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EDITORIAL

The Age Of The Superpowers

The era of the superpowers in the record industry is upon us. With the move by A&M to RCA for distribution, amid indications still more indie labels are about to opt for branch setups, it appears that a handful of multinational corporations are the entities to watch in the business.

CBS, WE, RCA, Polygram, EMI and MCA. These are the firms that have divided up the pie and will fight it out for market share.

As the cost of business has increased, fewer and fewer companies have been able to justify the expenses involved in the day-to-day operation and expansion. This age in the record business brings us back to the '50s when Columbia, Mercury, Decca and RCA monopolized the charts. Then, rock 'n' roll appeared and the structure went through a transition, only to end up in a similar position today.

There will always be an opportunity for the aggressive individualist in the industry, because it is a creative business dependent upon creative people. New companies, new musical trends and other things will continue to keep the record industry off-balance.

So, now that we are in the age of the "super-sellers," we have the superpowers to perpetuate this new era.

NEWS HIGHLIGHTS

• A&M Records pacts with RCA for distribution (page 7).

• Independent distributors express concern at the departure of A&M from the fold of indie labels (page 7).

• In the first of a two-part series, Cash Box examines the state of independent labels (page 7).

• Shelly Siegel, vice president and general manager of Mushroom, dies at 32 (page 7).

• Supreme Court ruling expected soon on CBS vs. ASCAP and BMI lawsuit (page 8).

• Grammy winner Donny Hathaway's death termed suicide (page 8).

• "Forever In Blue Jeans" by Neil Diamond and "Maybe I'm A Fool" by Eddie Money are the top Singles Picks of the week (page 19).

• "Bustin' Out Of L. Seven" by Rick James and "Madam Butterfly" by Tavares are the top Album Picks of the week (page 55).
Seven Lonely Days

sheila
B. Devotion

CARRERE
When there's life for the taking, you gotta go for broke.

You've been waiting a long time for this one: The second album from the guy who never does anything halfway. And thanks to over-a-year's worth of hit singles from Eddie's near-platinum debut, and thanks to Eddie's constant concert activity (right now he's in Europe, giving those folks a taste), a lot of fans are gonna make it well worth your wait.

He's Eddie Money. And he's got "Life for the Taking." Grab it, fast. On Columbia Records and Tapes.
A&M Records Inks With RCA; Pressure Mounting On Indies

Indies Say Loss 'Bearable,' But Foresee Changes
by Randy Lewis

LOS ANGELES — The loss of A&M Records as an independently-distributed record label resulted by one distribution house's departure from Warner Bros./Elektra and Atlantic in 1970, is serious, according to some A&M's former distributors, but it's loss they will be able to handle.

"I still think we can survive," said Eugene Silverman, president of Music Trend Distributors, reflecting the feeling of a majority of the indies. "Indie distributors have taken blows like this in the past and have survived very well. You have no intention of folding up your tent."

(continued on page 18)

More Resources Now Available For Artists, Says Moss
by Alan Sutton

LOS ANGELES — A&M Records, the leading independent label owned by Herb Alpert and Jerry Moss, left the indie fold last week and announced a distribution agreement with RCA Records and the formation of RCA and A&M Associated Labels.

The new distribution system, which will operate under the RCA Records banner, takes effect Feb. 15. RCA also will be the principal manufacturer of A&M records and tapes under the pact.

At a press conference Jan. 17 at the Beverly Hills Hotel, said the company will continue to act independently in all non-record areas, except distribution. He said there was no exchange of stock under the agreement.

"On a creative basis, RCA and A&M will continue to be competitors," Moss said.

(This agreement is just a way of getting records to market.)

He added that the pact does not affect any of A&M's companies outside of the U.S., nor its existing overseas licenses.

Moss went on to stress that the move was purely a matter of economics. Said in no way was it a reflection on the performance of A&M's year-old west coast distribution facility, A&M Pacific, Inc.

A&M Pacific was the best branch in the country, a model distribution outlet," said Moss. "But the expense was formidable, and the cost involved in gearing up was prohibitive."

Shelly Siegel, VP And GM Of Mushroom, Dies At Age 32

Shelly Siegel, as vice president of Mushroom, Siegel was responsible for the signing and development of a number of successful recording artists including Heart, Chililawick, Paul Horn, Doucette and Ian Matthews.

Siegel began his career nearly 11 years ago working in promotion at CBS Records in Toronto, Canada. Subsequently, he served in various capacities with the Kelly Retail Record Chain in Vancouver, B.C. He later returned to Toronto to become music director of a local radio station.

Siegel and partner Bruce Allen then

(continued on page 45)

Caution Is Byword For Small Indie Labels As Trend Toward BrandDistribution Continues
by Aaron Fuchs

(In today's increasingly big music business, it sometimes seems that the small, independent label is headed for obsolescence. Within the past few months alone, several labels either have been absorbed by the majors, or have opted to become production companies, or have filed for reorganization under Chapter 11. Cash Box examines some of the difficulties that small labels encounter in trying to stay afloat.)

NEW YORK — As shown by a recent Cash Box survey of independent record manufacturers, the species as a whole is alive and well. But those that are surviving have all had to learn how to cope with a decreased share of a marketplace that is increasingly dominated by the majors.

To be sure, the chances of success declined greatly with the size of the label.

Monteiro Is VP Marketing, West Coast, For E/P/A

NEW YORK — Stan Monteiro has been appointed vice president of marketing, west coast, for the Epic/Portrait/Associated labels.

Monteiro will assume responsibility for all aspects of the marketing on the west coast for E/P/A product. He will supervise the activity of the west coast promotion, publicity, retail and radio departments, and art and artist development departments in accord with the E/P/A department heads in each of these areas. Monteiro will also be responsible

(continued on page 45)

Music Group Of WCI Set Sales Record In 1978

NEW YORK — The Warner Communications Inc. Music and Record Group set new financial records in 1978, as revenues rose more than 16% and exceeded $500 million.

WCI's Music and Record Group's outstanding fiscal performance was paced by a record $77 RIAA gold and platinum record certifications in 1978, including platinum certifications for the singles "Le Freak" by Chic and "We Are The Champions" by Queen.

The platinum album certifications were led by Foreigner's "Double Vision," Foreigner, "Some Girls" by the Rolling Stones, "Running On Empty" by Jackson Browne, "Living In The USA" by Linda Ronstadt, "Blondes Have More Fun" by Rod Stewart; and "Let's Get Stupid" and "A

(continued on page 45)
High Court Hears CBS vs Perf Soc.
by Joanna Ostrow
WASHINGTON, D.C. — The eight-year-old suit over blanket licensing for television networks by ASCAP and BMI culminated in 90 minutes of argument before the Supreme Court on Jan. 15. It will be several weeks before the high court issues a decision.

The case, which ultimately could affect the world's music performers and copyright owners who are accustomed to dealing under the traditionally accepted blanket licenses, has a long history. In 1970, CBS sued the performing rights societies on grounds of price fixing; it lost there in a 1975 New York District Court decision. The district court held that blanket licensing is not per se a form of price fixing in violation of antitrust laws. The court also found that as long as composers and publishers are free to negotiate a per-sonal contract on their own there is no price fixing by ASCAP or BMI.

But in 1977, U.S. Appeals Court overturned the lower court's ruling, siding with CBS. In saying the licensing system of the network optional per-use licenses along with blanket licenses. The Supreme Court accepted ASCAP and BMI's petition for review and last week heard oral arguments from May 4. In a previous ASCAP (Department emphasizing the benefits of blanket licenses) and CBS — a total of 45 minutes for each argument.

Oral Arguments
ASCAP attorney Jay Topik reviewed the (continued on page 4)

Sherwood Intends To Raise Profile Of Phonogram, Inc.
by Ken Terry
NEW YORK — Robert Sherwood, Phonogram/Mercury's new president, feels confident that the company will be able to grow and become more successful than it already is. By building on the label's strengths, aligning some major acts and adopting an aggressive promotional stance, Sherwood intends to take the Chicago-based company right to the top.

"I want Phonogram/Mercury to be the noisiest and most exciting company on the street," he said. "Excitement is real important to me. I expect to generate it from the top and have it carry right on through. I think we have to turn on our distribution organization, let them know we're really serious about it, and get their attention. I tell and sell and make all the moves a record has to make to be successful.

At the same time, Sherwood emphasized the fact that he is taking over a well-established company with a proven track record. "People are certain in this industry that are in some difficulty," he commented. "But this is a very healthy company. This company has been in existence with people who will not stay there, because the company's functioning. Whether it's as hot as the company would like it to be, I think, is open to some question. Certainly there could be more records on the charts. I can't tell you what the product flow is going to be over a period of time. But my first thought is that the whole company is going to be based on music. I want this to be the most ambitious record company in the country and that's up to the people who are there and any we acquire along the way."

Sherwood added that he is not planning a personnel shakeup at Phonogram/Mercury. "As far as I'm concerned, the staff that's there and I are going to grow together. Any changes in that philosophy will probably take a while to hit the surface. But I'm not working in with any feeling except, 'Here we are, and let's go partner.' "

Distribution Muscle
A very important factor in Phonogram's ability to attract both established acts and new, promising talent, Sherwood stressed, is a personal distribution network. As shown by the unprecedented sales of RSO's "Saturday Night Fever" and "Grease," albums, Polygram has proven that it can sell as many units of a given

CBS Organizes Havana Festival, See For March
NEW YORK — A Cuban-American music festival will be held in Havana in early March. The three-day festival is the first undertaking of its kind in over 20 years. The festival will consist of three three-hour concerts, scheduled for March 2, 3 and 4 at the 4800-seat Karl Marx Theatre. The concert will be headlined by American artists Billy Joel, Weather Report, the Fania All-Stars, and the CBS Jazz All-Stars. Cuban artists performing will be Irakere, which made its American debut at the 1979 Winter Jazz Festival, the Orquesta Aragon, Los Papinios, Ballet Folklorico, and guitarist Leo Brouwer.

The concerts will be recorded by CBS Records, which arranged for Irakere to come to the U.S. to record and perform, and which initiated exploration of the Cuban music scene with several trips to Havana last year.

The Pointer Sisters, famous for reviving the nostalgic tunes of the '30s and '40s and for wearing funky, thrift store threads, have changed their old ways. The girls have a new label, Elektra/Asylum's Planet Records, a new album, "Energy," and a new hit single in Bruce Springsteen's "Fire."

The sisters grew up singing gospel in the choir of the West Oakland Church of God, Europe. The sisters released six albums for ABC between 1973 and 1977. Two of which, "The Pointer Sisters" and "That's A Plenty" went gold. For "Fairy Tale," a country hit, the girls received a Grammy Award in 1975. Anita, June and Ruth (Bonne is now pursing a solo career) have thrown over their Andrews Sisters style for the classics of contemporary rock. "Energy" features the Pointer sisters singing songs by Steely Dan, Stephen Stills, Loggins and Messina and Sly Stone. The girls' intricate harmony work and smooth vocal style is as always, evident, but as Anita Pointer says, "This is the first time we've really been able to express our musical tastes and feelings on an album."

Current "Fire" is #10 bullet on the Cash Box Top 100 Singles chart, while "Energy" is #63 bullet on the album chart.

Cash Box Relocates Its New York Office
NEW YORK — Cash Box has relocated its New York office to 1775 Broadway, Suite 330, New York, N.Y. 10019. The telephone number remains (212) 586-2640.

CBS Cash Box
January 27, 1979
They’re playing our songs* all over the World!

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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... and Thousands of other Major Copyrights from A to Z and from 1906 to 1979!
Marshall Hain

"Dancing in the City," Marshall Hain's debut single on Capitol/Harvest is the kind of song—like "Kiss You All Over" and "I Love the Night Life"—which embodies the romance of rock and roll. The record's appeal is enhanced by the virtuosic yet economic style of keyboardist Julian Marshall and the elegant, soulful vocals of his wife, Linda (formerly a member of Campfire Girls, a quintet of Christine McVie.) Their forthcoming album, due out at the end of this month, has a broad range of stylistic elements.

This diversity is due in no small part to the complementary contributions of Hain and Marshall. Although they knew each other in school, by the time they started collaborating musically, Marshall was planing for the band. After the group's work while Hain was working as a waitress by day and singing in wine bars by night. "Linda is the one who started me singing and put lyrics to his growing collection of songs, and Hain fit the bill. After audition, when he was able to tape a song signed with EMI Records in 1977 and have continued their ascent to stardom ever since.

"It's strange that the record is just beginning to take off now," says Hain. "The album is already nine months old, and the band has progressed way beyond it."

For Hain, musical progression has been a parallel to her entire life. The daughter of an opera singer, she learned piano as a child. As a pre-teenager, she joined her first rock band, playing bass, and at 17 she began writing her own songs. She also fooled around with the guitar, but "I didn't really take it seriously until a few years ago." She spent several years studying psychology at the University of Durham, and, after completing her studies, returned to London, where she worked at a series of odd jobs. "I thought to myself, 'I have to do this, it's now or never.' I started taking my songs to a publisher, who liked them. Then, when I met up with Julian, and we began to_pool our resources, the publisher was impressed enough to have us go into the studio to record a demo. We took the demo around ourselves, and Mark Rye, who was A&R at EMI, liked it. We went back into the studio again and made the tape that got us a contract." Rye, incidentally, has since gone on to become the group's manager.

Despite the success of "Dancing," life has not been the proverbial bowl of cherries for the group, which returned from their first tour at the end of 1978. Marshall left the band; "Frankly, I was very unhappy with the band. 'Dancing' became a hit. He's really into a Keith Jarrett thing on the keyboards, and when we went back on tour after our first tour, he decided being on the road with a band was not what he wanted to do. Fortunately, we continued without him and a replacement almost immediately. John Cook is an experienced keyboardist whose background includes stints with Stretch, Slack Alley, and Mungo Jerry.

Patrice Rushen

Patrice Rushen was 3 years old when she knew she wanted to be in life. Her parents had enrolled her in a "eurythmics" class at USC, a class in which music is taught through emotions—instead of major and minor, there were happy and sad chords. The memories of those lessons is why Patrice now can play classical piano recitals at age six, study jazz improvisation at 15 and record her first solo album, "Prelusion," by the time she was 24.

Now, at the ripe old age of 24, she has released her fourth album on a new label, Elektra/Asylum. The album, simply entitled "Patrice," is an escape from her earlier jazz outings and has a more pop/commercial sound. The record, besides showcasing her singing talents, also features her arranging, producing and lyrical writing skills.

In terms of personality, Rushen is very quick to explain her change in style. "The new album allows people to hear new as a musician are tiring. She is already recognized as one of the great ladies of jazz, having lent her keyboard talents to accompany the likes of Gil, Ray, and Lyle Thomas. In her latest creation, Rileneau, Jean-Luc Ponty, Sonny Rollins and Flora Purim. Although her influences range from Debussy to Hancock, her new album combines elements of light jazz, funk and pop. "Patrice" now appears simultaneously on Cash Box Jazz and Black Contemporary charts.

Bored by the piano, after seven years of practice, the 12-year-old prodigy decided to take up the flute. She brought that instrument to the jazz lab band at Locko High School in Los Angeles. It was there that she met Reggie Andrews and got involved with his Msing. Workshop. (Msing means "rural" in Swahili.) Andrews, who put Rushen back in touch with the piano, has been a tremendous influence on her career, she says. Along with Charles Mims Jr., he helped produce the "Patrice" album.

According to Rushen, the new album is the first time she has had the time and the budget to express herself artistically, and at the same time be commercially successful. "On my earlier albums, I worried about my playing, but on this one I concentrated on the music as a whole concept," she says.

Rushen recently recorded with Hubert Laws and John McLaughlin. However, her greatest honor came this year when one of her biggest idols, Herbie Hancock, asked her to join his touring band. "It would make me so happy if done it last year, but now I have to concentrate on my own direction," she says.

So far, Rushen has managed to juggle her musical career and study at the University of Southern California. "I always try to concentrate on the music," she says. Rushen adds: "Musicians are people too and the public should respect their ability to be creative in other areas of music. If people will accept this, then you won't have frustrated artists and musical stagnation.

Bee Gees Favorites in Awards Show

LOS ANGELES — The Bee Gees were named best pop group and Donna Summer garnered the award for favorite female vocalist in the newly added "Disco" category, to highlight the sixth annual "American Music Awards" show. Barry Manilow and Linda Ronstadt repeated as favorite male and female vocalist in pop, as they did in 1978. The event was broadcast live Jan. 12 from the Santa Monica Civic Auditorium on national television.

The award winners were selected by a national sampling of 30,000 record purchasers, conducted by the Herbert Alman Communications Research firm. Nominees were compiled from the year-end sales charts of the music industry trade publications.

A distinguished men award, voted by a select committee, was given to Perry Como, in recognition of his longstanding contributions to musical entertainment. Previous winners of this award include: Bing Crosby, Barry Gordy Jr., Irving Berlin, Johnny Cash and Ella Fitzgerald.

The following is a complete list of the American Music Awards winners:

**Pop/Rock Category**
- Favorite Male Vocalist: Barry Manilow
- Favorite Male Vocalist: Crystal Gayle
- Favorite Duo, Group or Chorus: Bee Gees
- Favorite Single: "Three Times A Lady"
- Commodores
- Favorite Album: "Greatest" Soundtrack

**Country Category**
- Favorite Male Vocalist: Kenny Rogers
- Favorite Female Vocalist: Crystal Gayle
- Favorite Duo, Group or Chorus: Stalter Brothers
- Favorite Single: "Blue Bayou"
- Linda Ronstadt
- Favorite Album: "Ten Years Of Gold"
- Kenny Rogers

**Soul Category**
- Favorite Male Vocalist: Teddy Pendegrass
- Favorite Female Vocalist: Natalie Cole
- Favorite Duo, Group or Chorus: Earth, Wind & Fire
- Favorite Single: "Too Much, Too Little, Too Late"
- Johny Mathis & Deniece Williams
- Favorite LP: "Saturday Night Fever"

**Disco Category**
- Favorite Male Vocalist: Isaac Hayes
- Favorite Female Vocalist: Donna Summer
- Favorite Duo, Group or Chorus: Village People
- Favorite Single: "Love Machine"
- Donna Summer
- Favorite Album: "Live and More"
- Donna Summer

MCA Distributing Appoints Douglas

LOS ANGELES — Ron Douglas has been named vice president, branch distribution for MCA Distributing Corp. Douglas was previously the national director of sales for Epic, Portrait and Associated labels based in New York.

Douglas has also held Epic's regional promotion and marketing manager position on the west coast. His first position in the record business was in 1969 in Detroit as sales representative for Capitol.

Douglas' newly created position is the third in a series of restructuring and developing announcements since MCA established a separate distributing division, and named Al Bergamo its president.

All branch and regional directors for MCA Distributing will report to Douglas. He will be involved in the areas of sales, marketing and distribution for all labels MCA Distribution represents. Those labels include MCA Records, Infinity Records and Sounds of the Americas.

W. Bennett Killed In Shooting Case

LOS ANGELES — Wayne C. Bennett, executive vice president and general manager of Creem Records and son of label president, Al Bennett, was shot to death during a noisy disturbance in his Studio City apartment Jan. 13. Police are investigating the incident. Bennett was 32.

The funeral was held Jan. 19 at Forest Lawn in Burbank. The family has suggested contributions to L.A. Orthopedic Hospital instead of flowers.

J. GEILS PLAY DETROIT — EMI America's J. Geils Band was congratulated by CKLW/Detroit and the staff of EMI America after a recent Cobo Hall appearance. Pictured above (l-r) are: Jim Mazzola, president of EMI America; Don Grinnier, vice president of A&R for EMI America; J. Geils and Peter Wolf of the band; Rosalie Trombley, CKLW MD; Magic Dick, Danny Klein and Seth Justman of J. Geis; Joe Wissert, the band's producer; kneeling are Gary Gerber and Bessy Wassingy who work in EMI's promotional department.
The “G” is pronounced like the “J” in joy; the joy is in the music, as vivid and sensual as Gilberto Gil’s native Brazil.

The American premier of one of the foremost exponents of Latin pop/rock; an album that is as infectious and ‘oyous as... Gilberto Gil. Produced by Sergio Mendes

On Elektra Records and Tapes
ASCAP Sues Over Non-Payment For Use Of Multi-Speakers

NEW YORK — ASCAP has brought separate lawsuits in three federal courts against locations suspected of using multiple speaker radio systems.

Infringement Suit

One of the suits, instituted under the new Copyright Act, was brought against two Gap Inc. clothing stores in Manhattan. The California-based chain, which operates 286 clothing stores in 34 states across the country, is charged with the infringement of six songs. Another suit was filed in Chi-

Rosenblum Named As VP Of Sales

For Shorewood

NEW YORK — Ken Rosenblum has been named vice president of sales for the Shorewood Packaging Corp. He joined Shorewood as an account executive follow-

Polygram Names Four Vice Presidents

NEW YORK — Four people have been

business in 1971 as a marketing and financial

analyst for RCA Records, and is most recently midwestern regional director for Polygram

Distributor.

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Distributor.
FOR BEST ORIGINAL SCORE - Giorgio Moroder

"Giorgio Moroder’s tingling, exotic score is a triumph."
ARTHUR KNIGHT, Hollywood Reporter

BEST ORIGINAL SCORE
Los Angeles Film Critics Association

Midnight Express

GOLDEN GLOBE NOMINEE
Best Original Score

GRAMMY NOMINEE
Best Original Score

Original motion picture soundtrack available through Casablanca Record and FilmWorks
E/A Pushes ‘American Prayer’ LP With Radio, Retail Promo

by Peter Hartz

LOS ANGELES — With the release of Jim Morrison and The Doors’ “An American Prayer” album last November, Elektra/Asylum has attempted to re-focus perceptions of Morrison as a premier rock poet of the 1960s. Supporting this campaign, Elektra utilized in-store posters and a series of radio and retail sessions to attend the listening session at S.I.R. soundstage. Other participating stations were WCBN, WQOD, DC 101, WXRT, WBUF, WABX, KLOL and KSAN.

To circumvent the four letter stigma, Elektra/AAsylum edited the album for radio. Included on the commercial ver- sion are tracks of the Doors live in concert which previously in circulation, has received considerable radio attention. The track is expected to be released as a single Jan. 23. A gate-fold single will also be released.

The press response to the album has become another important aspect of the E/A campaign. In addition to receiving favorable reviews, E/A ran a national print campaign and a blanket of national radio spots, concentrated in six breakout markets to announce the album to radio. To bolster international appreciation of the project, the three members of the Doors orphans opened a “fundraising” tour of European countries this past November. In addition, sensing the relevance of the LP to college radio, the Doors have been booked on college radio, and in field service conferences. Another avenue of exposure is planned for late February or early March when Jim Ladd conducts a four-part series on “An American Prayer” for the Milwaukee “Intermission” radio program. The efforts to promote “An American Prayer” are expected to benefit the entire Doors’ catalog which already sells one million units a year, according to Stan Marshall, vice president of sales for E/A.

Despite the “fundraising” tour and the Doors efforts to sell their new album, E/A is hoping to introduce Jim Morrison and the Doors to new pop buyers.

We want to reach the guy who has never heard of the Doors before,” said Bill Siddons of Siddons Assoc., who was retained by E/A to assist in marketing efforts. Siddons was hired by the Doors in 1968 as their manager and he considers the project a coming together of old friends.

“We all knew that Jim hoped one day to...

(continued on page 28)

Joe Porter Signs Pact With Welk Music Group

LOS ANGELES — Joe Porter’s publishing companies parted with the Welk Music Group recently. Joe Porter Music and Yosef Music will be exclusively represented by the Welk Group. Porter is known for his work with Gladys Knight and the Pips and Dionne Warwick.


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THERE'S NO ESCAPE FROM THE MARC TANNER BAND!

Polygram Presents Special Field Achievement Awards

NEW YORK — A number of special achievement awards were presented last week at the close of Polygram Distribution’s first national convention in New Orleans.

Branch of the Year award was given to the Miami branch, headed by Larry Hensley, who received an all-expense-paid trip for two to a destination of his choice. John Lanford of Polygram’s Atlanta branch was awarded Sales Representative of the year, while the Merchandising/Sales Specialist award for 1978 was presented to Thure Gray of the Seattle branch. Leslie Clifford, Polygram’s national advertising manager, was named Marketing Coordinator of the year. Lanford, Gray and Clifford each won all-expense-paid trips for two to either Europe or Hawaii.

A $1,050 -date first month award for December, 1978, went to Polygram’s New York branch, headed by Sheily Redlin. Singles Specialists awards were evaluated on a regional basis and presented to Judy Bochner (New York branch) for the eastern region, Don Studley (Atlantic branch) for the southern region, Bob Findt (St. Louis branch) for the midwestern region, and Allan Flann (Los Angeles branch) for the western region.

Special appreciation plaques were also presented to several Polygram executives for their contributions in 1978. Among those whose achievements were recognized were Maurice Thibodeau of the traffic department; Bob Cappiello, vice president of finance for the company; Bert Franzblau, vice president of operations for Polygram; Ed Simex, director of inventory and record handling; and Dick Millett.

Japanese Cheap Trick Album Released in U.S.

NEW YORK — Epic Records is rush-releasing Cheap Trick’s “Live at Budokan” Japanese album. Recorded live during the group’s 1978 tour of Japan, the elaborately packaged album was initially intended for release by Epic/Sony exclusively in Japan. But, after import sales here that are estimated at $5,000; Epic decided on an $8.98 list domestic release.

Cooper Sets Plans For ‘Madhouse Rock’ Tour

LOS ANGELES — Alice Cooper has announced plans for a tour titled “Madhouse Rock.” The concert show will include film, back projection, stage props and special effects.

The 18-date trek of the “Madhouse Rock” tour has been set beginning Feb. 11 in Grand Forks, N.D.

D.J.

Deadline Extended OnMechanicals

WASHINGTON, D.C.—Following “substantial clarification of the difficult accounting issues” involved in the Copyright Office’s proceeding on mechanical license, the time for written statements has been extended. The new deadline is Jan. 31. Representations of the recording and music publishing industries, who clashed at the office’s November hearings, are expected to have the opportunity to “attempt to refine or resolve” some of their differences, according to the Register of Copyrights.

DJM SIGNS John Mayall

LOS ANGELES—John Mayall has signed a recording contract with DJM Records and the recording is being produced by Bob Johnson, early in 1979. Guest musicians on the LP include Gordon Edwards, Lee Ritenour, Connel Dupree of Stuff, the Brecker Brothers and Steve Jordan.

POINTs WEST

NEW YORK — THAT’S THE WAY IT WAS — “Heroes of Rock ’N’ Roll,” produced by 20th Century-Fox for ABC-TV, is an outstanding capitulization of rock ’n’ roll’s colorful history. The nearly two-hour long film spans all the way from pre-rock figures who somehow managed to survive to the age of “progressive rock.” The film is a love letter done “Hey Good Lookin’”) right up to the most current forces in popular music, both disc (represented with shots of Donna Summer) and new wave (with an Elvis Costello appearance). In short, it is a picture book for rock ‘n’ rollers who say “Good times are here again” (the E Street Band from their summer 1978 tour). Considering many record labels of early television shows have been destroyed, it is remarkable that the producers were able to comb through the footage for so many performances. It is hard to understand, given the history of most rock ‘n’ roll performers, how they manage to make productive and personable (such as doing “Hey Good Lookin’”) television appearances, and still make an comeback. "Vincent’s “Be Bop A Lula,” which segued neatly into a clip of Vincent and the Blue Caps performing the song, “Heroes of Rock ’N’ Roll’ also gives a comprehensive look at the rock history of the last 30 years. A look at the Beatles’ early recording of “A Hard Day’s Night” segued to James Brown to The Temptations to Otis Redding to Aretha Franklin to Donna Summer (although the absence of Sam Cooke was felt). It’s a show that absolutely shouldn’t be missed when it comes around. For now, watch the TV commercials and listen to the hit record, “The Best of Rock ’N’ Roll.”

Happy Birthday Harry: Singer-songwriter Harry Warren was born July 10 in New York. Last week Warren was presented with the ASCAP 1978 lifetime achievement awards. However, he could not attend the ceremony, a decision he made after being dyspeptic while performing in Los Angeles. Warren died Dec. 13, 1978.

Speaking of Rock ’N’ Roll Greats — Jerry Lee Lewis, who provides another highlight in “Heroes of Rock ’N’ Roll,” has been in Los Angeles recently recording his first album for Elektra/Asylum since signing with the label last summer. This is the first in a long time that he has been done outside of Nashville and he is also working with a new producer, Bones Howe. The session lasted only four days. Howe said, “We started at 11 o’clock on Thursday and finished Sunday afternoon. Jerry was so hot even on the last day it would still be some overdubbing, editing and mixing. ‘The Killer’ usually likes to record his vocal tracks live because in his mind ‘Making a record is just like making love to a woman: You can’t go back and overdo it.” The album should be released later this year.

JAMMING WITH CHARLIE — Members of Lynyrd Skynyrd joined the Charlie Daniels Band on stage last week at the Volunteer Jam in Nashville for an instrumental version of “Free Bird.” The performance was also good for a laugh.

The subject of southern rock bands, wondering what happened to Alvin Patlo during the career of the Daniels Band, has been released a two-record set, live shorty, but when band members Buddy Bule and Robert Dear put together and starting writing some more than the past years, had to consider the matter. They re-entered Polygram to hold off to the live album so they can put out another studio LP by March. The live album, though, will not disappear and will likely show up in the fall.

GOOD STREET TALK, KIM — We received an unexpected phone call last week from L.A. producer/persona Kim Fowley who was in New Zealand at the time producing a new group from that country called Street Talk. The band has a deal with WEA in New Zealand and Fowley hopes to kick up a deal for the rest of the world soon. He told us he’s been getting enthusiastic response from everyone who’s heard the group. Bruce Springsteen, whom Kim said he reached by phone in his hotel room, heard a brief bit of a tape and reportedly said, “Sounds pretty good to me.” Elton John’s manager, Popovich, on hearing Street Talk over the phone, commented, “That’s hot rock ’n’ roll, Kim.” Greg Douglas of the Steve Miller Band responded, “Not bad, Kim.” George Young, of Yanda Young, said, “Good rock ’n’ roll.” Another manager, who was lucky enough to hear a tape of the band from his phone from half way around the world, replied, “Good rock ’n’ roll in the Southern Johnny vein, Kim.” Others who received long distance calls from New Zealand included Rolling Stone’s Dave Marsh. Phil Spector, who is touring and cogitating plans for his next move to Nashville, called at 3 o’clock from New Zealand. I just wish it had been at 3 p.m. instead of 3 a.m.,” Keep up the good work, Kim.”

SHORT TAKES — Elton John’s next single will be “Song For Guy,” an instrumental take from his “A Single Man” album which has been climbing the charts in Great Britain and Australia. The “B” side of the single will be a previously unreleased song, “Love.”

Con Funk Shun will be honored in the group’s hometown of Vallejo, Calif. next month when “Con Funk Shun Day” is proclaimed. A New Orleans-based group, L’il Queenie & the Percolators, has signed a long-term deal with Almo Music Corp. for management and publishing. Also in the news: Group machine, who signed to Epic, has been playing concerts in the region, opening for the likes of Louisiana’s Le Roux and Jerry Jeff Walker. In connection: An LP review in last week’s edition of the San Francisco Chronicle, which said, “At the top of the Brownsville reversed. Cub Koda, as he will truly you tell, plays guitar, while Michael Lutz handles the bass. While in Atlanta, Nigel Olsson rolled his dune buggy in Atlanta recently and in the process crushed one of his fingers. The group’s manager and bass player, Gerald Williams, is foul of his recent illness. Williams, lead vocalist of The Tubes, has been signed to play a supporting role in “Simon,” a “Marquee International film described as a ‘surrealistic fantasy feature picture.” The entire group will make a cameo or local appearance at the local and LP.

The 2nd Annual Bay Area Music Awards will take place this year Jan. 30 at the Galleria in San Francisco.

A L.A. HUFFLE PUFF UPDATE — It looks like Pete Jones, recently appointed regional vice president at Polygram, will get the Casablanca Records as vice president of marketing. Paul Fishkin apparently has left the helm of Bearwars Records and may be announcing a new partnership and/or venture shortly. Over at MCA, the appointment of Bob Siner’s, which was also label president, new positions are popping up. Russ Shaw is in the new post of vice president of artist development, while Santo Russo will handle the marketing duties. Two other notable announcements: Producing/Live event producer Sincere Productions, the lead has announced that several of the majors rumored pairings has ABC and Chrysis to MCA, Arriva with EMJ and Motown and CBS, etc. In other development: A&M issued its first batch of bar- coded product last week, with the release of five albums… The Clash will play the Fillmore in February…”

Zulema in L.A. — During a recent visit to the west coast, London/Le Joint recording artist Zulema stopped by KDAY. Particularly, who was KDAY, Zulema, J.J. Johnson, AM personality KDAY; and Tom Mazetta, London Records.

Cash Box/January 27, 1979
DONNY HATHAWAY
OCTOBER 1, 1945 – JANUARY 13, 1979

ATLANTIC/ATCO RECORDS
The indies also said they harbor no ill feelings for A&M chairman Jerry Moss or vice chairman Herb Alpert, and that they understand their reasoning for joining RCA Records' branch distribution network. "Jerry and Herb decided they wanted to be in the business of making records rather than in the business of distribution," commented one former independent distributor.

Predict Change

But while most said they will be able to handle the loss of A&M, some distributors feel a restructuring of the indie network and a change of attitude on the part of the remaining indie labels is the only way to ensure a secure future for independent distribution.

Many indies expressed the hope that labels such as Arista, Motown, Chrysalis, Fantasy and TK, among others, would choose to reduce the number of their independent distributors and give those they retain greater territory to handle. This would most likely result in fewer indies overall, but the distributors said this would be the best way of strengthening the others enough to withstand any more losses. Even though many executives of the indie labels said they have no plans to change or go with one of the branch labels for distribution, rumors of departures of ABC-Motown and others have caused the indie distributors to feel the "super-distributor" is the wave of the future for them.

Dealing With G.M.?

"God help all of us if we only have to deal with General Motors, Ford and Chrysler," analogized one major retailer. "If it weren't for the indies, where would the Hearts and THP Orchestras, who started with indie labels and are now on majors, be?"

If there wasn't independent distribution, then young entrepreneurs like a promotion man and a trumpet player will have lost the best avenue to do their own thing. They'd have to go with the majors, and that's much more difficult," the retailer said.

Since A&M had a branch operation on the west coast, the independent distributors hardest hit by the move are those in the south and midwest.

All-South

"It's a severe blow," says Warren Hildebrand, owner of All-South Distributing Corp. in New Orleans. "It's something that will take some adjusting and getting used to. But I don't know about it being a death blow. Things like this come in cycles, so I think 1979 is going to be a crucial year for us to see what happens."

Hildebrand said the exact percentage of business that A&M represented to All-South was not known, but the move to RCA would not hurt his firm as much as it might some other indie distributors because All-South handles every other independently distributed line.

"We don't plan any cutbacks in services or personnel, or anything like that," Hildebrand said. "I'm worried, not so much about A&M, but about it snowballing to include other labels."

"It's frustrating," he said, "because it has nothing to do with efficiency or how we treat them. But a huge corporation like RCA has lots and lots of money to draw on and I guess it takes lots and lots of money to run an operation like A&M."

Even though he said other distributors will be hurt more than All-South by A&M's departure from independent distribution, Hildebrand said, "Because of the independent network, what hurts somebody, hurts everybody."

Devastating Blow

Joe Simone, president of Progress Distributors, said, "It's a devastating blow because there are a lot of personal friends involved. It's like a death of somebody in the family.

"We've made the necessary adjustments to remain a profitable company, but we're obviously not going to be able to replace the volume that A&M represented to us," Simone said.

Simone added that A&M's joining RCA would affect only Progress' Cleveland branch. "Indies will have to reposition their distributorship more in the future," Simone said, "because they won't have a choice," although the strength of such independently-distributed labels as Motown, Arista, Chrysalis and others will help ease the blow.

"I have no sour grapes about the move," Simone said. "We had seven outstanding years with the label."

Pickwick Disappointed

"We are obviously disappointed with their decision," said a spokesman for Pickwick International's distribution division. "Independent distributors, of course, work on a non-written basis, so labels are always free to do anything they want. But we would have preferred not to see them do it."

"We've had a 16-year relationship with A&M. They are good people and we think we are good people and I guess we'll all be in the industry together," the spokesman said.

"We just would have preferred that they..." (continued on page 7b)

Roshkind Reports

'State Of Motown' In Indie Address

LOS ANGELES — Following the defection of A&M Records from the ranks of the independently distributed major labels, Motown Records' Michael Roshkind, vice chairman and chief operating officer, has issued a statement strongly reaffirming the company's commitment to independent distribution and denying rumors that Motown is in financial trouble.

"We want to put to rest once and for all the repetitive but totally inaccurate rumors that we were either sold, or on the verge of being sold, or that our product will henceforth be distributed by some other major corporation," Roshkind stated.

Roshkind reassured all Motown's independent distributors with a "State of Motown" message via telephone that also included a preview of the label's upcoming releases.

While I'm certain A&M had good reasons for making the change," noted Roshkind, "Motown will remain steadfast and firmly dedicated to moving its records to the public through a group of the best independent distributors in the land.

In Atlanta we were partners with A&M in distribution and with their withdrawal, we will announce our plans shortly.

Upcoming Releases

New albums from Stevie Wonder, Diana Ross, the Commodores, Marvin Gaye and Smokey Robinson highlight Motown's 1979 releases, along with albums from such up and coming artists as Rick James, Bonnie Pointer, Switch and High Energy. Other product the label has high hopes for in..."
NEIL DIAMOND

Forever In Blue Jeans (3:30) (Stonibridge Music — ASCAP) (R. Bennett/N. Diamond)

Diamond and Streisand scored a #1 song with “You Don’t Bring Me Flowers.” This track from Diamond’s “Flowers” album is a pleasant tribute to “doing OK” without the glitter of wealth and fame. A restrained carousel mood and solid jaunty rhyming underpinning makes this of immediate Top 40 interest. Strings bolster Diamond’s gruff, appealing vocals.

AL STEWART (Arrista AS 0389)

Song On The Radio (4:10) (D.J. M. / Frabjous Music/Accurate Music) (A. Stewart)

Critics have lauded that intelligent rock and roll is dead on AM radio. Stewart has attempted to prove them wrong. While staying within acceptable bounds, Stewart has had success with melodic, cerebral songs such as “Mind Passages.” “Song On The Radio” is a classically banded sax, gentle, vocalic, pianos and a very pleasing top pop shot.

DIRE STRAITS

Warner Bros. WBS 8736

Sultans Of Swing (4:38) (Straitjacket Songs/Ron-Dor Music/Almo Music — ASCAP) (M. Knopfler)

There has been strong FM interest in Dire Straits. This first single reveals the band’s varied influences. The phrasing of the vocals is reminiscent of Lou Reed. The arrangement of moderate beat and excellent guitar work are exceptionally fluid and engaging. Progressive pop programmers take note.

KIM CARNES

(EMI America P-8011)

It Hurts So Bad (3:08) (Amy/Brown Shoes/Quixotic Music — ASCAP) (K. Carnes)

This first release by Carnes on the EMI America label demonstrates her raspy and earthy vocals which are reminiscent of Rod Stewart or Bonnie Tyler. A ballad about hurts so bad, the track has an arrangement of acoustic guitars, mandolins and sauntering, sultry guitar lines. Suited to Top 40.

EDDIE MONEY

(Columbia 3-19000)


Money has emerged as a major force in today’s Top 40 rock and roll. This first single from his new “Life For The Taking” LP ought to expand his representation on AM airwaves. A sassy, R&B influenced and engaging arrangement of strings, sax and rhythm guitar make this a strong Top 40 add. Fine vocals.

HEART

(Portrait 6-70025)


This title track from Heart’s current album is a gentle acoustic ballad which rides a melodic verse and acoustic guitar and easy beat backing. The vocals are sensitive, clear and occasionally soaring. Relaxed and silky, this track is a good candidate for a variety of pop lists.

BONNIE TYLER

(RCA JH-11468)

My Guns Are Loaded (3:45) (Scott-Wolfe Songs/Prince of Wales Music — ASCAP) (R. Scott/S. Wolfe)

Taken from the forthcoming “Diamond Cut” album, this single from Tyler of “It’s A Heartache” fame is likely to receive pop and country attention. An easy shuffling beat, acoustic guitars, slide guitar solo and characteristically distinctive vocals by Tyler make this worth considering.

MIKE GAYE

(Tamla/Motown T 54928)


Gaye’s new album is entitled “Here. My Dear.” This single is true to its name. Funky and spacy, the track is likely to attract R&B and disco action. Steady high-hat and rocking beat are joined by cow bell embellishments and Gaye’s melodic moving singing.

PETER CRISIS

(Casablanca NB 961)

You Still Matter To Me (Brandree Music - BMI/Kamiah Music/Happenstance Music — ASCAP) (J. Vastano/M. Morgan/V. Foncia)

This track from Krisi member Crisis’ solo project is a catchy number which ought to interest Top 40 programmers. With a grabby synthesizer line, jumpy organ back, good raspy singing and nice arrangement, this track may well

ZOWL

(EMI America P-8009)

Call Out My Name (3:02) (Mother Tongue Music ASCAP) (W. Zowl)

Zowl charted with his “New York City” which was strikingly reminiscent of Elton John’s rocking arrangements. This track opens with spirited piano chord and simple drum set-up. Jaunty beat and a smooth rolling chorus ought to convince doubters that Zowl is his own man. Rough and ready guitar work underlies the strong lead and backing vocals. Top 40 candidate.

CINDY BULLENS

(United Artists UA-1261-Y)

Survivor (3:57) (Gooseneck Music/Fleur Music — BMI) (C. Bullens)

United Artists is hoping to break Cindy Bullens this year and this track may help make the job a little easier. A good rocker, this track has throbbing bass line, piano and string guitar work, and fine lead singing by Bullens. Stout and defiant in tone, this ought to do well Top 40.

MORK MILLER

The Event (2:37) (Mork Music/Toots Music — ASCAP) (J. Zavattari/A. Morgan/K. Garett)

This track is a laid back acoustic ballad which rides a vocal line and acoustic guitar and easy beat backing. The vocals are clear and occasionally soaring. Relaxed and silky, this track is a good candidate for a variety of pop lists.

FRANK MILLERS

(Frank Millers BMG 14517)

The Poet And I (3:41) (Unichappell Music — BMI) (F. Miller)

This instrumental is a slow and moving exchange between piano, string and-tonorous beat. The pace is gentle, the string and piano phrasing is emotional which is a combination which makes this an appeal to beautiful music formats. The track is also gaining pop acceptance.

ORSA LIA (Infinity INF-5004)


Who is Orsa Lia you say? A Nashville session singer who was the voice behind the Heinz “Anticipation” commercial. Lila delivers a strong high-riding mood on this ballad. With piano chording, strings, high-hat beat and dramatic move up, this track, produced by Hal David and Archie Jordan, is suited to AC/Top 40.

BOB JAMES

(Tappan Zeit,Columbia 3-10896)

Theme From “Taxi” (Angela) (3:05) (Addax Music/Word Music — ASCAP) (B. James)

Taken from the “Touchdown” album, this TV show theme song has a smooth interaction between electric piano, horns, flute, guitar and drums. The result is a flowing instrumental that may fare well on a variety of charts from Jazz to Pop.

ROBERTA FLACK

(Atlantic 3560)

You Are Everything (3:46) (Assorted Music/Bell Boy Music — BMI) (T. Bell)

While the world is shocked at the death of Donny Hathaway who had just finished vocals on an upcoming album with Flack, Atlantic has released this track undermine the catchy rhythm line from the “Roberta Flack” album. This remake of this song by the Stylistics is an agent sensitive ballad for R&B and pop lists.

BROOKLYN DREAMS

(Casablanca NB 902)

Make It Last (3:22) (Starrin Music/Rick’s Music — BMI) (B. Sudano/J. Esposito)

The new Brooklyn Dreams album is called “Sleepless Nights.” This first single bears the imprint of this trio’s greatest strength: multi-harmonies. A steady beat which combines rock and disco patterns is joined by acoustic guitars, string embellishments and good upward movement at the chorus. Top 40 potential.

KAYAK

(Starrin/Flight/RCA JB-11475)

Keep The Change (3:38) (Heavy Music — BMI) (Scherzaniz)

Kayak charted with the appealing “I Want You To Be Mine.” This effort features upfront piano work, steady beat, layered vocals and synthesizer backing. The smooth rollicking feel is alluring and worth serious consideration for Top 40 play. The LP will be out next week.

SEA LEVEL

(Capricorn CPS-0314)

Sneakers (Fifty-Four) (3:18) (No Exit Music — BMI) (J. Nails)

This track was the B-side of “Living In A Dream” but because of radio interest, Capricorn is releasing “Sneakers” to see which track has the muscle. This track has a fast clip high-hat beat, ticking rhythm guitar backing and more expansive lead guitar work. The piano lines are fluid. Horns round out this instrumental which may appeal to Jazz and pop lists.

KEANE BROTHERS

(ABC AB-12445)

Dancin’ In The Moonlight (3:34) (United Artists Music/St. Nathansson — ASCAP) (S. Kelly)

“Dancing Off” is the name of the Keane Brothers’ latest album. This uptempo rendition of the song that was a hit for King Harvest is an enthusiastic track which ought to help the Keane’s take off on pop lists. Strings, rolling rhythm line and backing singers help make it work.

BONEY M

(Sire/WB SRE 1038)

Dancing In The Streets (3:55) (Al Galico Music — BMI) (F. Farian)

Produced by Frank Farian, this latest effort by German supergroup Boney M is a disco-oriented track which is dedicated to dancing in the streets. Fast rhythm guitar, solid undercurrents, horns and percussion embellishments make this suited to R&B and dancing formats.
The sun rises on Park Lane in America.

Epic Records is proud to announce our new association with Brian Lane's Park Lane Records. Epic will henceforth distribute all product from Park Lane within the United States.
ZOO WORLD ’79 — In what is certain to be one of the grandest station promotions of the year, KZEW-FM/Dallas will host “Zoo World ’79” Jan. 26-28 in the Grand Hall of the Dallas Convention Center. The three-day fair will offer 200,000 square feet of displays, exhibits and music under the general theme of products and services affecting the lifestyle of the young adult. “Zoo World ’79” demonstrates sponsor's commitment to the pest and public service organization commitments to this year's event have increased by 300 percent, according to KZEW.

KZEW has been preserving entertainment from local and national groups throughout the event in a specially designed concert area with a capacity of 3,000, complete with concert lighting and sound system. The KZEW air staff will broadcast live from the event, in a from a futuristic booth of chrome and glass with the “Zoo” elephant overlooking.

Further information about the event can be obtained from PD Mark Christopher or publicity coordinator Judy Seay at KZEW, (214) 748-9898.

ROCK ’N ROLL IS HERE TO STAY — Following the departure of George Taylor Morris to RCA/Los Angeles, WPIX-FM/New York has come up with a new program director and a new format. Joe Plasek has been promoted to PD, and he says the station is revamping its AOR format into what Plasek calls “rock ’n roll radio.

“Rock ’n roll isn’t even music anymore,” explains Plasek. “It’s mainstream now, and most post-1955 music is derivative of rock ’n roll. We’ll be playing the best rock ’n roll, with the accent on top 40.

We’ll stick to the 60s, 70s and 80s, in Elvis Presley to Elvis Costello, I’m surprised that there hasn’t been more rock ’n roll on the radio here.

WPIX will debut its new format any day now, and there will be, of course, the inevitable staff changes at the station as a result.

FTC PSA’s — The Federal Trade Commission (FTC) has recommended to the FTC Commission that the commission consider requiring bidders to a air a minimum number of public-service spots daily to “effectively complement” the large volume of intensive advertising designed to sell goods and services “by providing information about nutrition, health, safety and legal rights.

New requirements are needed, according to the FTC, because despite existing in states, “bidders’ duty to air PSA’s... remains a theoretical obligation that is not realized in practices. The FTC proposal would thus impose new record-keeping duties on stations.

DISCMANIA — Century 21 Programming is installing its “Electric Disco Format” on two automated stations this week: “106 Kicks” FM in Dallas and “Zap 1-2-3” AM in Columbia, S.C. The move will have 24-hour disco.

“The Electric Disco” has been a special Saturday-night show on our automated stations since 1973,” says exec Scott Davis, Century 21 VP/GM, “so Century 21 already has a giant library of disco 12-inch singles on tape. We’ve merely expanded it with a weekly feature to full daily programing. Automation time checks plus produced promotions and TV spots are included in the package.

A free demo is available by calling (800) 527-3262.

Also on the disco format front, hot broadcasting recently purchased WMED/Medford, Mass. and switched its simulcast AM-FM format to all-disco Jan. 14. The station has changed its call letters to WXKS and is now consulted by Burkhardt/Abrams.

STATION TO STATION — Severe winter storms knocked a number of stations off the air this month. KPA/Morristown and WGGY/Bangor are only two of many.

KML/San Francisco’s Kamer joined the Doobie Brothers on their fourth annual “Christmas Pilgrimage” to the Stanford Children’s Hospital recently. WJL/Wilmington was the only station outside of Tennessee that broadcast the Volunteer Jan 13, featuring the Charlie Daniels Band among others. Dan Donahue visited WAAP/Worcester last month, as did Aerosmith’s Tom Hampton and Brad Whitford.

Y-100/Miami threw a Christmas party for all the local promotion reps in Q-94/Richmond (WRVI) recently sponsored a “Santa O” toy drive; the city’s largest toy-rasing campaign ever. More than 40,000 toys were collected for Richmond’s needy children.

NEW JOBS — Terry Long is the new PD at W-F7 Jacksonville. Long had been MD at B-1105/Orlando. Fred “Triple” Minor of KDPS/Kansas City is the new PD at WXRL/Richmond (XL-102). Leroy Penn has been added to PD at WSH/WSH/Hollywood. Va. KDKB-KJQO/Mesa-Phoenix VP/GM Eric Hauenstein has been appointed radio manager by B-95/KJQO. Rocky Mountain Radio, subsidiaries of Soundsys Newspapers, Inc. Buddy Scott has been promoted to VP/GM of Drake-Chenault’s Program Services division. Scott will have overall responsibilities to the development and execution of Drake-Chenault formats throughout the U.S.

Robert Mitchell has been named NB VP with B-95/KJQO. Wayne Cornel, now NAB radio VP. Leslie Corn has been named to the newly-created position of director of program and public services for the ABC Radio Network. ABC Radio senior vice president is Jim Balsam.

Bob Spicer is the new 7-midnight personality on WRW/Boston. Spicer has also been promoted to assistant PD. WXLO/New York (99X) has tapped Ed Knapp as chief engineer. Knapp has been with WXLO since 1983. His job includes design and installation of the station’s new computer program.

LATE FLASH — Following last year’s expansion to four hours, Watermark’s granddaddy of syndication, “American Top 40” has added former Rolling Stone associate editor Merrill Sindler as staff writer.

JOEY BERLIN

LOBSTERS MEET LOAF — Epic/Cleveland International recording artist Meat Loaf was in Houston recently to promote his “Bat Out Of Hell” album. While there, he dined with local radio personalities. Picture are at top row (l-r): Nick St. John of radio station KLOL, John Madison, branch manager for CBS Records in Houston; and Hershel Orr, local promotion for E/P/A in Houston. Seated are (l-r) Mr. and Mrs. Paul Rinn, PD for KLOL Meat Loaf, Cal Gath, PD for radio station KBBE, and Steve Popovich, president of Cleveland International Records.

Crocker Explains New ’BLS Format

NEW YORK — In the face of rumors that WBLZ-FM will be switching to an all-disco format, Crocker Broadcasting Co. ’s Frankie Crocker last week explained the format he will be implementing at the Inner City station.

“I will be instituting the ‘Fronki Crocker format,” said Crocker. “If I hear it and like it, I’ll play it on the air. It will be, of course, including some disco, because disco is what’s happening, but I’ll be playing other things as well.

Last week was Crocker’s first week at WBLZ in almost two years and he said he was very glad to be back. “I enjoy being on the radio,” Crocker said. “WBLZ is WBLZ’s new afternoon drive personality” and I don’t find that it interferes with my programming duties.”

Crocker also noted that he will be getting involved with the music programming on all of the stations owned by Inner City, and those currently being acquired. This includes WBLZ/New York. WBLZ (formerly WBBR), KRE/ and KKTT-KUTE/Los Angeles, in addition to WBLZ.

WBLZ, which had been challenging traditional market leader WABC in the first half of 1978, has seen its market share fall since last week. To date, disco has not been a factor.

Yurdin Bows SPS

LOS ANGELES — Special Programming Services (SPS) is the name of the new company that has been formed to develop, consult and represent nationally syndicated radio programming. SPS president Larry Yurdin is the creator and former general manager of the Planet and Daily Planet feature syndications and the former news director at KMET/Los Angeles.

SPS has been retained by Orca Productions to assist in revamping its “Jazz Album Concert” series, now in 125 markets. SPS is also developing two series for Multi-Media Entertainment Corp. SPS is located at 1100 Glendora Ave., Suite 1455, L.A. 90024, (213) 477-2011.

Radio Arts Adds Outlets

LOS ANGELES — Radio Arts has increased its clients list with the recent addition of 13 stations contracting for programming services. New adult contemporary “Sound 10” customers include WBLS-FM/Lancaster, PA., WMCD-FM/Statesboro, Ga., WM/L-B/C/Asheboro, N.C., and KISS-CF/Panama City, Fla.


Burke Adds 9 Markets

NEW YORK — Burke Broadcast Research has added nine markets to its radio rating service, bringing its total to 20 markets. The new markets are Cleveland, St. Louis, Baltimore, Pittsburgh, Minneapolis, Denver, Atlanta, San Diego and Cincinnati.

Burke plans to add at least 10 and as many as 20 more markets in the fall. The company hopes to cover the remaining top 50 markets by spring 1980.

Four Markets Get ESF

NEW YORK — Arbitron has announced that Boston, Baltimore, Charlotte and Philadelphia have been added to the list of markets where the Expanded Sample Frame (ESF) will be used starting in the spring. The ESF is designed to increase the survey sample size by including households with unlisted telephone numbers.
FM STATION REPORTS - NEW ADDS/HOT ROTATION

1. **KWFR-FM** - ALBUQUERQUE - BOB SHULMAN

2. **WSAN-FM** - ALLENTOWN - KEVIN GRAFF

3. **WYLO-FM** - COLUMBUS - AMARILLO

4. **KUT-FM** - AUSTIN - ALFRED

5. **WFLS-AM** - ATLANTA - DEBBIE GARNER

6. **WALF-AM** - BINGHAMTON - DICK BASCOM

7. **WYCL-AM** - BOSTON - TONY BERARDINI

8. **WLS-FM** - CHICAGO - TOM MARKER/WALLY LEISERING

9. **WKLW-FM** - COLUMBUS - TOM STUMER/SUE EVANS

10. **WRIT-FM** - CHICAGO - BOB GELMS

11. **WYGO-FM** - COLUMBUS - DANNY CHRISTOPHER

12. **C-101-FM** - CORPUS CHRISTI - MANDO CAMINA

13. **KBPF-FM** - DENVER - JOHN BRADLEY

14. **KFLM-AM** - DENVER - LARRY BRUCE/KEN KOHL

15. **WABX-FM** - DETROIT - JOE KRAUSE

16. **KZEL-FM** - EUGENE - STAN GARRETT/KRIS KARVICK

17. **WSHE-FM** - FT. LAUDERDALE - MICHELLE ROBINSON

18. **WLAV-FM** - GRAND RAPIDS - DOC DONOVAN

19. **WYCR-AM** - HOLT - BILL OSMOND

20. **WWCM-AM** - HARTFORD - BILL NOSAL

21. **KLO-LAM** - HOUSTON - SANDY MATHIS
ADDs: Eddie Money. Elvis Costello. Boom Town Rats

22. **WXXM-AM** - KELLOGE - JIM HOOD/DAL SANDERS

23. **WBLM-FM** - LEWISTON/PORTLAND - JOSE DIAZ

24. **KNAC-AM** - LONG BEACH - PAUL FURH

25. **WBAB-AM** - LONG ISLAND - DENIS MUNAMARA/LARRY KLEINMAN
ADDs: Good Rats. Yankees. Came. Andy Mandelstein. Marc Tanner Band. Head East

26. **WLR-AM** - NASHVILLE - DENIS MUNAMARA/LARRY KLEINMAN
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<tr>
<th>FM LPS</th>
<th>ADDED STATION REPORTS — NEW ADDS/HOT ROTATION</th>
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<tr>
<td><strong>MOST</strong></td>
<td><strong>ADD</strong></td>
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<tr>
<td>#1 Most Added</td>
<td>ELVIS COSTELLO (armed forces) Columbia</td>
</tr>
<tr>
<td>#2 Most Added</td>
<td>NAZARETH (no main city) A&amp;M</td>
</tr>
<tr>
<td>#3 Most Added</td>
<td>THE MARC TANNER BAND (no escape) Elektra</td>
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<tr>
<td>#4 Most Added</td>
<td>UFO (strangers in the night) Chrysalis</td>
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<td>#5 Most Added</td>
<td>CAMEL (breathe) Arista</td>
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<tr>
<td>#6 Most Added</td>
<td>EDDIE MONEY (life for the taking) Columbia</td>
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<tr>
<td>#7 Most Added</td>
<td>THE FABULOUS POODLES — mirror stars — Epic</td>
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<tr>
<td>#8 Most Added</td>
<td>HEAD EAST! — live! — A&amp;M</td>
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<td>#9 Most Added</td>
<td>TRILLION — trill — Epic</td>
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<tr>
<td>#10 Most Added</td>
<td>APRIL WINE — first glance — Capitol</td>
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<tr>
<td>#11 Most Added</td>
<td>EP downstream — patagonia — Columbia (ep)</td>
</tr>
</tbody>
</table>

**KNX-FM — LOS ANGELES — MICHAEL SHEEHEY**

**ADDS:** Eddie Money, Marc Tanner Band, Sad Cafe, Sad Cafe (45). Little River Band (45). Poco (45). Firefall (45). Al Stewart (45).


**KWST-FM — LOS ANGELES — PAM MAY**

**ADDS:** Doors, Nazareth.


**WRN-FM — NEW ORLEANS — SAM ROBERTS**


**WNWE-FM — NEW YORK — TOM MORRERA**


**WNRF-FM — NORFOLK — RON REGER**

**ADDS:** Robert Johnson, Eddie Money, Rush, Marc Tanner Band, Babys (45). Bandit (45). Ace Frehley (45).


**ZETA-7-FM — ORLANDO — BILL MIMS**


**WEO-FM — PHILADELPHIA — HELEN LEICHT**

**ADDS:** Head East. Andy Meath, Wiretown Town Rats (45). Camel. Marc Tanner Band.


**WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON**

**ADDS:** None.


**WYDF-FM — PHILADELPHIA — JASON ROBINSON**


**WYWE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN**

**ADDS:** Trillion. Max Dermen


**XADI-FM — ST. LOUIS — PETER PARISI**

**ADDS:** Jerry Jeff Walker.


**KSHE-FM — ST. LOUIS — TED HABECK**

**ADDS:** Marc Tanner Band, Nazareth, Herd East. UFO. Phil Manzanera.


**KFXM-FM — SAN FRANCISCO — MARK COOK**

**ADDS:** Nazareth. Sad Cafe. Robert Johnson.


**KWFK-FM — SAN FRANCISCO — KATIE INGRAM**

**ADDS:** UFO. Fabulous Poodles.


**KUME-FM — SAN JOSE — DANA JANG**

**ADDS:** None.


**KSJO-FM — SAN JOSE — PAUL WELLS**


**KZAM-FM — SEATTLE — JON KERTZER**


**HOTS:** Esposito. Eddie Money, Camellia.

**KZSM-FM — SPRINGFIELD — LARRY SNIDER**

**ADDS:** Max Dermen.


**WXM-FM — TAMPA — NEAL MIRSKY**

**ADDS:** Eddie Money.


**WYXZ-FM — WESTCHESTER — DONNA LEMKISKI**

**ADDS:** Elvish Costello, Eddie Money. Fabulous Poodles. Hush. UFO.


**WRWX-FM — WESTCHESTER — DONNA LEMKISKI**

**ADDS:** Elvish Costello, Eddie Money. Fabulous Poodles. Hush. UFO.


**WAFN-FM — WORCESTER — JOHN DUNCAN/PAUL LEMIEUX**


**Cash Box/January 27, 1979**

www.americanradiohistory.com
REGIONAL PROGRAMMING GUIDE

NORTHEAST

WTRY — ALBANY/TROY — DON PERRY, MD

WQKQ — BOSTON — RICH WOODWARD

WRCQ — HARTFORD — JIM ENGLISH, MD

WJGB / WOXI — 3-1

WJCL — SAVANNAH, GA
7-6 - R. Stewart, Ex To 29 - B. Stewart, Ex To 28 - B. Stewart, Ex To 27 - B. Stewart, Ex To 26 - B. Stewart, Ex To 25 - C. Lynn, Ex To 24 - B. Stewart, Ex To 23 - M. Larson, Ex To 22 - M. Larson, Ex To 21 - M. Larson, Ex To 20 - M. Larson, Ex To 19 - M. Larson, Ex To 18 - M. Larson, Ex To 17 - M. Larson, Ex To 16 - M. Larson, Ex To 15 - M. Larson, Ex To 14 - M. Larson, Ex To 13 - M. Larson, Ex To 12 - M. Larson, Ex To 11 - M. Larson, Ex To 10 - M. Larson, Ex To 9 - M. Larson, Ex To 8 - M. Larson, Ex To 7 -...
1. DA YA THINK I'M SEXY — ROB STEWART — WARNER BROS.

2. LADY — LITTLE RIVER BAND — HARVEST

3. LADY — LITTLE RIVER BAND — HARVEST

4. DA YA THINK I'M SEXY — ROB STEWART — WARNER BROS.

5.畫圖:《流行音樂史》
Indies Feel Loss Of A&M

Most of the remaining major independently-distributed labels surveyed said they were satisfied with the service they have from the indies and, for the most part, had no intention of changing in the near future.

"I don’t see it having a major effect on us," said Elliot Goldman, executive vice president of Astra Records, "because the number of independent distributors we share with A&M is very small. I’d say it’s only two or three that are involved."

Other independents said their thinking about independent distribution because it’s working very well for us. Our approach is not the same as it’s always been," Goldman said. "We have our own promotion staff and local marketing people and we work closely with our distributors.

He said in cases where distributors handled both A&M and Aristas, it might be considered a "plus" because "they will have more time to work our product."

While he said "we are constantly reviewing our policy," he also said, "A&M’s move has done nothing to make us want to change the way we are doing things."

Fantasy

Fantasy Records wasn’t feeling any significant effect from A&M’s move, according to Phil Jones, the label’s vice president of marketing, "because A&M was only in three places. Now it’s up to indies to get off their butts and penetrate markets like they used to."

He added, "it’s clear that everything is moving away from the indies. Only the indies themselves can turn things around."

Roskind Reports State Of Motown I Indie Address

"I think the record companies who want the freedom and flexibility of indie distribution," Silverman said, "and those people could be in a bind."

Two other major indie distributors, M.S. in Chicago and Alpha in New York, offered no comment on the move.

Indie Reaction

Reaction to Roskind’s message from independent distributors was "vibrantly supportive," according to the label.

"Motown and Alpha are a good team and you don’t break up a good team," said Harry Apollos, founder of Alpha Distributors in New York. "We’ve been places in the past and we’re going places in the future."

"President Carter isn’t a real threat," added Smokey Robinson was also spotted by Roskind as "a historic moment dedicated to making sure that the record business becomes a perennia Father’s Day gift disc,"

Tasty Tanya Tucker — Cash Box publisher George Albert recently welcomed MCA recording star Tanya Tucker to her standing room only Roxy engagement. Tucker is currently touring with the MCA Records and Steve Gold, president of Far Out Management were also on hand for the occasion. Picture (l-r are): Tucker, Siner, Albert, and Gold. \n
Cash Box / January 27, 1979
New NARM Session Will Spotlight Merchandising

NEW YORK — An audio-visual presentation entitled "Partnership Creates Opportunity" will be shown at the general business session of the 1979 NARM Convention. The film will highlight "the merchandising opportunities that make themselves available to each segment of the industry when a real partnership exists between the manufacturer and the merchant," according to Joe Cohen, executive vice president of NARM. Examples of successful "partnerships" will be demonstrated by a panorama of visual illustrating these opportunities.

Committee Members

Members of the NARM Merchandising Committees who worked on the presentation include: Ray M. Stan Marshall, executive vice president of Elektra/Asylum Records; Dan Davis and Walter Lee of Capitol Records; Lou Fogenman of Music Plus; Ron Oberman of Columbia Records; Richard Lionetti of the WEA Corp.; Lee werd of CBS Records; and Annie Ormes of ABC Records.

Major Chains Report Christmas Sales Gains

NEW YORK — The nation's major retailers posted strong sales gains for December, particularly the days closest to Christmas. A mart's volume rose 18% compared to the prior year, according to J.C. Penney's sales rose almost 12%; Montgomery Ward had an 8.8% gain; and Woolworth's sales rose 12% in the five-week period ending December 25. The company said that December's sales were compared against exceptionally strong sales a year earlier, when volume rose 21% from that of the year-earlier period.

Other retailers reporting sales gains in December were May Department Stores Co., 15%; Zayre Corp., 13%; Wal-Mart Stores, 26% (on a comparable-store basis); and City Products Corp., a unit of Household Finance Corp., 19%.

Everybody's Records Co-Promoting Shows At Portland Venue

NEW YORK — Everybody's Record Co., the six-store record retail chain based in Portland, Oregon, has joined with Double Tree Promotions to promote a series of concerts at Portland's newly remodeled Euphoria Tavern. The series, titled "Everybody's Great Concerts," will begin with appearances by Columbia recording artists Julies and the Polar Bears, Tom Scott and Steve Kie. It is the first such venture between a concert promoter and a retail chain in the Northwest market, according to Mel Reel, executive vice president of the chain.

"We're always looking for original ways to promote new artists," Reel said. He added that "offering at a reduced price for the concerts is the most direct way we know of encouraging our commitment to new music.

New Atlantic Product Shown In Eight Cities

NEW YORK — Atlantic Records launched its January release promotion campaign entitled 'You've Never Been Hit So Hard,' with a series of special product presentations in eight cities, including New York, Boston, Philadelphia, Atlanta, Cleveland, Chicago, Dallas, and Los Angeles January 8-12. Teams of Atlantic representatives, headed up by Eddie Holland, vice president and director of special markets, made the presentations to all WEA personnel, all Atlantic R&B and pop regional promotion directors and managers, and key radio, press, retail, and disco pool personnel.

The campaign was supported by heavy radio and print ad and extensive print ads and a variety of merchandising materials, with special artwork incorporating the "You've Never Been Hit So Hard" theme. In addition, two specially edited and sequenced samplers were prepared by Investments, national director of disco promotion and discus AR coordinator, to showcase Phase I, which features current hit disco product, and Phase II, which features January releases.

E/A Pushes 'AmericanPrayer' LP With Radio, Retail Promo

continued from page 14

be recognized as a poet. Jim's words were always the road. The Dog music was in sympathetic to their feeling. The idea of putting together the band started at Vaxi Beach (in L.A.) when Jim read Moonlight Drive to Rick Nielson. In late 1970, Morrison and Rick Holman of Elektra agreed that Morrison would produce the band with making a posthumous project. "Poetry was the other side of Jim. He was frustrated creatively at that time. He chafed with the rock star image and he was constantly testing life to the limit. To straighten things out, Jim decided to go to Paris and write. He didn't finish the poetry album and he didn't come home." Because of his closeness to Morrison and the project, Siddons is frustrated with the censorship which is necessary to get the album out in a market. E/A openly admits that the LP has limited rack appeal. "It is the first project to fail artistically but it is necessary. We did however service the edit with the commercial material so that they would know the difference.

Singles Breakouts

Record Factory/San Francisco

The BARRY BROTHERS
CHEMICAL BROTHERS
CONSULTANT
FOREIGNER
DOBBIE BROTHERS
GRIFFIN
DIEDERICK
GALGANO & THE BARNES BAND
POCO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Pickwick/National

THE BARRYS
DOBBIE BROTHERS
GRIFFIN
MAREN HALL
LITTLE RIVER
CHERRY
TODD RUSSELL
GILLESPIE
POLIO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Eddie Money
U.F.O.

Singles Breakouts

Record Factory/Chicago

The BARRY BROTHERS
CHEMICAL BROTHERS
CONSULTANT
FOREIGNER
DOBBIE BROTHERS
GRIFFIN
DIEDERICK
GALGANO & THE BARNES BAND
POCO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Pickwick/National

THE BARRYS
DOBBIE BROTHERS
GRIFFIN
MAREN HALL
LITTLE RIVER
CHERRY
TODD RUSSELL
GILLESPIE
POLIO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Eddie Money
U.F.O.

Album Breakouts

Record Factory/San Francisco

The BARRY BROTHERS
CHEMICAL BROTHERS
CONSULTANT
FOREIGNER
DOBBIE BROTHERS
GRIFFIN
DIEDERICK
GALGANO & THE BARNES BAND
POCO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Pickwick/National

THE BARRYS
DOBBIE BROTHERS
GRIFFIN
MAREN HALL
LITTLE RIVER
CHERRY
TODD RUSSELL
GILLESPIE
POLIO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Eddie Money
U.F.O.

Album Breakouts

Record Factory/San Francisco

The BARRY BROTHERS
CHEMICAL BROTHERS
CONSULTANT
FOREIGNER
DOBBIE BROTHERS
GRIFFIN
DIEDERICK
GALGANO & THE BARNES BAND
POCO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Pickwick/National

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LITTLE RIVER
CHERRY
TODD RUSSELL
GILLESPIE
POLIO
GLEN GAYNOR
JAMES HOLLAND
John Williams

Eddie Money
U.F.O.

Top Album Breakout of the Week

WILL SAVE — GLORIA GAYNOR — POLYDOR

Top Album Breakout of the Week

ARMED FORCES — ELVIS COSTELLO — COLUMBIA

WWW.AMERICANRADIOHISTORY.COM

CASH BOX/JANUARY 27, 1979

28
Welcome to the 1980's. They're still a good year away. But we're planning for them now. At NARM'S 21ST ANNUAL CONVENTION: "Today's success: Tomorrow's opportunity."

The future gets closer every day. And in just 6 days, NARM will show the music/record industry all the shapes of things to come. On both sides of the retail counter:

RESEARCH FEEDBACK:
"The Attitude of The Tape Buyer" A CBS study... "To Lock Or Not To Lock" A GRT study.

PRESENTATIONS:
Radio Advertising:
Image/identity building, creative time buying, and a marketing strategy.

Merchandising:
Using raw materials to polish your in-store image.

Videodisk Software:
A demonstration by MCA/Disco Vision.

In-store Video Merchandising:
Where it's at. Where it's going.

Bar Coding:
"A Marriage Of Convenience"—A NARM presentation on the implementation of a feasible industry standard.

SPEAKERS:
Stan Coren on Commercialism vs. Quality; a keynote address. Dr. David Rachman on Retail Executive planning. Elliott Goldman/ Joe Simone on indie distribs: "Swan Song Or Rebirth?" Dr. Art Ulene on coping with executive stress.

WORKSHOPS:
Individual and meaningful shirt-sleeve sessions in:
Retailing
Rock jobbing
One-stopping
Independent Distributing

NARM AWARDS:
Retailer & Rack Jobber Of The Year.
Best Sellers Of The Year.
Scholarship winners sharing $68,000 in grants.

EXHIBITS AND MANUFACTURERS PRESENTATIONS:
Poolside exhibit center for hardware/software displays. Manufacturer's audio-visual presentations each afternoon.

LIVE ENTERTAINMENT:
Live talent from major labels.
Cocktail receptions, luncheons, dinners. See it all. And hear it all, as only NARM members can.

A FAST-PACED CONVENTION FOR A FAST-PACED BUSINESS:

NARM'79:
LAST STOP BEFORE THE NEXT RECORD DECADE

March 23-28, 1979
Hollywood, Florida
The Diplomat Hotel

NARM

www.americanradiohistory.com
DISCO BREAKS

NAMES IN THE NEWS — Arista is reorganizing its structure to give more direct attention to the New York market. Tarquin Featherstonhaugh is leaving the L.A. office to become east coast disco director for the label. Steve Stoff will continue to concentrate on the retail connection. And Harold Melton has joined Arista as well. In other Arista news, Jack Wilberthy who is the national disco director. "New York is a completely entity and of itself," says Wilberthy. "We need the personal touch there to bring records home." Arista will be setting up New York offices which will include A&R and a full range of functions. The move is expected to strengthen Arista's A&R affiliations with foreign sister labels. To beef up its New York representation, Butterfly has hired independent promoters Steve Bogan and Bruce Marcus. Tampa Bay Disco Pool has officially opened its Orlando of- fices, with the head office, the DJ station, Park Avenue, is the official producer, Guy Keating. DJ at Pinehas Phogg's is assistant producer. Both clubs are open in the Orlando area. Park Avenue is part of the Uncle Sam chain. Bob Siegel at Warner/RPC has been named manager of special projects in addition to assistant to Cavano. In his A&R capacity at WB/RPC, Vince Aletti is off to MIDEM... Lily and Len Ron Hanolks (of Grey & Hanks) have a nine-pound baby girl... Jan 15. Reportedly, Bianca Monique Hanoks is already "dancing." Mark Rosenbaum who spins at the Exile in Washington, D.C., is in this week's Disco DJ's DJ spot... the club is the capital's only afterhours disco, and has been at the club for 10 months, says a new dancer is the major project for the Exile.

DISCO RADIO UPDATE — As reported last week, Frankie Crocker has re-jointed WBLW whose strongly radio disco format. An important addition to the stable of BLS several years ago. Crocker will be music director and will also hold a 4-8 p.m. spot. A monster party was held last week at Studio 54 to kick off the renewed relationship. To update lists... K101-AM in San Francisco went disco sunrise-to-sunset recently. The MID of the former Top 40 station is now Normie Shaw. Tom Martin/ADA is consulting on the new format. Kent Burkhardt and Wanda Ramos have a new station for their consultancy. WXKS-AM in Medford, Mass., went 24-hour disco last day. The station used to be a beautiful music outfit with call letters WWEL. Hotel Broadcasting bought it last week, and...

(continued on page 34)

REVIEWS

MIDNIGHT RHYTHM — Midnight Rhythm — Atlantic SD 19214 — LP — List: 7.98
The production team of Joe Long and Robb Addock have produced some of the most exciting pure disco sounds in recent memory. "What's Up?" and "Take Me To You" are two of the most exciting tracks on "Midnight Rhythm." The music is catchy, the production is great, and the overall sound is very "disco." This album is a must-have for any disco fan.

SANTO TROPEZ — Belle De Jour — Butterfly 161 — LP — List: 7.98
Ringer & Lewis has provided a musical interpretation of this new Santo Tropez album which features Jean-Paul Vignon. The LP has a wide-ranging appeal that ought to enjoy strong disco and radio response. "Fill Me With Love" is a beautiful well-executed track that ought to enjoy strong radio exposure as well. "One More Minute" is a possible track for 12" remix. The tracks have a great production and are sure to be a hit.

PROGRAMMERS PICKS

MUST SPIN
Bill Sandor Pittsburgh Crazy Glass Family — JDC
George Cadenas Key West Will Survive Gloria Gaynor — Polydor
Ken Jason Chicago Knock On Wood Cheryl Lynn — Arpila
Richie Kazor New York Will Survive Gloria Gaynor — Polydor
Michael Newman Omaha D Ya Think Im Sexy Rod Stewart — Warner Bros.
Paul Curtis Seattle Baby, I'm Burnin' Dolby Parton — RCA
Al Paez New Orleans Crazy Glass Family — JDC
Bob Baldwin Pademex Ultimate — Casablanca
Tommy Quinn New Orleans D Ya Think Im Sexy Rod Stewart — Warner Bros.
Bob Anderson Washington, D.C. Got My Mind Made Up Instant Funk — Salsoul
Scott Talafar Ft. Lauderdale Music Is All You Need THT Orchestra — Butterfly
Billy Sloke Boston Got My Mind Made Up Instant Funk — Salsoul
Angelo Solar Atlanta Ultimate — Casablanca
Jim Knapp Tampa Got My Mind Made Up Instant Funk — Salsoul
Kevin Mills Washington, D.C. Got My Mind Made Up Instant Funk — Salsoul

CANT MISS
Bill Sandor Pittsburgh Knock On Wood Amii Stewart — Arpila
George Cadenas Key West Love Is The Ultimate Ultimate — Casablanca
Ken Jason Chicago Love Is All You Need THT Orchestra — Butterfly
Richie Kazor New York Got To Be Real Cheryl Lynn — Columbia
Michael Newman Omaha Love Vibration Joe Simon — Spring/Polidor
Paul Curtis Seattle Love Is All You Need THT Orchestra — Butterfly
Al Paez New Orleans Ultimate — Casablanca
Bob Baldwin Pademex Ultimate — Casablanca
Tommy Quinn New Orleans Boogie Town Fat Larry's Band — Fantasy
Scott Talafar Ft. Lauderdale Stomp Your Feet Ali Baba — Polydor
Billy Sloke Boston Rod Stewart — Warner Bros.
Angelo Solar Atlanta Keep On Dancing Gary's Gang — SAM/Columbia
Jim Knapp Tampa Crazy Glass Family — JDC
Kevin Mills Washington, D.C. Love — Salsoul
TARRATS ENTERPRISES announces:

"A DISCO SALUTE TO DANCERS"
THE GALA SHOW TO HONOR DANCING GREATS PAST AND PRESENT

CULMINATING IN THE

DISCO DANCE CONTEST OF 1979
THE FOREMOST DANCE EVENT OF THE SEVENTIES

FEATURING

$100,000
FIRST PRIZE

$20,000
SECOND PRIZE

$10,000
THIRD PRIZE

AND OVER 100 OTHER PRIZES AVAILABLE TO ALL PROFESSIONAL & AMATEUR DISCO DANCERS.

The company is now reviewing and inviting further presentation of unreleased disco recordings from which will be selected the official qualifying music to be required throughout the contest.

Local and regional judges will be chosen from leading dance studios and theatrical dance organizations throughout the country.

Work is underway to finalize the choreographic guidelines for this premier contest in the dance.

Other particulars are available upon request from any qualified parties.

TARRATS ENTERPRISES
22541-A PACIFIC COAST HIGHWAY, #21 • MALIBU, CALIFORNIA 90265
(213) 457-2013 • (213) 456-2035
Gospel Nominees Announced For Annual Grammy Awards

NASHVILLE — This year's Gospel Grammy nominations, announced recently by the National Academy of Recording Arts and Sciences (NARAS), include a combination of new and veteran gospel artists.

Scheduled for a February 15 national live telecast on the CBS network, the 21st annual Grammy ceremonies will award Gospel Grammies in five categories: Best Gospel Performance, Contemporary; Best Gospel Performance, Traditional; Best Soul Gospel Performance, Contemporary; Best Soul Gospel Performance, Traditional; and Best Inspirational Performance.

Categories and nominees for Grammy Awards in Gospel Music include:

Best Gospel Performance, Contemporary

"Cookin'," Teddy Hillyard; "Danneville Live In Sweden With Chor'elia,"

"Heartwarming," Shirley Caesar; "Live in London.

Best Gospel Performance, Traditional


WAME Goes Contemporary Christian

NASHVILLE — Radio station WAME in Charlotte, N.C. switched to a contemporary Christian format Jan. 1. 1979. The former country radio station was purchased by the Jimmy Swaggart Evangelistic Association and Broadcasting Company, which owns eight radio stations across the country.

Jeff Flanders, spokesman for the Swaggart Association, described the station's format as "Christian music. It will play no secular music, but neither will it play an overabundance of preaching programs. He said there will be no more than one 15-minute program in a given hour. The station will be geared primarily towards easily-listenable Christian music. Flanders also said, rather than running an automated show, the station will have air personalities.

"People have noticed the change in the station." Flanders said. "Our phones have been ringing with people asking what's happened to the station and saying they like it. Suprisingly we have held a lot of our audience.

Flanders added that the audience is not only responding positively to the change. Businessmen are also commenting on it.

Overwhelming Response

The response has been overwhelming. Many of them say that they are going to be playing us in their businesses. I feel very optimistic that we can sell commercials like a secular station.

The radio station will be a non-profit organization. Any profits will go back into the Jimmy Swaggart Evangelistic Association.

Bob McGee of WPJS, Orangeburg, S.C. will be the station's new manager. He has 10 years of managing and sales experience. The station's mailing address is WAME, P.O. Box 32068, Charlotte, N.C.

REVIEW


In 1954, the gospel act of the Louvin Brothers (Charlie & Ira), had a short-lived radio show. Of the 1600 tapes, Charlie managed to salvage six. A quarter of a century later Rounder records shows its class by releasing "Songs That Tell A Story." This album explodes out of the past with an unadulterated, pervasive simplicity and naturalness that has been crossed out by most modern recordings in the mad scramble to cross over. Louvin Brothers' music is experiencing a revival because of folks like Emmylou Harris (she recorded five Louvin Brothers songs), and this recording should greatly add to the ranks of their admirers.


"Following You" is a special two-record set featuring Sherman Andrus and The Blackwood Brothers network, with Kareen Boeglin. Phil Biller is the vocalist, and the album has been capitalized on this asset and coupled their smooth harmonies with some of the best sidemen in Nashville and may have come up with the formula (from a technical standpoint) album. When you have the kind of group that can make weak material strong (as in a few of the cuts) you're dealing with exceptional talent and "Following You" is an exceptional album.
**Gospel News**

Lexicon Music and its Light Records Division have grown so rapidly in 1978 that the companies have reorganized internally, promoting three employees to various positions. Andrew Robins has been named executive vice president of finance with overall responsibility for Lexicon-Light operations. Bill Cole has been promoted to vice president of recordings. Light Records; Carl Seal has been elevated from director of publications to vice president of publications. Lexicon Music.

Producer Bob MacKenzie and writer/arranger Ronn Huff used a 28-piece orchestra at Sound Stage Studio to complete the music track for "Kid's Under Construction." The new children's musical is scheduled to be released in late July. Productions president Dick Curd reported signing Lexicon Music and Light Records for publicity-advertising representation. Joy has also been retained by a group of west coast investors to conduct a marketing study and produce a major three-day international Christian festival for 300,000 people.

Jon Byron, folk-rock singer, has signed with Light Records. Jon's first album, "Portraits Of Love," will be released in March after final studio work in January.

Terry Clark's second single by Good News Records, "Lamb," will be released this month, featuring "I Have A Good Time" backed with "Time Enough." Light Records artists took top honors in the Cash Box first Gospel Awards. Walter Hawkins scored first place in the "Best Gospel Male Vocalist" and "Most Often On The Charts." The Crouch/Brooks and the Disciples took the number one position for "Best Spiritual Vocal Group" and placed fifth in "Most Often On The Charts."

The Messianic/Israel music of Simcha was released on Light Records. The album, "Simcha," will be available in ten countries.

The Other Brothers and families just returned from Seoul, Korea, where they played to 60,000 people, their largest crowd ever. The Other Brothers also played China, Japan and other areas of the Orient.

Derek一次次 was once signed with the Washington Redskins and is presently football coach for Evangel College. Their recording album with Voice Box Records is due out soon. Some of the songs were written by Denny and Nashville musicians Tony Brown and Fred Newell.

Henry and Hazel Slaughter's new release, "Heartwarming," will be a live double album produced by Philip Johnson. The Slaughter will be joined on this release by their two sons, David on bass guitar and Michael on drums. Amanda, their youngest child, will be recording with her family on this album.

Evangelist and recording artist Jimmy Swaggart, who has 35 musical albums to his credit, recently hosted his first prime-time special in 120 television markets "Jimmy Swaggart at Opryland" aired between Dec. 26 and 29.

Kathe Armstrong has been appointed as an artist representative for Lindell Miller and Associates and Ltd. Edition Talent Agency. A 1971 graduate of Converse College in Spartanburg, S.C., Armstrong will coordinate concert schedules for the signing duo of Robert Hale and Dean Wilder and the piano duo of Stephen Nielsen and Ovid Young.

A 90-minute television special about gospel music was filmed last month in Nashville and will be aired in March. Tennessee Ernie Ford, the Happy Goodman Family, Delia Reese, the Jordanaires and Micki Fuhrman were among those filmed for the special.

Paragon/New Pox promotion man Steve Horton has injected a taste of humor into Christian music with the new post cards he has sent out to radio stations in support of "Hey Man" and "Singers, Taylor and Band -- Live L.P." The post cards picture three rough-looking men in Mexican gear with guns and knives inviting DJs to listen to the record. Horton said it was about time Christian stations got something a little different.

OSV Music of Huntington, Ind., has entered the field of contemporary Christian music with the formation of its "3rd Day" record label. The first annual "3rd Day Gospel Music Month" was chosen by 3rd Day for its debut release "I Can Hardly Wait (To See Your Face)." The album features original country-flavored gospel songs by Eddie Burton from the new label's first album, "I Can Hardly Wait." Burton has realized a lifelong ambition -- writing and performing his own album of sacred songs.

Wade Holybrock, operating manager for OSV Music, welcomed Burton to the new label. "We are grateful for the opportunity to help Eddie share with the public his unique gift for gospel styling. In the near future, we will present, through 3rd Day, many different aspects of gospel music."


Bill Maxwell, drummer and record co-producer for Andrae Crouch and the Disciples, joins Light Records as director of A&R in charge of contemporary and soul gospel artists.

Maxwell will begin in the Crouch January tour of Sweden, Norway, Finland, Germany, Holland, England, Scotland and Northern Ireland, plus scouting new talent for Light Records.

Light Records has two albums slated for a February and March release date. John Fish's third album, "The New Church Hymnal," has just printed 150,000 more copies to cover back orders and anticipates topping 500,000 sales in 1979. In addition to a brown cover, in February the hymnal will be available in red and navy blue. Light Records was nominated for two of the five nominations for Soul Gospel Performer of the year at the Los Angeles International Gospel Awards.

Light Records is scheduled to feature "Live In London" by Andrae Crouch and the Disciples and "Love Alive II," with Walter Hawkins.

Dino's (Kartonoski) new Light album, "Golden Classics," is scheduled for an April release.

Tramaine Hawkins is currently recording her first Light Records album, while the Archers are also in the studio. Jessy Dixon will complete studio work by early February and Flo Price is already working on a new Christmas album, scheduled for spring release.

Terry Clark has completed scheduling his tour of the United States before the third European tour in April-May.

**Gospel Nominees Set**

Andrae Crouch and the Disciples; and "Love Alive II," Walter Hawkins.

Best Soul Gospel Performance, Traditional:


Best Inspiration, Performance:


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33 Cash Box/January 27, 1979
RUSH REAP3 GOLD — Phonogram/Mercury recording artists Rush recently played Chicago's Amphitheatre and were later presented with a gold album for their latest album, "Hemispheres." Pictured at the presentation (l-r): Marvin Gleicher, local promotion manager of Phonogram/Mercury, Ray Dannellis, manager of Rush, Cliff Bunnisstein, consultant to Phonogram/Mercury. Rosen, guitarist for Rush; Lou Simon, senior director of marketing for Phonogram/Mercury; Geddy Lee, bassist for Rush; Harry Lask, vice president and national sales manager for Phonogram/Mercury, Joe Pofolio. assistant national sales manager for the label, and Neil Pearl, drummer for Rush.

(continued from page 30)

[Image 0x0 to 695x963]

Shrewd Intends To Raise Profile Of Phonogram, Inc.

(continued from page 28)

record as any organization in the business, said Shrewd. As another important factor in the bidding for superstar acts, of course, is the willingness to meet the offers of the competition. Shrewd indicated he is also counting on the back of Polygram. "One thing I feel going into this job is that whatever it takes to do the job I'll have to do. I don't think I'll ever see anyone offer more money. I'm not going to be able to wait into the door and say give me $20 million for Mac. No way. I'll take the 150 minimum the Fleetwood Mac without having good reason for it and thought it out pretty carefully. But I do know that the company is going to pursue artists — both major, already established superstars and just sounds that we're very enthusiastic about. Were I to try and six Fleetwood Macs in a row, it would probably be the banks that would be the first to hold up their hands. But I feel no discomfort in the fact that, if we're going Oop! like the big kids and have that kind of success, then we will get to the arena and swing like them, too.

Not Just Money

Shrewd added that, although money is a crucial element in this game, it is not always an overwhelming consideration. "You can't just go get up into the stratosphere. I don't know whether the millions start coming because they're spreading out in all kinds of joints. There are some many artists signed who say, 'I wasn't the money.' I think that's true to a degree. If there's too much of a difference between offers, there's going to be some power involved in the majors. But still I think every artist wants to know their music is appreciated and that they're going to make a difference and that they want it brought to the public. And if you come down to it, the three distribution networks (WEA, CBS and Polygram) will probably do the same thing, or very close to the same.

Asked how involved he will personally be in artist signings, Shrewd replied, "I don't know yet. I do think, however, that there are very few major signings that don't have some kind of movement by the head of the company. So I'll get involved in the final, in order to get the people we need. I'll be dealing with somebody that I've had some success with before in a processing role. Then obviously I get in there and try to close the deal. Because I just think that all artists — the major ones and the minor in between the block — want to know from the head of the company that they're going to get a real

commitment."

Lavering Executive

Part of this commitment on Shrewd's part will be maintaining contact with all the people who support each act on the label. "I will have to work with them, as the new chief executive sees it, will involve almost constant travel. "You're going to find me in L.A. one day, and the next day in New York. I can't be in all those places." He said, "I don't think a music company executive can be successful without traveling around and seeing artists, producers, managers, agents, attorneys, promoters and all the key people."

While he wouldn't state that "phonogram's artist roster is due for a trimming," Shrewd did point out that he will apply rigorous standards to his A&R decisions. "The biggest concern I have is growth, and growth takes on many guises. The simplest one is sales. If you picked up an act three years ago and they're now selling 50,000 and they're at 300,000 now, that's good, positive growth. It's a reason to continue (with that act). I think, if you picked up one that was selling 300,000, and it's gone to 150 or 100,000, then something's wrong.

At present, Phonogram is strong in black contemporary and country music, and Shrewd intends to build on those strengths. During his years as a promotion executive for Columbia Records, however, he was also heavily involved with rock 'n' roll, and he noted that Phonogram/Mercury will actively pursue rock acts if they believe they can be successful with them. One source of new rock talent for Phonogram, the independent label, might be the company's worldwide affiliates.

Shrewd is also keeping an open mind about disco, which, in his view, has been boosted by the increasing interest of the major labels in disco acts. "I don't know what the top is in disco," he remarked. "But it's certainly true that a company which is steeped in R&B has a greater chance of being successful with disco."

In conclusion, Shrewd reaffirmed his interest in creating a powerful, yet personal, organization. "I would love for Phonogram/Mercury to become the breed of a company that has everything going for it in terms of distribution resources and yet is personable enough and has enough music people so that it is the one place you would want to bring your music to know that it will get the proper attention and care. If we could do that, it would be ideal.

DISCO BREAKS

instituted the changes. With an AM-FM simulcast arrangement, Tom Hoyt, president of Hefle, feels the station will make immediate inroads into the market. Sonny Jo White, former PD of WILD, is holding the musical reins. Bob Pantano of Philadelphia is deejaying a "live mix" show seven days a week at WCAU-FM WZQJ-AM in Philadelphia ("Wizard 100") shifted to a personality disco format" recently. Mark Serpas is the MD.

Century 21 Programming installed its "Electric Disco Format" on two automated stations last week. "K68 Kick's" FM in Dallas and "Zan 1-2-3" AM in Columbia, S.C. have moved to the 24-hour taped format. "Electric Disco" which was originally a Saturday show has expanded.

CASABLANCA AND STUDIO 54 DEAL — Reportedly, Steve Rubell and Ian Schrager of Studio 54 have signed a distribution deal with Casablanca for their blossoming interests in forming a label. The first record is expected to be "Saturday Night At Studio 54" which will be a two-record compilation set of movies at the club.

THE 12" CONTROVERSY — The biggest issue for the disco retailer is the enormous problem of 12 inch singles that are not for sale and cannot be found on LPs," says Dale LaPudes of Music City in Atlanta, Ga., which reportedly stocks 3,000 12 inch titles and also features a dancefloor in the store. "I am considering acquiring NARM (National Alin of Recording Merchandisers) to investigate the possibility of securing labels for false advertising. People come into the store and want a record they heard at the disco. The charts say the record is out there and I have to say to the customer that the record he wants is not for sale. It is a total turn-off and if they buy the LP, they return it and want the disco version.

It is currently common practice by many record companies to release promo only 12 inch remixes of tracks on albums. In some cases, the single has been re-structured or altered to such extents that the LP version is pale by comparison. This has unsuspecting consumers angry with purchases and retailers upset at being trapped in the middle. "They have every right to be upset," says Craig Kostich, national promotion director of Warner/RFC. "That marketing tactic of spare the 12" and sell the album is misleading. We are having a meeting about the problem and we're not going to be caught in that situation." Kostich cited Casablanca as a model example of how to handle a difficult situation. With the second pressing of the "Hunchback" album by Alec Constandinos, Casablanca included the special remixed 12" along with the regular record. Other albums have been updated to include the popular versions. However, disco retailers are boiling mad about the on-going problem.

MEETINGS, AWARDS, PARTIES, CLUBS & DJ'S — The northeast region of the National Association of Record Pops is meeting in NYC Jan 22 at the New Yorker Hotel. The southeast region of NARPS is meeting tentatively Jan 28-29 at Forty-One Forty-One in New Orleans.

The Southern California disco DJ Assn. is holding its 3rd Annual Disco Music Awards at the L.A. Bilmore Hotel Feb. 14. The affair is open to the public with a $25 attendance fee. The American Music Awards was televised recently. Donna Summer won Female Disco Artist of the Year; "Last Dance" Disco Single of the Year; "Love & More" Disco LP of the Year; Village People — Disco Group of the Year; Isaac Hayes — Male Disco Artist of the Year. Marc Kreiner and Tom Costie celebrated a joint birthday with a hot party Jan 20 at Hard Time Charlie's in L.A. The party spilled over later in the night to the Probe where Edwin Starr performed. Vincent Carleo is no longer spinning at Probe. Larry Rossillo is the regular DJ but the Probe is looking for another DJ according to Eddie Garretti manager of the hot club. Howard Merritt will guest DJ Feb 24. Ricky Ybarra guested Jan 19. Mike Lewis has reportedly left Circus in L.A.

CONGRATULATIONS RICHIE AND ADELE — Richie Kaczor, DJ at Studio 54 in NYC, married Adele Caporali on Jan 11. Long time sweethearts, the couple will vacation at a later date.

MACO MAN CONTEST — A "Mac's Man Contest" will be broadcast live from Transport Bar and Grill, 27 Lower E. 6th St. Owner Michael O'Harror calls the free event a "tongue-in-cheek beauty pageant.

NEW YORK CLUB — A new N.Y.C. disco called "Hell" opened last Friday. Located at 14th and Hudson, the club is located in a front which had a hot party Jan 20 at Hard Time Charlie's in L.A. The party spilled over later in the night to the Probe where Edwin Starr performed. Vincent Carleo is no longer spinning at Probe. Larry Rossillo is the regular DJ but the Probe is looking for another DJ according to Eddie Garretti manager of the hot club. Howard Merritt will guest DJ Feb 24. Ricky Ybarra guested Jan 19. Mike Lewis has reportedly left Circus in L.A.

BEE GEES ON THE BOULEVARD

Folksinger Donald Fagen is to headline the annual New York world concert for UNICEF. "A Gift of Song," the Bee Gees received their own start on the Hollywood Chamber of Commerce. Sherwood's latest publication, "Sherwood Intends To Raise Profile Of Phonogram, Inc.", is now in the stores. Sherwood's latest publication, "Sherwood Intends To Raise Profile Of Phonogram, Inc.", is now in the stores. Sherwood's latest publication, "Sherwood Intends To Raise Profile Of Phonogram, Inc.", is now in the stores.
Labels Announce Signings; Monument Inks Sonny James

by Bob Campbell

NASHVILLE — Veteran country artist Sonny James, with 50 years of top-selling songs under his belt, has signed a long-term recording contract with Monument Records, to lead a host of record companies interested in signing songs which were announced by companies here last week.

A bidding war between Capitol Records, U.S. West, and Bantry Records led to a deal between Curb Records of Los Angeles and Elektra Records here. Elektra Nashville head Jimmy Bowen announced the signing of Suzy Allman and Hank Williams, Jr. In addition, MCA announced the acquisition of veteran country artist Faron Young, and Cyclope Records, the new west coast label operated under the umbrella of the Jim Halsey Co in Tulsa, Okla, has signed Sammi Smith as the label's first artist.

Also, Jeff Walker, vice president of operations for Con Pro Brici Records here, announced the signing of Scotty Bevan and Chester Lester to the independent label. Monument president Fred Foster, who announced the signing of James, said the move was an indication of a new direction for Monument in 1979.

New Direction

"The recording business has changed," said Foster, who has produced Roy Or- bison, Dolly Parton and Larry Gatlin (among others) in the course of his career. "All my staff in the marketing, sales and promotion areas are in agreement we are in a new era, and we plan to be on top of things. Our aim is quality, not quantity. Sonny James fits this image. Somehow Sonny has the uncanny ability to anticipate trends and to change with the times. He is at all times and at all stages of his career."

CBS Albums Turn Gold And Platinum

NASHVILLE — Three Columbia/Epic albums have recently been certified gold and platinum by the RIAA.

Willie Nelson's Columbia LP "Stardust" has gone platinum, while Johnny Pay- check's Epic LP "Take This Job and Shove it" and "Tanya Tucker's Greatest Hits" on Columbia have been certified gold.

Nelson currently holds the #1 LP on the Cash Box Country Chart with his double album, "Willie And Family Live." Five other albums involving Nelson are also listed on the chart. Nelson's "Stardust" is #13 this week. "Waylon & Willie" on RCA is #32, "The Outlaws" on RCA is #50, "There'll Be No Teardrops Tonight" on United Artists sits at #51 and "Redheaded Stranger" on Columbia sits at #71.

Two Paycheck albums are listed on the Country Album chart this week, "Armed and Crazy" is #16 and "Johnny Paycheck's Greatest Hits, Vol. II" is #34.

WELCOME THE CHARLIE DANIELS BAND VOLUNTEER JAM V

VOLUNTEER JAM V — The fifth annual Volunteer Jam, a six-hour affair featuring such artists as John Prine, Marshall Tucker Band, Dobie Gray, Carl Perkins, Link Wray, Papa John Creach and the Charlie Daniels Band, was called the "best yet" by Daniels, who hosted the event. Pictures above after the show are (l-r) standing John Boylan, Daniels producer, Tony Martell, vice president and general manager, Curb Associated labels, Roy Wunsch, CBS marketing director. Nashville, Daniels, Jerry Smallwood, E/P/A associate promotion director; Joe Sullivan, president of Sound Sevety Corp. and Daniels' manager; Larry Stuessel, E/P/A associate director of product management, east coast; and Elliot Hubbard, E/P/A east coast associate director of press and public information, kneeling Bill Heard, E/P/A southwest regional promotion manager and Rick Schwall, E/P/A Nashville promotion manager.
SINGLES TO WATCH

TERESA BREWER (Signature-Sig-101)
A Natural Feeling For You (2:15) (Ben Peters Music — BMI) (Ben Peters)

JEWEL BLANCH (RCA-PI-114B4)

SONDRA LOCKE (Elektra-E-46007)
I Seek The Night (1:58) (Stonebridge Music — ASCAP) (Neil Diamond)

JACK AND TRINK (NSD-12)
After The Roses (2:24) (Hit Kit/Blue Branch/Dale McBride — BMI) (Jack Ruthven)

VINCE KAVAUGH II (MRC-1027)

ANGE HUMPHREY (Derby Town DNR-310)
Something Weak Me (3:16) (Brisapatch Music — BMI) (Eddie Rabbitt)

JERRY INMAN (Elektra-E-46006)
Why Don’t We Lie Down And Talk It Over (2:41) (ATV Music Corp./Blue Book Music Co. — BMI) (Robert, John James/Brian Shaw)

RONNY ROBBINS (Arct-AR-872)
Why’d The Last Time Have To Be The One (2:59) (Screen Gems/BMI — BMI) (W.J. Williams)

JACK RENO (Derby Town DTR-309)
Vevay Indiana (2:18) (Hurdy Gurdy Mucic Co. — ASCAP) (T. Shackelford)

BARBARA WALKER (Silver Wheels SWR-1002)
The Least You Could Have Done (2:54) (Essen Music — BMI) (Dr. Frank Coffey/Barbara Walker)

NITA Presents Its First Showcase For Talent Buyers

NASHVILLE — The Nashville International Talent Agency held its first annual talent showcase performance here last week at the Colonial Melrose House for some 20 major talent buyers from Florida, California, Texas and other states.


The show, which was staged with full concert lights and sound, was videotaped for future use.

E/A ARTISTS ARE FOR FOOLS — Elektra/Asylum country artists (David Houston, Jack Clement and Wood Newton performed recently at the Fool’s Gold Club in Houston. Pictured (l-r) are: Ewell Rousell, E/A director of marketing and sales; John Rockoff, E/A vice president; Larry Wilson, E/A director of publicity.


Public Relations

Bob Austin reported on the public relations committee about various items, including the NAB convention and the possibility of a country act appearing there. Charlie Scully and Neil Rockoff of this committee will look into the idea.

A "blue ribbon" committee was appointed, made up of members from the public relations, promotion and radio committees, to study road shows and other events.

Joe Talbot gave the convention study committee report, outlining some of the plans for the Country Music Convention in October.

The long-range committee, as reported by Joe Talbot, discussed CMA’s participation in Munich, IMC and other activities.

CMA’s budget for 1979 was approved. Plans were announced for other 1979 board meetings. The second quarterly board meeting will be held April 1-5 in Tucson at the Westward Look. The Four Harey Company, with the Office of the Attorney General of Colorado, will be the site of the third quarterly board meeting, at which time the CMA’s board members will be the guests of the Calgary Stampede. The fourth meeting is to be held in Nashville during the convention.

Bauoch To Speak At Songwriters Showcase

LOS ANGELES — Larry Bauoch, vice president of music operations at the Jimmie Rodgers Company, has been confirmed as a featured speaker at the Alternative Chorus Songwriters Showcase session on Jan. 24. The Alternative Chorus’ guest list includes record producer Carol Archer and Leonard Konvier, owner of the Davie Recording Studio.
SENATOR SASSER MEETS ASCAP — The American Society of Composers, Authors and Publishers (ASCAP) recently hosted a luncheon in its Nashville office for Tennessee Democratic Senator Jim Sasser to discuss ways in which publishers and songwriters can be better represented in Washington D.C.Shown at the meeting (l-r): Jack Stapp, chairman of the board and chief executive officer of Tree International, Wesley Rose, president of Acuff-Rose Publishing; and Ed Sheehan, ASCAP southern regional director, seated: Sen. Sasser.

NMRA Establishes Forum

NASHVILLE — Under the sanction of the National Music Publisher's Assn. (NMRA), a group of young Nashville publishers met last week at Broadcast Music Inc. and formed the Nashville Publisher's Forum. Similar Young Publisher's Forums have already been established in New York and Los Angeles to help educate young publishers.

According to Acuff-Rose Publishing president Wesley Rose, a vice president and member of the board of directors of NMRA, a young publisher's forum is in the interest of the NMRA because the industry needs the energy and new ideas of young publishers.

"We need new, young publishers," said Rose, who helped organize the first meeting of the Nashville Publisher's Forum. "Publishers are probably the most creative people in the industry because they effect every facet of the business. This forum should act as an educational forum for publishers. There are no dues, and the forum will be completely supported by the NMRA."

Committee Formed

During the first meeting, a committee of 12 was formed to select topics of discussion for future meetings and to select possible speakers for subsequent sessions.

The Nashville Publisher's Forum will hold its next meeting Feb. 12 at the American Society of Composers, Authors and Publishers. No speaker has yet been chosen for the meeting.

Parton/Burnett Perform To SRO Audiences

NASHVILLE — The Dolly Parton and Carrol Burnett television special filmed at Opry and Jan, 16 received the largest request for tickets in Opryland's history. Close to 9,000 tickets were given away within a 45-minute period.

"We started giving away tickets at 9:00 on the Monday morning before the show," said Charlotte Davidson, manager of public relations for Opryland. "At 8:30 that morning the line was about a mile long."

The only other Opry show that might have come close to the demand of the Parton/Burnett taping would have been the 50th Anniversary of the Grand Ole Opry in 1975, she added.

Parton and Burnett performed two complete shows, one in the afternoon and one at night.

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COU NTR Y

THE COUNTRY COLUMN

Born in Brooklyn and raised in New Jersey, Elektra/Asylum's Eddie Rabbit is the son of Irish immigrants and on first glance is an unlikely candidate for country music stardom. But singer/songwriter Rabbit has been working hard in Nashville since the late '60s, and his efforts are paying off now in the form of consistent top-selling records for his new single, "Every Which Way But Loose," from the movie of the same name, it is currently No. 1 on the Cash Box Country Singles chart. Rabbit is booked for a Feb. 1-2 engagement at the Frontier Theatre in Los Angeles, and the first performance will be broadcast live over KHTZ. He will perform two shows each night. He was voted "Best New Vocalist" in 1978 by the Academy of Country Music.

Olive Newton-John has begun the new year by being placed on the Queen's New Year's Honours List. Newton-John was named as an Officer of the Order of the British Empire.

For the first time in 10 years, Epic's Jody Miller has cut a single session with Denvershire Studios in Los Angeles, with Bob Morgan and Larry Baunach co-producing.

Roy Clark will be the first special guest to star on the new "Dolans Family Hour" on ABC. The 60-minute variety program is replacing "Donny and Marie" beginning Jan. 28 and airing Sunday nights. Roy and The Oak Ridge Boys along with Buck Trent just wrapped up a pay cable television special titled, "On Tour." The 90-minute special was taped at the Frontier Hotel in Las Vegas in mid-January and will begin airing on the Showtime network in April.

Speaking of the Oaks, they will be heading West following their Las Vegas co-headlining debut to tape a MCA special (TM). The new year has also brought a new look for Don Williams, he has decided to grow a full beard.

The 72-year-old Wendy Holcombe, country music singer, banjo and fiddle player, was given a violin valued at $1,000 during her performance in Abilene, TX. On Jan. 6, the telethon benefitting the West Texas Rehabilitation Center, Guy Gabbart, a self-taught violin maker, presented the Italian and American elder violin in 1942 for his son Gare, who died in 1971. Gabbart decided to give the violin to Holcombe after he and his wife watched her "grow up on television with her music."

For the ninth consecutive year, Rex Allen Jr. also participated in the telethon with his father. Rex, the talented young man, recently turned 19 and was presented a $50,000 for the Center. Rex Jr. is currently in the studio working on a new album to be released in April.

Margo Smith will begin a three-week tour throughout Ohio and Canada the middle of March. With Jerry Reed, the first record Smith recorded, "There I Said It" on 20th Century is now a collectors item going for $10 a copy.

Donna Fargo appeared on the Today Show Jan. 8 and talked for the first time in a televised interview about her battle against multiple sclerosis.

Con Hunley will appear in concert with Jerry Reed and The Kendalls at the Front Row Theatre in Cleveland, Ohio, Jan. 28.

The Newmans of the Country taped the George Hamilton IV Show Jan. 17 in Ontario, Canada. The Hamilton Show was the first internationally syndicated country music television series.

T.G. Sheppard will jet to Georgia to tape Ronnie Prophet's "Good Ole Country Music Show."

Rennie Spillman, president of Encore Talent, Inc. of San Antonio, Texas, reported that the first five months of 1979 are booked solid for CBS Records artist Moe Bandy.

Jim Case, president of Ace Entertainment, announced the signing of numerous artists to his company. Among the acts joining Ace are Ronnie Owen and the Owen Brothers, R.W. Blackwood and Ferre, the Legarde Twins, J.D. Sumner and the Stamps and Jerry Wallace.

In a move to bring the British group Kerry Wilcox and the Tennessee Stud to the States, Case worked with the group on his recent European tour.

Inersco recordings artist Mary K. Miller has been asked by the Country Radio Seminar to perform during this year's "New Faces Show" on March 10. The show is a yearly radio seminar, which includes participants from country radio stations across the nation. Miller is also busy preparing to record material for her new album in Inersco's new 24 track studio in Houston. She will be using the TCB Band as studio back-up musicians. The TCB Band, made up of former Elvis Presley musicians, includes Emmy Gordy, Jr., James Burton, Ronnie Tutt, Jerry Schell and Glen D. Hardin. The band has just completed an LP for Inersco to be released in the near future.

Dave Dudley and his manager E. Jimmy Key left for Saarbrucken, Germany Jan. 16 where he did a television special. The show, hosted by Germany entertainer Freddy Quinn, came about because a local German radio station recorded a song entitled "I Would Like To Hear Dave Dudley, Hank Snow and Charlie Pride." The record was a hit and thus the idea of the special was born. The group Truck Stop was also on the special.

Ernest Tubbs' new LP will be released Feb. 9, the artist's 6thth birthday. The LP will feature a host of artists appearing with Tubb such as Waylon and Willie, Johnny Cash, Charlie Rich and Merle Haggard.

Activity has been heavy lately at Pete Drake's studio. Billy Sherrill is producing David Allen Coe's latest LP there. Moses Dillard and Jesse Boyce are producing the Saturday Night Band, Don DeGrate, Neve and Willie Hightower.

Tubb's group, Cash Box last week to say that he and Emmylou Harris are working together on a possible LP of duets. They have recorded two songs at this point. Emmylou has recorded five of the Louvin Brothers songs, including "If I Could Only Win Your Love." "Songs That Tell A Story," an LP of Gospel songs recorded by the Louvins in 1952 has been released.

Chris LeDoux, 1976 World Champion Bareback Bronc Rider and one of the new young voices, has released his first song entitled "Chris LeDoux!" a Rodes' Western-Country Tunemaster. The book includes lyrics and music to 31 of Chris' tunes, plus pictures and stories about Chris and his family. It is published by American Cowboy Songs, Inc. of Mt. Juliet, TN. Dubbed "the singing cowboy of the '70's," Chris also released this month his newest ode to western-country Americans, "Paint Me Back Home In Wyoming," a 22-year-old rodeo champion has been writing and singing since he was 14, and recording since 1972.

Jennifer Bohler
THE COUNTRY MIKE

AMERICAN COUNTRY COUNTRY AT CKCN — American Country Countdown is the first nationally syndicated country music radio show and is hosted by Bob Kingsley. The show features a countdown of the Top 40 hits across the country with inside stories and tactics from the artists and their record companies. Chris Collier: “American Country Countdown is a weekly review of what’s going on in the world of country music, leaving fans know that they are a vital part of the American country and giving them all sorts of new ways to enjoy the personalities and music they love best.”

CMA UP-DATING COUNTRY RADIO LIST — The CMA is in the process of updating its country radio list. The association has sent out about 7,000 questionnaires to update its 1978 country radio list. It is requested that each station fill out the questionnaire and mail it back to the CMA as soon as possible. If your station has not received a questionnaire, you may write to the CMA at P.O. Box 64500, Nashville, Tenn. 37203. (615) 244-2840. A copy of the radio list will be available to CMA members upon completion.

PROGRAM/MUSIC DIRECTOR PROFILE — Pat Porter, PD/MD for KBOX/Dallas, has been in this position since September 1978. Prior to joining KBOX, Pat was director of operations for TM Programming, a company that specializes in programming for about 30 stations around the country. In 1969, Pat was handling the sports and weather for WMAR TV in Baltimore. Pat became the first PD for WPOR/Baltimore in 1974 when it went on the air and helped create the format of WLK to country in 1977. Pat has been involved in the broadcasting industry for the past 22 years.

WIST/Charlotte has changed its format to country. The new PD is Tim Sindell and Bob Brandon, formerly of WAME/Charlotte, is the new MD. Bob is requesting album and single searches for the up-dating of the list.

KCKN APPOINTS SALES MANAGER — Neil Maberry has come to KCKN/Kansas City as the new sales manager. Before coming to KCKN, Neil was with WUBE/Cincinnati in the sales department. Neil started in sales with WMOW/Hamilton and spent three and one-half years there after graduating from the University of Indiana.

Mark Allen has left the PD position at KXK/Tucson. He can be reached at (219) 880-4786. Tim Tyler has been moved up into the PD slot and Bob Jones is now taking the music labels.

KPOD/Creston City is accepting tapes and resumes for air personalities. They should be sent to the attention of Dave Stevens. The address is KPOD Radio, P.O. Drawer Q, Creston City, CA 95531. Dave Stevens will review all the resumes and tapes for the job.

NEW JOCK LINE-UP FOR KLIC — Brian Ringo, MD for KLIC/Monroe, announced a new line-up of the air personalities. Starting in the early morning slot there is C.C. Collier from 6-10. Then Steve Aldrich takes over from 10-2, P.D. Don Kelly has the 3-7 air shift. 7-12 is Rod Evans and 12-6 is the MD, Brian Ringo. Brian needs album source from Columbia, Lynn Wagner, MD for KBCD/Oklahoma City, is accepting tapes and resumes for future job openings with KEBD. Send tapes and resumes to the attention of Lynn at KBCD Radio, P.O. Box 4540, Oklahoma City, OK 73143.

KZIP/Amariillo is needing record service from Capitol, MCA, United Artists and CBS. During the recent Elvis weekend at WTH/New York, “Love Me Tender” topped the WTH list of New York area Elvis songs. Although the Top 50 survey of Elvis songs included most of his biggest hits, it contained a few surprises. "Memories," a single which peaked on the national charts in the mid-70s when it was released in 1969, ranked #6 in the Top 50. Other songs which placed in the Top 50 were newer singles and available from Capitol on the albums. "Polk Salad Annie," "You Gave Me A Million," "Blue Hawaii," "King Creole," and "The Hawaiian Wedding Song.

FICAP COUNTRY MUSIC RADIO SURVEY — FICAP, in conjunction with WSM/Nashville, is accepting country music radio survey data. The survey is being sent out now and is asking the music industry and FICAP associate members to submit questions they would like answered by country radio. Submit your questions to George Twitty, 1201 16th Avenue South, Nashville, Tenn. 37212. Results of the survey will be available to all FICAP members.

REMEMBER — Photos and press releases to Country Mike, 21 Music Circle East, Nashville, Tenn. 37203.

WVOK Handed FCC Approval

NASHVILLE — RCA recording artist Waylon Jennings will perform a FCC-approved benefit show in Orlando, Fla. at the Tupperware Auditorium Feb. 3 for the Federation of International Country Personalities (FICAP).

This is the first of a possible series of benefits to be held at FICAP and the only show Jennings will perform in Florida this year.

The auditorium has a seating capacity of 2,000, and ticket prices are set at $10. FICAP has no other way of generating funds other than through its existing membership dues.

Jennings started his career as a DJ in Lubbock, Tx. in the early 1950’s. Life-time memberships will be given to those artists who do benefit shows for FICAP, and they can be purchased for $1,000.

Most Added Country Singles

WVWA CELEBRATES 52 YEARS OF BROADCASTING — WVWA Radio, a subsidiary of Columbia Pictures Industries, Inc., and sponsor of the Wheeling Jamboree, recently celebrated 52 years of broadcasting with a black-tie dinner and dance. Shown prior to the festivities was black-tie dress, band manager, F. Glenn Reeves, executive producer of Jamboree U.S.A.; Wally Alby, vice president,formerly president of Radio Broadcasting Division, Columbia Pictures Industries, Inc.; and standing J. Rose Fellon, vice president and general manager of the Columbia Pictures properties in Wheeling, West Va.
Caution Byword For Indies

Distribution during December, which is supposed to be a big sales month, our sales dropped because, according to our distributors, most stores were only interested in selling super hits.

One of the problems that plague Fool, who is young, and whose record company is constantly on the lookout for new material, is that "distribution is not a young person's game. In an era where rock has been glamorized, distribution is considered the glamour part of music business that has attracted a lot of young blood."

Leighton, who heads the Chicago-based Flying Fish Records, remarked, "It's not the most stable situation. Because the larger distributors carry dozens of labels, many of which are selling more records than you, you need at least one or two sympathetic people, and if the guy in sales who is sympathetic to you gets promoted out of the department, you're out of luck. Basically, to have any stature with a distributor who has dozens of other labels, you have to have the visibility of a steady, reliable flow and a track record of albums that have sold, which makes the situation somewhat of a vicious cycle."

New Generation

Bruce Iglae, who owns the Chicago-based Alligator Records, and whose small catalog consists largely of urban blues artists is a bit more optimistic about the distribution situation. "There is a new generation of distributors, like Record People in New York and House Distributors in Kansas City, but there aren't enough of them. While they are an alternative to the old-line distributors who count on the volume of mega-hits, they themselves are still at the retail level by storeowners who are also looking for the super hits."

The problem of compensating for inadequate distribution is one that has been met in different ways. Flying Fish has enhanced its line by taking over the manufacturing of a local jazz label. The operation of the Somerville, Mass.-based Rounder Records is augmented by its own local distribution. Co-owner Mark Wilkinson noted that "your own distribution is your best safeguard against certain pitfalls. Our problem with distributors is that they are moving too fast."

Alligator makes up for inadequate distribution by providing extensive tour support and by managing some of its own acts. "We put together Albert Collins band," said Iglae, "and an American and European tour for him. But with tour support comes a fat load of publicity." He too is working on the college line, but we may not show at 'So's Your Mother' in Des Moines, Iowa.

Even when successful, it can bring with it a whole new set of problems. For instance, George Thorogood, whose latest album, "Move It On Over," is charting Top 100, has an astonishingly small radio audience. His second album, which was released in March, is now selling at a tremendous rate. "Our biggest problem," said Leighton, "is not getting caught up in the machinations of the music business. We're not interested in trying to change the system. We want to keep our integrity in the world of the little and underdogs' public campaigns. We are being wary of distributors who only want to handle George's record and not the artist, and we had to make sure that the promotion men we did take on were not regarded as hype-artists. Fortunately, we have a very good working relationship with George, who actually tells us to spend less than the 'big guys' on advertising."

We have a problem with our peripheral issue of the selling artists who have a problem with their peripheral artists saying we need more...

Expanding Jazz Market

Irv Kratka, president of Music Minus One, has seen his jazz label, Inner City, grow from a $250,000-a-year to $1.5 million in sales. When one of Kratka's distributors learned that Sun Ra, an Inner City recording artist, would be making an appearance on "Saturday Night Live," he proposed an advertising campaign and ordered a number of boxes of the record.

"As it turned out," said Kratka, "Sun Ra was put on for the last couple of minutes of the show. By which time most people had either tuned the show out or had fallen asleep. As a result, our campaign didn't do any good."

Still, by the standards of many of the indies, an advertising campaign, even if it was a flop, showed the records were heard. As Richard Fox pointed out, "We're cautious. We won't make mistakes because we can't afford to." One of his distributors said, "Among people we're bringing..."

Hathaway Dies In N.Y.

(continued from page 8)

age of three in St. Louis, when he was billed as "Donny Pitts, the nation's youngest gospel general." Hathaway later moved to Washington, D.C., where he attended Howard University on a fine arts scholarship. While in Washington, D.C., he also worked as a backup singer and was musical career and was signed to Atco Records in 1970. One year later, he recorded "The Ghetto," his first hit single.

Labels Announce Signings: Monument Inks Sonny James

(continued from page 35)

"I know of no other person that has enjoyed more consistency or is respected more than Sonny James. He has had many hits, and he should have many more."

According to James, "This is a very exciting contract, but it was not just the contract alone that influenced my decision. I like Fred's ideas for the future and the positive attitude and enthusiasm of his people. We will have some big hits together."

James and co-producer Charlie Talent are working on new material now, and the two hope to have a single produced by early February. An album is planned for a March release.

The acquisition of Allanson and Williams, Jr. by Elektra is basically a production deal in which the Curb logo will appear under the Elektra label. Bowen said: He also said there are no plans for the entire Curb roster to be absorbed by Elektra.

"Production deal."

"What has happened is the Curb roster has grown too large and there is too much product for them to handle," Bowen said. "We felt that with the resources Elektra can bring, we can promote and get the artists through for Elektra for these two artists. No other artists have been discussed."

We've got a new Curb alliance with Elektra is "Words," by Allan, which shipped last week. Williams, Jr. has an album in the can, Bowen said, and the LP should ship in April.

Faron Young, who has recorded with Ponomor/Mercapio and Capitol Records during his solo career, will be making a new direction with MCA, according to Eddie Kilroy, vice president of A&R for the label. "We are going to concentrate on commercials production for Faron," said Kilroy, who will produce Young. "In the past, nobody has ever really let him sing. He has been aimed at the hard country market. To me, Faron is one of the great singers in country music. We are cutting him with ballads and contemporary material in order to let him really sing. It is hard to say what country is going to buy things for him today's market. The five songs we have already cut are lyrical and musically different from anything he has ever done. He knows how to do it, and we've welcomed the challenge."

Cyclone Records, which will be distributed by GRT Record Corp. in Los Angeles, announced that Larry Banaun has been named label president. Under an agreement between White Buffalo Productions and J/M Productions, Johnny Morris is producing Sammi Smith and a single, "What A Lie," will be released this month or in early February.

Smith, formerly with Elektra/Asylum, has won a Grammy Award for "Best Female Vocal Performance" at the 1976 Grammy Awards.

Other platinum albums by established WCI artists included "ABBA-The Album" and "ABBA's Greatest Hits." "Weekend In L.A. by George Benson; "Under Wraps" by Steely Dan; and "Go West" by the Doobie Brothers. "One Nation Under A Groove" by Funkadaktis; "Boys In The Band" by Carly Simon; "Tornato" by Yes; and "But Seriously, Folks" by Joni Wood.

Among the WCI gold albums certified in March were label debut albums by Chic, Lef Garrett, Warren Zevon, The Trammps, Chaka Khan and Exile. Established artists who achieved gold included Rose Royce. Fireball, Randy Norman Joni Mitchell, Roberta Flack, Boz's Rubber Band, Ashford & Simpson, Gordon Lightfoot, Avion Wright, The Band, Genesis, Harry Chapin, Foghat, Emmy Lou Harris and Neil Young.

WCI Music Group and Record includes Warner Brothers Records, Elektra/Asylum Records, Atlantic Records, WECA Corporation, the distributors for the domestic labels, WECA International, and Warner Brothers Music, the corporation's publishing arm.

POINTS WEST

(continued from page 16)

Sanctise Monica Civic Feb. 9, with opener Bo Diddley and local group The Dillos. Norm Winter will appear Jan. 22 on the Tomorrow Show in a segment dealing with "Hype Winter will be the music industry rep on the panel. Jackson Browne and Jim Messina will appear at the Los Angeles Times annual natural gas (LNG) site at Point Conception, about 130 miles north of Los Angeles.

OPENINGS, JOININGS AND OTHER THINGS — A new music club which will present exclusively rock, pop, jazz, country, folk, blues and fusion music as its brochure says, is opening this week as a place where kids can meet people in a Mattos and Del Rey, about 25 minutes away from Hollywood and downtown L.A. Dee Anthony's daughter Michele, an honor student at USC studying law review, will marry John Bo Fers, a film director, this spring. Anthony is the daughter of Laurie Buning, who worked on "St. Pepper" and "Moment By Moment" among other pictures, reportedly interrupted Dee while he was watching a football game in Nassau to ask his daughter's hand. Dee gave him the rod and the date is set. Bob Wilitz, director of business affairs for Front Line Management, married Joyce Helena Devi Jan. 14 in L.A.

The Westsidet Strutters have been recording a new album for its next release. Tony Lawrence, the actor/comedian who is being managed by Larry Vallon of Wolf & Risslerman Concerts open a show "The Stand-Up! Jan. 26 at the Calabash Theatre, not the Comedy Store as printed last week.

Andy Lewis

Wild 5 Crazy Guy's by Steve Martin. In addition, three chart albums by WCI artists were certified platinum, self-titled albums by Van Halen and the Cars; and A Briefcase Full Of Blues by the Blues Brothers.

Cash Box January 27, 1979
TOP 40 A L B U M S

ON JAZZ

Peters International, well known as one of the leading importers in the U.S. has announced the formation of a new jazz label, West 54. Initial signees are Roland Hanna and Slide Hampton.

Black Saint, one of the leading European avant garde labels, is now being handled in the U.S. by Rounder Record Distributors in Boston. The latest LPs to appear on Black Saint are "Birth and Rebirth" by Anthony Braxton and Max Roach, and "Metamusicians Stomp," with Andrew Cyrille and Mauro.

The latest from Chiarascuro is "Natural Layers" by Sam Morrison, a young tenor player who was formerly with Miles Davis. Jack Kleinsinger rides again! A sixth anniversary concert will be held February 8 at NYU's Lobb Student Center. Featured will be Clark Terry and his Big B-A-B Band and the Bucky Pizzarelli trio.

New from Inner City "Stolen Moments," Oliver Nelson's last LP. Recoreded about four years ago, the LP features a nine-piece band (including a full reed section) of top L.A. pros such as Jerome Richardson, Shelly Manne, Bobby Bryant and Buddy Collette.

Also new is "Only Time Will Tell" by vocalist Peter Deane, featuring such stalwarts as Dick Hyman, Sam Perkins, Ed Polcer and Mike Peters.

Prestige is about to hit with some new releases, including double albums by Jaki Byard, John Coltrane and Dexter Gordon.

No Milestones this time. Wings tenor sax man Eddie "Lockjaw" Davis has signed with Muse, and his first LP, "Give A Man A Break" will be out in March. Donaldson, currently without a recording contract, would be a nice addition to any jazz roster.

bob porter

JAZZ ALBUM PICKS

NO HOLD S B AR E D — Dave McKenna Swing Six — Famous Door 122 — Producer: Harry Lim — List: 8.98

McKenna has been heard as a soloist most often in recent years, but his piano is no less impressive in a band setting. Scott Hamilton, Al Cohn, Warren Vache, Milt Hinton and Butch Miles complete the cast, and each has superb solo moments. Six standards and a blues all have appeal, and the album is a mainstreamer's delight.


Bellson has a fine little band here, including Blue Mitchell and Ross Tompkins, but the big news is alto sax man Ted Nash (son of studio vet Dick Nash). This is his first extended exposure on record and he makes the most of it. He is a player out of Charlie Parker and while that in itself may be unusual in 1979, the fact is that he does it very well. Any of his solos are wonderful and he plays with substantial reputations. A delightful discovery.


The "Great Guitars" are Herb Ellis, Barney Kessel and Charlie Byrd, and the album is Concord's second venture into direct-to-disc. Byrd's bass and drums provide discreet back-beat of these veterans provides superb moments. A totally successful venture and a reminder that the DTD process is made to order for intimate music such as this.

CASH BOX/January 27, 1979

www.americanradiohistory.com
WB Black Mktg.
Staff Meets In L.A.

LOS ANGELES — Warner Bros. Records will hold a meeting of all black music marketing local, regional and national personnel in Los Angeles Jan. 22-27 at the Sheraton Universal Hotel. This meeting will mark the first time that local and regional personnel have met in the same place at the same time.

The meeting will focus on developing an implementation of new marketing concepts that have been on the testing ground.

Tom Draper, vice-president of Warners' black music marketing division, noted, "We are in a period of expansion. During the past 78, we felt this meeting necessary, mainly to deal with the 79 strategies in keeping with the surging of the last.

Draper attributed Warner's growth in black music to several factors. "We now have a really good coverage in vital areas of marketing that we didn't have previously. Our comprehensive marketing approach provided the thrust needed to initiate bringing in the hits, and the band of the Warners/WEA team, we couldn't go wrong.

Asso. Booking Corp.
Top King Award

NEW YORK — The Associated Booking Corporation and its late president Joe Glazer have been selected as the recipient of the Martin Luther King award for theatrical agencies. Glazer pioneered black entertainers for fifty years. Oscar Cohen, acting president of the Associated Booking Corporation, will present the award at the King Memorial Benefit Dinner on Jan. 25.

THE RHYTHM SECTION

ARETHA IN TAHOE — Aretha Franklin will be appearing at Harrah's in Lake Tahoe Jan. 26-Jan. 30.

THE LAW PREVAILS — Mike Frisbee, who has been PD at WDAI/Memphis for several years, is leaving to pursue a legal career with Strete and Whitehouse, an entertainment law firm in Los Angeles. Frisbee will initially be assisting Joel Strole, until he completes the California Bar Exam. Strole says: "We're very excited about Mike joining our firm, as we feel he will do very well with us." Strole and Whitehouse handles legal duties for Rick James, Warner/Curb and Liberace, to name a few.

THE CLARFY'S FORMAT CHANGES

With several rumors going around that WBLS/Atlanta is going to consider changing their format, "Frankie Crocker," the station DJ, has thought of the "Frankie Crocker Format," I include some disco, but I also play other things. QUINCY PRODUCES CHAKA & RUFS — Quincy Jones has more than a full year of work presently in the closet. The "Living on the 5th Floor" LP, to be released in March. Following Jackson, Jones will be releasing the brother John Johnson LP for June or July release on ABC Records. Finally, he will record his LP, scheduled to be released sometime in August.

Along with his other projects, Jones will also produce the Brothers Johnson back-up band, which will be doing an album this year featuring guitar player Alex Weir as vocalist. Realizing that the band has a great deal of creative talent, the Brothers have been encouraging them to branch out. Their keyboard player Wayne Vaughn has written several songs, one on Patti Labelle's upcoming LP and one on Fon Funk Shun's LP. Lately he and Wanda Hutchins of the Emotions have been writing tunes together.

UNIVERSITY SEeks RECRUIT THROUGH BMA — The University of Colorado at Denver has contacted BMA to assist them in their search for a faculty candidate with expertise in areas of arranging, composing, conducting and directing a Jazz ensemble. Notice of this position coincides with the formation of BMA's Personnel and Placement Committee and its intent to place qualified individuals in good positions.

For further details regarding this position, contact: Dr. David Baskerville, Chairperson, Department of Music, University of Colorado, 1100 14th Street, Denver, Colorado 80202. Deadline for applications is March 1, 1979.

RELEASES — LTD just went in the studio to do their first album with Bobby Martin. Larry Grassi has wrapped up his studio experience with, "What's Wrong" expected out in February. Graham has taken a totally new approach with this LP. George Benson's upcoming LP will feature several covers of legendary hits such as Sam Cooke's "Change Is Gonna Come." Lewis Rawls' "L.A. A Hurting Thing" and Al Hibbler's "Unchained Melody." All have been adapted to the 'Benson' style, which should make them monsters. Phily International recently signed a female trio, who previously sang back-up for Diana Ross. They are called "The Coasters" and they will have an LP out in a few weeks. Ray Brown's upcoming LP will feature several songs by Stax and Motown artists. Joe Jackson's "Living on the 5th Floor" LP, to be released in March. Following Jackson, Jones will be releasing the brother John Johnson LP for June or July release on ABC Records. Finally, he will record his LP, scheduled to be released sometime in August.

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<td>Elektra E-45001</td>
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<td>HEAVEN KNOWS</td>
<td>Zeke the freak</td>
<td>Atlantic</td>
<td>70</td>
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<td>61</td>
<td>KEEP IT COMIN'</td>
<td>7th Wonder</td>
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<td>62</td>
<td>100% OF LOVE</td>
<td>Johnny Guitar Watson</td>
<td>Motown</td>
<td>69</td>
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<td>IN THE BUSH</td>
<td>Love Unlimited</td>
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<td>I JUST WANNA STOP</td>
<td>Sinnamon (RCA S-57087)</td>
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<td>KEEP IT TOGETHER</td>
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<td>LOVE THE WAY YOU ARE</td>
<td>Kim Burrell</td>
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<td>GOOD THING (Match)</td>
<td>Barry White</td>
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<td>Got to Be (Butterfly Gang)</td>
<td>BM/Rudman/Marks/Swift</td>
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<td>Hang It (Bab-Fingers)</td>
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<td>Heaven's Stooped Old (Eye)</td>
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<td>Heaven's Stooped Old (Eye)</td>
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Cash Box

A&M Change Helps Artists

(completed from page 7)

branches in other parts of the country led us to take this position," Moss said. Instead of investing in additional distribution facilities, Moss said he would rather put the money into acquiring, promoting, and distributing music.

According to Moss, A&M-Pacific will cease operations within a month. He was less specific about the fate of the Almond/Togetherness Distribution Facility, a labeling A&M runs jointly with Motown Records in the south.

(Mike Lushka, senior vice president, marketing for Motown, said in an interview that A&M's pact with RCA is likely that Togetherness will be dismantled.)

Siegel Dies At 32

(completed from page 7)

joined in the formation of a talent and booking agency.

In 1976, Siegel became involved with Can-Base Productions, Ltd. in Vancouver. Together with Wink Vogel, Siegel shaped Mushroom, the firm's production wing, into an independent entity.

After realizing significant success, Siegel decided to move the label to the U.S. Offices were established in Los Angeles in 1976.

Siegel single-handedly set up a distribution network in the U.S. in order to make Heart's "Dreamboat Annie" LP available nationally. The resulting success of the album and several singles was widely attributed to Siegel's pioneering efforts.

Most recently, Mushroom singer/songwriter Ian Matthews is enjoying marked success in the U.S. as leader of the Tijuana Brass. Early artists, in addition to Alpert and the Tijuana Brass, include Almond, Frank Zappa and the Mothers, Burt Bacharach and The Carpenters.

The label peaked in 1976 with the release of Joni Mitchell's "Court and About," one of the biggest selling albums in the history of the record business. The A&M roster currently includes such artists as Chuck Mangione, Styx, Superglamp, LTD and The Brothers Johnson.

In addition to the A&M label, the company also releases the heavy metal band, Whiskey, with lead singer, the late Ronnie James Dio.

A&M also has a publishing division, Año/Imo/Imagery, as well as foreign subsidiaries in Canada and England.

The A&M agreement is the second distribution deal brokered by RCA this month, and the sixth since Robert Summer assumed the presidency of the company last March. The labels in addition to A&M, include 20th Century-Fox Records, Salsoul, Pocket Rock and Hollywood.

CBS HONORS KING - CBS Records recently donated a grant of $50,000 to the Martin Luther King Center for Social Change in Atlanta, Georgia. The event took place during ceremonies honoring the 50th birthday of the slain civil rights leader. Pictured at the ceremonies are (l-r): LeBaron Taylor, vice president of black music marketing for CBS Records; Paul Smith, senior vice president and general manager of marketing for CBS Records; Corettia Scott King; and Martin Luther King, Sr.

High Court Heirs CBS Suit

(completed from page 9)

After realizing his history before Chief Justice Warren Burger's court, noting that the total license fee for CBS represents well under 1% of the network's gross advertising receipts (NBC and ABC pay roughly $4 million a year, he said.)

The most unusual aspect of the case in district court, Topkis argued, was that "CBS didn't claim the status of suffering victim, nor had it found that direct licensing was the only way to get its due." To Topkis, was "all a product of conjecture." The network has "unparalleled advantages in our opinions," Topkis said, in that CBS has the right to choose either program or blanket licenses and to have current licensing methods as "an effective means of solution, Topkis said, "it makes sense to negotiate rather than litigate, we stand on the merits of our case... it's the user's choice." From the Justice Department, Office of the Solicitor General, Frank Easterbrook, of the government's view on per se rules and blanket licensing. The U.S. has not participated in the case up to this point, he said, but he did not want to comment about price fixing and monopoly.

The price ASCAP is charging is less than CBS would pay under any direct licensing method. He defined ASCAP as a "form of joint venture, not negative restraint of trade, and said ASCAP and BMI have "lilting in common" with "coercive" intent. From short, the blanket license offered to CBS produces economic benefits, in the view of the Justice Department.

CBS Charges

CBS counsel Alan Hruska characterized the high price of the ASCAP blanket license as "the most effective means of eliminating price competition," through what he called "a central instrument." He defended the ASCAP licensing method, saying the system created a disincentive to compete. "We are certain that the ASCAP asked," Hruska said, "What about two competitors when we go into partnership?" Hruska responded that "in this instance we're talking about an entire industry... price fixing is the most efficient way.

Justice John Paul Stevens pressed further on this point, asking, "Is it unlawful for two companies to use a common sales agent? Or only when an entire market is involved?" Hruska argued that under the circumstances it should be unlawful, without regard to the percentage of the market.

"Benefits (of a blanket license) like immediate access are not significant. Any cartel can create the creation of entirely new structures to handle the business.

If the blanket license ended, the licensor would be forced to create direct licensing mechanisms which would take "at least a year," Hruska noted. CBS has said in the past it envisions a total bypass of ASCAP and BMI to create the creation of entirely new structures to handle the business.

Monteiro Is VP Marketing, West Coast, for E/P/A

(continued from page 7)

He joined Epic Records in 1972 as director of national promotion and moved to the Columbia label as vice president of national promotion in 1975. During his years with Columbia, Monteiro won many industry accolades, including two Billboard National Promotion awards, the Bobby Poe Award, and the Bill Gavin Regional Promotion Award. In 1977, he became vice president of promotion, publicity and artist development for United Artists Records. Monteiro comes to E/P/A from Cash Box, where he served as director of marketing until his current move.

EXECUTIVES ON THE MOVE

(completed from page 12)

for Record World magazine and co-president of Lee-Tollin Productions.

Moir Johns Chrysalis - The Chrysalis Music Group has announced the appointment of Steve Claggett as president of its U.S. division. Chrysalis' Los Angeles office, has been with Chrysalis for the past year and one half.

Golinski Named At CBS - CBS Records has announced the appointment of Larry Golinski to sales manager. CBS Records for the New York market. He joined CBS Records in 1976, as an account executive in the CBS Records Minneapolis branch.

Granoff Named At John Carmen - David Granoff has been named director of the disco division atJohn Carmen Public Relations, Inc. He was formerly promotion and circulation assistant to the director at Dance Magazine and After Dark.

Rocket Promotes Pavlik - Paula Pavlik has been appointed copywriter administrator for Rocket Publishing for the United States and Canada. Pavlik has been with Rocket Publishing since January 1976 and prior to that she worked for ASCAP in the membership department.

More Appointed At CBS - CBS Records has announced the appointment of Ginny Moore to manager, branch merchandising in the CBS Records Chicago branch. She received her bachelor of arts degree in liberal arts at Drake University and most recently was singles record coordinator for the Chicago market.

Harley At Tomato - Tomato Music has announced the appointment of Denny Harley to director of sales. A former record store owner, Harley has applied his marketing and sales expertise to gospel music. At this time, he joined Savoy to work with John Daniels.

Smith Named At Salsoul - Roy D. Smith has joined The Goddard Company as senior account executive. He previously was motion picture, sports and commercial senior account executive at Sutler's & Roskin, Inc., and manager of marketing and public relations at Majestic Films. He also been National Representative for Universal Studios, program publicist for ABC Television and unit publicist for United Artists, MGM and Universal.

Pollak To Jam - Linda Pollak has been appointed media coordinator for Jam Productions. She has been assistant publicist director for the Theater of Performing Arts and the Parker Playhouse in Florida, and an account executive with a major publicity/advertising entertainment oriented firm in Chicago.

Monteiro succeeds to the CBS Records family after two year hiatus. He joined Epic Records in 1972 as director of national promotion and moved to the Columbia label as vice president of national promotion in 1975. During his years with Columbia, Monteiro won many industry accolades, including two Billboard National Promotion awards, the Bobby Poe Award, and the Bill Gavin Regional Promotion Award. In 1977, he became vice president of promotion, publicity and artist development for United Artists Records. Monteiro comes to E/P/A from Cash Box, where he served as director of marketing until his current move.

Cash Box/January 27, 1979
POLYGRAM MEET — Polygram Distribution held its first national convention Jan. 4-7 at the Fairmont Hotel in New Orleans. Pictured (l-r) are: John Frisoli, president of Polygram Dist.; Fred Haayen, president of Polydor; Jack Kiernan, vice president of sales, Polygram; and the new regional vice presidents, Peter Jones (midwest), Emile Petrone (west), Herb Heldt (south) and Ed Jarman (east). Frisoli; Al Courv, president of RSO; and Marv Stuart, co-president of Curtom Records.

Pictured (l-r) are: Kiernan; Scott Mampe, vice president of Philips; Jim Frey, vice president of Deutsche Grammophon; Jones; Ron Corya, Indianapolis operations manager; Dale Johnson, Sun Valley operations manager; Heldt; Dean White, union operations manager; Petrone; Jarman and Neil Bogart, Casablanca president.

Pictured (l-r) are: Branch of the Year, the Miami branch; John Lanford, Sales Representative of the Year; Kiernan; Kenny Hamlin, Los Angeles branch manager; and Petrone.

Pictured (l-r) are: Thure Gray, Merchandising Specialist of the Year; Rob Singer, Polygram national merchandising manager; the Miami branch; George Albert, president and publisher of Cash Box; and Frisoli. The convention culminated with an awards dinner Jan. 7.

Pictured (l-r) are the World of Music branch manager award winners: Jon Peisinger, Polygram vice president of marketing development; Paul Wennik, Boston branch manager; Hensley; Paul Lucks, St. Louis branch manager; Leslie Clifford, Marketing Coordinator of the Year; Peisinger and Mel Albert, vice president, GM of Cash Box.
LATIN BEAT

LATIN PICKS

STRANDED IN A LATIN DISCO — Average Disco Band — H&L Records 69033 — Producer: Juan Salazar

Juan Salazar debuts with this album for H&L Records, which is a throbber mixture of Latin disco music. Most of the songs selected for this album are old standards. The orchestration is just right for disco dancers, and the musicians in this session are superb. The rhythm section is very tight. Best selections are: “Copacabana,” “Hey Girl,” “Come And Get It,” “Love Is The Answer,” “Feelings” and “Tico, Tico.”

A SPEAR OF TODO — Vicente Fernandez — CBS-Mexico DCS-850 — Producer: Gilberto Parra

Multi-talented singer Vicente Fernandez scores again with another sparkling album that consists of a collection of rancheras and love songs. He has recently been acclaimed as the best ranchero singer in Mexico; and here, he demonstrates why, cut after cut. Likewise, the orchestra backing him in this album is superb. The songs are beautifully suited to his style, with excellent string arrangements. A masterpiece for Vicente.

A LA CARTE — Mongo Santamaria — Vaya JMWV-74 — Producers: Shelter & Allen

Last year’s Latin Grammy winner Mongo Santamaria demonstrates his ability to excel in all phases of music. In this album Mongo is trying to make a crossover with “Hey, You Sexy Thing,” and “It Feels So Good.” The music in this LP is mostly jazz rock, the only Latin song is “Guajiro,” a Marcelino Guerra composition. Arrangements by Marty Sheller and William Allen are excellent. The best songs are “Guajiro,” “Teresa” and “Na Mas.”

LISTEN TO THE CABARET — London's Latin American Cafe — Chrome Records CP-5700

An old-fashioned Latin American Cafe, featuring the London Latin American Band, performs persuasively on this LP, recorded live at the Cafe. The band’s repertoire includes selections from Chava, Un Pro, and other Latin American artists. The recording quality is good, with a warm, rich sound that captures the essence of a typical Latin American Cafe experience.

SINGLES TO WATCH

CHAYA VELAZQUEZ Y SU MARIACHI TROPICAL (CBS-Mexico) Biscal (C. Velazquez) VALENTINA LEYVA (CBS-Mexico) Alma Vaca (Manuel Pomian) LOS COMANDOS DEL RITMO (CBS-Mexico) Marisela (F.Q. Zarco) LARRY HARLOW (Fania) Desepgue (Mike Guagenti) ISAAC QUINTANA (Vaya) Mienes (Ismael Quintana) TOMMY OLIVENCIA (Inca) Flores Para Mis Enemigos (D.R.) SONIA LÓPEZ (CBS-Mexico) Ave De Pase (F. Curiel-Pedro) TROPICANA MOCAMBO (Epoca-Mexico) Una Eternidad (Tedora Bello) PEDRO AGUILAR (Musart) La Carreta (Fidel Valenzuela) EL DISCOTE BUBULIN (Musart) Pollito Pollo (Juan Carlos) RAFAEL BUENED (Musart) E. Calabacedo (Rafael Buendia) LOS PANCHOS (CBS-Mexico) Mil Besos (E. Valderrama) LOS KONES (Fama) Quedate-Piedras Del Campo (Coco Sanchez) MANOLO GALAN (Microfon) El Ganador (Manolo Galan) LUIS DE ALBA (CBS-Mexico) El Hijin (Luis DeAlba) LOS NOMADAS (Juguete) El Corazón Valiente (Bodena-Novia) LOS CRAIN (Juguete) Por Que No Me Lo Dice (Humberto Luis) LA BUENA GENTE (CBS-Coast Rica) Tarde Sentimental (Silvestre) ESCAPE (CBS-Costa Rica) Mas Y Mas (D.R.) LEBRON BROS. (Coloque) Las Piedras Cantan (Angel Lebron) GENE HERNANDEZ (Alegre) Siempre (Felipe Gil) MARIA GABRIELA (CBS-Mexico) Queremos Mas Vida Masa (Jose Morales) FELIPE ARRIGA (CBS-Mexico) No Sabia Que Era Casada (Leo Dan) TRIO ARMONIA HUASTECA (Musart) Así Te Quiero Encontrar (Roberto Barrera) LOS HUMILDES (Fama) Mira Chaparrada (Memo Lugo) CARLITOS ALMEIDA (Mundo) Con Querida Tristeza (Aldo Monges) IMPACTO CREÁ (Vaya) Te Cantare (Jose A. Cruz) ISMAEL MIRANDA (Fana) Nací Para Cantar (Concha Valdes) OPUESTA ARAGON (CBS-Mexico) Para Bailar (All Mine Me Da) Dago Pedro) MONGO SANTAMARIA (Vaya) Guajiro (Marcelino Guerra) TOMMY OLIVENCIA (Inca) Este Amor De Dos Los (P.R.) LOS KIMBOS (Coloque) Hoy Y Manana (C. Sanchez) TITO PUENTE (Tico) Que Bueno Baila Usted (Benny More)
RCA Canada Makes Major Personnel Changes, Restructures Organization

TORONTO — RCA Canada Ltd. has undertaken a major restructuring of its corporate set-up in a move to heighten its international profile and to garner a greater share of the Canadian record market. Ed Preston, Ford, Nagy and McKeen, all formerly MCA point vice president, international for MCA's national divisions, announced last week four appointments within the executive branch of the company.

John Ford has been appointed director of marketing. Andy Nagy is the company's new director of creative services and international divisions. Ken Gillies will be the new director of operational services, while Bonnie McKeen is the new manager of industrial relations.

The new organizational efforts on the part of the company are intended to improve the firm's local achievements, as well as open up the firm to further expansion if business picks up for them.

Higher Profile

The company is acquiring a much higher profile in this country, due primarily to its increasing commitment to disco and country and western music. Ed Preston stated it is hoped the corporation will further step up its acquisitions, and possibly look into the two musical idioms, while securing further talent in the jazz, rock and MOR genres.

Cook Named VP

LOS ANGELES — Lou Cook has been appointed vice president, international for MCA Records. Cook, who has been with MCA for approximately seven years, was formerly vice president of administration.

Cook's new responsibilities will include all marketing and management of product acquired by MCA Records and Miller International. He will act as a liaison between all U.S. and Canadian product, and the rest of the world as it relates to international sales.

In addition, Cook will also coordinate all activity of MCA artists in countries outside the U.S.

Wolfman Jack To Bring American Artists To Japan

LOS ANGELES — In conjunction with the U.S. Chamber of Commerce, disc jockey/announcer Wolfman Jack intends to bring over a variety of American musical acts to Japan for performances and personality appearances. Wolfman Jack has recently become a well known music personality in Japan due to his radio broadcasts via the Hipno Broadcasting System in Tokyo.

Wolfman Jack now is heard every Saturday night on Japanese radio stations, playing American music, discussing U.S. lifestyles and talking about American musicians. His profile has risen so much in Japan that he is classed as an American act of all kinds to key Japanese cities, promoting American products.

Wolfman Jack intends to bring over not only American acts but western-type cowboy and Indian shows. U.S.-made western items and various American-style acts.

These acts will perform at department stores in Tokyo and other cities in Japan as "good will ambassadors," while in exchange, Japan will send over some of its art for display in the U.S.

Edg, Year-End Sales Reported In Japan Mkt.

TORONTO — Year-end sales in Japan this past season did not show a significant increase over the Christmas season sales of the year before, according to a survey of the major retail outlets in Japan.

The top selling records and tapes in Japan this past season could be attributed to the strong showings of such domestic artists as Pink Lady, Chiharu Matsuyama, Alice, Muneyuki Sato, Sera & Twist, Junko Yamagata and Tsutomu Minami. These Japanese international artists fared only moderately well in the Japanese record market, with one exception: the "Grease" soundtrack featuring Frank Faye Viki, Olivia Newton-John and John Travolta.

The major retailers surveyed in the Tokyo and Yokohama market districts included Ginza-Yamano, Shinjuku-Teiomusen, Ikeburo Air Castle, Ogikubo Shinseyi-do, Sapporo Gyoko-do and Osaka Musikdo.

With the additions made at the executive level, the RCA upper echelon, including Preston, Ford, Nagy and McKeen, plus David Long (the firm's director of finance and administration), Jack Feeney (director of Sony/Bobcat/Prestar/Edo/Chiefland imprint) and Marghi Cocks (the label's administrator of press and publicity).

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN LPs
1. You Are The One — J. Travolta/0. Newton-John — RCA
2. A Tell — Joe Dassin — CBS
3. For El Segundo — Sergio Diaz — Philips
4. Que Venir Al Sur — Rafaela Carrera — CBS
5. La Historia de Eva — Carmen — CBS
6. Rasputin — Boney M. — RCA
7. Sangre De La Tierra — Los Vivos — Televison
8. De Tanto Mirar Tus Ojos — Daniel Magali — CBS
9. Todo Pasando Amor — Jose Augusto — Soro
10. Balada Para Adelina — Richard Clayderman — Fonodisc

TOP TEN 45s
1. Cuando Me Amas — Village People — CBS
2. Don't Bring Flowers — Millard & B Scestad — CBS
3. Much Much Heaven — Bee Gees — EMI
4. Loving You — Elton John — Capitol
5. My Life — Billy Joel — CBS
6. I Love The Way You Bridge — Polydor
7. (Our Love) Don't Throw It Away — Andy Gibb — CBS
8. MacArthur Park — Karen Carpenter — CBS
9. Hold The Line — Toto — CBS
10. Don't Bring Flowers — Freddie — RCA

Top Ten Singles
1. 52nd Street — Billy Joel — CBS
2. Grease — Various Artists — RCA
3. The Greatest Hits Vol. 2 — Barbra Streisand — Columbia
4. We're In Love Again — Warner Bros
5. The Stranger — Billy Joel — CBS
6. Losing You — Friends — CBS
7. Blondes Have More Fun — Rod Stewart — RCA
8. You Don't Bring Me Flowers — Neil Diamond — CBS
9. Don't Look Back — Bono — CBS
10. Cruisin' — Village People — CBS

Canada

TOP TEN LPs
1. Le Freak — Chic — WEA
2. Y.M.C.A. — Village People — CBS
3. Don't Bring Me Flowers — S.Brestad & N. Diamond — CBS
4. War — Bono — CBS
5. All Night Long — Lionel Richie — CBS
6. B.C. — The Edge — RCA
7. Hold The Line — Toto — CBS
8. Don't Bring Flowers — Freddie — RCA
9. 52nd Street — Billy Joel — CBS
10. Grease — Various Artists — RCA

TOP TEN 45s
1. The Greatest Hits — Various Artists — Atlantic/Hansa
2. The Greatest Hits Vol. 2 — Barbra Streisand — Columbia
3. We're In Love Again — Warner Bros
4. The Stranger — Billy Joel — CBS
5. Losing You — Friends — CBS
6. Blondes Have More Fun — Rod Stewart — RCA
7. You Don't Bring Me Flowers — Neil Diamond — CBS
8. Don't Look Back — Bono — CBS
9. Cruisin' — Village People — CBS
10. Le Freak — Chic — WEA

Great Britain

TOP TEN LPs
1. YMCA — Village People — Mercury
2. Let Me With Your Rhythm Stick — I. Berry & The Blockheads — CBS
3. Lay Your Love On Me — Richey — CBS
4. The Fool On The Hill — John Lennon — Rocket
5. September — Earth, Wind & Fire — CBS
6. A Taste Of Apple — Barron Knights — Epic
7. Mary's Boy Child — Boney M. — Atlantic/Hansa
8. You Don't Bring Me Flowers — B Scestad & N. Diamond — CBS
9. Le Freak — Chic — Atlantic
10. Don't Bring Flowers — Freddie — RCA

INTERNATIONAL DATES

Canada

TORONTO — The Edge, a local venue formerly known as Egerton's, launched its second annual Canadian/International music week this past weekend. The band told Cash Box in an interview that they may not be staying together much longer. "We've no longer got the energy to perform, but we've got a challenge before us," said one of the band members. "I doubt whether there will be another XTC album." The band was received enthusiastically by the S.B.C.O. crowd. The Edge, as a facade, leaves much to be desired. The atmosphere is far too cramped.

Streetheart's new disc, "Under Heaven, Over Hell" is due in February. They'll be playing a series of Toronto dates at an assortment of venues. The disc will be produced by Nazareth's Manny Charlton. The band will play a CHUM-FM/CITY-TV simulcast in February.

Bob McBride, the ex-Lighthouse singer, has parted ways with MCA, and gone over to London Records in this country. CANO will play the NECAA campus concert in mid-February.

Malcolm Tomlinson is in New York, working on a second to A&M album.

Anthem recording group Wireless seems to be attracting much attention in this country, with the release of their first disc for the label. "Positively Human, Relatively Sane." The band cut a disc for WEA two years back, but were dropped after the disc failed to sell exceedingly well.

"We've learned a lot since then," drummer Marty Morl学会了 Cash Box. "We were young. Now we have a lot more experience, and it is going to pay off." The band is managed by S.R.O. Management, who have guided the careers of Rush, among others. The band played a few support dates before Christmas, and are soon to embark on an American tour. The disc will be released on Mercury in the U.S. in a couple of months.

A survey by some local sociology students at York University arrived at the conclusion that records cost more in the sub-urbs than in the city. The study merited a half-page in the Toronto Star. Unfortunately, the survey did not get the reasons right. The students claimed people pay more for discs in the suburbs, so they shop more conveniently.

English

LONDON — Phil Holmes has been appointed European director of TK Records, which is now setting up its own London office. Though licensed to CBS for the U.K. and to Columbia Records International for the world outside the U.S.A., TK seeks a more independent identity and a physical link with the U.K. and Europe. Holmes leaves CBS, where he was in charge of the label.

The Performing Rights Society Council has elected Richard Toeman as new chairman of the P.R.S. General Council, succeeding Alan Frank, who has retired. Elected along with Toeman were two new councilors, Roger Greenaway and Dr. Donald Mitchell. The P.R.S. re-shuffling also includes Wayne Bickerton, who has been appointed to the General Council as writer director replacing Ronald Binge, who retired. Nigel Morgan has been named new product manager for...
INTERNATIONAL DATELINE

(continued from page 48)

Phonogram Ltd.

WEA Great Britain is launching an exten-
sive merchandising and advertising cam-
paign in support of the new album by Chic

titled "Tres Chic." The group will make its
London concert debut at the Hammers-
smith Odeon on Jan. 20. The band's album also
includes Chic's two earlier hits, "Dance,
Dance, Dance." and "Everyday Dance.

But the band's manager, Jon Woodruff, con-
formed to play his first major U.K. tour with a set of six
national dates culminating with one
night at London's Royal Albert Hall. Also
confirmed this month Elton John's
comeback tour, which takes in 30 U.K.
dates. This will be Jon's first concert since
the Mystic Pizza tour, which Jon accom-
panied only by percussionist Ray

Cooper. Promoted by Harvey Goldsmith,
the tour opens Jan. 9 at the.Api.

Single Man Plus Ray Cooper." Cooper has been
John's longtime percussionist.

A group of journalists from U.K.
periodicals (The Sun, Daily Express, Sunday
Musical Express, Melody Maker, Evening
Standard and Record Business), gathered last
month in London to attend the "Le Perrin Publicist
Of The Year Award." The "Best Publicist"
awards for 1978 were split into three divi-
sions: new bands company; independent
P.R. and small record company. Top Publicist
for the large record company award went to Moira
Bellas of WEA's independent P.R. and small record
company. Top Publicist for the large record company
award went to Jennie Haislal of Jennie Haislal Public
Relations Consultants, and the small record
company award went to Al Clarke of Virgin
Records.

Logo Records are about to release a limited edition (15,000) disc cut in crystal

clear vinyl and packaged in clear plastic

sleeves. To enhance the invisibility of the
record, a new single disc by Streetband,
etitled "One More Step," will have no
labels. Information will be printed in the
plastic in the center of the record.

nick underwood

Australia

SYDNEY — The success of albums made
by Australian bands like the Angels means that several local record

companies are becoming increasingly will-
ing to sign newer local acts.

The Higgins and Hi-Max are due to sign
two vinyl records before signing a license
with WEA. They announced to sign a single
with another major label before signing a license

with WEA, getting material ready for a first
single. But not all the action is with the
major companies. Many smaller independent
bands have sunk their own money into making
independent singles which are mostly distributed through the
import record market.

Ross Wilson, formerly of Daddy Cool,
has released a new album and single on the
Missing Link label. Several single have also
emerged on the Abellabel in Brisbane,
including Stamp Out Disco, by Razer.

expressions: large periodicals, sales and record companies. To increase the

show will be televised live on the CBC network from the Convention Centre of the
Harbour Hilton Hotel in Toronto. Hosting the two-hour telecast is
Burton Cummings.

Circa Volta & Due has been invited to Rome
to tape a 90 min. Country Music Special for Teddy
Quinn's TV Show. Lani will perform four numbers, including
on "I Just Can't Stay Married To You." Cristy's new album "Love Lies" on LS Records, a distributed label of
the GRT Record Group, will be released in February.

Joe Armatrading has embarked on a 30-city European tour that began in
Oslo, Norway. Armatrading will support herself on guitar and keyboards with keyboard player
Red Young, bassist Bill Bodine, guitarist Ricky Hirsch, drummer Art Rodriguez and horn player Lince rice. Under the name Pianist George Duke will be the opening act for Ar-
matrading on all but two dates in Holland which will feature local talent. The tour is set by


Dave O'Neal - Benito de Paula - Caracas

DOORS AWARDED GOLD IN PARIS

In Paris to promote Elektra's "An American Prayer," an album of Jim Morrison's poetry, Robbie Krieger, Ray Manzarek and John
Denmore of the Doors played their first live set together in more than five years at the Palace disco and received a French gold record and the Grand Prize of the Academe de
Dance. The group performed the Elektra album "LA Woman." Pictured (l-r): Bernard Lenoir, air per-
sonality, ORTF; Dominic Lablamin, head of creative services, WEA France, Manzarek; Jean

Francois Favart, artist relations director, WEA, Frank Liscandaro, co-producer of an American Prayer," Dave Sugarman, Doors press relations, and Denmore.

Survey Shows Opposition To Japanese Retail Price Maintenance System

TOOKYO — The Fair Trade Committee of the
Japanese government has disclosed the results of the survey it conducted regard-
ing the effectiveness of the government's currently existing retail price maintenance
system, which is a controversial problem facing the Japanese record industry. The
committee surveyed a large number of record retailers and labels, asking mem-
bers of these firms whether or not the retail price maintenance system is needed and
to explain why.

According to the survey, approximately 60% of industry figures polled indicated that the system was not being used in the country and therefore should be eliminat-
ed, but 40% reported that it was neces-
sary.

Lower Prices Seen

Record officials opposed to the system stated that if the system was abolished, record and tape prices would be lowered because the record retail market would be
more competitive. In addition, better quality records in terms of technology and
design would be available to consumers due to the free competition and greater
innovations which would exist if the system was

eliminated.

Fixed Prices

In support of the system, other industry
officials stated that the system has made it
possible for consumers to purchase both
records and tapes at the same prices throughout the country. Also, the system is
contributing to the country's musical cul-

Leif Garrett Wins Top German Award

MUNCHEN — Singer Leif Garrett has won

Germany's Golden Otto Award as the Coun-
y's most popular male singer. Garrett
received the award in a presentation made in
Munchen, during a stop along his current
promotional tour of Europe.

Drews Wins Silver

The Otto Awards have been presented
annually since 1956 by Bravo Magazine, Germany's largest entertainment-oriented publication. The awards are based on popular polls determined by a reader poll. Three Otto Awards are presented each year in each entertainment category. Finishing behind
Garrett this year and winning the Silver Otto
was German singer Juergen Drews. The
winner of the Bronze Otto as third most
popular male vocalist was Shaun Cassidy, who
took last year's top honor.

INTERNATIONAL BESTSELLERS

TOP TEN 45s

1. Una Donna Per Amico — Lucio Battisti — Numero Uno
2. Triangolo — Renato Zero — Zerolandia
3. Grease — Frankie Valli — RSO
5. Motor Man — Dee D. Jackson — Duurn
6. You're The One — O. Newton-John / T. Travolta — RSO
7. Dedicato A O. Newton-John — Carola
8. RapsuU — Boney M. — Atlantic
9. I Need You So — España — Capitol
10. My Life — Billy Joel — CBS

TOP TEN 45s

1. Rome Is foreclosure — Caribbean Vista — Vertigo
2. Three Times A Lady — Commodores — Motown

TOP TEN LPs

1. Saturday Night Fever — Bee Gees — RSO
2. Back in Black — AC/DC — CBS
3. Thriller — Michael Jackson — Epic
4.69 Love — Peter Blunden — Virgin
5. Sheena is a Punk Rocker — Debbie Harry — Chrysalis
6. Saturday Night Fever — Bee Gees — RSO
7. Back in Black — AC/DC — CBS
8. Thriller — Michael Jackson — Epic
9. We Will Rock You — Queen — Trident
10. Saturday Night Fever — Bee Gees — RSO

TOP TEN LPs

1. Saturday Night Fever — Bee Gees — RSO
2. Back in Black — AC/DC — CBS
3. Thriller — Michael Jackson — Epic
4. Sheena is a Punk Rocker — Debbie Harry — Chrysalis
5. We Will Rock You — Queen — Trident
6. Saturday Night Fever — Bee Gees — RSO
7. Back in Black — AC/DC — CBS
8. Thriller — Michael Jackson — Epic
9. We Will Rock You — Queen — Trident
10. Saturday Night Fever — Bee Gees — RSO
**ATE Is Underway In London**

LONDON — A total of 145 exhibitors will be participating in the annual Amusement Trades Exhibition, Jan. 23-25, at Alexandra Palace in London. The convention is regarded as the largest of its kind in Europe and, although the majority of exhibits (stands) are sponsored by European-based firms, the American influence is very prevalent both on the exhibit floor and in the attendance ranks. A large number of U.S. companies display product through their respective European representatives, in many cases showing not only currently produced equipment but new products being premiered specifically for the ATE audience.

All types of coin-operated amusement equipment, ranging from pinball machines and jukeboxes to video games, pool tables and kiddle rides, as well as an abundance of gaming equipment, prize machines and related products and services will be featured throughout the exhibition.

In addition to the extensive Bally Corporation exhibit, which will be housed in stand E9-11, there will be a few other American firms sponsoring their own booths, including Aradac, Inc. of Willoughton, Ohio in stand F-2, R.J. Belam of New York, in stand D-1a; Scositon Productions of Cleveland, Ohio, in stand A-Rm-10 and U.S. Billiards of Amityville, N.Y., in stand D-1a.

The significance of this convention to the U.S. coin machine trade is evidenced by the large American representation each year and the 1979 ATE is expected to run true to form, attracting those who attend annually as well as newcomers to the trade.

**NAMA Files Brief Opposing Vending Price Bargaining**

CHICAGO — The National Automatic Merchandising Association (NAMA) has filed a brief with the U.S. Supreme Court supporting an appeal by the Ford Motor Company in a dispute over whether labor unions have the right to bargain over prices charged in company cafeterias and vending machines.

The Supreme Court recently agreed to hear the appeal, which was filed in the National Labor Relations Board and the United Automobile Workers Union Local 580. The union had been issued previously by the U.S. Court of Appeals in the Seventh District (Chicago), said Richard W. Funk, NAMA counsel and director of government affairs.

In its “amicus curiae” (friend of the court) brief NAMA supports the Ford Motor Company position that prices charged to employees in vending machines and company cafeterias are not “a condition of employment” and therefore are not subject to mandatory collective bargaining. The NAMA brief cites the concern of its member firms that two new 200 member companies with the case under litigation.

**Bally And Midway Set To Sponsor Series Of Regional Service Schools**

CHICAGO — A program of regional service schools, encompassing the product lines of both Bally Manufacturing Corp. and Midway Manufacturing Co., will be held commencing in February, announced Bernie Powers, Bally’s field service manager.

The schools will be held in Reno, Nevada, Chicago, Illinois and Charlotte, North Carolina. The program will include a series of five-day seminars, three days of which will be devoted to Bally flipper and the remaining two days to Midway games. The curriculum will range from lectures to hands-on trouble shooting the electronic games.

**Limited Enrollment**

Enrollment is limited to individuals registering through Bally and there is no charge for the schools; however, students will pay for their own transportation and hotel expenses. Powers recommends that hotel reservations be made through Bally, since the factory has arranged for special room rates in conjunction with the school program. Additionally, everyone attending will be provided with all the material necessary for classroom study.

Each class will begin at 9:00 a.m. and continue until 2:00 p.m. on a Monday through Thursday basis. The school schedule is as follows: Feb. 12-16 at Howard Johnson’s, 10249 W. Irving Park Road, Skokie, Illinois; March 9-13, at the Holiday Inn, 1000 E. Sixth St., Reno, Nevada; and April 2-6, at the Sheraton Center, 555 N. McDowell St., Charlotte, North Carolina.

To register, call Bally at the toll-free number, (800) 621-0108, and ask for either Felicia Tornabene or Gloria Kollmayer.

**Stern Appoints Four New VPs**

CHICAGO — Four department directors at Stern Electronics, Inc. have been promoted to vice presidents, according to an announcement from company president Gary Stern.

Larry Siegel, who is native of Southern California and has considerable experience in the coin machine industry, has been named vice president of sales and administration. For the past four years, Siegel owned and operated Pacific International Amusements, a San Francisco-based operating company, and The Original Jungle Box and Pinball Store, which deals in home sales. He also served with Segasa of Madrid and Williams Electronics, Inc., where he concentrated primarily on European distribution.

Heading up Stern’s marketing activities is Stephen Kaufman, who was named vice president of marketing. As vice president of manufacturing, Alex Darnell will be in charge of plant operations and Marty Rosenthal, vice president of engineering, will direct the company’s design and engineering departments.

Commenting on the promotions, Gary Stern said, “The elevation of these four individuals to our top administration will add to the expertise, efficiency and success of Stern Electronics.”

Other members of the executive team include Sam Stern, executive vice president; John Neven, comptroller and Roger Lundy, director of purchasing.

**THE JUKE BOX PROGRAMMER**

**TOP NEW POP SINGLES**

1. HEAVEN KNOWS DONNA SUMMER (Cassadiva NB 659)
2. I GO TO RIO PABLO CRUZ (Havana Blue 1222)
3. EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Epic K5-4554)
4. EVERYTIME I THINK OF YOU BABY (Chrysalis CBS 2279)
5. LADY LITTLE RIVERBAND (Capitol 4307)
6. SING FOR THE DAY STYX (A&M 2110)
7. CRAZY LOVE FOCO (ASC 1249)
8. LONELY WIND KANSAS (Kramer/CBS 268-4280)
9. FOR YOU AND I TDC (Polydor PO 14528)
10. GOODBYE, I LOVE YOU FIREBALL (Atlantic 35844)

**TOP NEW Country SINGLES**

1. I’LL WAKE YOU UP WHEN I GET HOME CHARLIE RICH (Epic E-45502)
2. SOMEBODY SPECIAL DONNA FARGO (Warner Bros. WB5 8722)
3. GOLDEN TEARS DAVE & SUGAR (RCA FB-11427)
4. TONIGHT SHE’S GONNA LOVE ME RAZZY BAILEY (RCA FB-11427)
5. EVERLASTING LOVE NARVEL FELTS (ASC 12441)
6. SON OF CLAYTON DELANEY TOM MASON (ASC 12445)
7. I HAD A LOVELY TIME THE KENDALLS (Columbia OV 1199)
8. STILL A WOMAN HAVING A GOOD TIME (Warner Bros. WB-8765)
9. TRY TO SATISFY YOU DOTTSY (ABC-12444)
10. LOVE SONGS JUST FOR YOU GLENN BARNER (Century 21021-101)

**TOP NEW R&B SINGLES**

1. I WILL SURVIVE GLORIA GAYNOR (Polydor PO 14508)
2. LIFE IS A SONG WORTH SINGING TETER ET PENDEGRASS (Island Int. 258-3685)
3. HEAVEN KNOWS DONNA SUMMER (Cassadiva NB 659)
4. SATISFY YOU BABY GARY'S GANG (Chrysalis CBS 2279)
5. CONTACT EDWIN STAIR (20th Century FC-2986)
6. SHARE YOUR BODY DOWN TO THE GROUND THE JACKSONS (Epic B-50568)
7. KEEP ON DANCING GARY'S GANG (ABC 12445)
8. AT MIDNIGHT T CONNECTION (Dash TK 5048)
9. YOU KNOW I'M SORRY DALE & THE GREAT REPUBLIC (ABC-12446) SPANK JIMMY BO HORNE (Barnes/Bundy TK 1027)

**TOP NEW MOR SINGLES**

1. MOMENT BY MOMENT YVONNE ELLIUM (KGO KS 594)
2. WHAT A FOOL BELIEVES THE DOOBIE BROTHERS (Warner Bros. WB5 8725)
3. YOU LOOK JUST LIKE A GIRL AGAIN MARILYN (Polydor/CBS 2279)
4. SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 3052)
5. LOVE THEME FROM OLIVER'S STORY ANDY WILLIAMS (Columbia 3-10878)
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www.americanradiohistory.com
TOURNAMENT PLAYOFFS — Playoffs in the 4th annual Greater New Orleans Coin Operated 8-Ball Pool Tournament were held in the city’s Marriott Hotel on Nov. 26, with 95 men and one woman competing for a share of $2400 in cash prizes and trophies. The event included nine weeks of tournaments during which some 4500 people competed at 32 co-sponsoring locations. As in previous years, the tournament was directed and sponsored by A.M.A. Distributors, Inc. and Lucky Coin Machine Co., Inc. of New Orleans and hosted by Bob Nims, who is chief executive officer of both companies. Buddy Diliberto, sports director of WVUE-TV, officiated at the awards ceremony. Shown above are (l-r) Class A Champion “Big Ed” Collins, Diliberto, former jockey Jerry West, owner of Collins’ Past, and Lila Via, owner of Collins’ Past.

CHICAGO CHATTER

The main topic in local pinball circles these days is the ATE convention which opens Jan. 23 at Alexander Palace in London. Most of the major manufacturers, and many distributors as well, from this area will be represented at the show. Should be another big one this year.

SPOKE WITH Emil Marcet of Valley Company in Bay City, Mich., who is positively elated over response to the firm’s “Spectra IV” pinball table. Its debut at AMOA (marking Valley’s entry into the pinball arena) aroused considerable domestic and foreign interest and the factory is exerting every effort to satisfy the demand.

A H.T.E.M. at Colthief these is the current 4-player “Charlie’s Angels” which, for its popular theme and exciting playfield features is being well received — and Tom Herrick couldn’t be more pleased about it.

DATELINE SUNNYVALE: Atari’s field service manager Fred McCord will be in attendance at ATE and following the show will be joined by field service reps Bob Salmons and Russ MacDonald for a tour of Atari’s European customers. Fred and Bob will be covering Sweden, Belgium and London while Russ heads for Paris, Germany and Italy. Bon voyage, guys. On the home front, Fred notes that there will be an Atari school at Portalé in San Francisco. February 22-23 and he’s been conferring with Howard Rubin of Atari’s New Jersey office for a series of several courses out there over a week and a half period. Dates to be announced.

NOTES FROM THE LOCAL AMOA OFFICE: While vigorously continuing its numerous membership programs during this new year, AMOA will also devote full energy to what it anticipates will be a long battle over the location list requirement of the copyright law. The association’s bid for a temporary restraining order was rejected by the U.S. District Court last October, but a suit is still pending on AMOA’s application for a permanent injunction — so the battle goes on. The 1979 AMOA membership directory is in the works and will shortly be ready for mailing. A very handy reference tool, the directory is distributed free to all members and produced in limited run, but non-members can buy it for $25 a copy.

The association is also reminding members to register now for the annual Notre Dame Seminar, scheduled for March 9-10 at the O’Hare Hilton in Chicago.

EASTERN FLAMES

University Affiliates International, Inc. now fully settled into larger, new headquarters in Roselle, N.J. in currently delivering Playmatic’s new “Charlie’s 4 player” pinball machine, the Fantasia, in which, company president Barry Feinblatt tells us, is doing quite well in the domestic market. Barry will be in London for the ATE show and, upon returning to the states, will plan for the second go-round deals with Playmatic’s new microprocessor. The schedule is tentatively slated to begin in late February.

THE CLEVELAND COIN-COLUMBUS branch just wrapped up a pair of 2-day service seminars, one at the well-known Seeburg photographics, respectively. In noting how well the new Seeburg ‘Disco 160’ is selling, district’s Stanley Knoll noted that Cleveland Coin is providing plenty of service back-up with frequent service schoolcs, in the field, conducted by their own service technicians to help familiarize ops with Seeburg’s sophisticated new system. As for pinballs, two of the current biggies are “Phoenix” and “Pokerino” — both from Williams, the factory that’s getting “hotter by the game,” as Stan put it. GAME PLAN’s “Foxy Lady” is doing extremely well at Billota Dist. Newark. Pat Billota said it’s a very high earning piece at three balls for a quarter in the posh bars and lounges. This cocktail table pinball is also making its mark in area Pizza Huts, he added, and in numerous video game locations which had not previously accepted pinball machines but welcomed the “Foxy Lady.”

CALIFORNIA CLIPS

With the annual ATE Show in London just around the corner, a number of west coast manufacturers were understandably nervous last week amid reports of Alfie’s pinball strike in England. And Exidy marketing director Lila Zinter was doubly nervous because she has to catch a connecting flight in Chicago, whose O’Hare Airport has been closed with alarming frequency lately due to heavy Blizzard conditions in the Windy City. She was optimistic, however, and said that she expects overseas operators to respond well to “Star Fire” and “Riptide.” When asked if the harsh weather conditions in the Midwest had any adverse effect on business, she replied, “The areas hardest hit by the storms seem to be screaming loudest for games.”

STATE ASSOCIATION NEWS

The 1979 Music Operators of Minnesota annual convention and trade show was in progress as we went to press last week. Agenda included a full schedule of business meetings commencing Friday afternoon [19] and continuing through Sunday noon [21], an election of officers, an equipment exhibition and a round of social activities. The association’s annual banquet and floor show. Among guest speakers invited to address the group were Vic Rye, executive assistant vice president of AMOA; Felicia Tornabene, Sr. Dir. of Government Affairs, NAMM, and Bob Davis—reigning state president; representing attorney Robert Latz. A drawing for four sensational prizes — two pool tables and two pinball machines — was to be another highlight of the big event. The equipment was donated by two Minneapolis distributors and proceeds from the $100 per ticket drawing go into the MOM treasury. The Illinois Coin Machine Operators Assn. is finalizing details for its first digital pinball school service: to be held in Chicago, Jan. 22-23. On Jan. 25, the state group’s 4th annual pool tournament gets underway and is expected to attract some 18,000 people to participate, to set a new record this year. As a special membership service, ICMAO arranged for the tournament’s chief judge, Al Miller, to be available to assist operators on an individual basis. In some cases Miller has visited an operator’s office to explain tournament procedures to employees and has even traveled the route to provide enlightenment at the location level — which has done much to generate new interest. Tournament finals are scheduled for April 22, at the Continental Regency Hotel in Peoria and more than $5,000 in prize money and trophies will be awarded.

The Wisconsin Music Merchants Assn. has a new slate of officers. — Russell J. Dougherty (Rapids Coin Mach. Serv.), president; Eugene Uaso (Madison Coin Mach. Co.), vice president; and Elmer Schmitz, Jr. (Schmitz Amusement), secretary-treasurer.

7th Annual AMOA-Notre Dame Dame Seminar Set For March

7th Annual AMOA-Notre Dame Seminar will be held March 9 and 10 at the O’Hare Hilton in Chicago. This year’s program will focus mainly on “cost and financial strategies designed to boost profits” according to AMOA. Two of the seminar speakers Dr. John R. Malone and Dr. Kenneth W. Milani, joined by a panel of prominent operators, will provide a thorough analysis of the subjects during the presentation.

The seminar is a special membership service provided by the association each year, in cooperation with the College of Business Administration and the Center for Continuing Education of the University of Notre Dame. It is designed for individuals in the managerial level and, in order to afford full benefits to everyone attending, registration is limited to 70 people. The registration fee is $100 and this includes luncheon on both days.

The entire program is coordinated by Dr. Barry Sequin, who has been on the faculty of the university’s College of Business Administration since 1965 and has served as director of the Graduate Program in Administration and chairman of the Department of Management.

Opening Session

The opening session, on Friday morning, March 9, will be conducted by Dr. Kenneth W. Milani, a professor in Notre Dame’s Department of Accounting. He is also a CPA with impressive credentials in his field, having worked as a cost accountant with Johnson & Johnson prior to entering the teaching profession and also served as a consultant to private business. Dr. Milani’s discussion on “Cost Behavior” has been tailored to the needs of a typical AMOA member operator.

“Profitability Through Expense Control and Volume Strategies” will be the subject of the afternoon discussion conducted by Dr. Robert B. Milani, Professor of Marketing at Notre Dame. The seminar is tailored for operators for his frequent participation in the seminar and other AMOA functions and his understanding of the music and gaming business. Dr. Milani will also discuss “The Economy. Past, Present and Future with Emphasis on Implications for Operators” in an afternoon session on Saturday, Mar. 10.

The program will also include a panel discussion on Saturday morning dealing with cost reducing, profit boosting techniques and during this segment a panel of selected operators will discuss their personal experiences in this vein and participate in a question and answer period. Later in the program, small group discussions, chaired by the various panel members, will take place on each of the subjects covered and a subsequent “summary and evaluation” session will be conducted by Drs. Malone and Milani.

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MADAM BUTTERFLY — Tavares — Capitol SW-11874 — Producer: Bobby Martin — List: 7.98

With its eighth album, the five Tavares brothers continue to exhibit the versatile lead and harmony vocals, the crisp arrangements and strong group effort that has made the group among the top in its R&B/disco/Pop field. "Madam Butterfly" is equally divided between infectious dance numbers and ballads, and spotlight's such first-rate tracks as the single "Never Had A Love Like This Before," "Straight From Your Heart" and the title cut.

MOMENT BY MOMENT — Original Soundtrack — RSO RS-1-3040 — Producer: Various — List: 7.98

Liza Minnelli's lyrical main theme is one of the better recommendations of RSO's latest film offering. This soundtrack album offers five versions of that theme, the finest being Yvonne Elliman's vocal treatment on the LP's single release, and Joe Specialists' keyboard work on the rest. The remainder of this album is mostly MOR and includes tunes by Michael Franks, Dan Hill, Stephen Bishop and 10cc.

NO MEAN CITY — Nazareth — A&M SP 4751 — Producer: Manny Charlton — List: 7.98

This could probably be the first Nazareth album that incorporates texture and subtlety into the musical proceedings. The arrival of erstwhile sensational Alex Harvey Band lead guitarist/producer Zal Cleminson might have something to do with why the band's sound and feel of "No Mean City" is less heavy-duty industrial strength rock and roll and even less un-levitated metallic drone. A natch for AOR acceptance, with at least three possible singles lurking around to boot.

INSTANT FUNK — Salsoul SA 8513 — Producer: Bunny Sigler — List: 7.98

Instant Funk is an energetic new disco/R&B configuration which ably executes tight, pulsing dance tracks and sparkling soul ballads. An invigorating cross between Brothers Johnson-style R&B/disco and Philadelphia soul, this album showcases the arresting lead vocals of James Camicchia and the jumping rhythms of bassist Raymond Earl and drummer Scotty Miller. Instant Funk's cuts here are "Crying," "Never Let It Go Away" and "I'll Be Doggone."


"Dancin'," "stompin'" Joe Tex is back with his typically catchy collection of funky dancefloor gems. Throughout most of the album, Tex audaciously shouts and wails his way through such riotous upbeat tunes as "Loose Caboose" and "How Do You Spell Relief?" But the singer/composer also demonstrates that he has a more passionate, intimate side, delivering a subtly-powerful performance on "If You Don't Want The Man." A consistently entertaining outing.


The Northwest's growing reputation as an important music market is further enhanced by this Seattle quintet's debut album. Good piano chords, a great rock and roll lead vocalist, and a fine rhythm section. If a little too pretentious, writing mark this balanced pop sound rock collection as a sure winner with teens weaned on Elton John or Styx. If this act delivers in concert as well as it does on this record, watch out.

MEDUSA — Columbia JC 35357 — Producers: Skip Drinkwater, John Lee and Gerry Houlihan — List: 7.98

Medusa is a unique eight-piece outfit which combines an interesting vocal-based, R&B-flavored style with the flamboyant guitar pyrotechnics of a Boston. Cheryl Alexander and Eric Tagg competently handle the group's vocal duties, but the most exciting aspect of the band is Medusa's fiery guitar work and the keyboard passages of James Batton. Suited to AOR formats, with possible R&B potential.


Germany's Triumphal has apparently abandoned its ELP-tainted concept album stance which garnered the band a considerable amount of attention. "A Little Bit of Polish" LP four years ago. In place of its erstwhile keyboard/drum/guitar bombast we now find the band leaning heavily into a slick pop-rock format liberally sprinkled with full blown brass overdubs; the end result being instantly more accessible to a potential mass audience.


Formerly a vocalist with the Chi-Lites, Danny Johnson's solo debut effort provides plenty of evidence that this singer is an expert at producing, recording, arranging and classical soul recordings. Johnson predominantly utilizes his falsetto voice on the LP, sweetly and stirringly singing such numbers as "Taking My Love For Granted," "Dreamin' Again" and "I Might As Well Forget Loving You." For R&B and possibly disco airplay.
B

WHISKEY, LOS ANGELES — The Wedbys were the embodiment of the New Year’s Eve spirit at the Whiskey this year. There is a mood about a Babys performance that is particularly appropriate to that night: youthful, yet so sophisticated, romantic, yet seductive and optimistic without being corny. The Babys are among the most proficient musicians and professional entertainers, though those qualities are undeniably essential for their performance without dominating the show.

But beyond all that, the Babys generate an excitement in a manner one might have thought was lost. (Return with us now to the thrilling days of yesteryear when small moving bands of elegant yet outrageously dressed long-haired young men inspired the fantasies of millions.) The Babys are fantastic to watch!

Singer John Waite has been disencumbered of his bass and is now much freer as a frontman. Guitarist Wally Stocker seems more relaxed and Ricky Phillips has his bass as a handsome addition to the front line. Though drummer Tony Brock is seldom seen, his presence is always felt. The Babys, much like the Manfred Mann, have given their keyboard work creative freedom by their predecessor.

The music is there. Without it, this band would not have generated their credible credibility. From the opening number, “Broken Heart,” through the well-known singles, “If You're Gonna Go,” “Heartache Time” and “Heartache Time,” to new songs including “Everytime I Think of You,” “Heart First,” and “Run to Mexico,” the Babys are powerful, even heavy, the guitar is enticing, the keyboards are lovely and above all it all soars John Waite’s distinctive vocals. The Babys’ sound has become well-defined, but there’s already a hint of new sounds to come with Jonathan Cain’s “Stick to Your Guns.”

Tom Waits

LEON REDONDO

HUNTINGTON HARTFORD THEATRE, HOLLYWOOD — Two of pop music’s most unusual characters ended their recent tour with a three-night stand at Hollywood’s Huntington Hartford Theatre, a venue primarily used for legitimate theatre or at least one-man (or one-woman) shows. But the booking wasn’t that much of a stretch, because Tom Waits and Leon Redbone are both highly theatrical performers.

In fact, calling Waits theatrical is like calling Rodney Dangerfield self-effacing. From the moment the curtain went up on his show, Waits under a thin beam of light wearing a dark suit, head down, the soul of desolation dripping in a cigarette, his songs were alternating visions of the dead and painted vivid images of a range of skid row denizens. His gravel-voiced crooning remained cool and captivating, whether Waits wrenched his vocals out alone at center stage or from a piano stage right.

It’s easy to see the spell of Waits’ woozy demeanor and dismiss his music as secondary to his persona. But the music is deeply resonant. Waits has a winking bits of familiar tunes into his songs, almost always filling Waits’ lyrics like a glove. There were several high points in the set, especially the jaunty, jazzy rendition of the image of Waits purging a song between drags on his cigarette in front of such props as a set of gas pumps and half a convertible will probably remain longest in the minds of Waits’ fans.

Leon Redbone is another unique character, singing in his froggy voice, playing a straw hat and a red carnation in his lapel. Somewhat like Waits, he sings in a friendly manner, his voice is modal mostly oldies from the ’20s and ’30s.

Redbone opened his set alone on stage at front center. He donned a top hat, a little clarinet. But with or without accompanying, he was always in complete control, wanting delightful ditties and playing with the developing age-old problem of fans popping flash bulbs at performers and took his own shots at them.

“Shine On Harvest Moon,” with a tasty whistling lead-in, was Redbone’s strongest number in a consistently rewarding set. Combined with Waits’ excellent performance the whole show was easy to summanize — weird but wonderful. Joe Berlin

Richard Pryor/
Patti Labelle

SHRINE AUDITORIUM, L.A. — Seeing Richard Pryor in person brings alive the hilarious experiences chronicled on his best selling albums. Though he uses no props, Pryor is able to take the simplest incidennt and make it come alive, giving one the feeling that he is in fact reliving the incidents. He has mastered the art of making an incident that each person in the audience is able to relate to at some point in their lives. Be this incident some childhood antic, or an every day occurrence like a funeral, Pryor will take every minute detail and mold it up to ridicule, forcing the audience to laugh at itself.

Pryor still relies on extensive utilization of profanity in his show, though he does seem to have slightly toned down his racial jive. Taking a more humble attitude to his show as a whole, he mainly jokes about strangers around his past year of problems, and at one point stated, “I’m glad to see that somebody came to see me. as much trouble as I have been in lately.”

Openet Patti LaBelle was in very good voice, though that particular venue did not show her at her best. She was able to do an excellent job of getting her into a new image, from her dress to the type of music she was singing. “The change is subtle but definitely apparent.”

She began by singing some of her LaBelle hits, backed by guitar and bass players who seemed to slip into that situation well. Patti’s dress was elegant, with an avante-garde flair, but not nearly anything like her former LaBelle attire.

Joe Berlin

Player

THE ROXY, L.A. — Though Player performed in Los Angeles only 10 days earlier opening for Heart at the Forum, the Roxy performance was by far more enthusiastic. The vocal quality of Peter Beckett was cleaner and his effort showed as he belted out a mix of songs with a blue-eyed soul feel and others that showed they are rockers at heart.

Each musician was excellent not only indi
dividually, but also as a foursome, their interplay blending well with the music of top rockers. The harmonies of the group sounded as if they had been singing together all their lives. The group flowed through tunes like, “Silverheels,” their recent album, “Danger Zone,” then building the tempo of their performance to the time-completing their gold single, “Baby Come Back.”

Player are four attractive musicians who have been playing together for the last 11 years. Vocalist Dennis Lambert and Brian Potter, who have guided them straight to “Hotwire.”

Joe Berlin

Pirates

HURRAH’S, NEW YORK — Hurrah’s is one of New York’s new rock clubs by hosting the seminal British rock and R&B group, the Pirates, who in turn proved that they are hot in the comeback trail. The group, whose roots trace to the early ’60s as backup group for the late British rock star, Johnny Kidd, reunited recently for a one-shot revival, but their intense, brand of power trio music has been received so well that they have been gone good.

At Hurrah’s, the group, composed of guitarist Mick Green, bassist/vocalist Jack Callahan, and drummer/guitarist Dennis Fray, played a torrent set that drew substantially from their two Warner Brothers LP’s “Ooh La La La” and “The Pirates.” The set began with Chico Holiday’s “Please Don’t Touch (I Shake Too Much)” and ended with their re-interpretation of their original “Shakin’ All Over.” In between they sandwiched a number of tunes from the repertoire of the legendary rockabilly group, the Bunnies, first by following the rhythm of the Bunnies’ group (their predecessors) with the amplification of The Bunnies (their successor), the trio produced hard-rocking synthesis that pertended this group’s sustained success.

Joe Berlin

Marshall Chapman

CELLAR DOOR, WASHINGTON, D.C. — A sizeable southern contingent filled Washington’s leading showcase recent for Marshall Chapman on her come-back tour.

The crowd was especially appreciative of a number from Chapman’s most recent album, “Jaded Virgin,” (Epics), the tongue-in-cheek, “Why Can’t I Be Like The Other Girls.” Other songs from the LP were performed energetically to strong response, starting with “I Forgot To Put The Music On,” and including “Turn The Page,” “I Walk The Line,” “Give It Away” and “You Asked Me To.”

A Hank Williams-inspired song (“Thank You Hank”), about what Chapman calls the “tacky metropolitan,” was typical of Chapman’s raucous, “I’m not sure it was the best song of the night, but Chapman was charming and peeling off layers of clothing down to a black leotard top and jean shorts, was “In Your Rock & Roll Clothes.”

Bob Segers’ “On The Road Again,” which describes her romantic staged own life story perfectly, was a highlight.

Together a fun, compelling, performance.

Joe Berlin

Tanya Tucker

THE ROXY, L.A. — Say goodbye to country girl Tanya Tucker. At the tender age of 20, Tanya has blossomed into one of the most exciting rock ‘n’ rollers around.

Sure the C&W influences are still there, but in her Roxy debut Tanya laved up to her new-found image as a rocking blonde bombshell. Backed by a seven-piece band and a drummer, Tanya conveyed a physical and musical presence that will have left anyone in awe. She relaxed mostly on her musical songs, and left the country hits, too.

With a skin-tight black sequined body suit and beige scarf, Tanya came out sizziling with “Lover Goodbye” followed by her current single “Not Fade Away.” All the while eyes were riveted on Tanya’s polished sensuality. Jerry Swallow’s lead guitar and John Hobson’s boogie-woogie piano were subtly superb.

Tanya’s impeccable taste in material and arrangement are another key ingredient in the show’s success. She has been likened to a female Elvis Presley of late and she gave credence to the comparison on such Presley tunes as “Big Hunk O’ Love” and “Heartbreak Hotel,” perhaps her strongest number. John Prine’s “Angel From Montgomery” and Robert Burren’s “Brown Eyed Handsome Man” were also perfectly suited to Tanya’s animated performance. Her being a veteran of a captivating stage presence Tanya never stifled the rich, explosive sound of TNT.

At a showing her rock ‘n’ roll skills, Tanya belted out a medley of her early hits (“the reason I’m here tonight”) including her first record from her days as a teenage country prodigy, “I Fell In Love.” And to she hasn’t forgotten her roots, she closed her tour with “Texas (When I Die),” complete with three Texas flag waving fans.

Joe Berlin
| Week | Chart Position | Track | Artist(s) | Label | Original Soundtrack
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<td>33 FEEL THE NEED</td>
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