scotti Bros/Atlantic

**MIDWEST**

Most Added 1. HEAVEN KNOWS — DONNA SUMMER — CASABLANCA
2. LADY — Little River Band — Harvest/Capitol
3. FIRE — Pointer SISTERS — Planet
4. DANCIN’ SHOES — Nigel Ollison — Bang

Most Active 1. FIRE — Pointer SISTERS — Planet
2. 1. FIRE — Pointer SISTERS — Planet
3. 1. FIRE — Pointer SISTERS — Planet
4. 1. FIRE — Pointer SISTERS — Planet

**WEST**

Most Added 1. EVERY TIME I THINK OF YOU — Baby — Chrysalis
2. LITTLE RIVER BAND — Harvest/Capitol
3. I CAN’T HELP MYSELF — The Four Tops — Motown
4. LOVE DON’T LIVE HERE ANYMORE — Rose Royce — Whitewater/WBS

Most Active 1. 1. LOVE DON’T LIVE HERE ANYMORE — Rose Royce — Whitewater/WBS
2. 1. LOVE DON’T LIVE HERE ANYMORE — Rose Royce — Whitewater/WBS
3. 1. LOVE DON’T LIVE HERE ANYMORE — Rose Royce — Whitewater/WBS
4. 1. LOVE DON’T LIVE HERE ANYMORE — Rose Royce — Whitewater/WBS

**MOST ADDED RECORDS**

1. HEAVEN KNOWS — DONNA SUMMER — CASABLANCA
2. LADY — LITTLE RIVER BAND — HARVEST/CAPITOL
3. I CAN’T HELP MYSELF — THE FOUR TOPS — MOTOWN
4. I WAS MADE FOR DANCIN’ — LEIF GARRETT — SCOTTI BROS/ATLANTIC
5. DANCIN’ SHOES — NIGEL OLLISON — BANG

**RADIO ACTIVE SINGLES**

**SECONDARY RADIO ACTIVE**

1. DA YA THINK I’M SORRY, DAMON BROWN — DAMON BROWN
2. I CAN’T HELP MYSELF — THE FOUR TOPS — MOTOWN
3. LITTLE RIVER BAND — LITTLE RIVER BAND
4. LOVE DON’T LIVE HERE ANYMORE — ROSE ROYCE — WHITETWATER/WBS
5. I WAS MADE FOR DANCIN’ — LEIF GARRETT — SCOTTI BROS/ATLANTIC

**RADION 9**

1. DA YA THINK I’M SORRY, DAMON BROWN — DAMON BROWN
2. I CAN’T HELP MYSELF — THE FOUR TOPS — MOTOWN
3. LITTLE RIVER BAND — LITTLE RIVER BAND
4. LOVE DON’T LIVE HERE ANYMORE — ROSE ROYCE — WHITETWATER/WBS
5. I WAS MADE FOR DANCIN’ — LEIF GARRETT — SCOTTI BROS/ATLANTIC

**secondary Radio Active**

1. SOMEWHERE IN THE NIGHT — BARRY MANILOW — ARISTA
2. I CAN’T HELP MYSELF — THE FOUR TOPS — MOTOWN
3. LOVE DON’T LIVE HERE ANYMORE — ROSE ROYCE — WHITETWATER/WBS
4. I WAS MADE FOR DANCIN’ — LEIF GARRETT — SCOTTI BROS/ATLANTIC
5. DANCIN’ SHOES — NIGEL OLLISON — BANG
Siner Named Pres. Of MCA Records

company under the MCA umbrella, interfacing with films, TV, DiscoVision, (Universal) AmphiTheatre, the whole works.

*Joined in 1971*

Siner joined MCA Records in 1971 as assistant creative director and was later promoted to director, then vice president of advertising and merchandising. In August 1975, MCA was upped of marketing services to senior marketing vice president and was put in charge of the day to day operations of the label.

Two months later, he was named executive vice president.

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For information: Call Or Write

**new on the charts**

A music business information service

IN OUR 4TH YEAR

**Arthur Braun** — General Manager  **Dick James Music**

**Warren R. Schatz** — Division Vice President on Pop & R.C.A Records

**Jay Warner** — Vice President Music Publishing West Coast  **The Entertainment Company**

**I have used New Or The Charts for the past year as a source of information and I would be lost without it. Thanks for making it available.**

**The most professorially done, regular industry reference I've ever used. There isn't a week that goes by that I don't find some worthwhile information in the present as well as past issues.**
Nothing Mild-Mannered In WB ‘Superman’ Merch Campaign

by Randy Lewis

LOS ANGELES — Warner Bros. Records is currently involved in an extensive merchandising and advertising campaign for the “Superman” soundtrack incorporating massive radio spot buys and in-store displays created solely for this project.

The radio campaign involves almost 2,000 radio spots on 583 stations which will reach an estimated 95 million listeners in the 12-34 age group. Other advertising will cover industry trades as well as consumer print publications, both newspapers and music magazines.

In-store merchandising, “we are going to capitalize on the fact that the ‘Superman’ movie is playing in some 700 theatres across the country,” according to Hal Milgrim, Warner Bros. national merchandising coordinator.

“Inside the booth is a likeness of Clark Kent removing his shirt, revealing his Superman costume, while the motorized portion of the display has a revolving Superman ‘flying’ around the top. The display also has pockets on each side that hold LPs for display. The label is sponsoring contests through Feb. 20 to determine the most imaginative displays.”

Milgrim said retail cooperation response has been enthusiastic for “Superman.” Retailers want to do something on this to the point that they are calling us asking for posters and displays.

“The ‘Superman’ concept also ties in well for stores who want to emphasize a ‘super’ sale or a ‘super’ store. We are going as much as possible, getting displays to the mom and pop stores as well as the Loew’s Pizza or Music Plus here in town,” Milgrim said.

Top Breakout

The “Superman” LP is the highest debut in-music chart, coming in at #200 Albums chart this week, entering at #96 bullet. The single from the album, ‘Theme From Superman,’ also enters the pop Top 100 this week, at #80, July 1978.

Schirmer Set To Open New Manhattan Store

NEW YORK — Schirmer Music, New York Inc., a specially classical music store which has been in operation for 118 years, is scheduled to open a second store next month at Lincoln Center, while relocating its midtown Manhattan store to Fifth Ave.

The Lincoln Center outlet is set to open this week at 40 W. 62nd St., between Broadway and Amsterdam Ave. In early March, Schirmer Music at 4 E. 49th St. will move into the newly enlarged and renovated Manhattan music store at 560 Fifth Ave. Schirmer’s will in effect become a store-within-a-store at Brentano’s. Both Schirmer Music and Brentano’s are Macmillan, Inc. companies.

Although basic stocks carried in both Schirmer Music stores will be similar, each store will have a somewhat different personality in keeping with its location, according to Ahmed Tahir, general manager and buyer for Schirmer Music. While the emphasis in both outlets will be on classical, jazz and Broadway show recordings, the Brentano’s location will carry a larger selection of pop and rock music.

Both stores will carry classical sheet music and collections from all major domestic and European publishers, as well as Schirmer’s famed collection of music boxes, records, books on music and the performing arts, accessories such as strings, rosin and tuning forks, and a full range of recorders.

Schirmer Music at Lincoln Center will also carry extensive listings of contemporaneous, newcomer, conductor’s and soloists’ music, thematic catalogs and other publications of special interest to performing and professional musicians.

According to a spokesman for Schirmer Music, the retailer’s present policy of selling full-length records at last price will be reconsidered after the expansion takes place. Although new prices have not been established yet, they will represent a discount from list.

WIZ BIZ — A motorized 3-D display in support of the “WIZ” soundtrack will be displayed in more than 30 Peaches stores throughout the majority of January. The display is part of the third phase of MCA’s marketing campaign as the film opens across the U.S.

Singles Breakouts

Top Single Breakout of the Week

HEAVEN KNOWS — DONNA SUMMER — CASABLANCA

Top Album Breakouts of the Week

DIRE STRAINS — WARNER BROS.
Polygram Distribution Meet Lauds 1978; Expansion Planned

Ken Kirkwood, research manager, was the Cash Box spokesman.

Seminars

The Jan. 5 after-lunch session showcased the first of the five seminars that were held during the following two days. The attention span of every participant was insured they would participate in each seminar. Of the five seminars moderated by five Polygram Distribution national executives: Jack Kiernan, vice president of sales; Jon Peisinger, vice president of marketing; RSO Records; Mike Zito, senior vice president of marketing; Deane McDonald, president of planning; Bob Singer, merchandising manager and Rick Bleiweiss, national singles director, who also rotated with the five seminar topics. Each of the five topics — advertising, merchandising, artist development, store reports and promotion — were presented by a moderator and two sets of panel members consisting of both Polygram Distribution and label staffs.

The advertising seminar touched upon the many dollars spent each year on advertising and the necessity of involvement from all areas of the label and the number of advertising dollars. Because of increasing media rates, all advertising must be the result of a well thought out plan, according to Jon Peisinger, and the needs of the label, Polygram Distribution and the account must all be considered when structuring a campaign.

The first panel consisted of Joel Borowik, executive vice president, The Music Agency; Frank Fenter, executive vice president, Capricorn Records; Mitch Huffman, national sales manager, RSO Records; Ken DeCarlo, advertising manager, Polygram Distribution. The second panel members were Joel Borowik, executive vice president, Tha Music Agency; Harry Anger, senior vice president of marketing, Polydor Records; Dick Sherman, senior vice president of sales and marketing, Casablanca Records; and Ed Jarman, vice president of the eastern sales region, Polygram Distribution.

Merchandising As A Priority

Merchandising as a priority area for labels and retailers was stressed during the merchandising seminar. While the need for creativity was stressed, merchandisers were urged never to lose sight of the fact that the main purpose of merchandising is to sell records. In other words, the more and more elaborate point-of-purchase materials that are being placed in the stores, the more and more pieces are becoming the reasons to receive in-store space.

Gian Ross, director of creative services, RSO Records; Chris Whorf, vice president of creative services, Casablanca Records; Bill Levy, director of creative services, Polydor Records; Harry Losk, vice president of national sales, Phonogram; and Gary Willet, label manager, Polygram Distribution made up the first panel.

The second panel was comprised of Ed Borowik, executive vice president, Casablanca Records; George Balos, merchandising manager/art director, Phonogram; Mario DeFilippo, vice president of sales, Polydor USA; Charlie Fach, executive vice president and general manager, Phonogram; Jerry Jaffe, senior vice president of marketing, Polydor Records; Harry Losk, executive vice presi- dent, Casablanca; and Bill Mulherin, label manager, Polygram Distribution.

Store Reports

Store reports were a part of the total promotional effort was discussed by Rick Righetti, director of promotion, Phonogram; Al Schwitter, executive vice president and general manager, Phonogram; Jerry Jaffe, senior vice president of marketing, Polydor Records; Harry Losk, executive vice presi- dent, Casablanca; and Bill Mulherin, label manager, Polygram Distribution.

Polygram Distribution Meet Lauds 1978; Expansion Planned

Both label executives expressed gratitude to the PDI personnel for their efforts in making record industry history with "Saturday Night Fever" and "Grease.

Conway also discussed the recent association between RSO and Curto and stressed that this was an important step for the label. Conway was chairman of retaining Marcus Stuart, co-president of Curto.

A Polygram Distribution film was the last presentation made during the afternoon, as an "audio-visual yearbook for 1978." Throughout the 20-minute film, various PDI people were spotlighted for their contributions.

At the evening's Awards Banquet, Steinberg concluded with a historical per- spective and declared: "We at Polygram have made a corporate commitment to diversity — to what I like to call 'narrow-mindedness.' Because of it, we have been able to attract such creative independent operating partners as RSO, Casablanca and Polygram as well as such major labels as Chess, one Stylistics, Horslips, Charlie McCoy, and Yvonne Elman among others.

It is hoped that the future will be able to attract more for our future! The continued success as a major record company will depend on the continued support of all creative independent and custom labels.

Video Major Topic For NARM

The video industry is so caught up in the time-dependent aspect of merchandising — in other words, going out of the house and being able to tape off the air or watching a show and tapping another — that it is often said that the 'razor and blade' concept is what made our industry so successful.

"And if you look at it, how successful would the consumer electronics audio in- dustry be if there weren't records and tapes to play on it (audio equipment)? What I sense is happening in the video area is that there is no attempt to sell records in the marketplace, not how many," Cohen said. "But I think that will change. I think there will be more recognition that TV is not so important, video is important, in-store merchandising is important, in-store bar coding is important. And that's what NARM is in the forefront indicating to the video industry who we are."

Cohen said by way of review video as just a visually exciting way of stimulating record sales. Cohen said it should also be considered as an advertising medium with videotapes available for commercial sale other than recordings of theatrical movies or in-concert footage of musical groups.

"It could be a special concept album that would visually describe what the writer or the group is trying to convey through music. Once a concept album is created, you can then use it as a selling tool that just as you would any other idea; I think that that is the consumer wants."

Cohen said by the end of this period he is not sure how big the consumer demand is for such product, but adds, "We can't neglect it. In five years we could be in a lot of trouble if we didn't."

The NARM convention, which has been in preparation for the past few months, will be discussed by the panel.

The manual, prepared by the independent firm Boston Associates, will contain "dialogue as to the feasibility of bar coding for our industry," Cohen said, "based on various types and sizes of retail outlets, based on computer software needs that exist today, and the cost of the technology for the applications that we desire."

The manual will be sent out to NARM member stores and will be followed-up with speeches by Lou Kwior (president of Music Stop and head of Boston Associates), and Fred Allen (CEO of Humory of Boston Associates) in a 20-minute audio-visual presentation.

Cohen said he plans to poll NARM's members on bar coding with a question- naire, which should be mailed out subse- quent to the meeting, after the membership has had time to digest the manual and the information related at the bar coding seminar.

The series of regional meetings which NARM hosted in 1978 will be offered again in 1979, Cohen said. "It has to continue. Retailers need the information and the ability to develop and be shown contacts and lines of communication between retailer, store manager and the manufacturer is vital.

"The manufacturer who calls upon a chain such as Camelot very rarely gets to see the end result of doing business. And those are the people who are the last link in the marketplace. So if 40 percent of the people in the marketplace don't care to make sure they (store managers) know what they are doing, then NARM's retail advisory committee will be designing what it needs to do.

Both label executives expressed gratitude to the PDI personnel for their efforts in making record industry history with "Saturday Night Fever" and "Grease."
Canadian Ind. Has Good ’78 Despite Sagging Dollar Crisis

by Kirk LaPointe

TORONTO — While it may be exaggerating to suggest 1978 was a banner year for Canadian record industry, there were several notable achievements which took place to offset the depressed economy and sagging Canadian dollar crisis.

Among these highlights this past year:

• The first, second and third million-sellers are: Britain.

• The Chilliwack, in album successes history,

• A&R.

• Gosewich Leads CBS

• The largest-grossing Canadian single concert event to date, the Canadian Jam, which drew over 100,000 to Mosport Park in Aug. 26.

• An increasing amount of autonomous behavior on the part of Canadian record people, who, in several years, have proportionately more acts in Canada than America, among them Meat Loaf (whose album may be the next million-seller), Chris De Burgh, Elvis Costello and others.

Gosewich Leads CBS

CBS Records Canada Ltd. solidified its top position under the new leadership of Arnold Gosewich, who led the company for his first full year as A&R director. Several new acts to the label, and setting in motion the possibility for a higher international profile for its Canadian talent in the coming year. The label also achieved high retail marks for several international artists, among them Eddie Money, Cheap Trick (who received their first gold album anywhere in the world), and the aforementioned Costello and Meat Loaf.

The label also reaped the benefits of several significant successful Canadian acts as well, including Jim Cuddy, Ottawa’s most successful single to date, which has sold over half a million in Canada, and also the Top 10 Canadian hit, “Somebody to Love” by the Canadian band, The Guess Who.

LAI receives Belgium Gold — French artist Francis Lai recently received a gold record from Ted Sikkink, general manager of WEA-Belgium, for the sales of 55,000 albums of “Bilitis.” Pictured (l-r) at the award presentation are: Herman Schueremans, WEA promotion manager; Betty Veidy, promotion, You Yo Music France, Sikkink, Jean Marie Sikkink and Francis Lai. (Photo: La Mar); media person, Dirk de Vries, WEA product manager; Geil Jongen, WEA promotion; Mark Beckers, WEA telephone sales representative.

Strong U.S. Participation Expected During 13th Annual Midem Gathering

PARIS — A contingent of 280 companies from the United States is expected to participate in Midem ’79 this week, which will be held in Cannes, France from Jan. 19-25. Midem officials are predicting that the international convention will have its largest turnout to date, attracting nations from several continents to Cannes for a series of business meetings, seminars, exhibits and artist showcases.

During its 13-year history, Midem has served as an opportunity for international firms to establish contacts and to sign business transactions. And for this year, Midem officials have taken further steps to create the best conditions possible to initiate contacts and transactions. A video system will be installed in the Palais des Festivals, which consists of 60 television screens for the purpose of enabling participants to arrange contacts with more ease.

10 Musical Galas

10 musical showcases and two film presentations will be held in midweek, at the following venues: Ambassador Casino and the Casino Municipal Theatre. Two of the key showcases which are held to perform at Midem will be Chuck Mangione and the Pointer Sisters. In addition, several showcases highlighting a variety of acts will be presented, including a Hungarian Gaia, an Italian Gala, a Haas Gala, and a Variety Club charity evening showcase. The two events are to be screened at “The WIZ” and a new French musical.

Two of the key meetings scheduled for Midem will be the International Meeting of Specialist Lawyers organized by Midem and the International Association of Entertainment Lawyers, plus a meeting of the members of the International Federation of Phonographic Industries (IFPI). The IFPI gathering will include the participation of the RIAA, among others.

Hazar Will Head Polygram France

HAMBURG/BAARN — Louis Hazan has been appointed chief executive officer of Polygram France, replacing Georges Meyerstein-Maigret, who has announced his retirement. In addition to leaving the Polygram France post, Meyerstein-Maigret will relinquish his position as vice president of Polygram B.V., Baarn, the Netherlands, and of Polygram GmbH, Hamburg, Germany, the holding companies of Polygram’s worldwide activities.

Having reached the company’s mandatory retirement age, Meyerstein-Maigret will resign from his two positions, effective Jan. 31. However, he will continue to be linked to Polygram France in his non-executive function of “president du conseil d’administration.”

During a career of more than 50 years in the music business, Meyerstein-Maigret has held many key positions with the group. Along with his functions as vice president of Polygram and president of Polygram France, he served as president of the Polygram publishing division.

Hazar, Meyerstein-Maigret’s successor, will also be appointed general director of Polygram France and president of the supervisory board of Polygram Industries in Messageries. Hazan will report directly to the executive committee (group management) of the international Polygram group.

Hazar joined Polygram in 1956, and successively held the positions of commercial director, C.I.D.I.S., director of artist development, Phonogram France, and deputy managing director of Phonogram France until he became managing director of that company in June 1973 in succession of Meyerstein-Maigret. | 28 | Cash Box/January 20, 1979 | www.americanradiohistory.com
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**WEA South Africa Makes Changes**

JOHANNESBURG — WEA South Africa has undergone several organizational and personnel changes. The label, which was launched in South Africa four years ago, has dismissed several key officials within the company, and brought in new leadership.

In discussing WEA South Africa’s new changes, Derek Hannan, managing director of the company, said, “WEA South Africa’s new organizational structure has allowed us to promote staff who have consistently displayed professional excellence over the years. The promise for our future in this market is clearer than ever.”

Richard Sassoon, whose duties at WEA were South Africa marketing manager, has left the company. Etienne Cronje, formerly senior sales representative, has been named national sales manager.

In other staff changes, label manager Benj Mudie will now handle the additional responsibility of coordinating marketing and promotion activity for the company. Also, Andy Tsimas has been appointed to control the label’s import department, in addition to acting as label manager for WEA International.

BLACK music marketing, as well as black A&R, will continue to be handled by Nunka Mkhalipa.

**Arista, Nippon Phonogram Sign Distribution Pact**

LOS ANGELES — Arista Records has signed a three-year distribution pact with Nippon Phonogram Co. Ltd. in Japan. Under the agreement, the Arista catalog as well as new Arista product, including records on U.S. and U.K. subsidiary labels such as Arista/Novus, Arista/GRP and Zoom, will be distributed by Nippon Phonogram in the Japanese market.

“Through our new relationship with Nippon Phonogram,” stated Cleve Davis, president of Arista, “we will be in an excellent position to catalyze our growth in the expanding Japanese record market. Nippon Phonogram has always been a dynamic company, and has had great success in the promotion and development of artists in Japan, and Arista is looking forward to a rewarding and long-lasting association.”

“Arresting” aspects of Nippon Phonogram, said “Arista has been highly regarded as a trendsetter in the U.S. record market and a major force in the industry. Nippon Phonogram takes great pleasure in this distribution agreement, and we are determined to adapt Arista’s effective and innovative marketing strategies to establish Arista’s acts in Japan.”

**Canadian Tribute for Rush**

—— Phonogram/Mercury Records recently feted Rush before its three headlining concerts at Chicago’s 11,000 seat Amphitheater and presented Rush with gold records for its latest album, “Hemispheres.” At the party the group was also honored by the Canadian Consulate General’s office in Chicago with a plaque. Pictured (l-r) are: W.J. Collett, Consul General of Canada; and Alex Lifeson, Geddy Lee and Neil Peart of Rush.

**Great Britain**

LONDON — London-based, former assistant to Dave Dee for WEA Records, has left WEA to head a new A&R department at EMI’s Licensed Repertoire Division. George Gees performed its chart hit, “Too Much Heaven,” which the group donated to the “Save the Children International” project, “A Gift Of Song,” The Music For UNICEF Concert,” a 90-minute special from the United Nations General Assembly in New York. The concert was televised on Jan. 13. It is a unique funding-concept concept conceived by the Bee Gees, Robert Stigwood and David Frost, in which some of the leading artists in the world of popular music perform a song that each writes, the rights of which are to be donated toUNICEF.

Mercury Records has released a new single by Lol Creme and Kevin Godley, formerly of 10 cc, entitled “Sandwiches Of You,” a track taken from Creme and Godley’s solo project album, “LT.”

Nazereth will embark on a new U.K. tour beginning Jan. 19. To coincide with the tour its new album, “No Mean City,” will be issued.

Arts Records is currently delighted by the fact that its U.K. chart band Showaddywaddy has topped the seemingly invincible “Grease” soundtrack from the number one album slot, where it has been lodged for the past 12 weeks. At the same time Arista has confirmed that Showaddywaddy’s album, “Greatest Hits,” 1976-78,” has gone platinum, denoting a million pounds worth of U.K. sales.

**WHERE IN THE WORLD**

The Imperials finished out their successful Japanese tour and remained in Japan through December in order to negotiate dates in Korea and Hong Kong for early in 1979. The trio has a new record deal with EMI with a Jan. 15 release date on its new single and an album session in February.

Scotti Brothers artist Jeff Garrett has embarked on a European promotional tour that will take him through six countries including Germany, Great Britain, Spain, Italy, Belgium and the Netherlands. The tour, which extends through the month of January, will include radio and press interviews and television appearances. The tour is the fourth European visit for Garrett.
Our music travels... around the world.

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CBS Music Publishing International
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The CBS Family of Worldwide Music Publishing Companies
1978 Signals Int'l Breakthrough For Canadian Acts, Say A&R Executives

by Kirk LaPointe

TORONTO — The commercial success by many Canadian artists internationally in 1978 appears to have finally established credibility for the Canadian music industry, according to artist and repertoire executives with Canadian record companies. This heightened credibility, they say, will lead to even more international deals for Canadian artists.

John Driscoll, president of A&R and Quality Records of Canada, has signed seven international deals for his company’s Canadian artists over the past three and a half months, including deals for the Madison, the Mighty Pope and Star City. “I’ve found that the attitude in the United States towards Canadian talent is changing constantly, particularly in view of the successes many Canadians continue to have on the charts. It’s getting to the point where, every time I go to Muzexpo or Midem or on a business trip to the United States, I don’t have enough Canadian product to sell.”

Driscoll feels that the standards of Canadia record product have been elevated in recent years, due mainly to the proliferation of first class recording facilities in Canada and the maturation of the Canadian industry as a whole. “At the root of all the success is the fact that the quality of Cana- dian product has sharply improved over the past two years or so. The production and the performances are on par with anything coming out of the United States.

Jeff Burns, vice-president of A&R for GRT Records of Canada, has been particularly successful in consummating international pacts for some of his label’s artists, such as Carl Haze, Hill Janet Thomas, David McIsaac and Moe Koffman. He feels that one artist’s success perpetuates the success of another artist. “After we signed Dan Hill in the U.S. to 20th Century, and after Prism (on GRT in Canada) had the success they did in the U.S. it became easier each time to successfully find deals for GRT artists in the United States.”

Deane Cameron, director of A&R for Capitol Records of Canada Ltd., says American and Canadian music tastes are practically indistinguishable. Capitol has a unique arrangement for its Canadian signings, in that each artist gets an automatic North American simultaneous release, and is signed to Capitol worldwide. “We’re finding that, if equal amounts of promotion and marketing are put into an artist in Canada and the United States, there will be a proportionately equal success rate (in breaking an artist). In effect, with our company, there is no border between Canada and the United States. Our unique deal with the American company is, naturally, a strong bargaining point with the artists we’re signing. But the success last year of Nick Gillder and Anne Murray seems to have awakened the United States to the quality of music coming out of Canada.”

John Driscoll with Quality Records says, “When I bring product down to the United States to make deals, the attitude seems to be much more accommodating. The people down there say, ‘Everything I hear from Canada these days sounds good, let’s listen to what you have.’ It never used to be as easy.”

Argentina

BUENOS AIRES — After receiving two gold records from CBS for the sales of its recordings during the past months, local group Los Pasitos is planning the start of a new album in the United States in the next two months. The group started recording in 1974 and has already cut four albums and 16 singles for the label directed here by Hasco Cohn.

Also planning a tour of several Latin American countries is melodic chanter Ana Maria, who has cut a new album locally and one in Spain. Her recent single, “A Donde Vas Con Tana Prisa,” has appeared in the local charts and is being released in other Spanish-speaking markets.

Phonogram has released “Night Call,” the first LP recorded for the label by rock group Vox Dei, whose inking was reported by Cash Box some weeks ago. The group became nationally famous following in the wake of a rock-styled version of “The Bible,” which is still considered a classic in the Latin music field. The group was formed in the late ’70s and originally recorded for Jorge Alvarez Mandiola label, which no longer exists.

Pallo Ortega, one of the strongest pop local chanter and composer, owner of the publishing house (Clamor) and a film producing enterprise, has reported that he will launch his own label, “It’s Smirk.”

Hakim Leaves 20th

LOS ANGELES — Jack Hakim has de- parted from his position of vice presi- dent of international at 20th Century-Fox Records. His departure is due to the recent distribution pact between 20th and RCA in which the label’s international department was eliminated. Hakim can be reached at (213) 887-0566.

TAVARES GETS U.K. SILVER — The five singing Tavares brothers were recently awarded a silver single in the United Kingdom for “More Than A Woman” for sales of more than 250,000 in that country. Pictured (l-r) in London standing are: Pooch and Butch Tavares, David Munns, general manager, Capitol Records U.K.; Chauffy and Tiny Tavares; and Peter Hume, general manager of sales, EMI Records. In the foreground is Ralph Tavares.

INTERNATIONAL DATELINE

Sydney Hordern Pavilion on Sunday, Jan. 28. The dates for the tour and the national tour were announced this week. 25,000 people attended their last outdoor concert in 1976. Also, Chicago will perform the Sydney North Growth Fund Charity Bash on Feb. 11. "The Little River Band left for America this week for the start of its national tour to promote its new single, "The Easy Way," which the band is currently recording in Los Angeles.

Rod Stewart's girlfriend, model Anna Hamilton, has been banned from making commercial deals in Australia, and has been banned from entering the country. Rod's Equity is expected to ask the Immigration Department to refuse her a visitor's permit because of Stewart's tour late next month. The union is incensed over the blonde's announcement in London last week that she would be available to do television commercials during the trip.

Peter blunden

Avant Garde

Wanna Get The Best Of You; Atlantic, 16. The group got the first chance to make deals, the attitude seems to be much more accommodating. The people down there say, ‘Everything I hear from Canada these days sounds good, let’s listen to what you have.’ It never used to be as easy.”

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LATIN PICKS

UNA DIMENSIÓN DESCONOCIDA — Andy Montanez — LAD-202 — No Producer

Veteran singer Andy Montanez has been around for some time. In fact, he has recorded with such greats as El Gran Combo. La Dimensión Latina and Puerto Rico All Stars. In this album he demonstrates his ability to sing only the best in salsa music. His voice is as good as his recording, done in Venezuela, clearly demonstrates. The best selections are “Confidencia,” “El Que Canta,” “Pasando El Canal,” “Cantares And Mayeya,” “No Juegues Con Los Cuentas.”


This is a first for Willie Rosario with Top Hits Records. Most of the cuts in this album are moving salsa numbers. The arrangements in this LP are good. The horn section is great, also a very tight rhythm section. The vocals by Junior Toreido and Guillermo Rivera are excellent. The best songs are “Ojala Te Vaya Bonito,” “Librera,” “Dejame Dormir,” “Picadillo Con Salsa,” “Desesperacion,” “Amor En Serio” and “Todo Se Olvido.”

CON MARIACHI MEXICO DE PEPE VILLA — Flor Silvestre — Oasis OA327 — No Producer

Multi-talented vocalist Flor Silvestre gives her heart and soul on this album of love songs and Mexican folk music. The Mariachi Mexico De Pepe Villa backing is superb. This album was recorded in Mexico, and she excels vocally on every cut. The best songs are “Perdi La Partida,” “Nestor Gran Amor,” “Bendicion De Dios,” “Que Benito Amor,” “Plegaria” and “Lagrimas Del Alma.”

LATIN BEAT

TOP 20 ALBUMS

<table>
<thead>
<tr>
<th>CHICAGO POP</th>
<th>CHICAGO SALSA</th>
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<td>A PENSAR EN TODAS YESENTE FERNANDEZ (CBS 850)</td>
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<td>LEO DAN (Cayetano's 1904)</td>
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<td>VIVAN LOS MOJADES (Los Tres Del Norte/MBJ 551)</td>
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New York’s major salsa bands have visions of eventually doing a 10-day Latin Music Festival. That would really move the scene, appealing to different audiences and held in different concert halls around town. “If Newport can do it, so can we,” says promoter Ralph Mercado. “But it’ll take a few years before we’ll be ready for something that big. We’ll do two days this year and grow from there.”

Mercado, who along with Ray Aviles has quickly built RMM into a major force in the salsa world, is quick to do anything that helps in creating the festive air the concerts take on, claiming that the promoters simply “start it. The same musicians make it happen more and more. They’re becoming more motivated because the presentations are becoming more professional, but in the end it’s the musicians and the audience that make a show happen.”

Ray Aviles’ road to success was even more meandering than Mercado’s. Aviles was a butcher and bodega worker and also operated a bar and grill before getting involved in the music promotion business. Aviles began working with veteran promoter Jack Hooke and gravelly-voiced disc jockey Symphony Std at the Village Gate’s Monday night Latin music presentations, and he eventually went on to work with Hooke, where he would act as Ralph Mercado and other promoters for their clubs. When Fania Records produced the “One Night Thing” film, Aviles and Victor Masucci formed a film distribution company and proceeded to get the movie into theaters around the country and in Latin America. Fania was formed about five years ago, and since then the “dynamic duo” have wasted little time in cementing their names among salsa aficionados, but have constantly pushed their latest projects forward.

Eddie Palmieri has reigned as King of Salsa for quite some time. His reputation is so strong in the Latin community that he is attributed to his incredible musical talents. Eddie has had a strong following in all Latin markets since 1961, when he initiated the revolutionization of salsa. In 1976 he became popular in the United States when his album “The Sun Of Latin Music” received an honorable mention in Stereo Review’s annual music awards. Latin Music that year the album sold 200,000 copies. He began playing piano at the age of eight and displays his mastery whether he is classified as R&B, Latin or even great salsa sounds for which he is so well recognized.

While under the Coca label, Eddie Palmieri recorded an album which sold more than 100,000 units even without heavy promotion. Now with Epic Records and the support of stellar promotion, the machine is for famous, Eddie Palmieri’s new release should go gold.

Coco Records has released two new albums on the Zafiro label: Herencia! has a new album out titled “Concenonero,” on which he sings 12 songs, all of which he composed. The album was produced by Juan Carlos Calderon, a leading producer of Latin music. The songs cover a wide variety of styles including those heavy with rhythm, some ballads, some from South America and one tango.

Alejandro Jaen, also from Spain, has a new release on Zafiro titled “Misrospuntos.” On the album he performs all of his own material. His songs have been recorded by such artists as Julio Blu, Mocedades, Claudia, Manuela Torres, Sergio Y Estabilib, Marlon and Los Jooj, but this is the first time Alejandro can be heard singing his own songs.

Angel "El Difereiente" Canales is starting off the new year with a bang now that he is in Latin Sound Studios recording an album for his own label which will be titled Selanac Records (that’s Canales). It is a new recording, the album, and also has written half the songs. Jon Faust is engineering the sessions. The title of the album will be “El Sentimiento Del Latina En Nueva York.” New studio versions of “Kung Fu Karate” and “Panama Soberebram,” both of which were written by Angel, are included.

Ralph Mercado Management has set Merchito and his orchestra for a tour "Fiesta 1979." 2 to 17

The inmates of Auburn Correctional Facilities will have a rare treat when Latin Fever, Salsa’s all-female orchestra, make an appearance at the prison. It is the first time a group of women have been allowed to go into a maximum security prison made up of all men. Latin Fever will make their appearance Dec. 30 at the prison which is located in Auburn, New York.

**E/P/A Adds Product Mgrs. On East And West Coasts**

Cheryl Machat joined E/P/A in 1978 as associate product manager, east coast, for E/P/A. Since joining CBS Records, she has held positions in the A&R, promotion and product management areas. In 1976 she was named coordinator, west coast product management, for E/P/A. Prior to joining CBS Records, she was with RSO Records and Mums Records.

John Vana comes to E/P/A from MCA Records. He began his career in 1968 with Capitol Records in sales and promotion. While at Capitol, Vana produced two platinum-selling albums by The Beach Boys, "Endless Summer" and "Spirit of America." He later became Midwest region marketing manager, specialist markets, for Capitol. In 1975, he joined Pickwick as west coast product manager. In 1976, Vana was named west coast product manager for MCA Records, and was then appointed director of national advertising and merchandising, the position he held until his current move.

Finally, Richard August began as general manager of the University of Redlands' radio station. Upon graduation in 1975, August went to RCA as national college promotion director. In 1976, he took on artist development responsibilities.

**Canadian Industry Has Good 1978 Despite Dollar Dip**

London Records Canada Ltd. made strong inroads on the burgeoning disco market, while holding its own in the rock field. The Moody Blues and Andre Gagnon continued to be strong sellers for the label. MCA Canada Ltd. reported its best year ever in 1978 for its Canadian operations, with the successes of such international artists as the Who, Lynyrd Skynyrd, Elton John and Olivia Newton-John, while Trooper and Bob McBride displayed high domestic sales marks.

Quality Records of Canada made important achievements in the domestic and licensed product areas. The label did well with the Millennium roster, due mostly to the success of Meco. Significant efforts were put behind the label's domestic signings, which led to international deals for the Macdacts and Lynx on Buddha/Arista and AVI Records, respectively.

Pink Tomato Records Ltd. was sold this past year, and although the label's new ownership appears to be in the process of making changes, the label's operations have continued to improve in spite of a largely-imported roster.

**ORLEANS TO INFINITY — Rock group Orleans, as signed with Infinity Records and will be managed by the Infinity Film and Television Co. (continued from page 28)**

President, Gordon Edwards, who helped solidify the successes of the label's domestic talent, while devoting an increased amount of time to the label's licenses. Prom, Ian Thomas, Dan Hill, FM and David McLuskey also earned the attention of radio and retailers nationwide, while licensed artists such as Jimmy Buffett, Steely Dan and the Oak Ridge Boys achieved high sales levels.

**Disco Inroads**

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**Bee Gees To Receive PAL Superstar Award**

NEW YORK — The Bee Gees will become the first musical group to receive the Police Athletic League (PAL) Superstar of the Year award at the PAL's gala dinner on February 8, 1979, in the Imperial Ballroom of the Americana Hotel. The event, emceed by David Frost, will be co-chaid by Robert Stigwood, manager of the Bee Gees, and Sonny Werblin, president of the Madison Square Garden Corp.

In December, 1976, the group donated the net proceeds from their Madison Square Garden concert to PAL. And the premiere of the movie "Sttge Pepper" in which the group stars, was a PAL benefit.

Previous winners of the award have been Willie Mays, Walt Frazier, Howard Cosell, Alan King, Ethel Kennedy, and Frank Ford.

**AFTRA, SAG Strike Picks Up New Support**

NEW YORK — The Conference of Motion Picture and Television Unions (COMPTU) has voted to support the strike by the American Federation of Television and Radio Artists (AFTRA) and the Screen Actors Guild (SAG) against the Association of National Advertisers (ANA) and the American Association of Advertising Agencies (AAAA).

In a related development, the Associated Artists and Actors of America (AAAA) has also ordered the members of its nine constituent organizations not to audition for or appear in any TV or radio commercials for any employer that has not signed the AFTRA-SAG interim agreement.

Over 175 producers and advertising agencies have signed the interim agreement since the strike began on December 19.
COUNTRY

TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Weeks #1</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1</td>
<td>WILLIE AND FAMILY LIVE</td>
<td>Willie Nelson</td>
<td>Capitol</td>
<td>7</td>
<td>3</td>
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<td>2</td>
<td>THE GAMBLER</td>
<td>Kenny Rogers</td>
<td>Capitol</td>
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<tr>
<td>3</td>
<td>GRANDOLA</td>
<td>Johnny Cash</td>
<td>Columbia</td>
<td>14</td>
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DOTTYS RECORDS WAYLON’S SONG — Dottsy was at the offices of RCA in Nashville recently listening to material for her upcoming recording session with producer Roy Dea, when Waylon Jennings dropped by. Waylon heard them discussing the material and said he had a new song and played it for them. Dottsy and Dea liked it so much that they went into the studio and recorded it that same day. “Tryin’ To Satisfy You” debuted on this week’s chart at #80 bullet.

Sara Carter, Last Member Of Original Family, Dead At 81

NASHVILLE — Sara Carter, the only remaining original member of the legendary singing Carter family, died Jan. 8 at her home in Lodi, Ca. at 81.

Mrs. Carter had been ill with a heart condition for the past several years.

The original Carter Family, which began performing traditional music of the Appalachian Mountains during the early 1920s was comprised of Sara Carter, her husband Amin Pleasant (A.P.), her brother-in-law Ezra Carter and his wife Maybelle.

First Recording

The group first recorded in 1927 for the Victor Label and remained together as a group until 1941.

Subsequently “Mother” Maybelle Carter

ASCAP HOSTS HIGH SCHOOL STUDENT SEMINAR — The American Society of Composers, Authors and Publishers recently held a seminar for high school students in its Nashville office. Entitled “Career Opportunities in the Music Industry,” the student panel performed during a question and answer session with executive regional director Ed Shea and assistant director Connie Bradley. In the photo, Ed Shea is showing the students an edition of a 1977 Cash Box special issue devoted entirely to ASCAP. Pictured (l-r) are: Lonnie Fry, teacher, Susan Speckard, student, Shea, Leslie McDoudly, student, and Bradley.
The new smash single from Narvel Felts hitting country and pop in the tradition of "Reconsider Me" and "Lonely Teardrops." From the new hit album "One Run for the Roses."

Produced by Johnny Morris/Management: Johnny Morris
21 Music Circle East/Nashville, Tennessee 37203
MEMPHIS, Tenn. — Below freezing temperature and icy streets helped to reduce the number of fans who showed up in Memphis (Jan. 8) to celebrate what would have been the late singer's 44th birthday.

The few fans who did show up found the iron gates to the mansion closed by order of Elvis' father, Vernon Presley. Tom Shadyac closed to the public when ice coated the winding driveway leading up to the CBS Appoints Thomas, Dotson To Higher Posts

NASHVILLE—Sue Binford, director, press and public information, CBS Records here, has announced the appointment of Gail Thomas as tour publicist, press and public information. John Dotson as publicity assistant, press and public information. Thomas and Dotson will report directly to Binford.

Thomas responsibilities will include tour press on Nashville-based artists, assisting Binford in acquiring national press, and she will also coordinate staff of press and biographical updates on Nashville-based artists and compiling artist news for informational materials.

Among Dotson's responsibilities will be the coordination of publicity on all CBS pop artists appearing in the Nashville area and handling new release information inclusive, as well as assisting in the acquisition of national print on CBS national based artists. Dotson will also serve as a liaison between CBS Nashville and CBS International public relations departments.

Anderson Appointed As Marketing Head

NASHVILLE—Bill Martin, vice president of production, has announced the appointment of Carleen Anderson as head of marketing for the Nashville Bureau and product promotion for B process and Berry Hill Records.

Anderson, who will be responsible for the promotion of all products from the two firms, formerly held a similar position with Republic Records and Commercial Records and Distributing.}

FREDY WELLER (Columbia-3-10890)
Favoring the theme of the TV series “Fantasy Island,” producer Ray Baker has combined the unique voice of Weller with a “south seas” arrangement done by Alan Moore.

DEBBY BOONE (Warner Bros. Records-2227)
My Heart Has A Mind Of It's Own (2:26) (Screen Gems/EMI Music, Inc. — BMI) (Jack Keller/Howard Greenfield)
This simply by Debbi has more of a country flavor than her past releases and should be well received by programs. This time Debbi offers a pleasing balance between her own pop style and the old Connie Francis style.

BILLY THOMAS (MCA Music—13)
In My Heart (3:26) (Combine Music — BMI) (Tim Krekel)
This could be another standard for B. J. written by Tim Krekel and a perfect fit for Thomas, especially with the producing arm of Chips Moman.

MOE BANDY (Columbia-3-10889)

DR. HOOK (Capitol-P 4677)
All The Time In The World (2:30) (Deb Dave Music, Inc./Evil Eye Music, Inc. — BMI) (S. Silverstein/E. Stevens)

MELANIE JAYNE (MCA MCA-40985)
Waking Up Together (2:45) (Ben Peters Music — BMI) (Ben Peters)

JOHNNY PAYCHECK (Epic-8-06555)
The Outlaw's Prayer (5:03) (Julip Pub. — Flagship Music — BMI) (B. Sherrill/G. Sutton)

BRUCE SPRINGSTEEN (CBS-F-127-136)
I'm Lovin' The Lovin' Out Of You (3:08) (Robochris Music — BMI) (Robert Jenkins)

JUICE NEWMAN (Capitol-P 4679)

LEE MORGAN (Buzz BZ-136)
You Fit Me Like A Glove (3:16) (Quarterstaff Music — ASCAP) (L. Morgan)

SHARON HARRER (MBS NR-900) Can't Tell Him About You (2:48) (Hit Kit Music — BMI) (Ralph Mattauro)

TOM GRANT (Republic REP-036)
If You Could See Through My Eyes (3:45) (House Of Gold — BMI) (Kelly Henley/Jim Hunt)

ANN J. MORTON (Prairie Dust PD-7829)
I'm Not In The Mood (For Love) (2:18) (Me & Sam Music — ASCAP) (Kelly Bach)

RON SHAW (Pacific Challenge FC 1633)
I Cry Instead (2:32) (Macon Music, Inc. — BMI) (Lennon-McCartney)

BILL NASH (Earhardt E-278)
Ready To Take My Chance (3:03) (Acoustic Music/Jim-Sue Music — BMI) (Helen CorneIlus/Dewayne Orendre)

DALE McBRIDE (Con Brio CBC-145)
It's Hell To Know She's Heaven (2:39) (Con Brio Music — BMI) (Mike Kossel/Jim Heisen)

New Song Festival Formed

NASHVILLE — Mick Lloyd, president of Mick Lloyd Music and Mick Lloyd Productions, has announced the formation of Music City Song Festival, Ltd. which was created to operate a country music song competition known as “Music City Song Festival,” (MCSF). Offices will officially open this week.

The festival will award competition winners with prizes in three categories: song competition, lyric competition and vocal performance competition.

The grand prize winner in song competition will receive $10,000 and the opportunity of having his or her winning song recorded in Nashville for a major label release. The second prize winner will receive $3,500 and the third prize winner $1,500. Twenty-five fourth prize winners each will receive $200.

In lyric competition, the grand prize winner will receive $7,500, and his or her winning lyrical song will be professionally set to music and commercially released. The second prize winner will receive $2,500 and the third prize winner $1,000. Twenty-five fourth prize winners each will receive $100.

Vocal Performance

The grand prize winner in vocal performance competition will receive $1,500, and the opportunity to sing two of the award-winning entries on a national television record. The second prize winner will receive $750 and the third place winner $350. Twenty-five fourth prize winners each will receive $50.

In addition to the cash prizes, 100 honorable mention winners in each of the three categories will receive a certificate of merit honoring their creative contribution to the field of country music.

Entries to the Music City Song Festival will be accepted no later than Aug. 15, 1979. Final judges will consist of 10 national Federation of Independent Country Music Personalities (FICAP) disc jockeys, including Mike Burger, current president of FICAP and program director at WNOH in Orlando, Fla. Marty Littlefield, deputy director of the Nashville office of the American Society of Composers, Authors and Publishers (ASCAP); Vincent Candilora, director of writer affiliation at SESAC, New York; Maggigren of Long Island disc jockeys; and George Chellman, executive director of FICAP.

Seven other distinguished music industry professionals, to be announced at a later date, will also serve as final judges. Preliminary judges, all from the Nashville music community, will include publishers, producers, writers, artists, session musicians, and industry professionals. All final winners will be announced no later than Dec. 31, 1979, and the grand prize winners in each category will be brought to Nashville to receive their awards at a special Awards Banquet.

Endorsements

Endorsing the 1979 Music City Song Festival are FICAP; Dick Broderick, former chairman of the Country Music Association (CMA) and a renowned international music consultant; and Lee Morgan, who co-wrote, published and produced Ronnie McDowell’s three million best-selling tribute to Elvis, “The King Is Gone.”

Based in Nashville, headquarters for the Music City Song Festival are Mick Lloyd, Scott Spinka and Ray Sinkovich. Altrick Brockman will serve as administrative assistant.

Sara Carter Dead

(continued from page 35)

and her three daughters Anita, Helen and Sherri. Carter's career was reformatted and continued to perform. The original Carter Family was the first to be inducted into the Country Music Hall of Fame.

Of the original members, A.P. Carter died in 1966, and Maybelle Carter died on Oct. 23 last year. Mrs. Carter, who married Coy Barnes in 1927, is survived by her daughters Janette C, Kelly and Gladys Billard, and her son Joe Carter, all of Gate City, Va. Funeral services were held in California Jan. 11.
Sovine Named Vice President Of Welk Music Conglomerate

NASHVILLE—In a move designed to continue company expansion, Dean Kay, executive vice president and general manager of the Welk Music Group, has appointed Roger Sovine to the newly-created post of vice president in charge of professional activities for the Welk Music Group.

Sovine, who has served for seven years as assistant vice president and director of writer administration in the southern region for Capitol Records, Inc., will direct the Welk publishing operation for the first time from Nashville. Sovine will re-align the world-wide professional operations of the Welk Music Group and all its related companies, which include the Nashville-based Hall-Clement Publications, Jack and Bill Music Co., T.B. Harris Co. and Vogue Music, among others. Bill Hall, Welk's Nashville division manager for three-and-one-half years, will continue in the same capacity.

Sovine feels his new position will allow him the opportunity to mine the neglected talents of Nashville pop writers and to help build Nashville's publishing interests in the pop area.

"Under my direction, I see continued growth for the Welk Music Group in all areas of writer development, especially in the pop area," said Sovine, who will report directly to Kay in Welk's Santa Monica, Ca. headquarters. "For too long, Nashville was almost by definition solely associated in the country field with a near neglect of the fine pop product that has originated locally.

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1st Monaco Country Show Scheduled

NASHVILLE—Through an agreement with Jose Bertail, head of entertainment for Societe de Bain de Mer (SBM), the Jim Halley Co. of Tulsa, Okla., will bring the little song of the upcoming February TV movie which features the King of Monaco in the lava of his period. Some of his old buddies said they almost felt the presence of Elvis on the movie set in some of the scenes. The movie is also supposed to reveal new information about Presley. For instance, Elvis was said to have periodically gone to the grave of his twin brother Jesse (who died at birth) and talked to him.

Ray Ruff. Her new single is "Me Plus You Equals Love."

Nick Nixon has signed a contract with MCA.

MCA's Joe Ely recently recorded a song in Seattle, Wa., under the production of Bob Johnston. About 10 years ago, Johnston produced Bob Dylan's "Nashville Skyline" LP here in Nashville. Nashville producers, including Charlie Daniels, played on those sessions with Hank on an RCA Dolly Parton and Carol Burnett taped their TV special in an afternoon and evening segment last Wednesday (10) at The Globe. The show will be taped in Los Angeles, taped some scenes on Hank's bus and at a concert of his in Birmingham, Ala. Hank Jr. has also compiled a new album, but the release date has not been set. On top of all that, author Michael Bane, formerly of the Country Music Magazine, is working on his autobiography which will be published by Putnam. The book should be released this year.

RCA's Dolly Parton and Carol Burnett taped their TV special in an afternoon and evening segment last Wednesday (10) at The Globe. The show will be taped in Los Angeles, taped some scenes on Hank's bus and at a concert of his in Birmingham, Ala. Hank Jr. has also compiled a new album, but the release date has not been set. On top of all that, author Michael Bane, formerly of the Country Music Magazine, is working on his autobiography which will be published by Putnam. The book should be released this year.
COUNTRY RADIO

ELVIS WEEKEND CELEBRATED JANUARY 5 - 7 - Several country stations had an Elvis weekend tribute to the King on the eve of what would have been his 44th birthday on January 8. Some stations ran the syndicated program and others did their own tribute. WHW/New York asked their listeners to submit a postcard to the Time/Warner/Elsevier contest. Winners were drawn at random from the postcards, and received either the collector prepak singles or one of the legendary series albums. KRAM/Las Vegas went farther by declaring January Elvis Month and having a February Elvis Month they play a cut an hour by him and one full hour each weekend in the month of January.

THE GOLDEN YEARS OF COUNTRY - WHK/Cleveland ran this special which is a 23 hour reminder of country music. It includes the year-by-year and the nostalgia of all the top country hits and front page news from 1955-1977. Because of the length it was broadcast over a one week period.

MUSIC DIRECTOR PROFILE - Lee Shannon, MD for WIRE/Indiana, has been in radio for 20 years. His career started in 1957 after a four year tour in the U.S. Navy. It wasn’t until 1964 that Lee first became involved with country radio when he died an all night country show on WKBN/Youngstown. He has worked at stations like WOQA/Moline, KFDI/Wichita, KSTT/Davenport, and was PD/MD at WDBO/Davenport before coming to wire 11 years ago. He assumed the MD duties in 1969.

AMARILLO SLIM AT THE LAS VEGAS HILTON - Johnny Steele, KRAM/Las Vegas MD, sent country music this item of interest. Noted gambler Amarillo Slim is in Vegas to help promote “The Amarillo Slim Poker Tournament” which will be held January 25 - February 8.

Epic recording artist Bobby Borchers recently performed on a holiday concert for the benefit of the Cincinnati Children’s Hospital. Bobby’s radio career is a Cincinnati-based charity that serves hospitalized children all over the Midwest. Borchers, who is originally from Cincinnati, goes home every holiday season to do a charity concert with WUBE. Last year he did a $2500th birthday celebration for the city the next day on the Bob Braun Show, which is seen in Cincinnati, Dayton, Columbus, Lexington, and Indianapolis. Braun has carried on the fund that Ruth Lyons started in 1939.

JOB CHANGES - After 2 years with KLXK/Denver, PD/MD Bill Ashford has left because of new programming policies. He will announce his future plans at a later date.

Dave Stevens, air personality with WVOU/Jacksonville, has left for a new assignment with radio station KDQ/Pensacola, Ca, as their new PD.

WPXN/Columbus and KYNN/Omaha are now accepting air checks and resumes for future openings. Air checks and resumes should be sent to Ron Scott, WPXN Radio, P.O. Box 687, Columbus, Ga. 31902 and Chris Taylor, KYNN Radio 3615 Dodge Street, Omaha, Ne. 68131.

COUNTRY RADIO SEMINAR - Remember the dates March 9-10 because that is the tenth annual Country Radio Seminar at the Hyatt Regency here in Nashville. Be sure that you make your reservation early, as last year this seminar was sold out.

Some jocks are now taking some vacation time off to recuperate after the first of the year. Mark Thomas, MD at WNRs/Ann Arbor, just got back from a snow-skiing vacation. Keep sending all the news events from your area. Until next week!

WWSW Chooses Wood As New PD

NASVILLE - Terry D. Wood has joined WWSW/Pittsburgh as program director, according to John D. Gibbs, president of WWSW Radio, Inc. Wood was most recently program director at WONE/WLW Radio in Dayton. Prior to that he was program director and air personality at WXKX/Akron, WWOA/Tampa and WOOF and WOWO in Orlando.

Wood is currently a member of the board of directors of the country radio sales association and was chairman of the agenda committee for the 1978 Country Radio Seminar. Gibbs said of Wood’s appointment, “We expect Terry’s varied background and his programming and supervisory experience to be a great asset to WWSW.” In another recent announcement, Gibbs appointed Rod Orr as general sales manager for WWSW. Prior to his appointment, Orr was sales manager for similar position at KSO/Des Moines. During his four year tenure there Orr increased total gross sales by 400 per cent.

A native of Des Moines, Orr graduated from Drake University with a BA degree in journalism with a major in advertising. While still in college, Orr began his radio career as an announcer and producer for KSO. He later moved to WBAA-AM in West Lafayette, Indiana as program director and air personality before moving on to WQNT/Huntington, W. Va. as account executive.

According to Gibbs, “Orr is recognized as an expert in the field of country radio sales and has been a constant for several country radio stations on the station’s sales staff.”

It is because of this country sales knowledge that we are quite pleased and fortunate to have Rod join us.

Jam V Aired Live

NASHVILLE — Volunteer Jam V, the annual homecoming concert for The Charlie Daniels Band, was broadcast live on six Tennessee radio stations. Six stations allowed people all over Tennessee, Southern Kentucky, North Alabama, and North Georgia to hear the concert live on radio.

The sold-out concert was held at the Municipal Auditorium on Jan. 13, 1979, in Nashville. The full day event, with iHeartRadio as network broadcast included KDFM, Nashville; WJQT-FM, Tri-Cities (Bristol, Johnson City, Kingsport); WWOX-FM, Knox- ville; WSKZ-FM, Chattanooga; WIRI-FM, Jackson; and WZTH-FM, Memphis.

Radio Seminar Date Set

NASVILLE - Plans for the tenth annual Country Radio Seminar, slated for March 9-10 at the Hyatt Regency in Nashville, are well underway, according to John D. Gibbs, president and Joe Galante, co-chairmen, Music Industry. Registrations are scheduled to be held in five major U.S. cities. The first week of January, with advance registrations being $80, and $100 for those who register after the Feb. 2.

The planned sessions for the two-day event are under the direction of the agenda chairman, Bob Yule, operations manager at WSKZ. Co-chairman is Don Boyles of WUSN.

The seminar committee has also announced that all promotional materials for the seminar will be available at the seminar. It will be available at the seminar. It will be available at the seminar.

SEARS SPEARS S'7 CHEVY - A 1957 Chevrolet was recently presented by United Artists’ Billie Jo Spears to the winners of a WWDAs radio contest, which was sponsored by WWDAs, United Artists Records and Cunningham Kelley. The presentation took place at the Four Guys Harmony House in Nashville. Spears’ recent single was titled “S’7 Chevy.”

Pictured (l-r) are Dave Turner, PD of WWDAs Radio; Spears; Jerry Seabolt, United Artists Nashville director of operations and Janiselle Biler, United Artists employee.
The Newest Single From

TOM T. HALL

"Son Of Clayton Delaney"

Debuts at

BB 63
CB 64
RW 57

Featuring: What have You Got To Lose / Mr. Bo Jangles

www.americanradiohistory.com
RCA 50th Birthday Celebration

RCA LAUNCHES FREE FLIGHT AT 50TH — RCA Records recently celebrated its 50th birthday at regional sales and promotion meetings in Nashville and Dallas where it launched Free Flight Records, a Nashville-based pop label, with distribution agreements with 20th Century-Fox Records and Roadshow Records. More than 250 field sales and promotion personnel were on hand for the meetings along with RCA and Free Flight artists and executives from the company’s New York, Hollywood and Nashville offices. Pictured (l-r) are: Robert Summer, company president; Eddy Arnold, Mel Ilberman, RCA Records division vice president for business affairs and associated labels; Jerry Reed and Jerry Bradley, division vice president, Nashville operations; Bradley, Reed; Porter Wagoner; new Free Flight artists Mychael and Debbie Peters; Linda Hargrove, RCA artist, Ilberman; Arnold and Chet Atkins. Free Flight is believed to be the first Nashville-based pop music label.

Pictured (l-r): Joshua Elard, director, national album promotion; Summner, Joe Cayre, Salsoul president; Bill Staton, director of national black music promotion and Patrick Spenser, black music regional promotion; Jack Chudnoff, division vice president, creative services; Herb Helman, division vice president, public affairs; Ilberman; Ray Harris, division vice president, black music marketing; Joe Galante, division vice president, marketing, Nashville; Richard Carter, division vice president, field marketing; Summer and Jerry Bradley, division vice president, Nashville operations; and Richard Carter, division vice president, field marketing.

Pictured (l-r): Summer; Tony Brown, manager, Free Flight west coast A&R; and Larry Gallagher, RCA’s director, national accounts and field merchandising; Charley Pride and Mike Abramson; Tony King, Champion Entertainment president; Ray Harris, division vice president, black music marketing; Summer and Griffe; Mike Abramson; Sandi Taylor Morris, RCA’s west coast national album promotion manager; Lee Arnold; Steve Kahn, manager Audio Visual Production; and Tom Collins, producer of Ronnie Milsap; Larry Gallagher and David Wheeler, director, national country sales; Bill Staton, director of national black music promotion; Joshua Blardo, director, national album promotion; Tony King, director of RCA’s newly-created disco marketing operation; Mike Beccio, director, field promotion liaison and Galante; and Keith Jackson, manager, national black music merchandising; Katz; Mort Weiner, director, pop merchandising, west coast; Jack Maher, director, pop merchandising, east coast and Michael Abramson, director, special merchandising projects. The Nashville meetings were held at the Opryland Hotel; the Dallas meetings were at the Airport Marina Hotel.
INSIDE JAA — The 16th Annual Japan Amusement Trade Assn. show drew a record attendance of more than 30,000 people from all around the world. Namco president Masaya Nakamura, shown standing above, served as chairman of the Show Committee and noted that the exhibition showcased “the ultimate technology of this industry.”

Record Attendance Reported For 16th Annual JAA Show In Tokyo

TOKYO — The 16th annual amusement machine show, sponsored by the Japan Amusement Trade Association, was attended by more than 30,000 people from all over the world, including a number of American manufacturers and distributors. The JAA, which has been attracting increased American interest, is noted as one of the three major conventions of its kind internationally, ranking in the class of AMAO and ATE. The record 1978 event, held Oct. 18-20, required additional facilities at the Tokyo International Trade Fair Center.

Additional JAA Photos appear on page 44.
(Harumi) to accommodate the expanded participation.
As in previous years, large arcade equipment.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES
1. HEAVEN KNOWS DONNA SUMMER (Casablanca/NR 9859)
2. I GO TO RIO PABLO CRUZ (Casablanca/2112)
3. NO TELL LOVER CHICAGO (Columbia S-10879)
4. EVERY TIME I THINK OF YOU BABYS (Chrysalis ZS 8-4280)
5. LADY LITTLELIVER BAND (Capitol P-4687)
6. EVERY WHICH WAY BUT LOOSE EDDIE RABBIT (Elektra E-45555)
7. SING FOR THE DAY STYX (ASM 2110)
8. STORMY SANTANA (Columbia 5-10873)
9. CRAZYLOVE POCO (ARC 12498)
10. LONELY WIND KANSAS (Krschner/CBS 258-4280)

TOP NEW COUNTRY SINGLES
1. EVERY WHICH WAY BUT LOOSE EDDIE RABBIT (Elektra E-45555)
2. TONIGHT SHE’S GONNA LOVE ME RAZZY BAILEY (RCAP B-11446)
3. I AIN’T GONNA GET YOU ANYMORE MARLIE RICH (Ekshin E-55553)
4. SOMEBODY SPECIAL DONNA FARGO (Warner Bros. WBS 8725)
5. I HAD A LOVELY TIME THE KENDALLS (Jovonov OV 1119)
6. GOLDEN TEARS DAVE & SUGAR (RCAP B-11447)
7. EVERLASTING LOVE NARVEL FEETS (ARC 14441)
8. THE FOOTBALL CARD GLENN SUTTON (Mercury 55352)
9. STILL A WOMAN MARGO SMITH (Warner Bros. WBS 8726)
10. SON OF CLAYTON DELANEY TOM T. HALL (RCAP B-11453)

TOP NEW R&B SINGLES
1. OH HONEY DELEGATION (Redcliff/50-1048)
2. CONTACT EDWIN STAIR (20th Century TC 2396)
3. I WILL SURVIVE GLORIA GAYNOR (Polydor PD 14508)
4. YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER (Fantasy F-445-A M)
5. HEAVEN KNOWS DONNA SUMMER (Casablanca NB 958)
6. KEEP IT TOGETHER RFUSS (ARC AB-499)
7. SHAKE YOUR BODY DOWN TO THE GROUND THE JACKSONS (Epic B-5016)
8. SHOOT ME (WITH A LITTLE LOVE) TASHA THOMAS (Atlantic 3142)
9. AT MIDNIGHT T-CONNECTION (Gash/TX 5048)
10. KEEP ON DANCIN’ GARY’S GANG (Sam/Columbia 3-10864)

TOP NEW MOR SINGLES
1. MOMENT BY MOMENT YVONNE ELLIMAN (RSO RS 516)
2. SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 1082)
3. DON’T CRY OUT LOUD MELISSA MANCHESTER (Arista 20372)
4. LOVE THEME FROM OLIVER’S STORY ANDY WILLIAMS (Columbia S-10878)
5. THIS MOMENT IN TIME ENGELBERT HUMPERDINCK (Epic B-50832)

PERSONALITY PROFILE

Exidy’s Lila Zinter Stresses Person-To-Person Contact

LOS ANGELES — “More than anything, this is a people business. You have to be able to relate to, and associate well, with people,” Lila Zinter, marketing director for Exidy, Inc., west coast-based games builder, was talking about what it takes to be successful in the amusement games business. One of the industry’s most charming and effervescent marketing execs, Zinter stressed that parts and service support is just as important as making the sale.

“If you’re not relating to your end user, you make a lot of enemies,” she said. “They are not interested in looking at your next game, you’re only as good as your last winner. Even if it isn’t a super winner, if you’ve made an attempt to support your product and the person that is using it, it helps to cement a good future relationship.”

Acts As Liaison

One way that Zinter attempts to shore up customer contacts is by acting as a liaison between the factory’s engineering and customer service departments. “I feel it helps in my day to day dealings with distributors and operators if I know a little bit about what the overall industry and the players in general are looking for in a game, as far as its competitiveness, the skill factor

Gottlieb Releases New Single Player

CHICAGO — Production is currently under way at the D. Gottlieb & Co. factory on the firm’s latest electromechanical pinball machine, “Blue Note.” As the name implies, the artwork and graphics reflect a flashy rock ‘n’ roll theme and this model is the second single player, in the electromechanical category, to be released by Gottlieb during the last year.

The machine’s playfield action is highlighted by a challenging skill shot, from the plunger to the lighted top rollovers, which has a scoring potential of 10,000 points. An extra ball can be earned by activating the A, B, C rollovers which light the kickout hole. Additionally, there are eight Blue Note targets which offer further scoring.

Lila Zinter

involved and so forth,” she said.
Zinter, a native New Yorker, came to California in 1960. Following a stint in a sales and marketing firm, she joined Meadows Games when the company was founded approximately six years ago. “I was named Exidy’s marketing director in October of last year.

Unlike her experience in the semiconductor industry, Zinter said, which she said is “still rather chauvinistic,” Zinter feels there are many career opportunities available to women in the games industry. “The games business is very liberal,” she pointed out. “What it boils down to is: Do you like what you are doing and can you excel at it?”

“I have a record of longevity in this business; I’d like to be 80 years old and still kicking around.” What makes amusement games so attractive? “It keeps you young and full of vitality,” answered Zinter.

More Professionals

According to Zinter, the once stereotyped games industry has become increasingly more sophisticated and businesslike in recent years. “When I first got involved in this business there were probably 50 or 60 different manufacturers of TV games. Anybody that had an idea for a ball and paddle game would go out and buy 50 TVs and 50 cabinets, throw together a game, and when they dumped their 50 get out of the business.

“A lot of those firms have dropped by the roadside since then. Now there is serious interest on the part of big money with conglomerates like Warner Communications getting into the industry. And I see it becoming much more professional as a result.

“People who aren’t familiar with the coin-operated games industry have the illusion of coming to a trade show and seeing a bunch of pulled-up collars and pulled-down hats and mafia-looking types — and they are astounded at how businesslike our industry is.”

If the industry is to continue to prosper, Zinter said it will have to appeal to older players in addition to the traditional 14 to 17 age group. “Only 14% of the total population plays games,” she noted. “So what we as an industry have to do is attract the older players who aren’t necessarily into games, and at the same time hold on to the players we do have longer and continue to capture the new young players.”

She also said the burgeoning home game market has helped spark the interest of older players: “The advent of home consumer TV games, I feel, has benefited the entire industry.” Rather than detracting from their going out and putting coins and

(continued on page 44)
JAA EXHIBIT HIGHLIGHTS — Now rated as one of the “Big 3” industry trade shows along with AMOA and ATE, the annual Japan Amusement Trade Assn. exhibition features equipment displays from major games builders throughout the world. The above photos, taken at the 1978 event, show but a position of the many games that were on display.

CHICAGO CHATTER

Williams’ president Michael Stroll, along with Jack Mittel, Ron Crouse and Bob Prinzing, will be heading to London on a trip to attend the big ATE convention (Jan. 23-25) in Alexander Palace. The factory recently appointed a new distributor out there, the prominent Ruffer & Deith Ltd., in whose exhibit the current Williams “Pokerino” and upcoming “Flash” pinball will be displayed. After covering the show, Crouse and Prinzing will remain in Europe for a couple of events, including a series of Williams service schools. Their itinerary will include the Scandinavian countries, France, Germany and Belgium.

ALSO PREPARING FOR their overseas trip are Nate Feinstein and Fred Skor of World Wide Dist., who are among the many industry regulars who attend ATE each year. They’ll be headquartered at the London Hilton and, as Fred pointed out, their hospitality suite will be open to visitors and friends for the entire run of the show.

WHEN WE SPOKE WITH Jerry Marcus of Empire Dist. last week he was expecting delivery of Bally’s “Playboy” and Gottlieb’s “Charlie’s Angels” — a couple of very hot selling pins. Jerry said the video game picture has brightened considerably as a result of the highly successful Atari “Football” and Midway “Space Invaders”. Representing Empire at ATE will be Joe Robbins and Ben Har-6, who’ll establish headquarters at the London Hilton.

A UNIQUE PRESS PARTY was held at Sherlock’s Home restaurant on North Michigan Avenue recently, in commemoration of the 125th birthday of legendary saloon Sherlock Holmes. The event was a birthday brunch, actually, featuring recipes from the “Dining With Sherlock Holmes” cookbook, and a special guest was 71 year old Dr. Keith Simpson, sr. pathologist for Scotland Yard.

MARK YOUR CALENDARS. Received word from NAMA that the association’s 1979 Western Convention will be held April 6-8 at Brooks Hall in San Francisco. Headquarters hotel will be the St. Francis. National convention comes to Chicago this year and the dates are Oct. 25-28 at McCormick Place.

EASTERN FLASHERS

“Drop Coin Here” is a newly published book about antique coin-operated amusement machines, written by Ken and Fran Rubin of Brooklyn, N.Y., who are collectors of antique machines dating back to the turn of the century. The book is illustrated with over 320 photographs, as Rubin told Cash Box, and the content focuses on gaming, vending and penny arcade machines — including antique slots, counter top models of the past, early pinball machines, dice machines and various penny and nickel models from years ago. Published by Crown Publishing of New York, the hard cover book sells for $13.95 and is available by mail order.

BALLY NORTHEAST-SYRACUSE bid farewell to 1978 on a very happy note — the biggest December in its history. Not a bad way to wrap up an old year and start up a new one. At present, as we learned from Jack Shawcross, the firm’s doing excellent pin video business with Williams, “Phoenix,” Bally’s “Six Million Dollar Man” and Gottlieb’s “Charlie’s Angels” — and looking forward to the new Bally “Playboy.” Their two biggest selling video games are Atari’s “Football” and Midway’s “Space Invaders.” With the lifting of the shuffle alley ban in the city of Buffalo (in late fall of ’78) a whole new market opened up for this type of equipment, Jack said, as evidenced by the response to Williams, “Topaz,” “Aristocrat” — and, as expected, the new “Pompei.” Would be nice, Jack added, if they’d follow up with the legalization of pins in Buffalo. Dave Tucker of the Dedham office will be in Syracuse in early January to house sponsored pinball schools, Feb. 9 and 10.

“SILVER SHADOW” CONTINUES IN THE 401 at Irving Kaye Co., as we learned from Bill Currier. This model sold extremely well in ’78 and will continue this way, he said. The factory is also currently delivering “Lion’s Head,” which was among the coin-op pool tables featured at AMOA. The extra cost is folded into the construction with bronze cast legs and corner sections and is quite imposing in appearance. For this reason, many new locations which had not previously housed pool tables opened up for this particular model and, additionally, it has done much to promote 50 cent play, Bill pointed out.

JOE EX’-Z flipper man (middle) of Exidy will tell you that his company is a “trends” company, meaning that they have an eye on the best new trends and are consistently developing new models to capitalize on them. Exidy, as Joe said, is “on the cutting edge” at the top new trends. The game, which they say will be headed to the CES (the convention held in Chicago in late January), is a “Highwayman,” which is a real “pace setter” for this year. Joe said, as they move into the new year, they’ll be moving into new pinball models, new video games and new space invaders. They’ll be headed to the CES with the “Highwayman” and some pinball models, Joe said.

Record JAA Show Held (continued from page 32)

The JAA Show held in Chicago was a dominating force on the exhibit floor but there was also a diversified showing of smaller pieces, and a great emphasis on electronics and advance technology. Numerous flippers were featured along with video and rifle games as well as machines that are comparatively simple in nature and a high prevalence of video table games was also in evidence, as one observer reported. The table type television games, displayed by some 25 different companies, were considered by many to be the “hits” of the show.

Gottlieb’s ‘Blue Note’ (continued from page 33)

Colorful and interesting opportunities. Blue Note is convertible to add-a-ball.

In announcing the release of the new game, Alvin Gottlieb, the firm’s executive vice president, stressed that “single players are still making significant profits in specific areas of the U.S. and throughout the international markets.”

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CASH BOX - January 20, 1979

Cash Box is a publication of The Cash Box Company, 1879 10th Ave. P.O. Box 4302, Hollywood, Calif. 90028.
Retailers Discuss Growing Number of $8.98 List Albums

(continued from page 6)

The end of 1979, Roos indicated that it would be "extremely detrimental" if the $8.98 tag were to include catalog goods. "I would love to see a dual pricing structure for the bulk of new releases," he said. "Automatically listing albums for $8.98 is not a wise thing, because it's a price that has to be earned. I think the companies are making enough of a margin on the $8.98s to put out LPs by newer artists at $6.98. What would have happened to the Toto album at $8.98?"

"Inflation Alert"

When the Portland, Oregon-based Music Millennium chain greeted the first $8.98 list LPs and "Inflation Alert" stickers, Dave Williams, general manager of the company, said that the move considerably enhanced the chain's credibility with consumers. That policy is still in effect today.

"Many shoppers are at the point where they will actually put an $8.98-ticketed album back in the bin," he said. "We'll continue to sell them, but there is a general understanding now among shoppers that the increases aren't our doing. Some are even writing protest letters to the manufacturers."

Williams opined that the industry will probably move to $8.98 on the majority of new releases by the third quarter of this year. The chain currently charges $7.25, $7.25, and $6.99 for its $8.98 list LPs and $6.25 and $5.99 for its $7.98s.

Ira Hellick, president of the three-store Great American Music chain, said that his company was selling several of its $8.98 LPs at its $7.98 pricing structure, but that "the bulk of our consumers don't understand what list price means, anyway." He maintained that, while he doesn't foresee "the bubble bursting, consumers are going to start becoming a lot more discriminating in their LP purchases." He added that, in lieu of wholesale price increases, "we'll probably see the majority of the industry turn to $8.98 by next year.

What is Peach's doing to lessen the impact of the $8.98 LP on consumers? "There's nothing we can do," commented Frank Miko, vice president of the 36-store chain. "It's up to the manufacturers to offer more in an $8.98 package.

"Some of the time we saw in Christmas sales was due to the $8.98 list," he continued. "As a result, a lot of customers started leaning toward the budget product. But that's not to say the companies are going to raise their prices across the board. I don't think we'll see an increase to $8.98 as fast as we did to $7.98."

"Caution Urged"

Speaking for the seven-store Strawberry chain located in Boston, Neil Levy, district manager for the company, said that "although we're not running scared, the market is at a point where we have to be cautious." As a result, Levy said the chain is selling its $8.98 LPs at $4.99 and $5.49, which is "just about what we're selling our $7.98s for.

"If we see another list price increase before the year is out, the bubble will burst and the record companies will have priced themselves out of business," he continued. "When you can't buy two new LPs for $10 anymore, you know you're in trouble. The net profit on our $8.98s is pretty small compared to our $7.98s, but we don't want to risk turning the public off."

Executives of the Oklahoma City-based Sound Warehouse chain have not settled on a pricing structure for $8.98 product, accoriding to general manager Fran McGill, so the chain has been selling them at $7.98 retail prices ($4.77 sale on $7.98s and $4.99 sale on $8.98s, with a $5.77 shelf for both). Because of this, the chain has not experienced any decline in multi-sale purchases, according to McGill.

Reduced Orders

At Sears, Roebuck & Co., the nation's largest retailer of general merchandise, record prices are established according to each particular market, according to Warren Schuldt, record buyer for the chain.

"Our biggest problem with the $8.98s isn't selling them, but stocking them," he said. "We work with a total dollar inventory, so when prices go up, we have to reduce the number of pieces we carry."

Since the average Sears record department carries "a basic Top 200 and some catalog," said Schuldt, "with a higher price for each record we can't offer the same spread or it will exceed our budget."

Alan Dulberger, president of the six-store 1812 Overture chain, based in Milwaukee, said that the company has made "every attempt" to keep its $9.98 LPs priced comparable to those that list for $7.98. 1812 currently sells its $8.98 at a sale price of $5.58 and a shelf price of $5.95. While he does see the industry turning to $8.98 for at least another year, Dulberger feels that, if it were to happen sooner, "it would be a real disaster for retailers. I'm finding that people who used to buy two and three albums are now buying one and maybe two. People are definitely becoming more selective."

He added that if wholesale prices were to increase again, "it would be a tremendous disappointment. We've just gone through two major price increases already, and for the manufacturers to raise them again, would be a damn foolish thing to do. It would cause plenty of problems."

Dulberger, who also runs a concert production firm in the Milwaukee area called Landmark Productions, suggested that the manufacturers implement a three-tier list pricing structure based on the prominence of the artist. He proposed that albums by new artists list for $6.98, records by developing artists for $7.98, and superstar LPs for $8.98. "When I promote a concert, I can't charge $8 for a baby act the way I can for a hit group," he said. "And that same principle should be applied to the record industry."

Martin Specter, president of the 12-store Spect's Music chain, said that he doesn't feel the industry will turn to $8.98 immediately, "because it's already cutting into catalog sales. People are buying one record now when they used to buy two, so the $8.98 list is definitely starting to cut into unit sales."

As a strong supporter of the videodisc, Specter anticipates that unit sales are going to decline even further once consumers begin investing their money in the new players. "If the companies keep churning out $8.98 LPs, the record industry is going to start looking like the damn appliance business, where there will be so many deals going on that the consumer won't have to pay anything higher than what he now pays for a $7.98 shell."

The Wherehouse, based in California, is selling its $7.98 LPs at a $4.44 sale and $4.94 shelf and its $8.98 LPs at a $4.44 sale and a $4.99 shelf. "The list price increase obviously hasn't hurt the Steve Martin or Billy Joel albums," said one store manager. "The hits keep on selling."

"But," he added, "I don't think it would be too smart an idea for the manufacturers to raise catalog LPs to $8.98. A move like that just wouldn't make any sense."
### Cash Box | January 20, 1979

#### BLACK CONTEMPORARY ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>C'EST CHIC</td>
<td>A. Jackson</td>
<td>Motown</td>
<td>1/13</td>
</tr>
<tr>
<td>2</td>
<td>MOTOR BOODY AFFAIR</td>
<td>Parliament</td>
<td>Capitol</td>
<td>1/13</td>
</tr>
<tr>
<td>3</td>
<td>THE BEST OF EARTH, WIND &amp; FIRE VOL. 1</td>
<td>Earth, Wind &amp; Fire</td>
<td>Warner Bros.</td>
<td>1/13</td>
</tr>
<tr>
<td>4</td>
<td>CHERYL LYNN</td>
<td>Cheryl Lynn</td>
<td>Epic</td>
<td>1/13</td>
</tr>
<tr>
<td>5</td>
<td>CHAKA KHAN</td>
<td>Chaka Khan</td>
<td>Warner Bros.</td>
<td>1/13</td>
</tr>
<tr>
<td>6</td>
<td>THE MAN</td>
<td>Joe Sample</td>
<td>ABC-DSP</td>
<td>1/13</td>
</tr>
<tr>
<td>7</td>
<td>CROSSWINDS</td>
<td>Crosswinds</td>
<td>Capitol</td>
<td>1/13</td>
</tr>
<tr>
<td>8</td>
<td>GET DOWN</td>
<td>Gene Watson</td>
<td>Capitol</td>
<td>1/13</td>
</tr>
<tr>
<td>9</td>
<td>IS IT STILL GOOD TO YA</td>
<td>The Famous</td>
<td>Epic</td>
<td>1/13</td>
</tr>
<tr>
<td>10</td>
<td>ROSE ROYCE STRIKES AGAIN</td>
<td>Rose Royce</td>
<td>Warner Bros.</td>
<td>1/13</td>
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<tr>
<td>11</td>
<td>LIVIN'</td>
<td>Bobby Womack</td>
<td>ABC-DSP</td>
<td>1/13</td>
</tr>
<tr>
<td>12</td>
<td>CROSSWINDS</td>
<td>Crosswinds</td>
<td>Epic</td>
<td>1/13</td>
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<td>ONE NATION UNDER A GROOVE</td>
<td>Parliament</td>
<td>PWL</td>
<td>1/13</td>
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<td>14</td>
<td>HERE MY DEAR</td>
<td>Tamla/Motown</td>
<td>Motown</td>
<td>1/13</td>
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<tr>
<td>15</td>
<td>CRUSAIS</td>
<td>Crusais</td>
<td>PWL</td>
<td>1/13</td>
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<tr>
<td>16</td>
<td>LITE OF LIFE</td>
<td>Barry White</td>
<td>ABC-DSP</td>
<td>1/13</td>
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<td>17</td>
<td>WANTED LIVE IN CONCERT</td>
<td>Rhianna</td>
<td>Epic</td>
<td>1/13</td>
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<tr>
<td>18</td>
<td>PEACHES &amp; HERB</td>
<td>Peaches &amp; Herb</td>
<td>ABC-DSP</td>
<td>1/13</td>
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<tr>
<td>19</td>
<td>REED SEED</td>
<td>Grover Washington Jr</td>
<td>Motown</td>
<td>1/13</td>
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<tr>
<td>20</td>
<td>DESTINY</td>
<td>Aretha Franklin</td>
<td>Epic</td>
<td>1/13</td>
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<tr>
<td>21</td>
<td>BROTHER TO BROTHER</td>
<td>David &amp; Ruby</td>
<td>A&amp;M SP</td>
<td>1/13</td>
</tr>
<tr>
<td>22</td>
<td>I SHYN</td>
<td>Melba Moore</td>
<td>Epic</td>
<td>1/13</td>
</tr>
<tr>
<td>23</td>
<td>III'N ADDIES</td>
<td>Inner City</td>
<td>ABC-DSP</td>
<td>1/13</td>
</tr>
<tr>
<td>24</td>
<td>KEEP ON JUMPIN'</td>
<td>Average White Band</td>
<td>PWL</td>
<td>1/13</td>
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<tr>
<td>25</td>
<td>BETTY WRIGHT LIVE</td>
<td>Betty Wright</td>
<td>Atlantic</td>
<td>1/13</td>
</tr>
<tr>
<td>26</td>
<td>COME AND GET IT</td>
<td>Rick James</td>
<td>Motown</td>
<td>1/13</td>
</tr>
<tr>
<td>27</td>
<td>ALL FLY HOME</td>
<td>All Animals</td>
<td>Warner Bros.</td>
<td>1/13</td>
</tr>
</tbody>
</table>

**LOS ANGELES** — Frankie Crocker has been retired by Inner City Broadcasting, in the last two years. At the same time, Hal Jackson, formerly vice president for Inner City's MOR, is now vice president and general manager. David Lampel has been named national news director and Ken Williams has been appointed program director of WDIA in New York City.

**Steve Wonder Buys KLJI In L.A.**

**NEW HORIZONS FOR JOHNNY GUITAR** — Veteran blues artist Johnny "Guitar" Watson has developed a new approach to blues, which has garnered him several gold albums in a row. His blues records have totally different melodic patterns than does rock. Because I have a great deal of success with the blues, which seems to be a kind of a thing in America, I'm a trend of the blues, and that's the kind of a thing that I have......

**THE RHYTHM SECTION**

### Inner City Channel Restructures

**Staff, Rehires Crocker as MD**

**WATSON AT THE ROXY** — Johnny "Guitar" Watson recently played to a sold out crowd at the Roxy Theatre in Los Angeles. Pictured backstage (l-r) are: Gerry Hoff, vice president of A&R for Mercury, Larry Williams, producer, and Carl Carper, news director at KKTL in Los Angeles.

**Further Reading**

- "CASH BOX" January 20, 1979
- "American Radio History" www.americanradiohistory.com
- "Los Angeles Times" January 13, 1979

(continued on page 50)
EXECUTIVES ON THE MOVE

worked at WCHB in Michigan and WGPX in Detroit.

Yancey To EA - Alan Young has been named managing director of southeast regional marketing and promotion director for Elektra/Asylum's country division. He had been with Billboard Publications for four-and-a-half years, writing columns on R&B, pop and country music.

Esposito To Blendingwell — Bob Esposito has resigned his position as vice president, creative affairs of April/Blackwood Music, to join Blendingwell Music (ASCAP) and Sister John Music (BMI). He was named vice president and general manager of April/Blackwood Music.

Warner Joins BMI — Robert W. Warner, Jr., most recently southern advertising manager for Redbook Magazine has joined Broadcast Music, Inc. as director, licensing and administration. In 1969, he joined Ruby Rublicon as a producer of commercials for radio and television. After 12 years at Y&R, he moved to an independent film company and then joined Charter Publishing Company, owners of Redbook and TV Guide. He will be based in Nashville.

The Peer-Southern Organization as west coast director of creative affairs. Prior to joining Peer-Southern, she was director of the west coast office of Wishbone Productions and head of licensing for Columbia Pictures Publications.

Points West

2:30 a.m. following her first night's show, The infection, though, didn't prevent her from going to the next night's show, which she attended with the help of discs from new Stevie Nick's song, "Beautiful Child," to UNICEF's "Music For UNICEF" campaign.

The song will be on the next Mac album. Nick's comments, "It's my most special song ever... I've had to give. From Fleetwood Mac to the children, with love."

Monty Python's Graham Chapman celebrated his 38th birthday last night in a party with friends Harry Nilsson, Ringo Starr, Marty Feldman, Joyce Selznick and financier Simon Sloan. Among others, Chapman will play the role of the night-time "Hollywood Squares" salute to Wolfman Jack. Guest musical celebrities will include Charlie Rich, Frankie Valli and Martin Mull along with such HS regulars as Paul Lynde and George Gobel.

The show will air Feb. 3, 9 and March 2 on ABC- TV.

Eddie Rabbit's Feb. 2 at the Paolino will be broadcast by KHTZ. He will also perform Feb. 1. . . . Pumping Piano Productions, the folks who brought us Continental Twist 79 are planning a follow-up album, Continental Summers 79. They hope to get Dick Dale & The Deltones and Screamin' Jay Hawkins as entertainment and they are putting out feelers to get Lloyd Thaxton to emceee.

The Rhythm Section

Although RCA's VideoDisc Player Scheduled...
| Cash Box/January 20, 1979 |

**Top 30 Disco**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Diana Ross</strong></td>
<td><strong>Chain Reaction</strong></td>
<td><strong>CBS</strong></td>
</tr>
<tr>
<td>2</td>
<td><strong>Madam Blue</strong></td>
<td><strong>Get Up</strong></td>
<td><strong>Casablanca</strong></td>
</tr>
<tr>
<td>3</td>
<td><strong>Chic</strong></td>
<td><strong>Le Freak</strong></td>
<td><strong>Parlophone</strong></td>
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</table>

**Disco Breaks**

AND THEN HE SAID — As reported recently, Cosmo Wyatt of the New England Disco DJ Association that Boston Rock Station WFAN's key board Rock 'n' Roll Rocks to move over to the new pool. In response, George Borden of BRR wrote a letter that read "We understood without our knowledge or consent were added to the N E D D.J.A. . . . According to Borden, Bobby Lawley, Butch Jansen and Danny Goff were both boarded and signed the letter. He said "I am very disturbed by what Cosmo is doing. We had a gentleman's agreement but that seems to be going to hell." Tony Porter has not yet signed the letter and Borden presented the letter to Joe Ionato, Joe declined signing because he had been threatened. "I didn't sign," says Ianonato, "because Cosmo offered me a job as assistant pool coordinator but then I got a second job spinning at Union Station and had no time. I am a member of the Boston Record Pool and I think George is doing a good job but there is a need for two pools. Cosmo is legitimate. There are DJs who need product and don't want to be on the Rock 'n' Roll list. The waiting list is based on the heart of the issue. Cosmo wants he says to service reputable DJs in and out of Boston who aren't getting BRR service. Borden is said it is quality, not quantity" that counts. However, BRR is reportedly increasing its waiting list of about 200 people. Obviously, caution and screening are necessary; lists fattened with favors damage reputations. Incidentally, the BRR moved its office Jan. 6 to 636 Beacon St., 2nd floor. Bosten. This move marks the pool's physical separation from Nighttime magazine. In addition, Borden has left his spinning at Celebration to replace Joe Carvallo at Future. Carvallo is now working the regional beat for Warner/RFC. Speaking of Celebration, a hot underwritten Borden band is being played at the club Jan. 16. Robert Godfrey is the leader of this talked-about pack which specializes in a unique form of "Egyptian disco rock." THE POOL/RADIO CONNECTION—BADD in San Francisco held its pool meeting at the City Jan. 9 and Disco radio has much discussed. Roc Sands of BADD organized months ago "operation crossover" which features a short list of records recommended by (continued on page 5).

**Reviews**

ROD STEWART — Da Ya Think I'm Sexy — Warner Bros. 8727 — 12" — List: 3.38

In case you have been hibernating, the innominate Rod has a captivating disco 12" which was shipped last week. Vigorous crunchy pace, upfront bass line, crystalline sax and synthesizer lines and great raunch vocals makes this a likely cross-board killer. The Jim Burgess mix is masterful. "Scared And Scared" on the flipside is a pop radio ballad.

ROUNDTRIP — Discocede — Mango 9527 — LP — List: 7.98

"Discocede" is produced by Kenny Leonhard who is currently charting with the "Lemon" LP. This is the debut Roundtrip LP and as you remember "Get On Up" got some play last year. The feel of this LP is inviting with good guiding beats. Several tracks are likely to garner substantial radio exposure. Tonight's The Night" is one likely to hit the airwaves. "Manhattan Fever" with its fast rhythm guitar work, double-bass synthesizer line and strings ought to move the feet. "Discocede" has a tasty complement of reeds, horns and xylophone.

DADDY DEWDROP — Nanu, Nanu (I Wanna Funky Winn Yoe) — TK 118 — 12"

Daddy Dewdrop is an artist signed to the new implosion label which is being distributed by TK. This record is unusual and slightly wacky. A vibrant rhythm track ought to make it a good record for building excitement. Randy Sills did the mix and provided easy ramps to get on and off. With funky keyboard work, grabby hooks, tight lick horn action and driving handclaps, the track builds to a party chorus "Nanu, Nanu" which ought to jog Mork and Mindy radio. The flipside is "The Real Thing." As a commanding European synthesizer part is offset by a slow rolling emotional lyric reminiscent of Bowie. This could be a great "encore" track. Check it out.

**Radio**

**WWMM-FM — CHICAGO — PAUL DRAKE**

**Hot Rotation**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>The Pointer Sisters</strong></td>
<td><strong>I'm Gonna Love Me Again</strong></td>
<td><strong>Soultrain</strong></td>
</tr>
<tr>
<td><strong>Bob &amp; Carol &amp; Ted &amp; Alice</strong></td>
<td><strong>The Magic Bus</strong></td>
<td><strong>Soultrain</strong></td>
</tr>
<tr>
<td><strong>Helen Reddy</strong></td>
<td><strong>I Am Woman</strong></td>
<td><strong>Soultrain</strong></td>
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**Hit Bound**

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<th>Artist</th>
<th>Title</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
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<td><strong>I Am Woman</strong></td>
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**WKTU-FM — NEW YORK — MATTHEW CLENOT**

**Hot Rotation**

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<tr>
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<th>Title</th>
<th>Label</th>
</tr>
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<tbody>
<tr>
<td><strong>Rose Royce</strong></td>
<td><strong>Out Of My Head</strong></td>
<td><strong>GTO</strong></td>
</tr>
<tr>
<td><strong>Roberta Flack</strong></td>
<td><strong>Ain't No Mountain High Enough</strong></td>
<td><strong>GTO</strong></td>
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**PROGRAMMER'S PICKS**

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<td><strong>George Washington</strong></td>
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**Top 30**

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<tr>
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<tr>
<td><strong>Chic</strong></td>
<td><strong>Le Freak</strong></td>
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<tr>
<td><strong>George Benson</strong></td>
<td><strong>Floor It</strong></td>
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**Top 20**

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<td><strong>Parlophone</strong></td>
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<tr>
<td><strong>George Benson</strong></td>
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**Top 10**

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<tr>
<td><strong>George Benson</strong></td>
<td><strong>Floor It</strong></td>
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**Cash Box**/January 20, 1979
JAZZ

ON JAZZ

RIP: Charles Mingus, age 56, died in Mexico last weekend. Raised in the Los Angeles area, Mingus worked with local groups for much of the 1940s before joining Lionel Hampton’s band in 1947. After a period of musical inactivity, Mingus joined the Red Norvo Trio in 1950 and spent two productive years with the group prior to settling in New York, where he worked with Charlie Parker, Billy Taylor and other luminaries. His own groups became a full-time occupation for the bassist by the mid-50s. He sponsored a number of great musicians, including Booker Ervin, John Handy, Jimmy Knepper, Jaki Byard, Ronnie Aikens, Roland Kirk and Charles McPherson. He gave up active playing by 1966 and wrote a book, ultimately published as “Beneath The Underdog.” His musical career was revived in the early ‘70s with LPs on Columbia and, more recently, Atlantic. His final Atlantic LP is set to ship this week.

Mingus’ career was stormy, tempestuous, and rarely dull. It often seemed that he could create instant controversy. During his career he also owned two record labels (Debut and Jazz Workshop, both sold to Fantasy). The New York Times’ obituary stated that Mingus’ cremation ceremony will start the 1950s. He was born on March 22, 1922, and his ashes were then flown to India, where they were scattered over the Ganges River. A&M/Horizon will start the new year off with a bang. New releases are due from Richard Evans (“Richard Evans”), David Grisman (“Hot Dawg”) and Seawind (“Light The Light”). The first two are self-produced for Grisman, while the SeaWind LP was produced by Tommy LiPuma.

“Who Holds Barred” is the title of the new Dave McKenna LP from Famous Door (whose list now is $8.98). Scott Hamilton, Al Cohn and Warren Vache are included on the album, a rare departure for McKenna, whose recent appearances have been in solo or duo contexts.

The latest from Inner City are “Magical Elements,” the debut LP by Kansas City-based fusion band Dry Jack, and “Through The Listening Glass,” by the duo of David Friessen and John Stowell.

Jeff Lorber will be making his initial east coast visit this month. Jan 22 and 23 finds him in Philadelphia at the Bijou Cafe. New York area engagements will be at The Other End Jan 25-27 and at My Father’s Place Jan 28. Lorber’s “Soft Space” was one of the sleeper hits of 1978 and is still a strong performer on the Cash Box Jazz chart.

There will be a Lennie Tristano Memorial concert Jan 28 at Town Hall in New York. The show, to be produced by Connie Crothers, will feature guest appearances by Roy Eldridge, Sal Mosca, Wayne Marsh, Eddie Gomez, Sheila Jordan, Max Roach and many of Tristano’s students. Opening and closing sets will be by pianist-singer Liz Gorrill.

Amarillo Boogie

TOP 40 ALBUMS

WEAVINGS — Charles Lloyd — Pacific Arts PAC7-123 — Producers: Charles Lloyd and Ron Albach — List: 7.98 — Bar Coded

With the help of some fine musicians, horns and string sections, veteran Charles Lloyd has created a beautiful album filled with positive, uplifting music. Lloyd’s sax and flute playing is, to put it bluntly, on the mark. The songs are all composed by Lloyd. This delightful collection includes “You Know I Love You” and “Your Heart Never Lies,” both featured in the movie “Moment By Moment.”

NEW HORIZONS — Charles McPherson — Xanadu 149 — Producer: Don Schlitten — List: 7.98

This is McPherson’s best LP since his celebrated “Day Of The Lady” a few years ago. A straight-ahead context with rhythm — only accompaniment allows the alto man to fully express his lyrical qualities. Pianist Mickey Tucker is less impressive as a soloist. Bassist Jack DeJohn has been elsewhere, but his rhythmic inflections are top notch. The leader is also a strong composer who has four pieces here, including the charming “Horizons.”

SHORTCAKE — Bill Berry — Concord 75 — Producer: Carl Jefferson — List: 7.98

A sparkling session from trumpet man Berry. Two different groups, including the likes of Lew Tabackin, Bill Watrous and Dave Frishberg give Berry plenty of support, and his treatment of some older standards is especially rewarding. Polished, expert playing by all concerned with all titles worthy of air play.
Record Obstetrician John Boylan
Enjoys His Freedom As Epic Producer

(continued from page 10)

boyan's rules

1. Less is more.
2. Form follows function.
3. Chorus musicians make better records.
4. No amount of overdubbing can cover a bad song.
5. Perseverance pays.
6. The producer is always, at least, partially right.
7. Sloppy records are generally made in sloppy studios.
8. If you think something about an overdub you better be there when it's done (groups only).
9. When all else fails, take a day off.
10. Be prepared to change any of the rules if it'll help the record.

It was while Boylan was producing Boston that Rupert Perry, Capitol Records A&R vice president, sent him a tape of the Little River Band's first Australian LP. "I liked the lead singer's voice and the group's harmonies so I went down there and we all really hit it.

Since then Boylan has made annual returns to Australia to work with the group, one outside project he is allowed under the terms of his Epic agreement.

His work with such artists as Linda Ronstadt and the Pure Prairie League has given Boylan a reputation as a producer with a talent for reversing a downward spiral in an artist's career. Epic is hoping that this talent will pay off in the near future. Critics, the Charlie Daniels Band and Michael Murphey, will be two more examples of this talent.

Congress & SB Loans

Public Interest Group Complaint
The Media Access Project, a public interest communications law firm in Washington, criticized the SBA for granting a loan to Tom Brokaw. But by its very nature, the SBA's decision is not legally appealable, so the firm's legal strategy is not to contest the loan, but to promote minority broadcast ownership.

The SBA argues that it may not discriminate in its lending policies. It says, "We have reviewed our loan policies and procedures and find no evidence of bias in favor of or against any specific group or type of borrower.

But the more important issue, according to Andrew Schwartzwag, executive director of the Public Interest Group, is the lack of minority broadcast ownership.

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JOHN DENVER — RCA AQLI-3075 — Producer: Milton Okun

Both sides of this album begin with dynamic rock 'n' roll numbers which represent quite a change for this veteran singer-songwriter. "Journey to the Promised Land" is a Boz Scaggs-style blues数 and true form of creating optimistic, folk-flavored ballads. Denver introduces six self-penned compositions plus an assortment of cover versions here, all produced in a way that includes the entire ensemble playing by such musicians as James Burton, Hal Blaine and Emory Gordy.

LIFE FOR THE TAKING — Eddie Money — Columbia JC 35598 — Producer: Bruce Boivin

With Eddie Money's energetic effort to his highly successful debut album, Eddie Money has returned with a crisp, mainstream rock work which packs enough catchy rock hooks and hard-edged licks to appeal to both Top 40 and AOR in the 70s. Money's success in 1979. The majority of the cuts here are straightforward rock numbers that feature power chording and blues-tinted vocals a la Bad Company. Also, the R&B-flavored "Maybe I'm A Fool" and the ballad "Call On Me" provide a colorful change of pace.

STANGERS IN THE NIGHT — UFO — Chrysalis CH 1209 — Producer: Bob Ezrin — Line 11.98 — Bar Coded

"Stangers In The Night," this British quintet's first live album, is a two-record set which serves as a document of the group's written by the band, as the exception of "Who Do I record-ed at the Amphitheatre in Chicago and The Gardens in Louis-ville, contains such UFO favorites as "TooHot To Handle," "Only You," "Love In The Stockholm," and "Rock Bottom." Phil Mogg (lead vocals) and Michael Schenker (lead guitar) remain in top form throughout the LP.


With the emphasis on fluid funk and crystal clear MOR, Dusty Springfield's new album appears to be sure bet for America's and foreign audiences. The record contains a number of material by Melissa Manchester, Carole Bayer Sager and Barry Gibb (among others), plus the able production by Wolfert. "Living Without Your Love" is a tasteful package of soft-rock by one of the film's female voices of contemporary pop music.

HIGHWAY — Sean Delaney — Casablanca NBLP 7130 — Producers: Sean Delaney and Mike Stone — List: 7.98

Sean Delaney emerges as an infectious, new Breed rock guitarist who plays an energetic rock 'n' roll personality. Delaney composed the majority of tunes on this effort, which ranges from the theatrical-sounding "Welcome To The Circus" to the swinging ballad "Somebody To Love Me" to several powerful rockers. Backed by an array of top session men, Delaney should be on his way to both Top 40 and AOR success with this LP.


The Poodles breed pure-blooded rock rhythms with un-leashed pop-art energy for this impressive debut effort. "Mirror Star," ""Chicago Boxcar," and "Roll Your Own" are three among 10 solid cuts here, all of which is fully realized through the smooth harmonies of Muhammad and Winwood. Butley Valen-tino's vocal work gives these songs an ear-catching edge and AOR agrees, making the disc fourth most added on this week's chart.

AIR SPECIAL — Brownsville — Epic JE 35666 — Producer: Tom Werman — List: 7.98

This rocking quartet from the Midwest is back with an 11-song collection of hard-nosed, aggressive rockers. No longer titled Brownsville Station, but now simply Brownsville, this group is still led by the colorful bass/vocalist Cub Koda and explosive guitar Michael Liz. Most of the material on "Air Special" was written by the band, as the exception of "Who Do You Love," and "Down The Road Apiece." For AOR formats.


With "The Magic Is You," this veteran songstress moves into a more contemporary pop/MOR vein, introducing numbers of which she has written herself. The song has its appeal in this format, with the kind of pensiveness that is characteristic of vintage balladry in this genre.


With "Funked Up," there are two noteworthyนทั้งนี้ consisting of one female and three male vocalists. The material on the group's debut album ranges from exciting R&B funk to swinging, lush production. It features such stellar studio musicians as Steve Gadd, Jeff Mironov, Elliot Randall and Allan Schwartzberg, who provide elaborate instrumental support for the foursome's versatile vocals. For black contemporary and pop formats.
NEW YORK — Big news of this week, of course, is the list of final Grammy nominations. (The complete list is reprinted elsewhere in this issue.) Among the nominees for Best Ensemble of the Year, all but one of the nominations, three, are excellent recordings have been nominated, but one aspect of the final choices is a bit puzzling. For example, the eight nominees for Best Performance of the Year — only one is an opera recording, and all the rest are orchestral. Not only were several other superior performances released last year, but there were also a number of other kinds of albums which might have been considered for Album of the Year, including chamber and solo instrumental recordings. Well, maybe next year.

In any case, a few recordings were nominated in several categories, indicating an unusual level of excellence. Among them were Herbert von Karajan’s most recent traversal of the Beethoven symphonies with the Berlin Philharmonic (DG), which was tapped for Album of the Year, Best Classical Orchestral Performance, and Best Engineered Recording. Another three-category nominee was the recently released Neville Marriner-conducted recording of Bach’s “Mass in B Minor” (Philips).

As a footnote, one should also mention that a few classical recordings were nominated in categories that are normally dominated by pop albums. For example, the Zubin Mehta- and the Los Angeles Philharmonic recording of excerpts from “Star Wars” and “Close Encounters of the Third Kind” (London) was nominated for Best Pop Instrumental Performance, and the composer of those scores, John Williams, received nominations for Best Instrumental Composition and Best Original Score Written for a Motion Picture or a Television Special. These recordings suggest that his music is not classical at all; but where do you draw the line between the soundtrack to “Star Wars” and movie scores written by the likes of Bernard Herrmann and Miklos Rosza?

Two other classical record nominations in unlikely categories are worth noting: the David Bowies-narrated “Peter and the Wolf” with Eugene Ormandy and the Philadelphia Orchestra, nominated as Best Recording for Children; and one of the nominees for Best Historical Repackage album was “La Divina” (Angel), a collection of Maria Callas recordings.

AWARDS TIME, PART II — Stereo Review threw its annual bash at the St. Regis last week. And Beverly Sills, who will soon take over the reins of the New York City Opera, received the magazine’s Certificate of Merit award for 1978. Among the classical albums that received awards were “Nirgiryazhi Plays Liszt” (Desmar), Haydn’s “Orlando Paladino” (Philips), Debussy’s “Préludes” (Nonesuch), Vivaldi’s “Gloria” (Angel), Cilea’s “Adriana Lecouvreur” (Columbia), and Mahler’s “Symphony No. 9” (DG).

LABEL NEWS — Vox/Turnabout has just released several new recordings by Alasdair Neill: “La Divina,” including two three-record Vox boxes and a Turnabout single disc. Although de Laroche has recorded many albums for London, these new recordings represent an important addition to her discography. The Turnabout LP features music of Manuel de Falla, and one of the Vox Boxes is devoted to works by Spanish composers as Granados, Albeniz, Turina and Soler. However, the other Vox Box includes well-known pieces by mostly non-Spanish composers.

The London Symphony Orchestra’s “Classic Rock” album on RSO is scheduled for U.S. release on Jan. 25. It should be a blockbuster. The album has reportedly sold half a million units in the U.K. The London Symphony Orchestra has also recorded a follow-up LP of classically treated rock themes entitled “Classic Rock, Second Movement.” If either of these albums begins hitting, it may be among the few classical records ever to chart pop.

SCHWANN TELLS ALL — For the first time in more than 29 years of publication, the Schwann Record Catalogs have added listings of more than 10,000 new releases in the past year. Of these albums, the Schwann Guides list releases on 678 labels, a figure which includes 319 tape manufacturers and 60 manufacturers of Quadrachordic records and tapes. Though the number of labels listed in Schwann has decreased from the 1977 figure of 725, the number of tape manufacturers has increased by 46, indicating the growing acceptance of tape formats by consumers. Quadrachordic production, in contrast, seems to be declining Twenty four (continued on page 95)

CLASSICAL ALBUM REVIEWS

PROKOFIEV: Concerto No. 3. RAVEL: Concerto In G. T. T. K.
Joselsson, pianist; Dallas Symphony, Eduardo Mata, conductor; RCA ARL 1-190. List: 7.98
For Joselsson, who first made his mark by playing the Prokofiev Piano Concerto No. 2 with Ormandy and the Philadelphia Orchestra, a recording of the same composer’s Third Piano Concerto is a natural. Joselsson also displays a good deal of panache in Ravel’s G Major Concerto. Strong performances by the Dallas Symphony — on a par with those by much better-known ensembles — round out a satisfying album.

Leonhardt is renowned as a baroque scholar and musician, and his performances of these tuneful suites are exquisite. Superb pacing, masterful handling of ornaments, and above all, a supreme sense of what the music is about make these some of the best extant performances of the French Suites. His harpsichord is a shade too closely mixed, but these days it is almost impossible to get a harpsichord recording that conveys the instrument’s true timbre.

In his second recording for DG, Zimerman shows that he has at least as much affinity for Mozart as for Chopin. The combination of youthful high spirits and graceful profundities in the music of these sonatas seems just right for the young pianist, who brings out all the most vital qualities of the music without overstepping the bounds of good taste.

4 BACH: Three Preludes. Accord AP 1038 (7.98 LP).
quadraphonic labels that were listed in 1977 are no longer included in Schwann. The three composers whose names appeared most often in Schwann's new listings for 1978 were Mozart, Beethoven and Bach, in that order. Two years ago, Bach beat out Mozart for the number one spot, and since then, Ravel has moved down from #4 to #10 in order of the most-recorded composers. Also since 1976, Liszt and Stravinsky have disappeared from the Top 10, while Chopin, after a year's hiatus, has reappeared at #9. And Schubert, who was plotted there in 1976 and 1977, shot up to #5 in his sesquicentennial year.

In order, the ten classical artists who appear most often on the new recordings listed in Schwann are Leonard Bernstein, Vladimir Horowitz, Itzhak Perlman, Berhard Haitink, Daniel Barenboim, Colin Davis, Herbert von Karajan, Neville Marriner, Antal Dorati and Alfred Brendel. Flagello's name has made the list because of a series of recordings for Peters International, and Horowitz' place on the list reflects the fact that RCA has reissued many of his older albums.

KARAJAN TO CHINA — Herbert von Karajan is scheduled to conduct the Berlin Philharmonic for two concerts each in Peking and Shanghai this year as part of a West German-Chinese cultural exchange program. Michael Gelen, music director and general manager of the Frankfurt Opera, has been named music director of the Cincinnati Symphony Orchestra. The orchestra's previous director was Thomas Schippers, who died in 1977.

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LATE NEWS — Carol Fox, founder and general manager of the Lyric Opera of Chicago, has announced that the company will make its first international appearance when it presents "Carmen" at the Opéra de Monte-Carlo in April 1979. It will be the company's first visit to the city of Nice by the 24-hour tour group. In addition, the ensemble will perform in Nice on June 1 and 2 by the Groupement des Opéras de la Côte d'Azur. The tour is sponsored by the Lyric Opera of Chicago and the city of Nice.

MUSHROOM BOWS CHANTERELLE — Mushroom Records recently debuted its first sub-label, Chanterelle Records, which will specialize in new and contemporary musical works. The label is being launched with a series of seven KYES. Siddhartha series, which are: standing Dave Miller, producer; Shelly Siegel, vice president and general manager of Mushroom; Rick Block, director of international affairs; Mark Gilfillen, director of A&R; seated Mike Connover, manager; Jim Grady, Chanterelle's first artist; and Susie Gerhenson, director of artist relations and assistant to the vice president.

MUSHROOM DEBUTS CHANTERELLE LABEL — Los Angeles — Chanterelle Records, a new record label, has been formed as a subsidiary of Mushroom Records.

Writer/composer Jim Grady has been signed as the label's first artist and will release his first album and 15 single "Touch Dancin' "in January. A "Touch Dancin'" colored vinyl single will also ship this month.

Grady, who has written tunes for artists such as Liza Minnelli, Diana Ross, Lola Falana, Bette Midler and Stevie Wonder is managed by Mike Connor.

A total advertising, promotion and merchandising campaign is currently being planned to support the "Touch Dancin'" release.

RIO DE JANEIRO — Rio de Janeiro, Brazil, is the site of the 24-hour disco marathon next week. The event is being sponsored by the Rio de Janeiro radio station Radio Nove, which will give a 24-hour disco marathon next week.

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Edwards, Kenny Leon, Vile Rodgers, Songwriter; (A)
Songwriters: Last Night, Paul Jabara, Singer; Use To Be My Girl, Karen Gamba. 

Country Field

Best Country Vocal Performance


Best Country Song


Best Country Album

"Greatest Hits," Written by Roger Miller, June Carter Cash, Roy Acuff.

Best Country Artist

George Jones, "I'm Not Gonna Let You Down." Written by Mel Tillis, John Rich, Gary LeVox.

Best Country Vocal Group or Duo Performance

"Forever," Written by Kix Brooks, Jon Oates, Kix Brooks, Jon Oates.

Best Country Album

"Żółta," Written by Ryszard Kowalski, Andrzej Wegrzynowicz, Andrzej Wegrzynowicz.

Best Country Recording

"Tornado," Written by Jack Clement, Johnnie Wright, Johnnie Wright.

Best Country Performance by a Duo or Group

"On the Other Hand," Written by Larry Gatlin, Steve Wariner, Larry Gatlin, Steve Wariner.

Best Country Performance By a Duo or Group

"Coal Miner's Daughter," Written by Mel Tillis, John Rich, Gary LeVox.

Best Country Performance by a Duo or Group

"Forever," Written by Kix Brooks, Jon Oates, Kix Brooks, Jon Oates.

Best Country Vocal Performance

George Jones, "I'm Not Gonna Let You Down," Written by Mel Tillis, John Rich, Gary LeVox.

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<td>44 SHAKEDOWN STREET</td>
<td>GRATEFUL DEAD (Arista AB-4198)</td>
<td>31</td>
<td></td>
</tr>
<tr>
<td>January 20, 1979</td>
<td>45 STRANGER IN TOWN</td>
<td>BOB Seger &amp; THE SILVER BULLET BAND (Capitol SW 11688)</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>January 20, 1979</td>
<td>46 NICOLETTES</td>
<td>NICOLETTE LARSON (Warner Bros. BSK 3242)</td>
<td>51</td>
<td></td>
</tr>
</tbody>
</table>

- **GREATEST HITS**
  - CAT STEVENS
  - BEE GEES & VARIOUS ARTISTS
  - TED NEWGARD
  - BOSTON
  - WILLIE NELSON
  - EARTH, WIND & FIRE
  - GINO VANNELLI
  - AL STEWART
  - ANDY GIBBS
  - EMERSON, LAKE & PALMER
  - KANDO'S KOMEDRINZ
  - CARLTON'S KNIGHTS
  - RUSH
  - NEL YOUNG
  - MARY GAYE
  - OUTLAW
  - BOB JAMES
  - TODD RUSDRINKEN
  - STEVIE MILLER BAND
  - STYX
  - COMMODORI
  - CARRASO'LJNL
  - AEROSMITH
  - HEART
  - STEVIE MILLER BAND
  - THE DOOBIE BROTHERS
  - GRATEFUL DEAD
  - BOB Seger & THE SILVER BULLET BAND
  - NICOLETTE LARSON

- **BEHIND THE BARRIERS**
  - CAT STEVENS
  - BEE GEES & VARIOUS ARTISTS
  - TED NEWGARD
  - BOSTON
  - WILLIE NELSON
  - EARTH, WIND & FIRE
  - GINO VANNELLI
  - AL STEWART
  - ANDY GIBBS
  - EMERSON, LAKE & PALMER
  - KANDO'S KOMEDRINZ
  - CARLTON'S KNIGHTS
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  - NEL YOUNG
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  - STEVIE MILLER BAND
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  - THE DOOBIE BROTHERS
  - GRATEFUL DEAD
  - BOB Seger & THE SILVER BULLET BAND
  - NICOLETTE LARSON
4 GREAT ARTISTS

Capitol Records, in conjunction with United Artists Records, announces a "Merchandising Display Contest," with framed presentation copies of limited edition Crystal Gayle, Glen Campbell, Anne Murray and Kenny Rogers Colored Picture Discs to be won.

Contact your local Capitol salesman for contest details and these special display aids: 20 x 30 Poster, 12 x 36 Banner and sample album covers.

Production credits:
Crystal Gayle: Allen Reynolds
Kenny Rogers: Larry Butler
Glen Campbell: Glen Campbell & Tom Thacker
UA: Jim Ed Norman

4 GREAT ALBUMS
Daryl Hall  John Oates
Along the Red Ledge
Leaping To Platinum!

Featuring Their New Hit Single:
"I Don't Wanna Lose You"

Billboard
Cashbox
Record World

Producer: David Foster
AFL1-2804

Management and Direction:
Tommy Mottola