Johnny gives you “The Best Days” of his life.

1978: the year of Johnny Mathis. He had a platinum solo album, "You Light Up My Life!" And two gold records for his duet work with the lovely Deniece Williams on the single "Too Much, Too Little, Too Late," and the album "That's What Friends are For."

Now he's coming strong into 1979, with a brand-new album called "The Best Days of My Life." It's produced by Jack Gold and features superb new songs all touched with that inimitable Mathis magic. The magic includes Johnny's new single, a duet with Jane Olivor, "The Last Time I Felt Like This." (It's also the theme from the movie "Same Time Next Year." And 1979 will also be the year of the biggest Johnny Mathis tour ever. "The Best Days" keep on getting better...
EDITORIAL

Both Sides Of The Vinyl

With production costs escalating, raw materials dwindling and more and more talented young artists in the wings, we propose an economic and ecological solution: the double artist LP.

The double artist album is designed to expose two debut artists (one per side) for a smaller sum of money, but in a more effective manner.

Invariably, an artist's first album is a culmination of material from previous years. But, when the second record is being prepared, there are usually only a few months to put together material of the same caliber. With this new concept, the artist would only be responsible for four or five of his best songs, leaving others for a second effort.

From an economic standpoint, the necessity of only recording four or five songs would greatly minimize the large production investments which have become a way of life in the record industry. Studio time and musicians' fees are not going down in price, and this plan could help hold down this ever-increasing cost of doing business.

There is no doubt that raw materials are a finite quantity and, therefore, that their cost will continue to escalate. Conceivably, then, the double artist LP would expose twice as many new acts at the price of one.

In an era of increasing costs, the double artist album is a viable solution to the dilemma of maintaining effective cost control while at the same time exposing deserving new talent.

NEWS HIGHLIGHTS

- Record number of participants take part in 13th annual MIDEM convention (page 7).
- Significant progress with bar coding seen in new plan (page 7).
- RSO Records begins $1 million marketing campaign for Bee Gees' "Spirits Having Flown" album (page 7).
- NBC announces plans for new youth-oriented radio network at affiliates convention in New Orleans (page 7).
- Atlantic Records stepping up commitment to disco (page 8).
- "Tragedy" by the Bee Gees and "I Want Your Love" by Chic are leading Single Picks of the week (page 18).
- "Spirits Having Flown" by the Bee Gees and "Gold" by Jefferson Starship are leading Album Picks of the week (page 17).
IT'S CHIC TO BE PLATINUM.

"C'est Chic," Double Platinum!

"Le Freak," Double Platinum!

The newest single

"I Want Your Love."

PRODUCED BY NILE RODGERS AND NERNARD EDWARDS FOR THE CHIC ORGANIZATION LTD.
IN ASSOCIATION WITH MK PRODUCTIONS, MARC ROBEBER & TOM COSTE.
Anne Murray
Brings The Whole World A
NEW KIND OF FEELING
HER NEW ALBUM

Contains the single "I Just Fall In Love Again"

Produced By Jim Ed Norman
CASH BOX NEWS

1,300 Participants Attend 13th Annual MIDEM Meeting

CANNES — A record number of participating firms, registrants and exhibiting companies attended the 13th annual MIDEM international convention, which was held in Cannes, France from Jan. 19-25. A total of 3,340 participating firms, 5,550 registrants and 628 exhibiting companies endured the rainstorms and chilly temperatures to negotiate international deals, make announcements, discuss industry issues of common concern, and attend a variety of artist showcases.

The American contingent of 222 firms accounted for the largest turnout from a single nation at MIDEM, followed by the Great Britain contingent, which consisted of 160 firms, an increase of 16 British firms in attendance over last year. Several countries participated for the first time at MIDEM, including Iceland, Nigeria, and Bulgaria.

Highlights

Final reports on MIDEM are not completely in, but several of the highlights of this year’s convention were as follows:

• The International Federation of Phonogram and Videogram Producers (I.F.P.I.) previewed a film which illustrated the damage caused by record and tape piracy throughout the world, most notably in the United Kingdom, United States and Hong Kong. The film was shown on three consecutive days (Jan. 21-23) and includes interviews with such artists as Elton John, Cliff Richard and Yehudi Menuhin. The I.F.P.I.’s chief anti-piracy consultant, Gerry Oord, stated following the film’s screening that unless stringent measures were taken, piracy would cost the industry approximately $1 billion in 1980. This figure represents a $200 million increase over the $800 million loss which is the current figure reported. Oord also pleaded with the international industry figures at MIDEM to move more actively against piracy.

• The I.F.P.I. announced several new measures it will undertake in an attempt to bolster its battle against international record and tape piracy. Among these measures included the full-time appointment of a London-based barrister as legal director of the anti-piracy team, and the establishment of a special legal fund and the appointment of a fund raising director who would lead a contingent of anti-piracy officials to various nations to receive support from private firms and government for the I.F.P.I.’s campaign.

• The fourth annual meeting of the International Association of Entertainment Lawyers at MIDEM focused upon immediate entertainment-related problems and the examining of actual case histories. The highlight of the day-long meeting was a basic study of some recent and significant court decisions relating to entertainment law in the main countries of the world. The five chief topics of interest discussed were: the extent of protection afforded by the so-called “right of personality”; territorial licensing pacts and the problem of enforcing them; the criteria for the payment of copyright royalties by cable television.

(continued on page 34)

Bar Coding Breakthrough Is Looming On Industry Horizon

by Randy Lewis

LOS ANGELES — While the nation’s leading record retailers and rack jobbers still differ in their opinions of the value of bar coding on records, they agree on one point: it will remain relatively useless until the overwhelming majority of both new and catalog product is coded.

Most dealers estimate this might occur anywhere from two to five years at the earliest, but Lee Hartstone thinks a significant breakthrough is due in the next few months which would enable record merchants to convert their entire inventory literally overnight.

Overnight Bar Coding

Hartstone, president of Integrity Entertainment, which owns and operates Wherehouse, Big Ben’s and Hits-For-All stores, said he has suggested to NARM bar coding subcommittee meetings that retailers would be willing to buy sheets of bar code stickers from manufacturers for catalog items to sticker inventory. And he says manufacturers are open to the idea and that it is also acceptable with the NARM bar coding committee.

RSO Will Spend $1 Million On New Bee Gees Album

by Alan Sutton

LOS ANGELES — RSO Records will spend in excess of $1 million between now and June 1 in marketing and merchandising support for the Bee Gees’ new album, “Spirits Having Flown.”

The budget includes an extensive television campaign in 15 major markets in the month of May, keyed to a 15- to 20-week Bee Gees American tour which begins the following month; special mobiles, posters, dump bins and other in-store material; and 60-second radio spots, in addition to consumer and trade print advertising.

“Spirits Having Flown” is the Bee Gees first studio album in nearly three years and carries a suggested list price of $8.98. Currently it is the object of a massive radio campaign in conjunction with RSO accounts.

Three different radio spots have been prepared to coincide with the album’s official release Jan. 29. One ad features the songs “Tragedy,” “Love You Inside Out” and “Too Much Heaven.” A second spot includes “Tragedy” and “Love You Inside And Out.” The third spots

(continued on page 52)

Indie Labels Avoid Competing With Majors; Credit Squeeze, Radio Cited As Problems

by Aaron Fuchs

(Small independent labels are having a harder time surviving than ever before. Many have recently gone out of business, become production companies, or signed distribution deals with major labels. Last week, in the first of a two-part series, Cash Box surveyed the state of very small labels. In the following article, we take a look at the very different problems faced by the larger, independent companies.)

NEW YORK — If a very small independent label can attain a level of visibility with its distributors and maintain a consistent, if cautious, release schedule, it can be secure with steady, if small, catalog sales. But the larger an independent gets, the more wary it must become about encroaching on the turf of the majors. At all costs, it must avoid direct competition with corporate superstructures it can’t hope to lock horns with.

“The first rule of thumb is, don’t compete with the majors,” commented Marvin Schlahter, who heads Prelude Records. “The opportunities are always there for an independent to prosper, but it depends on that label’s ability to determine what its assets are and how best to use them. When we began Prelude, our plan was to develop a series of projects, but it was to be about exposure, and our concern was in finding talented people who really had not had success.”

“When someone is hungry,” Schlahter explained, “you can work out a production deal relatively inexpensively. After success, that same producer’s fee might equal the entire production costs of his last record.”

Schlahter also cited the democratic nature of the disco market as a reason for the success of his venture. “With disco,” Schlahter noted, “you could go with a valid product and you could get it played much faster than if you had to go to radio. Our first single, ‘Saturday Night Band,’ sold 100,000 in the U.S., largely as a result of disco sales. And that figure is another consideration for our viability. What if a major label might consider a marginal seller because of their higher overhead, we can market a success.”

Schlahter’s major consideration now is to remain level-headed in the face of success. “I will not compete,” says Schlahter, “is what the indie must keep telling himself. You can get into real trouble

if you let that first flush of success get to your head, and you’ll be worse off if you bite off more than you can chew. If a producer comes up to me today and says, ‘Columbia is going to give me $100,000, how much are you? I’ll walk away. You can’t buck the majors.”

Living On Catalog

Tomato Records is an independent that is doing well by judiciously selecting artists who, if not superstars, have proven catalog numbers and who can occasionally have hits (Albert King, Melanie). President Kevin Eggers explained, “We did very well in our first year ($1.6 million billing) and have expanded our staff from three to 31, but we

(continued on page 55)

Kris and Rita at Bottom Line — Columbia recording artist Kris Kristofferson and A&M recording artist Rita Coolidge were visited backstage following their Bottom Line duo set by some of their celebrity friends. Pictured are (l-r): Coolidge; Kristofferson; actress Candice Bergen; Willie Nelson, Columbia recording artist; and actor Burt Reynolds.
Atlantic's Emphasis On Disco Exemplifies Industry Trend
by Leo Sacks & Charles Palkert

NEW YORK — Atlantic Records, long associated with R&B and rock and roll, has dramatically stepped up its commitment to disco music, as evidenced by the dominance of disco product in the label's January release.

Buoyed by the success of Chic, Cerrone and the Trammps, Atlantic has made a spectacular foray into the disco market with the release of eight disco-oriented albums.

The company's latest foray into the disco market, "Our Latest Love Songs," is a new live LP by Midnight Rymthm, Tasha Thomas, Joy Flemming, Herbie Mann, the George Bussey Experience, the Wonder Band, Narada, Michael Welden and Sister Sledge. In an exclusive Cash Box interview, top Atlantic executives last week discussed the label's involvement with disco product, how it's being promoted, and the direction the company must take to maintain disco as a viable commercial commodity.

Radio Acceptance
According to Dave Glew, senior vice president and general manager of Atlantic,

New Kayak Album Has Top Priority At Janus Records
by Marc Cetner

LOS ANGELES — Janus Records is launching its largest marketing campaign to date in support of the new Kayak album, "Phantom Of The Night." The Dutch band is also receiving full marketing support from the Janus affiliated GRT Corporation.

"It's the most intense campaign we've ever had," said Janus president Ed Debo "It surpasses our 'Year Of The Cat' (Al Stewart) campaign.

The campaign's theme centers on "the phantom," who is pictured on the cover of the new album. Merchandising materials for in-store display include a die cut three-dimensional picture of the phantom, light box figures of the phantom and Kayak mobiles.

Janus is also having 3,000 numbered picture discs of "Phantom Of The Night" pressed up. The discs can be obtained by winners of the Kayak game, which is similar to the supermarket ticket-scratch away contests. Kayak tickets will be distributed as bag stuffers in retail record stores.

The campaign will be focused primarily in the following markets: Chicago, Milwaukee, St. Louis, Houston, San Francisco, Los Angeles, Philadelphia and Cleveland. The sales force is concentrating on these particular cities, according (continued on page 34)

NBC Tells Affiliates Of Plans For Youth-Oriented Network
by Joey Berlin

NEW ORLEANS — The announcement of a new youth-oriented network and eight music specials for the current network highlighted NBC's first radio-only affiliates convention since 1973.

The expressed purpose of the convention was to reassure the affiliates as to NBC's commitment to its radio division, and addresses by president and chief executive officer Fred Silverman and special consultant for world affairs Henry Kasinger served to underscore this commitment.

The theme of the Jan. 21-23 gathering at the Royal Orleans Hotel here was "Sound Years Ahead.

Youth Network

NBC radio network executive vice president Dick Verne officially announced plans to begin the new network on a test basis at the first business meeting of the convention. The as-yet unnamed network will be aimed exclusively at stations programmed for the 12-34 audience, offering two-minute newscasts 24-hours a day, seven days a week, a limited number of features and music specials. The Burkhart/Abams' concept, the label's first quarter releases began to take shape about eighteen months ago, "when suddenly disco became socially acceptable, radio stations began reacting to it, and an obvious consumer demand arose for the product."

One indication of this demand is the phenomenal success of the Chic single, "Le Freak." one of only four singles to be certified platinum during 1978. Currently, the 45 is nearing the 4 million sales mark. (WEA's Atlanta branch alone has sold 700,000 copies of the disc.) Grew commented, "When you see it play like this — initially programmed for R&B stations — we've got Top Five on virtually every Top 40 station in the country, you realize that the consumer enjoys listening to this type of music."

"In fact, the whole industry will shift its direction if this is what the consumer wants to buy. Our market studies have told us, based on the success of Chic and the Trammps, that the consumer wants to buy danceable music. And as a smart record company, we're going to make this type of music available to them. If it's a shift in the emphasis of our music at the label, it only goes to reflect the evolving musical tastes of this country."

Although Grew maintained that "rock (continued on page 44)

NARM Polls Members On Best-Selling LPs For Convention Awards
NEW YORK — The 1979 NARM Convention will honor 1978's best selling albums and singles, as announced at its annual Awards Banquet. The awards will be based on the actual number of units sold in record stores and departments across the country.

Commenting on the presentation, Joe Cohen, executive vice president of NARM, said that " unlike the usual music show awards that are based on the subjective opinions of the judges, NARM's awards represent the product that has actually sold" (continued on page 52)

Cash Box/February 3, 1979
Quincy Jones Productions and The Fitzgerald-Hartley Company are pleased to announce after one year of our partnership the following awards and nominations.

**QUINCY JONES**

"SOUNDS ... AND STUFF LIKE THAT" ... Platinum

Grammy Nominations
Producer of the Year: "Stuff Like That"
Best Arrangement for Voices: "Stuff Like That"
Best Engineered Recording: "Stuff Like That"

Arrangers: Quincy Jones, Nick Ashford, Valerie Simpson
Engineer: Bruce Swedien

Grammy Nominations
"THE WIZ' SOUNDTRACK" ... Platinum

Best Instrumental Composition: "End of the Yellow Brick Road"
Best Composers: Quincy Jones, Nick Ashford, Valerie Simpson
Best Recordings: "The Wiz"
Arranger: Quincy Jones By a Duo Group or Chorus: "The Wiz"

"EASE ON DOWN THE ROAD" by Michael Jackson

Best R&B Vocal Performance
Best Adaptation Score
Nominee: Quincy Jones

Outstanding Achievement in Musical Composition
"Roots", Part One" by Quincy Jones and Gerald Fried

We are extremely grateful to our artists and everyone at A&M, ABC, CBS and MCA Records; NARAS, The Motion Picture and Television Academies, Regency Artists, Monterey Peninsula Artists, and the radio and retail industry for making our first year so successful.

**THE BROTHERS JOHNSON**

"BLAM" ... Platinum

Grammy Nomination: Best R&B Instrumental: "Streetwave"
Grammy Award (1977): Best New Artist

"RIGHT ON TIME" ... Platinum

"STRAWBERRY LETTER 23" ... Gold Single

Grammy Nomination: Best R&B Instrumental: "Q"

"TOTO" ... Gold Single

Grammy Nomination: Best New Artist

"STREET PLAYER" ... Platinum

"ASK RUFUS" ... Gold
New Faces to Watch

Instant Funk

When Scotty Miller was 12 years old and growing up in Trenton, New Jersey, he worked for the local doorman at a local club called “The Earl.” At the age of 16, he formed a band. They called themselves the Imperialists and played at talent shows and junior high school dances. Today, nearly fifteen years later, Miller and Earl are still together as the nucleus of Instant Funk, a fast-rising band who have just released their self-titled debut album on Salsoul Records, which includes the hit single, “I Got My Mind Made Up (You Can Get It Girl!).”

The years in between, however, have been marked by frustrations as well as triumphs. At first, Miller’s and Earl’s rise to the top proceeded smoothly. Miller’s brother, Kim, joined the band while in high school, and the group became a nine-piece outfit known as the TNJ’s. The TNJ’s played club dates in New Jersey and nearby Philadelphia, establishing their reputation as a hot funk band.

They soon moved to Philadelphia, and, while they were practicing at a studio owned by Norman Harris, their music caught the attention of noted Philadelphia vocalist Bunny Sigler. Sigler asked the group to back him up, and soon they were recording with Sigler in the studio as well as touring with him. That association led to a contract with Philadelphia International’s TSOG label in 1972.

Miller’s brother Scott described the group’s frustrating years in 1973 and 74 as ones of “not being able to exploit our talent. We had the talent, but the business side was not so sought after then. We thought the situation was like getting in a place that should be able to do a 100 miles per hour, and only going 10.” By the end of 1974, the TNJ’s broke up, and Earl said, “everything started to fall apart.”

The Miller brothers and Earl stuck together, the soul of the group, members of the band that would be called Instant Funk. And, once again, Bunny Sigler helped them out, using the band for studio work on his outside production projects. “Bunny was the nucleus,” Kim Miller recounted. “Everything revolved around him. He encouraged us, and we learned a lot about how to survive, how to be professionals, and how to deal with the studio.”

By 1976, Instant Funk was becoming an increasingly sought-after studio group, and they worked with such artists as the O’Jays, Lou Rawls, Archie Bell, the Pips, and Loleatta Holloway. They also backed Evelyn “Champagne” King on “Shame” in addition to working with the Salsoul Orchestra and Love Committee.

Instant Funk eventually filled out their current line-up, adding pianist Dennis Richards, singer/conga player Chuck Brown, Williams, vocalist James Carmichael, trumpet player Larry Davis, horn man John Horn, and guitarist/writer George Bell. After signing on with Sigler’s Budindo Productions, Instant Funk landed their contract with Salsoul Records.

Chuck Brown

Chuck Brown is a bricklayer/truck driver turned singer who after 10 years of performing locally in Washington, D.C., is now receiving national attention with a hit single on Source Records, “Dance.” The song signals a spectacular turnaround for Brown, who often reflects on the many times he would be so pressed for money that he had to go to local discos and remain there until the clock ran out, to which he would come to the gig in his tractor trailer and park in front of the club.

Finally realizing that he really wanted to be a singer, he quit driving the truck in 1968 and began to work full time to music. Brown and his 10-member group, the Soul Searchers, started performing in the Washington, Maryland and Virginia area, sometimes playing four to six concerts or clubs every week. “We have the following in the Washington area that we have because we get the audience involved in the act,” states Brown.

In 1970, the Soul Searchers discovered the group and signed them to Source Records on which they have had three hits, “We The People” and “All In Your Very Own.” Their first single, “Blow Your Whistle” from their first album. When Sussex Records subsequently folded, the group went through a myriad of unhappy experiences with managers and promoters that turned them off to recording. They did, however, continue to live their performances. Brown notes that, playing the hits, and duplicating them with the original, has been what has kept the band alive for the last 10 years. “We are a dance band, we want to keep the dancing thing, that has been our mainstay,” he says. Brown.

When the Soul Searchers signed the deal with Source Records, they had not recorded in over four years. Through performing in the D.C. area, the group met attorney/producers James Purdell and David Carpin, who introduced them to Logan Brookbush, president of Source Records. Brown mentioned Stan Bethel, who handles national promotion for the label, was instrumental in securing the deal with the label.

Not only do the Soul Searchers have an excellent rapport with the Washington area audience, but they have performed with many major acts around the country, including Al Green, the Commodores, Isley, Wind and Fire, Aretha Franklin and others. And their New Year’s eve annual show at the Capital Centre in Maryland has become a tradition.

The group has certainly made a successful comeback with their current hit single, “Bustin Loose,” from the album of the same name, “Bustin loose.” Chuck Brown and the Soul Searchers start a national tour in support of the album, backed up with as much television exposure as they can work in. With Brown’s preference for dancing music, he feels very content going out on tour at a time when the disco craze is at such a high peak.

Producer: Hey man, I’m a record producer, and I love dancing music to that’s cool too.”

Extensive Background

Adams’ career in the business by far predates disco. At age 15, he toured with a band called The Sparks, whose sole claim to fame was playing the part of the high school band in the movie, “Up the Down Staircase.” Two years later, he discovered the vocal group, Black Ivory, and he wrote, arranged, and produced their first record. “Don’t Turn Around,” which went top three R&B. By the time he was 19, Adams had become A&R director for Black Ivory’s label, Perception Records, and during his four-year stay, he was involved with artists ranging from Dizzy Gillespie to the Fatback Band, Astrud Gilberto and Bobby Rydell.

But it was from 1974 on, as a freelance producer-arranger, that Adams made his mark. Working largely with independent labels owned by Greg Lindley, Adams produced, arranged, wrote, and played all the instruments except drums on records like “Dance and Shake Your Tambourine” and “Freak With Me” by the Universal Robot Band, “Love Bug” by Bumblebee Unlimited, and “Atmosphere Stomp” by Cloud 9. All the records were underground disco hits, and led to Adams’ Musicus production deal with the much larger indie, Prelude. Preliude’s success there has in turn led to deals with RFC, De-Lite and Atlantic. The latter pact is a multi-artist arrangement.

But Adams is most concerned about developing his own production and promotion film, called the PA System. “One of the worst things about the record business to

Jeffries Named VP Of Promotion For Phonogram

NEW YORK — Jim Jeffries has been appointed as vice president of national promotion for Phonogram/Mercury Records.

Jeffries, the first appointee of Bob Sherwood, the newly named president and chief operating officer of Phonogram/Mercury, was most recently national promotion director for Epic Records.

Jeffries had been with Epic for three years, and previously, he was vice president of national promotion for G.R.C. Records in Atlanta from 1974 to 1975. Prior to that, Jeffries was national promotion director at Bell Records. From 1969 through 1971, Jeffries worked local and regional promotion for Capitol Records in the South and Midwest. In the late 60’s, Jeffries was an assistant program director and music director for radio station WQXI in Atlanta.

Feud Joins RCA As Division VP, Sales And Distrib.

NEW YORK — Bob Feud, former senior vice president and director of marketing at A&M Records, has joined RCA Records as division vice president of sales and distribution. He comes to RCA in the wake of the label’s recent distribution pact with A&M Records.

In his new position, Feud will be responsible for RCA’s branch and distribution network and for the sale of all commercial recordings emanating from RCA and A&M and Associated Labels. He will report directly to Robert Sumner, president of RCA Records.

Commenting on the appointment, Sumner said, “Feud is a great talent, and his long and productive association with A&M will be of enormous value at this time.”

Feud joined A&M in 1966 as national sales director and was later promoted to vice president of sales and marketing. He was appointed senior vice president of the label in 1977.

PRODUCERS SERIES

Adams’ Prominence Traced To Disco’s Studio Orientation

by Aaron Fuchs

NEW YORK — One of the most interesting aspects of the disco phenomenon has been the rise of the producer-as-star. Since disco remains a creation of the studio, and hits have taken their show on the road, attention has become increasingly focused on producers who have developed an identifiable studio sound, one which transgresses the near-anonymity of the singers who are used almost interchangeably for the sessions.

One such star-producer is Patrick Adams. Though Adams is a long-forgotten veteran of the business and is currently working on half a dozen other projects, Adams is most known for his production of Musique’s “In The Bush.” The controversial “In The Bush,” which featured a female calculus chanting “push, push, in the bush,” was banned by some stations for being too suggestive. At the same time, the record is also a prime example of all the production style, which is characterized by a great deal of room for drums in the mix and the use of female vocalists, who often seem to be pushed up to go to their emotional limits.

While “In The Bush” has served as a springboard for the other productions that are keeping him one of the busiest and best-paid producers in the disco business, the 28-year-old Adams still retains a wariness that comes with over ten years of paying dues. “I’ll never be comfortable in this business,” he says. “It’s too shaky. For years in this business, before my records started happening, the reactions I got from record company people were not what can you do?” But what have you done? Now that I’ve done it, I’m being labeled a disco...
ROADHOUSE BLUES

"A live version of 'ROADHOUSE BLUES'... by itself, a solid enough plinth for rock and roll immortality to rest upon."
— Nick Tosches, Rolling Stone

"ROADHOUSE BLUES" (E-46005)

The new single from
"AN AMERICAN PRAYER: (3E-502)
The words of Jim Morrison, the music of The Doors.

AN AMERICAN PRAYER
JIM MORRISON
AND
THE DOORS

On Elektra Records

Produced and Engineered by John Haeny
Produced and Directed by Ray Manzarek, Robby Krieger, John Densmore, Frank Lisciacdho, and Columbus Courson.
Co-ordination by Bill Siddons and Dan Sugerman.
© 1979 Elektra Records/Atlantic Records Co.

www.americanradiohistory.com
A&M Revamps Its Promo Department

LOS ANGELES — Ron Farber, formerly east coast regional promotion director for A&M Records, has been named west coast regional promotion director in a major restructuring of the label’s promotion department.

Michael Van Orsdale has been named to fill Farber’s old position. At Cargo is now the label’s local promotion manager in Philadelphia and Butch Waugh is the company’s new promotion man out of Charlotte.


Glinert Named Executive VP For Shorewood

NEW YORK — Floyd S. Glinert has been promoted to the position of executive vice president of marketing for Shorewood Packaging Corporation, a leading packaging manufacturer for the music industry.

Glinert has been a vice president of Shorewood Packaging since 1983. Previously, he was national sales manager of Columbia Record productions.

In his new position, Glinert will be responsible for the marketing of all Shorewood divisions, including materials for the recording industry, as well as for the commercial printing and consumer industries.

Glinert is also a founder, director, and executive vice president of the T.J. Martell Memorial Foundation for Leukemia Research.

SkoppNamed VP At Casablanca

LOS ANGELES — Roberta Skopp was recently appointed to the post of vice president, press for Casablanca Records. Prior to assuming her new post in Los Angeles, Skopp served as east coast director of press and creative projects for the label.

In her new position, Skopp will report directly to Casablanca’s senior vice president, Larry Harris and executive vice president Bruce Bird. Skopp formerly worked as an account executive in the press office of Aucon Management.

Harris noted, “The promotion of Roberta Skopp to a vice presidential role is a source of pride for all of us at Casablanca.”

Hartley Named At MCA Distributing

LOS ANGELES — Neil Hartley was recently named to the position of vice president, national accounts for MCA Distributing Corp. He was recently appointed executive vice president of CBS Records for the past ten years as a salesman, based in the Los Angeles branch office.

Hartley will be responsible for coordinating national marketing and advertising programs for all labels currently distributed by MCA Distributing Corp. These labels include MCA Records, Infinity Records and Source Records.

Hartley, in his newly-created position, will be based at MCA Distributing Corp’s national headquarters in Los Angeles. He will report directly to Sam Passamano, executive vice president.

Payson Appointed Senior VP, WCI

NEW YORK — Martin D. Payson has been elected senior vice president and general counsel of Warner Communications, Inc.

Payson has been with WCI since 1970 and was appointed a vice president in 1972. In 1974 he was appointed general counsel and in 1976 joined the company’s board of directors. Payson most recently served as vice president and general counsel of WCI Communications on the appointment. Steven Ross, chairman of the board of WCI, said, “It is with great pleasure that I announce Martin’s appointment as a senior vice president. He is a key member of our company and his advice and counsel have been invaluable over the years.”

Lipsius Named Executive VP Of Roadshow Label

NEW YORK — Julie Lipsius has been appointed executive vice president of Roadshow Records. She joined Roadshow in 1977 as vice president and general manager of Roadshow’s international sales and publishing divisions and will continue to oversee these areas in her new position.

Lipsius will closely work with Fred Frank, president of Roadshow, and Richard Mack, head of Nature’s Music, Inc. Roadshow’s affiliated production company.

Audiofidelity Taps Freitag For VP

NEW YORK — John Freitag has been named vice president of finance for Audiofidelity Enterprises.

In his new position, Freitag will assume responsibility for the corporate spending of the Audiofidelity labels, including Charrosuco, First Component Series, Image Records, and Audiofidelity. He has served as comptroller since joining the company in 1976.

EXECUTIVES ON THE MOVE

Stone Promoted — Arnold Stone has been promoted to vice president/administration for MCA Records. Stone, who most recently was vice president of A&R administration, joined Kapp Records 11 years ago. He was promoted to director of branch administration when Decca, Kapp and Uni were consolidated to form MCA Records. Stone was promoted to director of A&R administration in 1972.

Doctorow Upped At ABC — ABC Records has announced the appointment of Enc. Doctorow to director, marketing services, ABC Records. He moves up from the position of director, product management. He joined ABC in April 1976 after having served a year at CBS Records as manager, college marketing.

Salmonsohn Named At Polydor — Roberta Salmonsohn has been named vice president, finance for Polydor Incorporated. Salmonsohn, most recently controller, joined Polydor in 1976 and will continue to be based at the New York office.

Brunman Appointed At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Glenn Brunman to director, press & public information, west coast, E/P/A. He was most recently associate director, tour publicity & special projects, Columbia Records. Prior to CBS Records in 1975, he served as managing editor of Good Times, the biweekly entertainment magazine.

A&M Names Marx — A&M Records has announced the appointment of Michele Marx to west coast publicity director. Marx. She was most recently an account executive with the public relations firm of Solters & Roskin. Prior to that position, she was an account executive with Levinson Associates.

Gorlick Joins NARM — Patrick Gorlick has been named director of special projects for the National Association of Recording Merchandisers. Prior to joining NARM, he developed a program for Washington Transit Advertising that successfully promoted the sale of advertising on the inside of Seattle’s Metro Transit buses, engineered an unique souvenir program for the Washington State Ferry System, directed a national transit marketing campaign and for two years held the position of creative director at Seattle’s KZOK radio.

PAPYONIC APPOINTMENTS

Rowland — A&M Records has announced the appointment of Steve Rowland to product manager. He most recently was local promotion manager in Los Angeles for Atlantic Records and previously held the same posts with RCA Records and United Artists Records, respectively.

Faye To Image — Image Marketing & Media, Los Angeles, has announced the appointment of Sydney Faye as director of creative services. She most recently served as director of advertising & promotion for Sound Unlimited’s One-Stop in Skokie, Illinois.

RCA Sets Morris — George T. Morris has been named manager, national accounts promotion — west coast, for RCA Records. Prior to his RCA appointment, he held the position of assistant manager, northwest for RCA Records. He will report directly to William Thomas, east coast promotion director.

Wingate Appointed At Epic — Epic Records has announced the appointment of Dick Wingate to assistant to the vice president. A&R. He comes to Epic from Columbia Records’ east coast product management department, where he was most recently associate director. While at Columbia, Wingate was closely associated with Bruce Springsteen, Elvis Costello, Nick Lowe and Pink Floyd. He began his career as program director of WBCN-FM in Boston, WHCN-FM in Hartford, Connecticut, and WLIR-FM in Garden City, Long Island.

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Tucker To Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of Willy Tucker to west coast regional R&B promotion manager. Before joining Phonogram/Mercury he was director of promotion for Far-Out Productions. He was also local promotion manager for several labels while with MS Distribution in Los Angeles for three years.

Alfano Promoted At CBS — CBS Records, has announced the promotion of Angela Alfano to manager, merchandising field services, CBS Records. She has held various positions at CBS Records customer merchandising department, and most recently was coordinator of merchandising field services.
HORSLIPS. THEY ARE DRAWING FROM THE PAST AND SHAPING ROCK’S FUTURE.

Horslips uses the past as no other rock group ever has before. Even their name is borrowed from a legendary 11th century Celtic warrior.

And their music itself takes small touches of the past and integrates it with a driving contemporary sound. This unique combination produces a music so fresh and inventive, it could well be pointing toward rock’s new direction.

So maybe it’s prophetic that Horslips took their name from an old legend. They just may be creating a new legend.

MARKETED BY PHONOGRAPH, INC. A POLYGRAM COMPANY DISTRIBUTED BY POLYGRAM DISTRIBUTION, INC.
Singers Must Take Care Of Speaking Voice, Says Doctor
by Dale Kawashima

LOS ANGELES — When singers suffer from vocal problems, they usually seek aid from a singing instructor or visit a physician to discover what ailments are causing their voice to malfunction. They may get advice from a dozen singing teachers or be treated by numerous medical specialists, without ever realizing that it could simply be their speaking voice which is adversely affecting their singing.

"The way in which we speak has a direct and crucial bearing on the way we sing," according to Dr. Morton Cooper, a West, L.A.-based speech pathologist who is deeply concerned with the problems that beset singers and speakers who unknowingly misuse their voices.

"Singers seldom think about the way they speak," asserted Cooper. "When they sing, they use the trained voice which they have developed through coaching and practice, which is fine. But when they start talking, they often use a completely different voice which is causing both their speaking and singing voices to have problems."

Lost His Voice
Cooper, who besides operating a private practice, teaches a speech course at UCLA titled "How To Really Improve Your Speaking Voice," he decided to enter into the speech pathology field when he began to lose his own voice while acting in a play called "Bugsy." Cooper was only 20 years old at the time, yet I was instructed to speak like a 53-year-old man, because that was the character I was playing. I was constantly being told that I had to speak in deeper tones using the lower part of my throat.

As the rehearsals continued I began losing my voice, and since I was also in the university chorus I noticed that my singing voice was deteriorating at the same rate as my speaking. I got to the point where I couldn't even talk in regular conversation.

Cooper set out to find a cure for his problem; going to 12 different medical doctors to find a solution, but none of them had the answer. Some of the physicians even diagnosed him as possibly having cancer, leukemia, or a neurological problem. But finally, Cooper came into contact with Dr. Friedrich Brodtnitz of New York, who simply by talking to Cooper over the phone could accurately diagnose his problem.

Brodtnitz knew immediately that Cooper's problem was that he was speaking too much low in his throat, still sounding like the 53-year-old man he acted out in Bugsy. Brodtnitz instructed Cooper to speak in his normal, higher-pitched voice, and he eventually began to regain his voice.

Over the years, Cooper has helped diagnose and cure the speaking voices of such singers as Stevie Nicks, Stiv Brown, Joseph Hines and Diannah Carroll. He has also worked with such actors as Kirk Douglas, Lucille Ball, Richard Crenna, Sally Keleman and Richard Basehart, not to mention a number of television and radio announcers.

With most of the patients he treats, Cooper feels the most common problem is that they do not have a good "vocal image" of what their voice should sound like. That is, his patient's concept of what their speaking voices sound like is far cry from the spoken tone that is truly suited to each individual.

The vocal image is the key psychological aspect to correcting problems in speaking voices, Cooper said. "The vocal image helps the speaker to use his voice with confidence, poise and control."

Hob Starts RSI, Non-Gospel Label

NEW YORK — Hob Records, the gospel label headed by Nick Alberano, has just launched a new non-gospel-oriented international (RSI) label. Already signed to RSI are the Wonderland Band, a disco group, and one of the Downstairs.

Originally part of Scepter Records, the Hob catalog is inactive for three years, having been purchased last year by Roadshow Records. The label's best-known artist is Shirley Caesar, who currently has two records on the Cash Box Spiritual Album chart.

Although Hob is principally owned by Roadshow, Alberano, who until recently was Roadshow's general manager, noted that Hob is a separate corporation. In addition, while Roadshow and the affiliated National Music, Inc., are distributed by RCA, Hob and RSI are being independently distributed.

Hob's distributors include Bib (Charlotte), Malverne (New York), MS (Chicago), Pickwick (Atlanta, Dallas, L.A., Miami, Minneapolis and St. Louis), Piko (Cleveland), Stans (Shreveport), Universal (Philadelphia) and Zanöski (Baltimore).

Nostalgia For Acts

At present, Alberano said, both Hob and RSI are negotiating to sign new artists, including several "key" gospel acts. Hob is

ABC NUMBERS: RUFUS — ABC Records recently hosted a luncheon introducing the Rufus LP "Numbers," which is the group's first album without lead singer Chaka Khan. Picture here (l-r): Tony Maiden, Rufus; Elaine Corlett, vice president, artists development and publicity at ABC; Dave Fulton, Cash Box editor in chief; Bobby Watson, Rufus; David "Hawk" Wolinski, John Robinson, Rufus; and Kevin Murphy, Rufus.

JAMMIN' WITH JOHNNY — Peter Wolf (right) singing for the Jesus Band, LLC, and Southside Johnny of the Asbury Jukes jammed together recently at Harvey & Coty's Steakhouse and Cocktail Lounge in the Rockaways. The Livingston Taylor mid-seventies albums on Capricorn will be thoroughly cullied, and the Best Of's will go on the retrospective album, "Echoes." Randy Bachman wasn't going to be silent for long, and at the end of February, he'll be heard from as leader of the Bachman-Turner Overdrive.

WHO NEEDS MARKET RESEARCH? — Two of the most perplexing questions in the industry are, of course, what makes a record a hit, or, rather — and more importantly — what makes a record not be a hit? Obviously, people have tried everything from spending thousands of dollars on complex market research methods to testing subject's the streets with sensitive polygraph machines. Well, if a recent experiment on WNEW-FM in New York works may be a better way. Former singer Dave Herman brought one Erwin Grief, a self-described "psychic consultant," on the air last week, and played three newly-released records for him. Grief, it should be noted, is not familiar with popular music, but made his predictions on the basis of his body's reaction to the sounds that he heard. For the record, Grief forecast a bomb for the single "Roxanne" by the Police, while he saw "Natalie" by Van Morrison reaching the mid-forties. And, according to the psychic, "Our Love Is Insane" by Desmond Child & Rouge will be a smash hit. Well, even a clairvoyant would admit, only time will tell.

NOSTALGIA, INC. — Could it be? Sha Na Na together 10 years? Yes, greasers. It's true, those cute kids from Columbia University have been living the 70's, and their tenth anniversary concert takes place this Friday and Feb. 1 and 2 at Radio City Music Hall. The concert is part of a tour the group is currently headlining. The main thing missing is the Sandy-Dandy-Medora-Margaret fame, which is a bit sad, as the kids have been on their own television show, how now, in over 100 markets. In addition, the group is also negotiating a major television special, which will be a benefit show for kids. And, speaking of kids, it's heartening to note that, for two members of Sha Na Na, Jocko Marcellino and Scott Powell, kids don't just mean profit. When they're at home in New York, Powell and Marcellino volunteer their theatrical services to the 4th Wall Repertory Company, a non-profit group that is currently performing a play for kids, "King of the Entire World," at an off-Broadway theatre on East 4th Street in Manhattan. During the kids' City shows, in fact, Jocko and Scott will perform free for the small kids, then limo uptown to Radio City.

THE KING IS NOT DEAD; HE HAS BEEN SUBDIVIDED — "I've re-lived the Elvis phenomenon for so long, I don't think I can go on and now," So said an overweight man from Brooklyn who was wearing sketchy black pants and an open shirt, ready to go on stage and audition for the role of Elvis in an upcoming movie, "King of Rock 'N' Roll." The man, who has been known as "Memphis" most famous aspiring FBI agent. The scene was the Barbiizon Plaza Hotel, and the gentleman described above was one of 150 Elvis imitators from across the continent who showed up to audition in front of producers Saul Swimmer and Pete Beckerman of a new television series called "Elvis." While the good the bad, and the ugly of the idea was wiser enough, but overhearing their conversations was more revealing than their performances by far. "You don't mind playing second fiddle to Elvis," one said, while another Described speaking in the third person and asked him, his reason for doing the act was that he wanted people to remember Elvis. "I guess," the move, by the way, according to one source, would "concentrate on the big years."

Colonel Parker and Priscilla Presley have been notified.

BANG TO CBS? — According to several sources. Bang Records is negotiating a distribution agreement with CBS Records. Artists on the Bang roster include Paul Davis, Brick, Alex Taylor, and Nigel Olsson. Although neither CBS nor Bang would confirm the move, sources at E/P/A said that a February release is planned for an Olsson LP followed by a March release for a new album by Brick.

The move would be another blow to reeling independent distributors, who have succeeded in breaking Olsson's "Dancing Shoes," currently #30 bullet on the Cash Box Top 100 Singles Chart.
INDIVIDUALLY, Roger McGuinn, Gene Clark and Chris Hillman are much-loved and respected artists who have shaped rock music for more than a decade, beginning with the Byrds, rising through many well-known groups and finally launching their own distinguished solo careers.

COLLECTIVELY, McGuinn, Clark & Hillman harmoniously continue in a spirit of camaraderie and musical kinship, drawing upon their experiences to create an album of new American music.

A new group on Capitol Records & Tapes.

Produced by Ron and Howard Albert for Fat Albert Productions.
Industry Announcements

De La Sierra Named At WCI

NEW YORK — Rafael De La Sierra has been named vice president of Warner Communications. He will be responsible for the planning and construction of all new facilities and expansions as well as the direction of WCI’s communications and music divisions. De La Sierra, who is the current director of Warner Communications, will be in charge of the newly formed Warner Communications division.

FREE NANNY, NANNY — On the issue of WCI’s “prime time” shows, suspicion arose when “Fake Rod” failed to appear. Vic August, who was scheduled to host the show, was contacted. A reporter from the Philadelphia Daily News (out of Philadelphia, Ky.) was told to ask “Fake Rod” the name he had given his assistant. Tony Rod. “The Fake Rod” was then called, but no one answered. His assistant, “Abbe,” was in the studio. “Abbe” was “Annabelle.” The impostor quickly disappeared. So far, there have been no reports of the fake showing up anywhere else or of a patron taken against him by “Real Rod.” Warner Bros. It will probably just go down as another blunder to try a little more fun.

EXPOSURE IS EXPOSURE, BUT — Casablanca’s Village People demonstrate to the world they have nothing to hide when they bear it at the February issues of People magazine.

Tucker Indicted In 5-State Piracy Case

NEW YORK — A Federal grand jury has handed up the first indictments resulting from raids in five states last month and subsequent arrests of millionaires in the music industry. Tucker faces a trial on seven counts, and Tucker faces a jail term of up to 75 years and fines of more than $300,000.

April-Blackwood Moves West Coast Offices

NEW YORK — April-Blackwood Music has moved its West Coast offices to 1230 Century Park West, Century City, Calif. (Holbrook Heights, N.J.) were charged in a 21-count indictment with record theft, fraud and illegal reproduction and distribution of copyrighted sound recordings.

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This beautifully packaged collection of the Starship's top selling single, "No Escape," along with the favorite album cuts is compiled from the group's four most recent LPs: "Earth," "Spillfire," "Red Octopus" and "Dragon Fly." In addition, the album includes a bonus 7" single, "Light The Sky On Fire." Containing such Top 10 hits as "Miracles," "Late Night and Early Morning," "Dance And Prance," "Hang On," the track list should not only be guaranteed of achieving gold status but platinum too.

NO ESCAPE — The Marc Tanner Band — Elektra 66-168 — Producers: Jeff Jarvis and Glen Preen — List: 7.98

Marc Tanner is a newcomer who arrives on the scene already fully grown and in total command of his rock 'n roll viewpoint. Without question, this album contains some of the best produced AOR material to hit America's FM outlets in a long time. Tracks exhibiting hook laden energy are "Never Again," "Elena" (great singles. Thus, the album is suitable for a variety of formats, including MOR. Top 40 and AOR. The best tracks on this in-\textit{ventive} LP are "Winning Ways," "Daphne" and "First Rites Of Spring.


Over the past few years Head East has developed into an increasingly popular concert draw, and this two-record set cemented the group's "East Coast Live" consists of four sides of hard-nosed, grinding rock, exhibiting dynamic guitar runs, bristling keyboard work and aggressive lead vocals. Recorded in a number of Midwest cities, this album includes such tracks as "Take A Stand," "Monky Shine," "I'm Feeling Fine" and "Love Me Tonight.

TAKE IT TO THE MAX — The Max Demian Band — RCA AFL- 1-378 — Producers: Artie Kornfeld and Frank D'Augusta — List: 7.98

Naming itself after the Herman Hesse novel, "Demian," this four-member group on its debut album has emerged with a raucous set of hard-rock numbers that boast infectious lead singing and harmonies, catchy arrangements and clean guitar licks. These songs are propulsed by David Azrael, who has developed a ready bank of vocal and guitar duties. Top cuts include "Havin' Such A Good Day," "See Me Comin' Down" and "Through The Night And Back.


The five Faragher Brothers hail from a sleepy Southern Californi town named Redlands and are an affable down-\textit{town} soul. All nine cuts abound with breakaway leads, layered harmonies and some shivering falsetto trills which match the competent compositions and lyrics. Poncia has highlighted the Faragher Brothers' vocal powers particularly on "Stay The Night" and "Does It Make You Mad?" Good stuff for MOR, mellow AOR, and R&B inclined pop.

TAKING OFF — The Keane Brothers — ABC AA-1122 — Pro- duers: George Lado and Mike O'Dwyer — List: 7.98

With their new album, the two Keane brothers have concocted a mainstream pop-rock recording which displays a considerable range of growth and maturity for the duo. Gaining exposure as the stars of their own summer TV series, the Keanes prove themselves here to be versatile, skillful instrumentalists and captivating vocalists. "Very Vital" at the LP's top position, this side of the sound men, "Taking Off" includes such cuts as "It's Love Not Enough" and "Pure Love.


A big band that has become very popular in the Baltimore-\textit{Washington} D.C. area, this 21-piece outfit demonstrates on its second LP the diversity and maturity of the group's work. The Swazee Band has a very contemporary sound and records material by such \textit{70's artists as Billy Joel, John Denver, the Bee Gees and Barry Manilow. Standout tunes are "Mama's Song" and "Dublin Bay Song Disco," but all of the tunes are enjoyable and suitable for dancing.
REVIEWS

SINGLES

FEATURE PICKS

BEE GEES (RSO 918)
Tragedy (4:32) (Stigwood Music — admin. by Unichappell Music — BMI) (Barry/Robin/Maurice Gibb)
“SPIRITS HAVING FLOWN” is the name of the long-awaited new Bee Gees’ studio LP. Radio and retail response are expected to be strong. “Too Much Heaven” was a killer. “Tragedy” with its vibrant arrangement of synthesizer, guitars, horns, solid beat and dramatic vocals is destined to reach the top of a wide range of lists.

TOTO (Columbia 3-10898)
I’ll Supply The Love (3:32) (Hudmar Publishing — ASCAP) (D. Paich)
A powerfulaggregate of talented studio musicians. Toto burst on the scene and scored well with “Hold The Line.” This second single is a strong follow-up which ought to convince programmers that hard rock ‘n’ roll can still make it at Top 40 radio. Power guitar chords, rhythmic changes, impassioned singing and strong chorus make it work.

QUEEN (Elektra E-46008)
Don’t Stop Me Now (Queen Music/Bechwwood Music — BMI) (F. Mercury)
Taken from the “Jazz” album, this single bears the characteristic imprint of Queen: vocal dramatics, and complex arrangements by Mercury, beautifully layered vocals and regal guitar work from May. The combination in this particular case is a good time with precisely phrased ingredients, strong piano presence and break-neck speed.

CHIC (Atlantic 3557)
Chic made news with “Le Freak.” This second single from the “Cats’ Chic” album also has the markings of being a chart-topping record. Funky rhythm guitar work, a sophisticated arrangement of horns, strings, piano and tubular bells, bass work and excellent female vocals create a dynamic sound likely to attract contemporary programmers.

JIM MORRISON & THE DOORS (Elektra E-46005)
Roadhouse Blues (3:45) (James Douglas Morrison Pub. & Doors Music) (J. Morrison)
“An American Prayer” is the name of the album devoted to Jim Morrison’s poetry. It also contains several live tracks. This live, raw, powerful version of the classic “Roadhouse Blues” is a fine introduction for current Top 40 listeners to the blistering punch of Morrison and the Doors.

CHAKA KHAN (Warner/Tattoo WBS 8740)
Life Is A Dance (3:23) (Ackee Music/Morris/Isley/Reed)
Chaka Khan is one of the most captivating singers around. This second single from her Arista-Martin-produced album is a celebration of coast-to-coast fascination with dancing. Funky rhythm section, horns and richly layered vocals make this track likely to score high marks on R&B dancing and pop lists.

SINGLES TO WATCH

CHERYL LYNNE (Columbia 3-10907)
White pop radio is now experiencing the excitement of “GOT TO BE REAL.” R&B radio has been calling out for another Lynn single. With unusual string and synthesizer playout, steady drum and high soaring vocals, this track could be what the doctor ordered.

DAVE HILL & BEN IMM WEISSER “Roadhouse Blues” (4:50) (Polydor 2-80506)
Tell Me To My Face (4:28) (Maribvs Music — BMI) (G. Nash/A. Clarke/T. Hicks)
“Twin Sons Of Different Mothers” was an unusual success story last year. It continues to hold a middle ground spot on the album chart. This second single features acoustic guitars, piano, steady beat, melodic electric guitar lines and airy vocals. Top 40 potential.

AMBROSIA (Warner Bros. WBS 8699)
Ambrosia found an expanded audience with the slick popish “How Much I Feel.” This title track from their current album is more progressive with swirling piano and synthesizer lines, varied drum patterns and mood changes, stout guitar chording and a lyric about trying to hide your feelings.

ALTON McC LAIN (Destiny PD 14532)
It Must Be Love (3:00) (Specolite Music/Tetco Pub. — ASCAP/BMI) (J. Footman/J. Wieder)
The enthusiastic upbeat feel of this record may put Alton McC Lain & Destiny on the map. With a dancing beat, strings, funny staccato rhythm guitar work and excellent lead and backing singing give this track a good spot for pop, dancing and R&B lists.

CERRY (Columbia Atlantic 44247)
Look For Love (4:10) (Cerrone Music — SACEM) (Cerrone)
“Je Suis Music” had a lot of class and despite its limited pop penetration it created renewed interest in Frenchman Cerrone. This second single from “The Golden Touch” may expand his pop audience. Strings, piano, steady dancing beat and melodic female singing are the ingredients contained herein.

GABRIEL (Epic 8-50649)
Ooe Wee Baby (3:30) (Benna Music/Willow Springs — ASCAP) (F. Butler)
This second single from Gabriel is a breezy love song with a pleasant light, swinging acoustic guitar touch and perky beat. The singing is slick, cute, yet strikingly effective. A blistering sax solo complements the feel nicely. Top 40 bound.

MECO (Cantancia NR 964)
Main Title Theme From Superman (2:56) (Warner-Tamerlane Pub. — BMI) (J. Williams)
Superman is proving to be a favorite subject for remixes. This version of “Can You Read My Mind” features baby-talk vocal, expansive strings embedded in a lavish arrangement. This track is well-suited to MOR/AC and pop “Superman” fanatics.

GLEN CAMPBELL (Capito P-4682)
I’m Gonna Love You (3:22) (Seventh Son Music/Royal Oak Music — ASCAP) (L. Sosmoreman)
Beautiful circling acoustic guitar playing opens this new single from Campbell which ought to appeal to country, and AC/MOR formats. Piano provides chord backing and is joined by a solid shuffle beat.

RICHARD T. BEAR (RCA JR-11470)
Sunshine Hotel (Just Walk In On) (2:54) (Lucky Bear Music/Billy Harper) — ASCAP) (R. Gerstein/B. Hocher)
RCA envision Bear as an artist with broad-ranging appeal. This second single from “Red, Hot & Blue,” has a muscular rhythm guitar, raucous lead vocals, Bear, spicy horns and soulful backing singers. Pop and R&B appeal.

B.J. THOMAS (MCA 40986)
We Could Have Been The Closest Of Friends (2:49) (House of Gold — BMI) (S. Pippin/J. Slate)
This latest from basketball Thomas is suited to AC formats with pop potential. A moderate beat, emotional lead singing and girlish backing vocals, synthizer moods and sense-of-loss lyric make this tick.

THE MARC TANNER BAND (Elektra E-46003)
Elena (3:29) (Likewise Music — ASCAP/WB Music — BMI) (M. Tanner/J. Hocher)
Taken from the “No Escape” album, this track is an upbeat ballad which has a skillful blend of engaging vocals, raw sax lines and powerful guitar chording. With interesting arrangement, this song has good Top 40 potential.

GEORGE DUKE(Epic 8-50680)
Say That You Will (3:05) (Mycenae Music — ASCAP) (G. Duke)
Duke is a talented artist who has demonstrated his ability to play music which cuts across boundaries. With tickling guitar backing, shushing high-cambal cymbal, funky feel and silky build-up vocals, this track will appeal to R&B and pop lists.

DEVO (Warner Bros. WBS 8745)
Come Back Jones (3:23) (Devo Music — BMI/Virgin Music — PRS) (G.V. Casale/M. Mothersbaugh)
Devo has attracted a considerable underground following of raving maniacs. Some above-grounders like the stuff too. This single has primitive lead guitar work and powerful rhythm undercurrents and bright vocals. Try this one if you want a punk taste.

TIERRA (Toby RS-2129)
God Can’t Find Her (3:18) (Toby/Salas Music — ASCAP) (R. Salas, J. Padrino)
With a slow dancing beat, synthesizer strings, congas, jazzy rhythm guitar, punctuating horn chart and a solid drum back drop, this track ought to appeal to a variety of formats from R&B to Latin.

THIRD WORLD (Island 3S 8663)
Now That We Found Love (3:55) (Mighty Three Music — BMI) (K. Gamble/L. Huff)
Strong rhythm grounding, organ backing and alluring harmonies make this track a good add for Top 40 lists that may have been hesitant about reggae influences. The strength of this Gamble/Huff tune transcends such worries.

Cash Box/February 3, 1979

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QUEEN CAN'T BE STOPPED!

A platinum album, a smash international tour, and now a brand new single.

"DON'T STOP ME NOW"
(E-46008)

Queen's new single from their album, "JAZZ"
(6E-166)

On Elektra Records and Tapes.
A Queen—Ray Thomas Baker Production

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MUSIC FOR UNICEF — An illustrious group of recording acts participated in the "A Gift of Song — The Music For UNICEF Concert" which was recently aired on NBC-TV. The Music For UNICEF project was first announced in the spring of 1976 by the Bee Gees, Robert Stigwood and David Frost as a means of providing financial assistance to needy children throughout the world. The 90-minute special was hosted by Frost, Henry Fonda, Gilda Radner and Henry Winkler. United Nations Secretary General Kurt Waldheim and UNICEF executive director Henry R. Labouisse also participated in the program, presenting each Founder Composer with a special award. Each musical participant donated the copyright royalties from one song. The Bee Gees donated the copyright to the hit "Too Much Heaven." The special was directed by Marty Pasetta and co-produced by Pasetta and Ken Ehrlich. Pictured (l-r) in the top row are: Labouisse, Waldheim, Stigwood, co-executive producer of the show along with Frost; Maurice, Barry and Robin Gibb; Rita Coolidge; Olivia Newton-John; and Kris Kristofferson. In the bottom row (l-r) are: Maurice and Verdine White from Earth, Wind & Fire; Donna Summer; and Newton-John and Andy Gibb. Rod Stewart was also a Founder Composer. The televised special aired Jan. 10.

Shelly Siegel


It's so hard to say goodbye.

Pickwick International, Inc.
Cash Box/February 3, 1979

Radio Deregulation Debate Heats Up, Rally Approaching
by Joanne Ostrow

WASHINGTON, D.C. — Consumer activists and industry groups are locked in a battle over the proposed deregulation of radio. The broadcasters' effort to encourage legislators and regulators to support deregulation, including a rally in Washington planned for Feb. 28, is being matched by the consumer groups' sustained and bitter charges against deregulation.

Broadcasters insist there is among the most overregulated industries in the country. They point to a recent government study indicating that the FCC requires more work paper than any other regulatory agency. And radio broadcasters say their medium, having surrendered to television the role of primary news source, should be immediately freed from such current regulations as commercial load restrictions, public service requirements and formal ascertainment of community concerns.

Opponents of deregulation see it as a move away from the "public interest" standard that has governed broadcasting since its earliest days. Led by the National Citizens Committee for Broadcasting, deregulation foes believe that radio will turn away from community service if not controlled by the FCC, or some other agency.

Deregulation Rally

Several broadcasting industry organizations — the NAB, the Community Broadcasters Association, Daytime Broadcasters Association, National Radio Broadcasters Association and Radio Television News Directors Association — are urging their members to attend a "Deregulation Rally" on Capitol Hill on March 1 to press for deregulation.

ABC Restructures Radio Sales Force

NEW YORK — ABC's radio network system is restructuring its sales operation into two divisions, one to sell ABC's content and FM networks and one to sell ABC's information and entertainment networks, according to an announcement by ABC radio network president Ed McLaughlin.

McLaughlin announced the split of sales personnel into two offices, in New York and Chicago, at an ABC broadcast Jan. 24. The move will also call for the hiring of additional sales people in both offices.

Under the new system, the ABC networks will offer clients detailed marketing information describing the particular demographics available from each of the networks.

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<td>RCA</td>
<td>THE MARC TANNER BAND</td>
<td>FABULOUS POODLES</td>
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**FM STATION REPORTS - NEW ADDS/HOT ROTATION**

**WBAM-FM - LONG ISLAND**
- BERNIE BERNARD
- ADDS: Bee Gees, Nazareth, Kris Kristofferson, Collate, Max Demian, Jefferson Starship (his) (Bonnie Tyler, Angel, Desmond Child & Rouge)
- HISTORY TO DATE: Good Rats, Elvin Costello, Eddie Money, Blues Bros. (Billy Joel, 10cc), Billy Joel, Tojo, Southside Johnny, Doobie Bros. (J. Geils Band, Eric Clapton, FM, Who, Pointer Sisters, Bonnie Lyte, Live!, WLR)
- WLR-FM - LONG ISLAND
- DENIS McNAMARA/LARRY KLEINMAN
- ADDS: UFO, Rotha (mg), Frank Zappa, Jimmie Mac, Trillion, Tricia Nelson, Wilton Felder, Max Demian, Kayak (45), Danny O'Keefe
- HISTORY TO DATE: Elvis Costello, Blues Bros. (Good Rats, Billy Joel, Grateful Dead, Cars, Eddie Money, George Thorogood, Peter Wolf, Elvin Bishop, Dire Straits, Steve Forbert, Fabulous Poodles, David Bromberg, Rolling Stones, Peter Tosh, Camel, Meat Loaf, Blondie, Sad Cafe
- MET-FM - LOS ANGELES
- JACK SNYDER
- ADDS: Nazareth, Dire Straits, Fabulous Poodles, Max Demian
- HISTORY TO DATE: Rolling Stones, Rod Stewart, Queen, J. Geils Band, Blues Bros., Elvin Costello, George Thorogood, Ted Nugent, Money (who), Europe, Europe, Europe, Europe, Europe
- KNX-AM - LOS ANGELES
- MICHAEL SHEEHY
- HISTORY TO DATE: Dire Straits, Fabulous Poodles, Poco, Toto, Ian Matthews, Blues Band, Cat Stevens (10cc), Pointer Sisters, Billy Joel, Pages, 100% Whole Wheat, Rod Stewart, Tanya Tucker, Sad Cafe, Eddie Money, Walter Carter, Fireball
- KFST-FM - LOS ANGELES
- PAM MAY
- HISTORY TO DATE: Rod Stewart, Blues Bros., Doobie Bros., Doobie Bros., Cat Stevens, Cat Stevens, Dire Straits, Ian Matthews, J. Geils Band
- KFDF-FM - NASHVILLE
- ALAN SNEED
- HISTORY TO DATE: Rod Stewart, Blues Bros., Doobie Bros., Toto, Billy Joel, Eric Clapton, Bob Seeger, Pointer Sisters, Queen, Sting
- WNY-AM - NEW ORLEANS
- SAM ROBERTS
- HISTORY TO DATE: Baby's, Cars, Carla, Dire Straits
- HISTORY TO DATE: Queen, Billy Joel, Eric Clapton, Al Stewart, Rolling Stones, Toto, Rod Stewart, Styx, Firefall, Linda Ronstadt, Santana
- WDR-AM - NORCAY
- RON ROPER
- HISTORY TO DATE: None
- HISTORY TO DATE: Rod Stewart, Foreigner, Fogelberg/Weissberg, Firefall, Gino Vannelli, Queen, Eric Clapton, Styx, Billy Joel, Blues Bros., Toto, Nicolette Larson
- ZETA-7-FM - ORLANDO
- BILL MIMS
- HISTORY TO DATE: Nazareth, Desmond Child & Rouge, Triumvirat, Max Demian
- HISTORY TO DATE: Blues Bros., Billy Joel, Dire Straits, Doobie Bros., Rod Stewart, Toto, Eddie Money, Nicolette Larson, Sad Cafe, Electric Company
- WIOO-FM - PHILADELPHIA
- HELEN LEICHT
- HISTORY TO DATE: Motors, Trillion, Desmond Child & Rouge, Good Rats, Max Demian, Jefferson Starship (his) (Kayak (45), Bob Wolf (45), Speed (45), Per Family, Paul, Family, Family, Family, Family)
- HISTORY TO DATE: Dire Straits, Elvin Costello, Grateful Dead, Rolling Stones, Billy Joel, Robert Johnson, Cars, Eddie Money, Steve Forbert, Doobie Bros., Queen, Rod Stewart, ELP, Harry Hackett, Poco, Fabulous Poodles, Neil Young, J. Geils Band, Cat Stevens
- WYFD-FM - PITTSBURGH
- STEVE DOWNS/ JACK ROBINSON
- HISTORY TO DATE: None
- HISTORY TO DATE: Rod Stewart, Billy Joel, Eric Clapton, Doobie Bros., Toto, Dire Straits, Poco, Cat Stevens, Blues Bros., Pointer Sisters, Talking Heads, J. Geils Band, Grateful Dead, Nicolette Larson, Billy Price
- WYFE-FM - ROCKFORD
- ARNOLD CHIANTI/BRAD HOFFMAN
- HISTORY TO DATE: Head East

**HOTS**
- Babies, Toto, Rod Stewart, Blues Bros., Eric Clapton, Nicolette Larson, Chicago, Queen, Linda Ronstadt, Sad Cafe, Eddie Money, Dire Straits, Doobie Bros., Billy Joel, Ted Nugent
- KADI-FM - ST. LOUIS
- PETER PARIS
- HISTORY TO DATE: Triviality, Cam, Max Demian, Fabulous Poodles, Head East, Nigel Olsson (45)
- HISTORY TO DATE: Blues Bros., Grateful Dead, George Thorogood, Neil Young, Rod Stewart, Doobie Bros., Nicolette Larson, Eric Clapton, Dire Straits, 10cc, Billy Joel
- KSHE-FM - ST. LOUIS
- TED HABECK
- HISTORY TO DATE: Good Rats, Fresh, Fabulous Poodles, Triviality, Max Demian
- HISTORY TO DATE: Rod Stewart, Barcelona, Doobie Bros., Toto, Stillwater, April Wine, Eddie Money, Babys, Bandit, Rush, ELP, Sad Cafe, Mark Johnson, Boston, Trevor Rabin, Marshall
- KSD-FM - SAN DIEGO
- MARK COOPER
- HISTORY TO DATE: Max Demian, Cam, Marc Tanner Band
- HISTORY TO DATE: Rod Stewart, Eddie Money, Elvin Costello, Dire Straits, Grateful Dead, Queen, Cats Stevens, Blues Bros., J. Geils Band, Toto, Nicolette Larson
- KSAN-FM - SAN FRANCISCO
- KATE INGRAM
- HISTORY TO DATE: Marvin Gaye, Garthbwich, Obby/Brett, Quadro/Normal (45)
- HISTORY TO DATE: Jojo Armatrading, Blondie, Blues Bros., Elvin Costello, Dire Straits, J. Geils Band, Grateful Dead, Billy Joel, Nicolette Larson, Eddie Money, Van Morrison, Queen, Linda Ronstadt, Santana, Rod Stewart, George Thorogood, Toto, Neil Young
- KSJ-FM - SAN JOSE
- PAUL WEILS
- HISTORY TO DATE: Jimma Mack, Julies & Polar Bears, Flash In The Pan (45), Tony K. "Bombo," Kayak, Bonnie Tyler, Mitch Ryder, David Johansen, Marc Tanner Band, Shirley Brooks (45), Bandit (45), Ian Stewart (45), Ian Stewart (45), Ian Stewart (45), Ian Stewart (45)
- HISTORY TO DATE: Most Added, Most Added, Most Added, Most Added, Most Added, Most Added
- KZT-AM - SEATTLE
- MARION SEYMOUR
- HISTORY TO DATE: Triviality, Roky, Rollin Ford, Cedart Walker, Milton Nascimento, Lonnie Liston Smith, Sally Oldfield, Paul Kendall, Marc Tanner Band, Amazing Rhythm Aces
- HISTORY TO DATE: Elvin Costello, Steve Forbert, Dire Straits, Rodney Crowell, Joan Armatrading, Doobie Bros., David Bromberg, Van Morrison, Fabulous Poodles, Nicolette Larson
- KREM-AM - SPOKANE
- LARRY SNIDER
- HISTORY TO DATE: Head East, Angel, Dave Valentine, Babies, Max Demian, Steve Miller (ep), Bandit (45), Kim Carnes (45)
- HISTORY TO DATE: Rod Stewart, Queen, Eric Clapton, ELP, Billy Joel, Blues Bros., Robert Johnson, Grateful Dead, Foreigner, Poco
- WXOM-FM - TAMPA
- NEAL MIRSKY/NICK VAN CLEYE
- HISTORY TO DATE: Elvin Costello, Hot Chocolate
- HISTORY TO DATE: Rod Stewart, Blues Bros., Steve Martin, Billy Joel
- WXON-FM - UTICA
- TOM STARR
- HISTORY TO DATE: Cameron, Head East, Tracy Nelson, Max Demian, Albert King, Todd Hobin, Juice Newton (45), Kayak (45), Chic Corea (12"), Baden (12"
- HISTORY TO DATE: Elvin Costello, Dire Straits, George Thorogood, Blues Bros., Doobie Bros., Rod Stewart, Robert Johnson, J. Geils Band, Eddie Money, Toto, Phil Manzanera, Sad Cafe, Steve Forbert, FM. Pointer Sisters, Bob James, Frankie Miller (45), Baby (45)
- WAFA-FM - WORCESTER
- JOHN DUNCAN/PAUL LEMUEIX
- HISTORY TO DATE: Max Demian, Marc Tanner Band, Blondie, Fabulous Poodles, Andy "Yendell," Marshall, Hain (45), Quatro/Normal (45)
- HISTORY TO DATE: Elvin Costello, Doobie Bros., J. Geils Band, Doobie Bros., Billy Joel, Ian Matthews, Rod Stewart, Toto

Cash Box/February 3, 1979
**EAST**

1. DA YA THINK I'M SEXY — ROB STEWART — Warner Bros.

2. I WILL SURVIVE — Gloria Gaynor — Polydor
   10-7, KMLE 15-12, KHJ 12-6, WBNS 10-12, WQXI 14-10, WHBQ 23-10, WHB 13-12.

3. HEAVEN KNOWS — Donna Summer — Casablanca
   10-4, KQFM 13-14, KPRC 11-12, WQXO 21-10.

4. SOUL MAN — Blues Brothers — Atlantic
   10-1, KUS 13-14, KQFM 11-12, KSLQ 11-12, WQXO 21-10.

5. I'M A FOOL — Eddie Money — Columbia
   10-9, WBKA 11-15, KQFM 11-12, KSLQ 11-12, WQXO 21-10.

**SOUTHWEST**

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**SOUTHERN**

1. WHAT A FOOL BELIEVES — DOBBIE BROS. — Warner Bros.
   KTHQ, WCAO 24-15, WSGA, WERC WQXO 21-10.

2. I WILL SURVIVE — GLORIA GAYNOR — Polydor
   WLEE, WSMX, KXQ, KLEO, KLS, WSGA, WERC, WQXO 21-10.

3. FOREVER IN BLUE JEANS — NEIL DIAMOND — CBS
   F105, WAPE, WRCQ, WWZP, WPG, KBG 10-12, WBKO, WQXO 21-10.

4. LADY — LITTLE RIVER BAND — Harvest/Capitol
   WKY, WME, WRCQ, WWZP, WPG, KBG 10-12, WBKO, WQXO 21-10.

5. SULTANS OF SWING — DIRE STRAITS — Warner Bros.
   WSPT, WRJZ, WAUG, WQXI, WRL, WQXI.

**SOUTHEAST**

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   WKY, WME, WRCQ, WWZP, WPG, KBG 10-12, WBKO, WQXO 21-10.

5. SULTANS OF SWING — DIRE STRAITS — Warner Bros.
   WSPT, WRJZ, WAUG, WQXI, WRL, WQXI.
Pointers' Album Object Of WEA Display Contest

LOS ANGELES — Sales representatives and field merchandisers for WEA are about to engage in a marathon display contest to promote the Pointer Sisters' Plant LP, "Energy," and single, "Fire." The representatives will assemble photo-books of displays set up in the stores they cover and will be eligible for branch prizes.

Cash prizes of $175, $100 and $75 will be awarded to the first, second and third place winners respectively. The winning branch will then be entered in a national contest.

Winners Of Polygram Retail Contest Posted

NEW YORK — Polygram Distribution has selected the winners of its "Passport to Partnership" Retail Contest. The contest, initiated as part of the company's "World of Music" program, ran from Aug. 15 through Dec. 31, utilizing the "mystery shopper" concept that offered record store managers entry blanks to contest in the event that Polygram-distributed product was being played when a Polygram representative visited the store.

The grand-prize of an all-expense paid trip to New York City and a trip to the Polygram Sound Warehouse, Houston, Texas, second prize of $500 was awarded to Cindy Conrad of Record Theatre, Seattle, Washington; and a $200 third prize was presented to Carolyn Simpson of Popular Tunes, Memphis, Tennessee.

Video Group Offers Casablanca Trailer

LOS ANGELES — Visual Concepts Inc., a group that promotes recording artists through video demonstration reels, is now presenting its Casablanca Records and FilmYorks video tape trailer. The new tape, which will be shown at selected Montgomery Ward department stores and Wherehouse record shops, will feature Kiss, Donna Summer, Village People, Parliament and Midnight Express.

E/A's 1st Sampler LP Offers New Releases

LOS ANGELES — "Twelve Terrific Tracks." Elektra/Asylum's first sampler album for in-store play, has been released and features the highlight cuts from recent LP's Jerry Shackle, vice president/marketing for Elektra/Asylum, said that packagers, covered in covers listing the tracks and giving information about the artists, would be issued by the label regularly to cover its releases.

"Twelve Terrific Tracks" features songs by Jim Morrison and the Doors, The Pointer Sisters, Marc Turner, Robben Ford, Eddie Rabbit, Gilberto Gil, among others.

NARM Launches Retail Certification Program

NEW YORK — NARM's newly formed Education Committee held its initial meeting at the Hyatt Regency — O'Hare in Chicago last week and formulated details for the NARM Retail Management Certification Program.

The program, the committee agreed, would include a five-day educational session and a four-week on-the-job training program, scheduled to begin in various regional locations in April. 1979. The cost, the committee estimated, would be $300 per person.

According to the committee, NARM's retail management certification program has been designed to teach the managers of any retail record store or department how to perform daily activities more effectively and efficiently.

The five major areas of study concentration included, the committee included:

- store management practices.
- merchandising control, including profit and loss analysis and pricing strategy.
- sales and merchandising promotion.
- store promotion.
- personnel management.

The education committee was chaired by Joseph Cohen, executive vice president of NARM, who commented after the meetings that "the consensus was that a good manager can turn a losing store around in weeks.

Colin added that the program would stress the ability to make intelligent hiring decisions, as well as in-store security control.

Colin also noted that trainees for the program would not necessarily be people already working in the industry, but would also include interested young persons.

The education committee meeting was attended by Dr. David Rachman, the course instructor, David Grossman, NARM's manager of special projects and project coordinator, and the committee members.


Chic Single Available In Pink Vinyl Edition

NEW YORK — Atlantic Records has released a new single by Chic entitled "I Want Your Love." A limited edition of 50,000 copies of the 12-inch single, pressed on pink vinyl, will be made commercially available and will carry a list price of $3.98. An extensive promotional campaign, including television time buys, trade and consumer press ads, and special merchandising displays, will support the special Discodisc.

TOP BREAKOUT OF THE WEEK

EVERY TIME I THINK OF YOU — THE BABYS — CHRYSLIS

TOP ALBUM BREAKOUT OF THE WEEK

ARMED FORCES — ELVIS COSTELLO — COLUMBIA
CARMEL — "Joe Sample — ABC AA-1126 — Producers: Wilton Felder, Stik Hooper and Joe Sample — List: 7.98"

With his debut solo album, "Rainbow Seeker," Crusaders keyboardist Joe Sample focused on the acoustic piano while the rest of the field was chafed in the synthesizer. Not surprisingly, it was one of last year's most auspicious albums, replete with multi-layered textures and subtle rhythmic nuances. In "Carmel," he again eschews electronics in a romantic tribute to this coastal paradise in Northern California. Sample employs the Fender Rhodes only once, for maximum effect, on "Ranny Day In Monterey."

STOLEN MOMENTS — Oliver Nelson — Inner City 6008 — Producer: Ith & Ith — List: 7.98

This, the last LP of Nelson's too brief career, is a nine-piece band of top LA pros, and the music is often a look back at some of the leader's earlier successes. The title track, "Yearnin,'" and "Three Seconds" were Nelson tunes of earlier vantage, and these fresh treatments are especially rewarding. Trumpeter Bobby Byrd stings out beside them. Excellent notes.

ENRICO RAVA QUARTET — Enrico Rava — ECM 1-1122 — Producer: Manfred Eicher — List: 7.98

Trumpeter Rava fronts a quartet featuring trombonist Rosewell Rudd, drummer Aldo Romano and Bassist J.F. Jenny-Clark on this heady collection of avant garde performances. All of the tunes are Rava originals, with the exception of Thelonious Monk's classic "Round About Midnight." Outstanding production and packaging, as usual, by Manfred Eicher.

The first festival of the new year has been announced. The Boston Globe Jazz Festival, which was a five-day affair last year, becomes a nine-day marathon from March 9-18. Headliners include Sarah Vaughan, Mettelor, Herbie Hancock, the Crusaders, Woody Herman, Dave Brubeck, Gerry Mulligan, Zoot Sims, Roy Eldridge, Kenny Davern, and many, many more.

The new Muse LPs have arrived: Barry Altschul ("Another Time, Another Place"), Kenny Burrell ("Handcrafted"); Jaki Byard ("Family Man"); Charlie Earland ("Mama Roots"); Ron Eschete ("I To Let You Know I Care"); and Sonny Phillips ("I Concentrate On You").

A reactivated Walter Bolden, who used to play with Stan Getz, has the first solo LP of his long career on Nemperor. Virgil Jones and Harold Mabern are also along to help out. The new Wax LP by the Carta Blev band ("Musique Mechanique") is out. The band includes Roswell Rudd, Steve Swallow, Mike Mantler, and special guest Andrew Haden. The band also begins an extensive tour this weekend, with stops in Boston, Montreal, East Lansing, and San Francisco at Keystone Korner.

Jeff Atterton, New York's senior jazz retail man, is now localizing in main King store on West 42nd Street. A reactivated CTI demonstrates that it hasn't lost its touch, as the rocketing "Space" LP by George Benson amply demonstrates. Current plans call for CTI to be coming out with repackaged product in substantial amounts in the next few months. In addition, February will see the first new CTI product in more than nine months. "Patti Austin—Live At The Bottom Line" will be the initial release, to be followed by an Art Farmer/Jim Hall collaboration and a Hank Crawford album with Hank singing!

Stan Turrentine, now with a new label, is working on his first LP for the label's National Public Radio affiliate KCSN/Northridge. Calif. is sponsoring a Night of Jazz Feb. 20 at the California State University. Northridge. The lineup includes: Monk Montgomery, Benny Powell, the Toshiko Akiyoshi Trio with Lew Tabackin, Loren Alexandria, Teddy Edwards, Dave Frisbergh and Abe Most, Bobby Shew Quintet, Bill Holman, Bill Berry, Frank Capo-Net Pierce Juggernaut, the Harold Land-Bruce Mitchell and the CSUN Jazz Band directed by Joel Leah and the Chuck Flores Octet. Event is being coordinated by KCSN DJ Richard Pulin, whose band, Full Cycle, will also perform. TV personality Steve Allen will serve as emcee, and Mrs. Clifford Brown will also participate.

Nautilus Records, a division of Orion Marketing, Limited, has secured international distribution rights for direct-to-disc recordings manufactured by Dis-
Singers Should Also Take Care Of Speaking Voice
(continued from page 44)

chological barrier which singers and speakers have to break through to regain their normal voices," stated Cooper. "I have patients coming to me all the time who think they're speaking properly and naturally, but in actuality they're speaking much too low or too high a pitch for what their voice can really handle. Thus their speaking and singing voices deteriorate.

"When you finally do alert the patient that he's speaking incorrectly and unnaturally, it takes a while to truly convince him because he's gotten into the habit of speaking abnormally. But what I do is to show them other patients of mine who've recovered their voice and have located their proper vocal image. When they see other people who have corrected their voices, they start to believe you and work toward regaining their own natural voice."

Convince Colleagues
Since Cooper is one of the first speech pathologists to develop the technique which connects the singing and speaking voices, he has had to spend much of his time trying to convince other doctors in his field to the new approaches and techniques he has developed.

"It's been a big problem trying to convince the old-line speech therapists about the new technique and theory," acknowledged Cooper. "It's not only the speech therapists; it's the MDs who've tried to cure patients by treating them with biotics and palliative measures. We still have to make doctors and therapists more aware of this method of correcting the voice. I hope to continue to bring more awareness to this technique.

"I feel this method is really amazing," added Cooper. "I have patients who come from all over the country, and we can diagnose them immediately and help cure them within a few months.

Peaches Creates Regional Post

LOS ANGELES — Four new positions were created at the BMG/Proach organization, in major reconstruction of the company. The new posts entitled regional director, will have the responsibility of coordinating all store's in each of their geographical regions.

Those assuming new posts are: Bob Sturgess, western regional director; John London, north central regional director; Doug Southcott, northeast regional director, and Larry Seagraves, southeast regional director.

Western Region

The western region will cover the states of Colorado, Texas, Washington, Kansas, Oklahoma and Nebraska. The north central region will cover the states of Wisconsin, Michigan, Ohio and Indiana. The northeast region will cover Pennsylvania, New Jersey, Connecticut and Washington D.C. The Southeast region will cover the states of Florida, Georgia, Missouri, Tennessee and North Carolina.

Platinum International New Independent Label

LOS ANGELES — Larousse Hurwitz recently formed Platinum International Inc., a new corporation that has been established in Los Angeles. The entertainment company has three interconnected divisions: Platinum International Records, Platinum International Management and Platinum International Productions. The new independent label has signed its first two artists in songwriter/keyboardist Ronnie Barron and singer/songwriter Ron Charles.

SATURDAY NIGHT FAVORITES — The Bee Gees were voted Best Group and Barry Manilow was voted Favorite Vocalist in the Pop/Rock category at the recent sixth annual American Music Awards. However it was Donna Summer who clearly stole the evening's glory as she garnered three awards for Favorite Female Singer: Favorite Single and Favorite Album in the Disco category. The awards were voted by the American record buying public and were telecast live on national television.

Singers Should Also Take Care Of Speaking Voice
(continued from page 4)

"I've seen a dramatic improvement in the 12 months, and I don't think we'll see the ultimate changeover until 1981-82 when someone like NCR (National Cash Register) comes along and converts the entire industry at the point of purchase."

Barcoding Breakthrough Is Looming On The Horizon
(continued from page 7)

"(bar codes) would just represent the shrink wrap of an album, most likely in the same spot manufacturers now put on bar codes."

Time, Money Savings

He said such labels would be stuck on the shrink wrap of an album, most likely in the same spot manufacturers now put on bar codes.

"If I've got 422 copies of Led Zeppelin III divided among 100 stores," Hartstone said pointing to an example, "then I would buy 500 copies of a bar code sticker for the album and pass them out to the stores and they could stick them in one day. The idea seems to be acceptable with the manufacturers."

He also said several label manufacturers, such as the Avery Label Company among others, have voiced their willingness to take on such a project.

"I think we have convinced the record companies that coding on 10 percent of the product is useless," Hartstone said. "This is something they never thought the retailers would be willing to pay for. But I've told them, on behalf of other dealers, that we would pay for it in order to get to the point where perhaps 90 percent of all sales can go through scanner registers."

More Efficient

The benefit to manufacturers, Hartstone said, is that those whose lines are converted will be handled more efficiently by record merchandisers who have facilities to make use of the bar code system.

"We could reorder from those manufacturers more quickly than the ones we have to account for by hand. We might be able to reorder an entire line which is bar coded once a week, where without it our ordering would be less efficient and we might get to that in a less complete fashion only once a month," Hartstone said.

The long-range result, he said, would be that "We would tend to carry the complete line of a manufacturer who has bar codes on everything and not carry as much product of a label who, maybe a year from today, hasn't converted. That product without bar codes would just represent a register and inventory burden to us."

Progress Expected

"I think we'll see a great deal of progress within the next 12 months, but I don't think we'll see the ultimate changeover until 1981-82 when someone like NCR (National Cash Register) comes along and converts the entire industry at the point of purchase."

Saturday Night: The Bee Gees and Barry Manilow were生效 Favorite Vocalists in the Pop/Rock category at the recent sixth annual American Music Awards.
London Launches Mid-Line, Culled From Telefunken LPs

by Ken Terry

NEW YORK — Following in the wake of the successful DG and Philips mid-line series, London Records has launched a mid-line version of its own called Aspekte. Culled from the catalog of Telefunken, a European label which lists for $98 in the U.S., the Aspekte line lists for $6.98. The initial batch of 20 Aspekte releases, most of which have never been available here before, is being shipped to retail outlets right now, with a second batch expected to ship in June. Among the first releases are recordings by such top European artists as Nikolaus Harnoncourt and Con- centrus Musices. Franz Bruggen, Karl Richter, the Alban Berg Quartet, Gustav Leonhardt and Peter Schreier. Some of these albums are reissues of Telefunken discs, while others, like Bruggen’s “Baroque Recorder Music,” are compilations of selections from previously released albums.

The Aspekte line has existed in Europe for some time, and before establishing its mid-line, London had released four of the Aspekte recordings here at full-line price. According to John Harper, manager of classical sales for London, dealers who have purchased these records may either return them at full price or work out an adjustment with the label.

Aspekte's mid-line release is a new development for London, which is looking to expand its market share in the classical field.


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Consumer press schedule includes Essence, Jet, Soul, New West, New York, Feature, Rolling Stone, National Lampoon, Pop Top etc!

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Kayak Album Is Top Priority At Janus
(continued from page 8)

explained that the general plan is to bring Ton Scherpenzeel, the band's chief writer, and Edward Reekers, the lead vocalist, over from Holland for a two-week promotional tour, starting Feb. 15. The two Kayak members will tour key cities throughout the U.S. and visit retail stores and radio stations. Nelson, who also manages Kansas said, "Hopefully there'll be a concert tour by April.

Janus released Kayak's single, "Keep the Change," Jan. 17 to initiate the marketing campaign.

Ocean Weighs Anchor

LOS ANGELES — Ocean Records, a subsidiary of Anoisa Records, has opened a Los Angeles office. The new address is 9300 Wilshire Blvd., Suite 201, Beverly Hills, Calif. 90212. The phone number is (213) 550-3655.

ABKCO Posts Gains

NEW YORK — ABKCO Industries' revenues for the year ending September 30, 1978 were $16,319,528, up from $9.2 million for the previous year. Profits were $44,000, an improvement over the loss of $463,000 for the previous year.

Revenues for the quarter ending September 30, 1978 amounted to $10 million, compared to $2.3 million for the prior-year quarter. While operations for the period resulted in a loss of $176,000 compared to losses of $520,000 the previous year.

Spoofed Label Moves

LOS ANGELES — Spoonfed Records has moved to 21544 Ramba Vista, Malibu, Calif. The label, which was previously headquartered in Boston, released two albums Jan. 8, "Minstral" by Randy Roos and "The Remains," on limited colored vinyl.

Butterfly Pacts With BARMAR

LOS ANGELES — Butterfly Records recently signed to a long term production agreement with BARMAR Productions. The agreement calls for six albums which include: Graffiti's "Ain't Love Grand," "Fire and Ice," by Fire and Ice; "Bernadette" by JT Connection; "Bob McGilpin II," Tuxedo Junction's second LP and another album to be selected.

A spokesman for BARMAR, which has never been involved directly with the music industry, said the company's new venture into the music field was heavily influenced by Butterfly's involvement in the disco market.

MCA Music Inks Ballard

LOS ANGELES — Glen Ballard has signed an exclusive songwriting agreement with MCA Music.

MCA DISTRIBUTING MEETS — MCA Distributing recently held three day meetings in both Miami, Florida and La Costa, California. All of MCA Distributing's national staff, regional directors, branch managers, sales personnel, field merchandisers, credit managers, operation managers, as well as regional promotion managers, attended the meetings in their area of the country. Pictured (l-r) in the top row are: Bob Siner, president of MCA Records; Al Bergamo, president of MCA Distributing Corp.; Ron Alexenburg, president of Infinity Records; and Sam Passamano, executive vice president of MCA Distributing. Pictured (l-r) in the middle row are: Siner, Alexenburg and Bergamo presiding over a panel discussion; Dan McGill, comptroller, MCA Records; Passamano, Bergamo, and Ron Douglas, vice president of branch distribution for MCA Distribution. Pictured (l-r) in the bottom row are: Alan Ostroff, director of merchandising, Infinity Records; Sam Passamano, Jr., director of marketing for MCA Records; George Osaki, vice president of creative affairs; MCA Records; Douglas; Karen Vaneek, director of Lankershim Advertising; and meeting attendees who wore new jackets highlighting MCA Distributing's new logo.
The Gambler’s Strikes Gold
For Singer/Songwriter Schlitz
by Jennifer Bohler

NASHVILLE — Don Schlitz came to Nashville in 1972 with stars in his eyes, $30 in his pocket and a head full of song ideas. He figured stardom was a step away, but he was wrong.

Schlitz spent the next five years knocking on record-company doors, sleeping in everything from semi-slums to his car, and honing his craft. In 1978, his perseverance paid off with “The Gambler.”

The first song Schlitz has ever recorded, “The Gambler” has been covered by as many as 14 artists (Kenny Rogers’ version reached the #1 spot on all the country charts), is nominated for a Grammy Award this year as Best Country Song and won Song of the Year in 1978 in Country Music Magazine. This week, Rogers’ LP “The Gambler” is #1 bullet on the Cash Box country album chart, and the single is #21 on the Pop Singles chart.

A soft-spoken, erudite man, Schlitz, 26, spoke with Cash Box last week about songwriting and the effect of success.

“Immediately before I arrived in Nashville, thinking I was going to be a star,” Schlitz said, “I thought I knew everything, like a 20-year-old does. But now I’m sure I wasn’t ready. I needed those five years of seasoning. I really don’t think I would have been ready to have everything happen to me that has happened. I would’ve just fainted under the weight. Now it just seems like a natural progression. That progression involved surviving by working the graveyard shift at Vanderbilt University’s computer center and playing local clubs for tips. Eventually, Schlitz met producer/publisher Audie Ashworth and signed with him as a writer. Last year through Ashworth’s Crazy Mama Label, Schlitz recorded and released “The Gambler” as his first single.

“Our song came out and did well and did quite well for an unknown artist,” Schlitz said. “But everybody knew that song could do better.”

At that point, Merline Littlefield, ASCAP assistant director, Nashville, gave added assistance: “On his own initiative, Merline started dropping off tapes, records, lead sheets, lyric sheets and everything else in the world to Larry Butler (Rogers’ producer.) Schlitz said ‘Lary played the song for Kenny, he liked it, but it didn’t work. It started going well, and the rest just happened.’

Many Covers

Besides the dozen or so recorded versions, there is also a German, Dutch and even a Muzak version of “The Gambler.” “When you can drill a hole into it, you know you have great material,” Schlitz said.

When Schlitz wrote “The Gambler” two years ago, it was one of three songs he was working on that day, but he failed to recognize the quality and potential of the tune.

I wrote most of the song in 20 minutes and just put it on the other side of my desk. It was a strange afternoon. I worked on three songs and it was one of them. Not only was it my best, but the first one I ever recorded.”

Writing a song is both a craft and a craft. The Gambler’s Strikes Gold For Singer/Songwriter Schlitz

Don Schlitz

Room Shortage For DJ Week?

NASHVILLE — Incoming DJs, music executives and press personnel could experience a problem in booking hotel reservations for this year’s annual Grand Ole Opry Birthday Celebration and Dee Jay Week, tentatively set for the third week in October.

Dee Jay Week normally takes place the third week in October, but Grand Ole Opry manager Hal Durham said the Opry organization has not made a final decision on the date.

“We have a date set, which is the third week in October, but we are still looking for an adjustment,” Durham said. “There are a number of reasons we would like to move it back. We would prefer to have it another time. The chances are remote, though, that we will move it. We haven’t issued a final statement, but we have to decide to resolve it and make a final announcement within two weeks.

Even without the Dee Jay Week Convention, October is a busy month in Nashville for conventions. The two largest area hotels, the downtown Hyatt-Regency and The Opryland Hotel, report a great deal of bookings, unrelated to Dee Jay Week, have been confirmed in and around the third week in October.

(continued on page 36)
WOMAN TO WOMAN
LOVE IS THIN ICE
HOLD ME
AFTER THE LOVIN'
MARRIED BUT NOT TO EACH OTHER
SLEEPING SINGLE IN A DOUBLE BED
THAT'S WHAT FRIENDS ARE FOR
MIDNIGHT ANGEL
STANDING ROOM ONLY
TONIGHT

PRODUCED BY TOM COLLINS
MANAGEMENT: IRBY MANDRELL

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business people. He has definite ideas about how a song should be written, recorded and presented to a record company, as well as to the public.

"As I see it, Don Schlitz can sit at home and write a song, but that does not make a record," Schlitz explained. "It doesn't get the song out to another artist, it doesn't put a record on the market and it doesn't get Kenny Rogers to sing it on the Tonight Show. I try to do a lot of music to share people. You share it by going out and doing the legwork. And you definitely don't do it by yourself! If you think you do, you're going to have a lot of disappointments."

Schlitz said his theory about recording is to "underdo" rather than "overdo." He feels it is better to save something out and let the listener imagine and fill it in themselves.

**Consumed With Charts**
At one time, keeping up with how "The Gambler" was faring on the charts consumed much of Schlitz' time. But no longer.

"I did follow I've a close watch," he said. "But I started listening to people talk more than I was going home to work. It's strange. I was doing the same thing I had always done, but suddenly was sitting around with their mouths open. Instead of saying 'that's a very nice song' and going on about what they were actually listening to, they were hearing it more from my point of view.

I was a commercial entity for the first time in my life. It was a change from my commercial entity until something you do is commercial, then suddenly everything you do is commercial. Well I listened to all these people for about a month, then I said wait a minute. I realized what I was doing. So I started writing and sitting up all night working, getting back into it."

Fortunately, Schlitz said, when he went back to writing he was doing it with more confidence and a better idea of what he wanted present in his songs.

"If I feel like you write a song well enough, when people listen to it, they're going to hear whatever they want to hear," he said. "That's good! I try to write a song so that the person who is listening to it will say, 'Hey man, he wrote that about me,' or 'that fits me' — there are things we all go through."

Success has affected Schlitz in many ways, but in many more, he is still the same. He no longer works the graveyard shift at the computer center, he finds getting in to record company doors easier and he bought his first new car. He is also buying his first suit, to wear to the Grammy Awards.

**WILLIAMS ACCEPTS KEY TO CITY — ABC recording artist Don Williams accepted the key to the city of Tulsa, Okla., from Mayor James Inholte at ceremonies held Jan. 16 in City Hall in recognition of Williams' #1 single, 'Tulsa Time,' in Cash Box. Mayor Inholte also proclaimed Feb. 4 'Don Williams Day' in Tulsa, making Williams the first member of the music industry to receive that honor. Pictured (l-r) are: Jim Halsey, president of the Jim Halsey Company; Williams, and Mayor Inholte.**

**Show Biz Adds Publishing Wing**
NASHVILLE — Show Biz, Inc. announced last week the formation of a new publishing house, The Show Biz Music Group, and has named veteran writer/publisher, Ed Penney as general manager.

The publishing group, which will be operated as a separate company, will include two BMI companies — Song Biz and Show Biz Music — and two ASCAP companies, Lucky Penny and Monstar Music.

At a luncheon last week for the press and ASCAP and BMI, Show Biz Inc. president Ray Dunlop said the eventual goal was to "build the publishing business into another Tree. We have been wanting to establish a publishing arm for a long time, and we have finally found a man in Ed Penney who we think can help us achieve our high goals."

**ALLANSON, RODRIGUEZ SIGN — Recording artist Susie Allanson recently signed a production agreement with Elektra Records in Nashville, along with a booking agreement through the performance agency, the Nashville Talent Agency. In addition, Epic Records has announced the signing of Johnny Rodriguez to the label. Pictured above are (l-r) Norm Osborne, E/A national country promotion director, Ken Rolfin, vice president, Lavander Talent Agency, Shorty Lavender, president, Lavander Talent Agency, Ray Ruff, Allanson's producer, Jimmy Bowen, vice president Nashville operations, E/A, and Allanson, John Lentz, Rodriguez, attorney, Joe Casey, CBS promotion director, Nashville: Billy Sherrill, vice president, A&A, CBS, Nashville; Rodriguez, Rick Blackburn, vice president, CBS, marketing, Nashville; and Jim Kent, E/P/A product manager, Nashville.**

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**THE COUNTRY COLUMN**

If January is any example, 1979 is going to be a busy year for Monument recording artist Larry Gatlin. Along with major concert dates in Atlanta, Birmingham and Montgomery, Gatlin's schedule has included a heavy concentration of network television. In January he guested on the Tonight Show, sang the National Anthem at the Cotton Bowl New Year's Day, appeared on both the Entertainer of the Year Awards from Caesar's Palace and the American Music Awards, visited the Dinah! show twice and appeared in the TV movie, 'Hunder-Musik.'

"I'm having the time of my life," Schlitz concluded. "And it's not going to stop because I'm working hard and I love what I do. I can't believe anybody's having a better life than mine."

**THE NAME GAME**
Have you ever gotten the names Earl Conley, Con Hunley and John Conlee confused? You're not alone. To help alleviate the situation, Warner Bros. artist Earl Conley has changed his professional name to Thomas Conley. And to add humor to the situation, ABC's John Conlee is learning Con Hunley's hit "Weekend Friends," and Hunley (Warner Bros.) is learning Conlee's "Rose Colored Glasses," because everyone gets them confused anyway.

**Larry Gatlin**

"I've been called the Bradshaw Bowl" — Freddy Fender, who plays Pancho Villa in the motion picture "She Called The Valley," escorted Villa's 85-year-old widow to the Jan. 11 Brownsville, Tex. premiere. He was also a presenter on the American Music Awards Jan. 12 in Los Angeles and then went to New York to tape an appearance on the Today Show.

"It's a shame to hear how much he's going out all that time," he said, when the series was announced. "You'd think he was never going to be back again."

**Larry Gatlin**

"I'm going to have a woman's name on the whole album," he said, "and it's going to be great."

"He's a very talented person," said [a woman.] "And I think he's going to do a great job."

**Mel McDaniel**

Dotty shared the playbill with fellow RCA artist Charley Pride for five shows beginning Jan. 26 in Midland, Tex. A 15-year-anniversary luncheon was held at Acuff-Rose recently for Roy Acuff, Jr. Acuff, who is national promotion director, has been a recording artist with Hickory Records and is a writer with the publishing company.

**Mickey Newbury**

ABC-Hickory recording artist, is currently in Nashville finishing his new album under the direction of his producer, Ronnie Gant. A March release has been scheduled for the album and a single is to be released by mid-Feb.

**Capitol Recording artist Mel McDaniel** has announced his exclusive representation and management by the Cloud Agency, the second major country music booking management agency in Tulsa, Okla. McDaniel has written songs recorded by Conway Twitty, Hoyt Axton and Commander Cody, and has found success with several of his own recordings.

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Jennifer Bohler
BARBARA MANDRELL (ABC-AB-12451)

If Loving You is Wrong I Don't Want To Be Right (3:04) (East Memphis/Klondike — BMI)
(H. Banks/R. Jackson/C. Hampton)

Barbara Mandrell is transcending musical boundaries with her classy vocals, and this old-R&B tune should help her get airplay on all formats. As usual, Tom Collins' production work is excellent.

TAMMY WYNNETTE (Epic-B-50681)

They Call It Making Love (2:19) (Tree Publishing Co. — BMI) (B. Braddock)

This release from Tammy is recorded in the same flavor as "Womanhood," her previous single, and likewise shows her strong vocal abilities. A sure add at many top stations.

GLEN CAMPBELL (Capitol-P-4692)

I'm Gonna Love You (3:22) (Seventh Son/Royal Oak — ASCAP) (M. Smotherman)

Glen Campbell holds a reputation for recording quality material that does consistently well on both country and pop charts. This bright, uptempo tune should suit Campbell fans and programmers alike.

SINGLES TO WATCH

STAN HITCHCOCK (MCI-MCI-1028)

Finders Keepers, Losers Weepers (3:08) (Johnny Morris Music-BMI/White Bluff Music—ASCAP) (Murry Kellum/Pearlie Mitchell)

RALPH EMERY (Elektra/Asylum-E-4610-A)


WILLIE NELSON (RCA-P-11465)

Sweet Memories (3:09) (Acuff-Rose — BMI) (Mickey Newbury)

BOBBY HOOD (Chute-CK-2004)

Slow Tunes And Promises (3:10) (Acuff-Rose Publishing — BMI) (Jack Wilkerson)

GENE WATSON (Capitol-P-4680)

Farewell Party (4:05) (Western Hills Music, Inc. — BMI) (L. Williams)

DAVID WILLS (United Artists-UA-X1271-Y)

I'm Being Good (3:17) (Ches Music, Inc. — ASCAP/P-I-Gem Music, Inc. — BMI)
(A. Jordan/H. Martin)

KIM CHARLES (MCA-40987)

I Want To Thank You (2:34) (Chappell & Co., Inc. — ASCAP) (Rory Bourke)

THE CATES (Ovation-OV-1123A)

Goin' Down Slow (3:07) (Tree Pub. Co. — BMI) (Bobby Bond)

NEIL YOUNG (Warner/Reprise-RPS-1396)

Four Strong Winds (4:05) (Warner Bros. Inc. — ASCAP) (Ian Tyson)

STEVE FROMHOLZ (Lone Star-2-54960)

She's Everybody's Baby But Mine (3:30) (Prophecy Pub. Inc. — BMI) (Steven Fromholz)

HOOT HESTER (Little Darlin'-LD-7911A)

I Still Love Her Memories (3L10) (Dream City Music — BMI) (Duane Hester)


This package highlights the sophisticated country sounds of Barbara Mandrell. In addition, this "greatest hits" LP shows how Barbara's music has progressed over the years from straight country to a more smooth, R&B feel. Mandrell has developed into a very classy country vocalist, and she is a likely candidate for superstardom. "Woman To Woman," "Standing Room Only" and "Sleeping Single In A Double Bed" are included on this LP.


Through sheer talent and years of club work, Charlie Rich has mastered many styles of music. In this album, Rich trades on that knowledge and has produced a work laced with country, pop, jazz and even Latin influences. Like Elvis Presley and Jerry Lee Lewis, when Rich is given top material, he jumps all over it and produces top work. With songs like "Life Goes On," "I Loved You All The Way" and "The Fool Strikes Again," Rich can do no wrong on this LP.

NATURAL ACT — Kris Kristofferson and Rita Coolidge — A&M SF-4690 — Producer: David Anderle — List: 7.98

Kris and Rita have become something of an institution together, and their many fans will probably rush out and purchase this duet LP. Even though Kristofferson is a limited singer, he and Rita work fine together on this balanced album. A light mixture of pop and country songs, this new package from the two offers a healthy blend of uptempo tunes and ballads.


On top of one of his biggest singles in some time ("Everlasting Lover"), Narvel Felts has come out with what will probably be one of his strongest albums. Armed with a unique voice able to cover a wide range, Felts uses his vibrato to squeeze the most out of the country-and-R&B-flavored material here. "One Run For The Roses," "Everlasting Love" and "Slip Away" highlight this LP.

Jack Clement Recording Studios congratulates the 1978 winners of The Clement Cup.

"Mamas, Don't Let Your Babies Grow Up To Be Cowboys" by Waylon Jennings and Willie Nelson, Artists (No producer listed)

"Love Or Something Like It" by Kenny Rogers, Artist

"The Gambler" by Kenny Rogers, Artist

"Tulsa Time" by Don Williams, Artist & Co-producer

"Rake And Ramblin' Man" by Don Williams, Artist & Co-producer

"Every Time Two Fools Collide" by Kenny Rogers & Donnie West, Artists

for another record-making year

Jack Clement Recording Studios
3102 Belmont Boulevard
Nashville, Tennessee 37212
(615) 383-1982

Cash Box/February 3, 1979

www.americanradiohistory.com
**THE COUNTRY MIKE**

WKDA PRESENTS "THE NASHVILLE STORY" — WKDA/Nashville is presenting through the 1979 year a daily broadcast, hosted by WKDA morning personality Jim De Marco, which focuses on a famous event or personality from Nashville history or a landmark from Nashville or middle-Tennessee. According to WKDA PD Dale Turner, "Our city will be 200 years old on Christmas Day and we felt that Nashvillians would be interested in learning more about our history. During the year, we will also feature a series of programs that will invite famous personalities in Nashville from the worlds of sports, entertainment, and politics to act as weekly guest hosts and hostesses on "The Nashville Story," to describe important historical developments of the city, especially events they might have experienced first-hand.

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**PROGRAM/MUSIC DIRECTOR PROFILE** — Paul Adams, PD/MD for WKDA/WBIR has been in this position for the past three years. Prior to joining KETB, Paul spent 15 years at WJOL/Decatur, Ga. His background includes five years at KJJJ/Phoenix. Paul began his radio career in 1960 at WHK where he spent the last three years as station manager. From there he spent four years in the Air Force. All of Paul’s 19 years have been in country radio.

Bob Britton, owner of WAVV-FM in Vevay, Indiana and Kenny Ogles, president of Derby Town Records had a Jack Reno Day Jan 27. WAVV-FM was the host to the event. Reno's new Derby Town Record is "Vevay, Indiana." The merchants and townspeople of Vevay geared up for an all-day, all-night celebration to honor Reno for recording a single named for their city. WAVV-FM printed Vevay, Indiana T-shirts and invitations that were sent to members of the music and radio industry. Jack Reno received the CMA award for DJ of the Year may rely for Oct 1978. Reno appeared on the Bob Braun Television show to help promote this day named for him.

Blenda Jo Marsden, MD at WMKF/Flint told Country Mike that Eddie Rabbit, T.G. Sheppard, Jim Ed Brown and Helen Cornelius were in concert at the Saginaw Civic Center. Rabbit will be more at home in Michigan. bunny the week of Feb. 4, at The Whiting Auditorium in Flint, will be the Kendalls and Margo Smith.

Allen Jackson has left the PD position at WNRS/Ann Arbor to accept the PD position at WYRI in Lansing. Allen has now assumed the PD duties at WNRs. He accepts his music calls on Wednesdays and Thursday mornings.

**JOCK LINE-UP AT WHK** — The current joke line-up at WHK/Cleveland starts with Gary Dee at the Rock Great 40 hits show. 1-3 p.m, is MD Tony Steven's afternoon show. Imus in the afternoon, a comedy talk show, is from 3-7 p.m. Carolyn Murr does the 7-midnight show.

Johnny John, MD at WSHO/New Orleans reports that he needs better service from Capitol and RCA.

Dugg Collins is looking for two air personalities to go to work for him immediately. Tapes and resumes should be sent to the attention of Dugg Collins. Country 13 P.O Box 7968, Amarillo, Tx. 79109.

WAXX/Eau Claire recently presented the Bill Anderson show at the WAXX Jamboree in the Eau Claire Memorial High School Auditorium. Other performances appearing on the show were: Mary Lou Sander, Po Malik, Dennis Deaton & Deanna & Ramblin' Fever are from Prentice, Wisconsin and have been playing together for ten years.

**WBR GOES FROM AUTOMATION TO LIVE BROADCASTS** — WBR/Knoxville began the first of the year programming Adult-Contemporary music in all day parts. The station's basic library is complete but the current service is poor since they have been automated for the past two years. PD Robert Ogles asks that you send all your current MOR product and add him to your current MOR mailing list. The address is: Robert Ogles. WBR Radio, 1513 Hutchinson Avenue, Knoxville, Tn. 37917.

The United States Army Forces Command has added some new members that have been added to the syndicated "Country Roads" show. These stations include WFFV/Illinois, WBHU/Indiana, WVCC/Pennsylvania and WJSW/Ohio. The "Country Roads" show is presently syndicate programming with a country flavor. For additional information contact PAT, F.OM, CQCA/CL, S.G. GATES, A.F.C.C., Washington, D.C. 20511.

**CORRECTION** — The Country Music Radio promotion material promotional should be sent to Dale Turner, WKDA, 506 Second Ave. S., Nashville, Tn. 37210. (Note the new address for WKDA). This information was to be sent to John B. Turner, WBAP 225 Sixth St., Dallas, Texas 75202. Sent VTR and slides to Bob Houlton, WAXX, P.O. Box 47. Eau Claire. Wl. 54701.

For those in the Music Row area who have yet to register, official registration forms may be picked up at the Cash Box office at 21 Music Circle East, Nashville country Mike

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**Room Shortage**

A representative for the Hyatt Regency said that the hotel is overbooked due to cause of several small conventions, but the Hyatt was holding some space for Dee Jay Week during the week of Oct. 8-13. However, the spokesperson said the hotel may have to be filled if more conventions are booked.

An Opryland Hotel representative said two scheduled conventions will occupy a "good portion" of the hotel's room space during the week of Oct. 11-13. It is possible that many room reservations will be made for Oct. 12-16, and various individual dates throughout the month are still open for large bookings.

In sum, it appears that the two major Nashville hotels are much overbooked and will have to handle the country music convention during the second, rather than the third week of October. Which KELL, will handle the uptown Deejay and Opry Birthday Celebration Week.

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**Computer Service Bows**

**NASHVILLE** — Frank Mull, owner-operator of the independent record promotion firm, has added a new service, CPM Promotions, has announced the formation of Central Tracking, a new record industry computer service.

The computerized system, which tracks records sales from a variety of sources and is available to record labels, publishers, artists and radio stations on a subscription basis.

"The practical application of computer technology to the area of record promotion has been a long time coming," Mull said. "I've finally decided to put the wheels in motion in the past few months," said Mull.

"In a sense, it's a case of what one might consider a de-ceiver," Mull added. "The computer can be an invaluable aid to that end by riding a much broader range than we can. It's a very mechanical routine that goes with the job."

The computer will reduce long distance phone calls, save countless work hours per week in promotion departments and relieve personnel from routine station calls.

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**CHARLEY PRIDE OUT IN RENO** — RCA recording artist Charley Pride recently finished a two-week engagement at Harrah's in Reno, Nev., which was attended by radio station personnel and members of the press. Showed backstage after a performance (left) Carson Schreiber, RCA regional promotional manager, west coast; Dave Rowand of Dave and Sugar, Lz Miller of KHTZ-FM, Los Angeles, Miller's husband, Paul Adams of KETB, and Charley Galante, RCA division vice president, marketing, Nashville.

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**Most Added Country Singles**

1. **WORDS** — SUSIE ALLANSON — ELEKTRA/CURB
2. **NASHVILLE** — Franklin Mill, owner-operator of the independent record promotion firm, has added a new service, CPM Promotions, has announced the formation of Central Tracking, a new record industry computer service.

**Most Active Country Singles**

1. **SEND ME DOWN TO TUCSON/CHARLIE'S ANGEL** — MEL TILLIS — RCA
2. **BRINGIN' IN THE NEW YEAR** — SIMON & GARFUNKEL — A&M
3. **REALLY WANT TO KNOW** — AL HANSON — MCA
4. **IRISH FAREWELL** — JIM REEVES — RCA
5. **NEW YEAR'S EVE** — LUCY RICHARDS — CAPITOL
6. **IF I EVER HEARD A SONG** — DONNA ROSS — MCA
7. **YOU'RE LOOKIN' AT THE WRONG ONE** — DONNA ROSS — MCA
8. **WILDWOOD BOUND** — JIM REEVES — RCA
9. **JENNY DYNEL** — JIM REEVES — RCA
10. **THE ONE THAT GOT AWAY** — HOWARD THORNTON — SAVAGE

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**Cash Box/February 3, 1979**
WHEN DOES HE SLEEP? — Marc Kreiner of MK Dance Productions announced last week that the independent promotion firm will handle disco promotion for MCA Records. The exclusive one-year contract was negotiated with label president Bob Siner, according to Kreiner. MCA, which was expected to name an in-house disco representative to act as liaison between MK and MCA. Billy Smith of London is currently promoting the new Van McCoy release, a project he has been co-ordinating for MCA. In addition to MCA, MK is also representing Peacock Records, according to Kreiner who says the deals were recently concluded. Eight projects are said to be involved. Reportedly, MK has also been signed for exclusive representation of Columbia and Epic. Portrait and Associated labels, in addition to already existing contracts with Atlantic and A&M.

DJ Chuck Watermelon

Capitol, ARMS, International and the RCA product deals with Atlantic, RCA, A&M and Cream. Because of the growing list of major clients, Kreiner says that MK will shortly open a new office in Atlanta and another new office in Miami is contemplated. Six additional people are expected to be hired for the field. With offices already in Boston, L.A. and New York, MK is the largest independent disco promotion company. Services, according to Kreiner, include complete mailout (3,000 pieces with a DJ priority list of 280 and 110 disco-oriented radio stations with the bulk to pools), feedback follow-up and contact with 280 retail accounts. In light of other developments, the Whitefield and CBS deals are interesting. Whitefield, of course, is distributed by Warner Bros., which already distributes a strong disco promotion team under the auspices of Ray Caviano. The CBS deal is also unusual in that the company signing with CBS, Atlantic, president of Hayden’s budding label is expected to work with CBS sales and promotion regarding Hayden projects. MK will be involved in other CBS product, according to Kreiner. MK is also expected to have some involvement with CBS/Remington Records, a disco product. The new distribution label, Montage run by David Chakeller has recruited Hayden & Assoc. for special disco promotion. To top it off, busy Mr. Kreiner, who recently celebrated his 25th birthday, is also a principle in Asia-distributed Ocean Records, which is expected to have several major releases shortly. Is all that clear?

NAMES IN THE NEWS — Sharon White, a noted DJ at Sahara in N.Y.C., will be northeast

(continued on page 44)

THE GLASS FAMILY — Crazy — JDC 1

Taco Boom is no longer with the Glass Family but this record shows no lack of personality, in the 130 BPM, this track has been called a little fast, however the party jamming atmosphere, over-reaching horns and rippling vibes make this a good high-side record for an evening of entertainment. A “Disco Concerto” edit is cut on the flip-side.

MOULIN ROUGE — ABC AA 1120 — LP — List 7.98

Remake albums sometimes appear to be cheap shots. A remake of songs by the Bee Gees and Pointer Sisters can be particularly audacious. However, the rhythm are also merciless. “Just Blue” has a breezy melodic surface but a brooding rhythmic depth: “Save Your Love For Me” at 141 BPM runs on popper power (try slowing it down) but the slow texture of the singing creates a wonderful contrast. This could be a floor favorite. Very progressive. “Secret Dreams” piles up musical lyrics like bed covers. “My Love Is Music” with its funky basis is unusual amongst the rest of the LP. Worth checking out.

COLLECTIONS DISCO HIGHLIGHTS

DJ Chuck Watermelon

WITH A NEW RECORD collection, the Glass family has come to the realization that the record shows no lack of personality. In the 130 BPM, this track has been called a little fast. However, the party jamming atmosphere, over-reaching horns and rippling vibes make this a good high-side record for an evening of entertainment. A “Disco Concerto” edit is cut on the flip-side.

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YOU’VE NEVER BEEN

CHIC
"LE FREAK"
FROM THE ALBUM,
"C’EST CHIC"

PHREEX
"WEEKEND"
FROM THE ALBUM,
"PATRICK ADAMS PRESENTS PHREEX"

CERRONE
"LOOK FOR LOVE"
FROM THE ALBUM
"CERRONE IV: THE GOLDEN TOUCH"

LEIF GARRETT
"I WAS MADE FOR DANCIN"
FROM THE ALBUM
"FEEL THE NEED"

FANTASTIC FOUR
"SEXY LADY"
"B.Y.O.B.

AVAILABLE ON 12"

ON COTILLION RECORDS & TAPES

ON SCOTTI BROS. RECORDS & TAPES

ON WESTBOUND RECORDS & TAPES

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HIT SO HARD.

GEORGE BUSSEY EXPERIENCE
"DISCO EXTRAVAGANZA PHASE 1" 1979

JOY FLEMING
"THE FINAL THING" 1978

HERBIE MANN
"SUPER MANN" 1979
CONTAINS THE SINGLE
"SUPER MANN" 4541

"MIDNIGHT RHYTHM" 1979
CONTAINS THE SINGLE
"WORKIN' & SLAVIN'" 4540

TASHA THOMAS
"AWAKENING" 1982
"SHOOT ME (WITH YOUR LOVE)" 4542
I DON'T WANT NOBODY ELSE
(TO DANCE WITH YOU)" 4541

NARADA MICHAEL WALDEN

WONDER BAND
"STAIRWAY TO LOVE" 1977

SISTER SLEDGE
"WE ARE FAMILY" 1981
"HE'S THE GREATEST DANCER" 4543

ON ATCO RECORDS & TAPES
ON COILLION RECORDS & TAPES

THE HARDEST HITTING DISCO FROM ATLANTIC RECORDS AND CUSTOM LABELS.
ATLANTIC’S EMPHASIS ON DISCO EXEMPLIFIES INDUSTRY TENDENCY

(continued from page 8)

and R&B will continue to represent the greatest portion of record company’s business,” he foresaw “an increased emphasis in the signing of new disco artists. Our position will be that Artists & Repertoire coordinator for Atlantic, “disco albums this year when we did it in 1978, and I think we’ve already proved that in the first release was the release about 12 disco albums last year.”

**Tramps Were Pioneers**

Historically, the involvement of disco began in 1974 when the company released the 12-inch single, “Mellow Blow” by Barrabas. “At the time, our program evolved around artists like Kenny Loggins and the Tramps;” said Eddie Holland, vice president and director of split major projects from the Tramps were the first indication of our success with disco. We sold 150,000 copies of their album in one week,” New York, Baltimore, and sold in places like Detroit we were lucky to sell 3,000 copies. Programmers would not tell us like things like “The music’s not for us, it’s not what the people want to hear. But little by little, disco’s popularity evolved from disco stations to the point where the whole industry began to realize it was no longer a fad.”

**Royal Mystic**

Atlantic’s associate national disco promotion director, pinpointed the popularity of “Saturday Night Fever” as a landmark in disco’s social acceptance. “The movie took disco to the midwest;” she said, “making it mass appeal, where any John Doe realized that it was cool to go out to disco and dance.”

Glew elaborated that “the dance floor remains the most critical RPM to determine what you’ve got. If it packs the floor, you know you’ve got something. If it packs the floor, you know you’ve got something.”

According to Glew, the label will direct its P&B and disco stations in the major markets “because the campaign has to be to where the music is being programmed.”

**Critical Barometer**

“...but,” said Nancy, “the dance floor remains the most critical RPM to determine what you’ve got. If it packs the floor, you know you’ve got something. If it packs the floor, you know you’ve got something.”

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**Initial Resistance**

“Initially,” said Issy Sanchez, national disco director, “everyone was met with resistance from programmers who wanted to be the first ones to introduce it to the listeners. But when the music exploded in the disco, they were forced to play it.”

To promote its January release, teams of Atlantic’s R&B and Atlantic’s disco promotion directors and managers in New York, Boston, Philadelphia, Detroit, Chicago, St. Louis, San Francisco, Los Angeles and Dallas and Los Angeles. Key radio, press, retail and disco pool personnel were also involved. The campaign was supported by a heavy radio time buys and extensive print ads, as well as a variety of merchandising materials incorporating the theme of “You’ve Never Been Hit So Hard.”

The campaign’s direct response campaign, a new LP “I Must Be the One” by Issy Sanchez and reach “I Must Be the One” by Issy Sanchez and reach.

**New Products**

Disco representative for Molloen, as of Feb. 1, Sharon, who has already cut back her days to part-time, will continue to work at the office, as well as meet with the “celebrity”oot ch girl check at the new N.Y.C. club, Hell, also spins at Sahara. Reportedly, this will be the case, too. “The movie took disco to the midwest,” she invitated.

**Regional Promotion**

A retail and Omnam, regional promotion director for Atlantic, will go to Sterling Sound in New York, was struck by a car recently. He is expected to recover. Get well wishes can be sent care of Believe Hospital, New York, N.Y. 10016. John is in Win 15. The office phone is 268-8151. The office is at 268-8151.

**Chicago, Illinois**

Chuck Weismuller, who spins at Ken Corbett’s Some Other Place in Arlington Heights outside of Chicago, is featured in this week’s spotlight. Chuck reports from the hotel he is booking in Chicago these days. Club activity has suffered because of it. Chuck has been in the O.P. for 16 years now. He runs the small rock joints in Chicago to switch to disco. In addition to spinning, Weismuller is designing a new sound system for a new restaurant/disco planned by Corbett. The Seven Days You Dance also is coming in that package. "Stay With Me Hot Love" by Charly "Witch Queen" is a talked about RCA album, co-produced by Gino Soccio, coming in the third week of February.

**DISCO BREAKS**

(continued from page 4)

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| **TOP 75 ALBUMS** |
|------------------|-----------|------------------|------------------|
| **#** | **TITLE** | **ARTIST** | **LABEL** |
| 38 | **FOOLED ME** | **TOMMY HOLDEN** | **[RCA AFL-1-3089]** |
| 39 | **ADVENTURES OF CAPTAIN SKY** | **CAPTAIN SKY (AY-6042)** | **RCA** |
| 40 | **SPARK OF LOVE** | **LENNY WILLIAMSON** | **[ABC AD-1073]** |
| 41 | **TOUCHDOWN** | **DONNY McCASLIN** | **[Columbia CS-3594]** |
| 42 | **CHANSON** | **[Aréu SW 50239]** | **43 24** |
| 43 | **TALK TO MY MOTHER** | **DINO VANNELLI** | **[A&M SP-4723]** |
| 44 | **COME AND GET IT** | **RICK JAMES** | **[Motown G-7989]** |
| 45 | **SIX ALL FLY HOME** | **ALEX LIPPS** | **[CBS 3229]** |
| 46 | **TRUE N' TIME** | **[MCA SP-4709]** | **50 7** |
| 47 | **BONNIE POINTNER** | **[Sun N-6009]** | **48 7** |
| 48 | **BELLS & JAMIE** | **[Island ILPS 9554]** | **60 2** |
| 49 | **PATRICE** | **ELEKTRA WEISSE** | **[BC-1561]** |
| 50 | **FLY AWAY** | **VANGELIS** | **[CBS 3271]** |
| 51 | **DANCE WITH A STAR** | **WILFORD FELDNER** | **[ARC AD-1149]** |
| 52 | **BUSTIN' OUT OF L' SEVEN** | **RICK JAMES** | **[Motown G-7949]** |
| 53 | **LITTLE BOMBS** | **DEE DEE FLETCHER** | **[J Records]** |
| 54 | **SOMEBODY IN MY LIFETIME** | **THE SOUL SEARCHERS** | **[Source/MCA SP-48]** |
| 55 | **SHIPWRECKED** | **[Island ILPS 9555]** | **63 2** |
| 56 | **NIGHTER CARRION** | **[Motown G-7945]** | **59 4** |
| 57 | **WHEREVER I GO** | **[A&M SP-4725]** | **45 7** |
| 58 | **SHOT OF LOVE** | **BETTY WRIGHT** | **[Motown G-9221]** |
| 59 | **ONE NATION UNDER A GROOVE** | **[EMI]** | **31 9** |
| 60 | **JOURNEY TO ADDIS** | **[CBS 3279]** | **29 19** |
| 61 | **ENERGY** | **[Polydor PD-1-7172]** | **15 11** |
| 62 | **FIREWALL** | **[Island ILPS 9550]** | **23 11** |
| 63 | **SCREAM CONSTRUCTION** | **[Motown G-7953]** | **54 3** |
| 64 | **MIND MAGIC** | **DAVID OLIVER** | **[Motown G-7941]** |
| 65 | **T-CONNECTION** | **[Island ILPS 9551]** | **68 3** |
| 66 | **DISCO GARDENS** | **[Motown G-7952]** | **65 13** |
| 67 | **TOGETHERNESS** | **[Island ILPS 9552]** | **57 13** |
| 68 | **HEATLIGHTS** | **[Island ILPS 9553]** | **52 15** |
| 69 | **RAINBOW VISIONS** | **[Motown G-7954]** | **70 3** |
| 70 | **NIGHT GROOVES** | **[Motown G-7955]** | **69 2** |
| 71 | **FUNK OR WALK** | **[Motown G-7956]** | **62 16** |
| 72 | **BEST OF NORMAN CONNORS** | **[Motown G-7957]** | **60 18** |
| 73 | **DON'T STOP THE MUSIC** | **[Motown G-7958]** | **64 7** |
| 74 | **LIFE IS A SONG** | **TEDDY PENDERGRASS** | **[Motown G-7959]** |
| 75 | **NEW WORLDS** | **MARGARET (AB 4199)** | **73 2** |
| 76 | **BLAME** | **ALLAN JOHNSON** | **[A&M SP-4714]** |
| 77 | **THE WIZ** | **[MCA 2-14003]** | **72 18** |

**PLEASURE & FANTASY** — The soul-jazz band PLEASURE recently re-signed a long-term recording contract with Fantasy Records. Seated are (l-r): David Leiken, co-owner and producer, Ralph Kaftel, president of Fantasy Records, Marion "The Magician" McClain, Pleasure's leader; Phil Kaftel, engineer and co-producer of the group's upcoming album. Standing are (l-r): Michael Horn, of Pleasure's publicity division: Donald Hepburn, Sherman Davis, Anthony Collins, Pleasure musicians. Dennis Gasnier, fantasy graphic artist. Dennis Springer, Nathaniel Phillips, Douglas Lewis, Bruce Carter, Bruce Smith, Pleasure musicians; Bob Usery and Nat Freedland of Fantasy and Chad Debnam Pleasure's co-manager.

**Black Music Assn.**

**Makes Educ. Movie**

NEW YORK — The Black Music Association is currently producing a 30-minute film entitled "Black the American Art" to help the cause through its motion picture and television production arm. The film will premiere at the organization's first conferences in Philadelphia. June 8-11. The film will trace the career of black music in the 70's and will feature appearances by prominent black artists. Learning Corporation of America, a leading producer of educational films, will distribute the film to institutions and schools. After learning beginning September 1979.

**THE RHYTHM SECTION**

**RUMOR HAS IT** — Eddie Pugh was spotted in Miami talking production deals with TK Records. Stylistic Peakes will sign with TK in the fall. RCA (A&M) is droppign its distribution of Dr. Rock Productions, though the label is still negotiating to retain Stargard and Jeffrey. Reportedly Polygram and RCA have expressed interest in the production firm. An informed source says, Sonny Taylor may be coming out to the west coast next week to still the last slot in his promotion line at Polydor.

**HALE MAKES ADDITIONS IN MUSIC DIRECTION** — Though there won't be any major changes in Capitol Records' approach to marketing black oriented music as a result of the appointment of Dr. Cecil Hall as president, AFL-Soul music division, the music direction will change somewhat. This assessment was offered last week by Dr. Hall, who noted, "I feel that the black artists at Capitol is fantastic. We have several super class acts, and we will continue in that direction.

In the area of talent acquisition, Hall said he will focus on jazz-fusion and disco acts. Another priority, according to Hal, will be to name a national promotion person for the division. "The fine tuning of the marketing structure will include acquiring a good promotion head, of which we are very close to at this point," he said.

"We will probably be the name, 'soul music division,' to be more in keeping with our total music thrust."

**TOSH ON TOUR** — Peter Tosh is starting a 31-city tour of the states in Davis, California. This will be his first U.S. tour since he opened for the Rolling Stones last year. Tosh has been spending most of his time touring Europe, where he has garnered a very big following: the U.S. tour was initiated following the recent upsurge of interest in his album "Bush Doctor."

**CORRECTION** — Last week's column had the Brothers Johnson on ABC Records when, it should have read. Quincy Jones will be producing the Brothers Johnson's upcoming LP on A&M Records, and the new Rufus and Chaka Khan album on ABC Records around May or June.

**DASH-IN SOON** — SARA DASH has just finished getting her band together to start rehearsing for her upcoming tour which will commence at the end of March. She will be touring with a major act that has not yet been disclosed.

**FROM ALASKA TO BROADWAY** — Alaskan-born Tasha Thomas has a single on Atlantic Records called "Sho Me With Your Love," which is doing very well on national trade charts. Thomas was recently signed to Atlantic Records, from a Long Island company called Orbit Records, when her song started getting some regional attention. Thomas got her biggest break as a singer/performer when she was cast in the role of Auntie Em in the play, "The Wiz." Since that time she has enjoyed a lucrative career as a background singer and doing vocals for several television commercials. Thomas has performed with many top artists including Stevie Wonder, Carly Simon, Donna Ross and Johnny Winter.

**COOKING WITH DOZIER** — Leonid Dozier, whose recipes are becoming as famous as his songs, will include 12 of his favorite recipes in a souvenir book that will be sold to show attendees at his first national tour.

cookie amerson
ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)
SOMETHING IN MY LIFE — PHILLY HYMAN — ARISTA

1. SOMETHING IN MY LIFE — PHILLY HYMAN — ARISTA
   - WYBC, WATV, KSD, KTTT, KACE, WVR, WWL, WADO, WWV.
   - 2. BUSTIN' LOOSE — CHUCK BROWN & THE SOUL SEARCHERS — SOURCE
     - KPHS, WIL, WATV, WOL, WSOK, WAWA, WADO.
   - 3. SHOT OUT OF THE BLUE — GORDY
     - WYBC, WEDM, WOL, KYK, KD, KACE.

SELECTED ALBUM CUTS

SOMETHING IN MY LIFE — PHILLY HYMAN — ARISTA

The Answer Is You. Kiss You All Over. So Strange

BUSTIN' OUT OF L. SEVEN — RICK JAMES — GORDY

Who's Sistah? — GROUP — POLYDOR

HIGHLIGHTS

SHOT OF LOVE — LAKESIDE — SOLAR

Hold On Tight. *Shot Of Love

2 HOT — PEACHES & HERB — POLYDOR

Reunited. We've Got Love

AMANT — AMANT — MARLIN

If There's Love

BLACK CONTEMPORARY

BLACK RADIO HIGHLIGHTS

Most Added Singles

1. HE'S THE GREATEST DANCER — SISTER SLEDGE — COTILLION
   - WAT, WMJ, KKDJ, WVLY, WURL, WCL, WBX, WUP, WED, WGR, WOJ, WCD, WTVQ, WCO, WGW.

2. KEEP IT TOGETHER — RUFUS — ABC
   - OAK, WJMO, WNY, WEEL, WXYL, WMR, WFW, KYQ, WXV, WVQ.

3. FIGHTING MY FEELING — JIMMY RUFFIN — COLUMBIA
   - KMUD, WYVF, WMBQ, WTLC, WCL, WYF, WFXD, WGAQ, WFGO.

4. BANGIN' DOWN — DONNA SUMMER — CASABLANCA
   - KDAY, WJMO, WCR, WRJL, WCO, WYLV, WGO, WYQX.

5. THEY CALL ME BUSTER — GORDY
   - WJMO, OK, WSOX, WJMR, KPWS, WKLX, WLTH, WAXL.

6. TALK TO MEN — RUFUS & STEVIE WONDER — MOTOWN
   - WYKQ, WJMO, WMY, WQ, WYLV, WGO, WYQX.

7. I'M SO MAD ABOUT YOU — ALTON MCCLAIN & DESTINY — POLYDOR
   - KDAY, WSOK, WWN, WWWD, WGO, WYQX.

8. I AIN'T THINK I'M SEXY — RICK JAMES — WARNER BROS.
   - WJPC, KKDS, KPRS, WTLC, WYL, WYQX.

Most Added Albums

1. SOMETHING IN MY LIFE — PHILLY HYMAN — ARISTA

2. BUSTIN' LOOSE — CHUCK BROWN & THE SOUL SEARCHERS — SOURCE

3. SHOT OUT OF THE BLUE — GORDY

4. SHOT OF LOVE — LAKESIDE — SOLAR

Cash Box/Feb 3, 1979

www.americanradiohistory.com
Mistral In Case Of Westchester Theatre

NEW YORK — A mistral has been declared in the fraud and racketeering trial of seven men accused of skimming money from the Westchester Premier Theatre and cheating creditors after it went into bankruptcy proceedings two years ago.

After seven days of deliberations, the jury of three men and nine women were ex- 

cluded by Judge Robert W. Sweet, who ten- 

sively ordered a mistral earlier this week, is to be held in a new trial.

The trial had lasted three months in Federal District Court in Manhattan and involved about 50 witnesses, dozens of tape-recorded conversations, and more than 9,000 pages of transcript.

The main defendants, Gregory J. DeRaima, Elliot H. Weissman, and Richard Fusco, all of Scarsdale, N.Y., had been named in a racketeering charge carrying up to 20 years in prison. The defendants have spun fraud charges that carried terms of up to five years were Louis Pacella, Leonard Borowitz, Lawrence L. Goodman and Salvador J. Cannatella.

Cream To Release Diamond, Johnson LPs

LOS ANGELES — Legs Diamond and Syl 

Greenberg, two Cream Records record- 

ing artists, will release their new albums this month.

Legs Diamond is releasing a new album of rock, Ochs & Stain, with Sam 

Levy.

Jerry Ochs and Ira Tucker were in the 

cash register at the Palomino Club in Los Angeles, where they have been perform- 

"Fire Power." "Uptown Shakedown" is the title of Syl Johnson's new release.

PHOTOGRAPHS OF CRIMINALS

PIANO CO. — Gene Simmons of Kiss met with Pinocchio recently at a 

Disney-Kiss party held at فوق’s in Los Angeles honoring the re-release of the 

movie "Pinocchio" and Simmons’ recording of the song “When You Wish Upon A Star” from the film.

Phonogram Posts Record Sales

For Fiscal 1978

NEW YORK — Phonogram, Inc./Mercury Records achieved the most successful year in the company’s history in 1978, according to Primer H. Steinberg, president of the firm.

Steinberg declined to reveal specific figures, but stated that Phonogram/Mercury total sales volume rose 34%, over the 1977 figure. In addition, Steinberg noted that the company enjoyed two consecutive record months in October and November.

Phonogram/Mercury recording artists The Beach Boys, Con Funk Shun, and the Statler Brothers all received gold albums in 1978, and the Statler Brothers received their first platinum album.

The company recently signed young ac- 

quired Phonogram artists Frank Zappa, Wireless, Whetface, The Fair Band, Road- 

master and Horisips on DJM as acts ex- 

pected to contribute significantly to the company in 1979.

Schubert for first quarter release by Phonogram/Mercury and its distributed labels are new albums by Con Funk Shun, the Statler Brothers, Bohannon, BTO, the Osmonds, and Larry Gatlin.

ECM Into New Offices

NEW YORK — The U.S. headquarters of ECM Records has moved into new offices.

The new address is 509 Madison Avenue, Suite 512, New York, N.Y. 10022. The telephone number is (212) 888-1122.

POINTS WEST

(continued from page 16)

Phonogram Posts Record Sales

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Chrysalis are adamant in stating that they have no intention of deserting their indie distri- 

bution. Label president Terry Ellis issued a statement while at MIDEM saying they had been approached by no one and that Chrysalis would stay an independently- 

distributed label. It looks like Larry King of Atlantic will move to MCA to handle Stan 

Bly's former duties as head of promotion.

Bally's has been announced as a regional vice president in the southeast for CBS.

Ray Campi & His Rockabilly 

Rebels have been confirmed to open for Elvis Costello when he plays at the North 

Wolfdale's Palace club Feb. 16. Carl Perkins will open for Costello on the remain- 

der of the tour.

Bruce Springsteen can now chalk up his third top 10 single written for another artist, with the Richard Perry-produced Pointer Sisters recording of his "Fire." When he introduced the song in London he was also do- 

ing a show with his new band.

William Nelson and Tari 

Tucker showed up at the Palomino debut of Lone Star group Cooder Brown for some 

impromptu vocalizing. Randi and David Levy (director of promo at Alexander St. 

Records) became the parents of a baby girl Jan. 20. Danielle Hansen Levy was born at 

Valley Presbyterian Hospital weighing 6 lbs. 12 oz.

Michael Ochs and Lester Bangs are jointly working on an illustrated, anecdotal history of rock 'n' roll entitled "Whole Lot of Rock 'n' Roll, Vol. 1." It is aimed at being "entertaining without too much intellectualization about rock." Ochs says. It should be ready around 

May. Jethro Tull reportedly is planning to do a small club tour beginning April 1 (and our source insists it's no joke).

randy lewis
PARLIAMENT MEETS PARLIAMENT — Casablanca recording group Parliament recently vowelized this part of its London and met with Victor Goodhew, a member of the Parliament who sponsored the group’s visit. Picture (l-r) are: Cecil Holmes, president of Chocolate City Records; Goodhew, George Clinton of the group Parliament; Graham Betts, Casablanca’s London press officer; and Mel Baister, Leber-Krebs Management international representative.

CRTC Chief Camu Supports CanCon Law, Discusses FM

by Kirk LaPointe

(In the first of a two-part series, Cash Box discusses the direction of Canadian radio with the chairman of the Canadian Radio-Television and Telecommunications Commission (CRTC), Pierre Camu.)

This first installment deals with the function and operation of the 30 percent Canadian content legislation for AM radio, and the direction of FM radio in Canada. Next week, Camu will discuss the Canadian star system and the future of broadcasting in Canada.

How have the CanCon regulations affected the recording industry in Canada? Also, why have the regulations continued in spite of adverse reaction from the broadcast community?

Of course, the CRTC has no preoccupation with the record industry, or with how many records they sell in their shops across the country. Our preoccupation is the sound on the radio, and starting from there, we felt right from the start that it was indispensable to give a chance to Canadian producers and Canadian artists, and at the same time, introduce something different from American stations. So we came in and started right off with 30 percent Canadian content on AM radio. And our definition (of a Canadian artist) is flexible enough. As long as it’s a Canadian artist or a Canadian artist, or a Canadian text or production, it qualifies as being Canadian, and that is the reason why in the future, you will see a lot of Canadian music, and if it’s done over a number of years, what is the result?

Pierre Camu: It is a positive one, because out of it you have many Canadian artists who would have remained unknown. There would have been Canadian artists that would never graduate, never have a chance to be known. Some of them, because of the regulations, have become internationally known, and have succeeded.

Some radio stations have argued that the rules put them at a competitive disadvantage. What do you say to that?

Pierre Camu: Some radio stations have argued that the regulations provide a single focal point for the design and implementation of all marketing plans in Canada, rather than have the responsibility diffused over two parties.

Commenting on Nagy’s appointment specifically, Martinez noted that “we have had some success in picking up product just for Canada, and we wanted to give visibility to that responsibility in the organization.” Nagy added, “I have been in this area while he was manager of operations.”

Interface Imminent

There is no official arrangement between RCA and A&M Records in Canada, where A&M distributes its own product. But, Martinez pointed out, the recent A&M distribution deal with RCA in the U.S. will necessitate some degree of cooperation between the two companies in Canada.

“Ultimately, with the impact that the U.S. market has on the Canadian market, there will have to be some kind of interface,” remarked the RCA executive. “We will not have any responsibilities in that area, but I think it is natural that certain marketing efforts will be shared.”

Martinez added that RCA Canada will begin distributing 20th Century Records product this week, and that Roadshow and Rocicot product is also distributed in Canada by RCA.

Aggressive Stance

In making Ford’s appointment, Edward Preston, vice president and general manager of RCA Records in Canada, commented: “This appointment strengthens the structure of the company’s marketing activities at a time when RCA Records is poised to take on new distribution advantage with their American radio counterparts, particularly those who set up business in a border town, like Windsor, Ontario.

Sorry, that’s an argument I don’t buy. Because they want to compete with the others, and therefore they consider Windsor and Detroit as one market. So why would they

NEW YORK — A number of executive changes at RCA Canada signal a reorganization of the company, including a switch from a regional to a centralized marketing structure.

John Ford, who was most recently manager of operations, western region, for RCA Canada, has been appointed director of marketing. Andy Nagy, who was manager of operations, central and eastern regions, has been named director of creative affairs and international for RCA Canada.

Other key appointments include those of Ken Gilles as director of operations services; Bonnie McKeen as manager of industrial relations; David Long as director of finance; Jack Feeney as president of Sunbury/Dunbar Music Canada, and Marghi Cocks as administrator of press & publicity.

According to Arthur Martinez, division vice president, international, for RCA Records, the new appointments of Ford and Nagy marks the result of a decision to centralize the company’s Canadian operation.

‘In the past we had an eastern regional director and a western regional director,” he said, “and we felt it was important to provide a single focal point for the design and implementation of all marketing plans in Canada, rather than having the responsibility diffused over two parties.”

Commenting on Nagy’s appointment specifically, Martinez noted that “we have had some success in picking up product just for Canada, and we wanted to give visibility to that responsibility in the organization.” Nagy added, “I have been in this area while he was manager of operations.”

INTERFACE IMMINENT

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RCA Canada Reorganized; Could Interface With A&M

by Ken Terry

Argentina

TOP TEN 45s
1. ‘You’re The One’ — J. Travolta/O. Newton-John — RSO
2. Por Ti — Sergio Denis — Philips
3. Hay Que Venir Al Sur — Rafaela Carrá — CBS
4. Rasputin — Boney M — RCA
5. A Toi — Joe Dassin — CBS
6. Sangre De Vino — Carlos Torres Vila — Micromon
7. Te Entran Los Boleros — Martín Boza — EMI
8. Balada Para Adelina — Richard Clayderman — Tonodisc
9. Se Quiere — Daniel Maggi — CBS
10. Carrera De Bicicletas — Queen — EMI

TOP TEN LPs
1. Emociones — Julio Iglesias — CBS
2. Los Exitos Del Amor — Selection — Micromon
3. En Castellano — Rafaela Carrá — EPC
4. Pyramide — Alan Parsons Project — Arista/EMI
5. Saturday Night Fever — Bee Gees/RSO
6. El Continuado — Cuarto Imperial — CBS
7. Música Con Todo — Selection — RCA
8. Recital — Los Wachos — EMI
9. Festival De Exitos 79 — Selection — CBS

Canada

TOP TEN 45s
1. Le Freak — Chic — WEA
2. Y.M.C.A. — Village People — Casablanca
3. You Don’t Bring Me Flowers — B. Streisand/N. Diamond — CBS
4. Too Much Heaven — Bee Gees — RSO
5. Shining Times — Dr. Hook — CBS
6. My Life — Billy Joel — CBS
7. I Love The Nightlife — Alva Bridges — Polydor
8. (Our Love) Don’t Throw It All Away — Andy Gibb — RSO
9. Max Arthur Park — Donna Summer — Casablanca
10. Hold The Line — Toto — CBS

TOP TEN LPs
1. 52nd Street — Billy Joel — CBS
2. Grease — Various Artists — RSO
3. Greatest Hits Vol. 2 — Barbra Streisand — Columbia
4. Wild & Crazy Guy — Steve Martin — Warner Bros
5. The Stranger — Billy Joel — CBS
6. Bat Out Of Hell — Meat Loaf — Cleveland INT/Epic
7. Blondes Have More Fun — Rod Stewart — WE
8. You Don’t Bring Me Flowers — Neil Diamond — CBS
9. Don’t Look Back — Boston — Epic
10. Cuisinart — Village People — Casablanca

INTERNATIONAL BESTSELLERS

Great Britain

TOP TEN 45s
1. YMCA — Village People — Mercury
2. Hit Me With Your Rhythm Stick — J. Dury & The Blockheads — Virgin
3. Lay Your Love On Me — Rod Stewart — CBS
4. September — Bee Gees — EMI
5. A Little More Love — Olivia Newton-John — EMI
6. Hello This Is Joe Jackson — The Spring
7. Le Freak — Chic — Atlantic
8. Song For Guy — Elton John — Rocket
10. Can’t Stand It — Driver 67 — Polydor

TOP TEN LPs
1. Don’t Walk — Bagpipe — Various Artists — EMI
2. Armed Forces — Elvis Costello & The Attractions — Nick Lowe
4. Shadow Dancing — Andy Gibb — Virgin
5. Nightflight To Venus — Boney M — Atlantic/Hansa
6. Wings’ Greatest — Parlophone
7. Grease — Original Soundtrack — RSO
8. A Single Man — Elton John — Rocket
9. Parallel Lines — Blondie — Chrysalis
10. Blondes Have More Fun — Rod Stewart — RCA

Cash Box | February 3, 1979
MCA, CBS Sign Licensing Agreement For U.K. Distribution, Manufacture

LONDON — MCA Records-U.K. has signed a licensing agreement with CBS-U.K. for distribution and manufacturing of its MCA and Infinity Records product. MCA's current licensing agreement with EMI expires July 1, so from that date on all new MCA product and the MCA catalog will be available through CBS.


Commenting on the new operation, which will entail expansion in all areas of the company, Roy Featherstone, managing director of MCA-U.K., said: "We have enjoyed a very friendly and successful relationship with EMI over the past two years and are naturally sorry to end our association. But since 1976, when we became responsible for our own marketing and promotion, our turnover has increased by 150% and with the addition of Infinity Records we feel the time is now right to develop an independent company. We have a high regard for Maurice Oberstein and his team, and the excellent facilities offered by CBS will provide a strong base for our future objectives."

RCA To Handle Salsoul Abroad

NEW YORK — RCA Records International has signed an agreement with Salsoul Records Corp., whereby RCA will manufacture and distribute Salsoul recordings in Germany, Austria, Switzerland, the Benelux countries, Scandinavia, Spain and Portugal.

The agreement includes RCA distribution of the Gold Mind and Tom 'N' Jerry labels.

Salsoul recordings are already in demand overseas for First Choice's "Hold Your Horses," Charo's "Ole, Ole," Instant Funk's "I Got My Mind Made Up," the Salsoul Orchestra and Gaz, according to the company.

The international agreement with Salsoul follows a previous pact signed last June for exclusive RCA distribution of Salsoul product in the U.S. and Canada.

'Positive Attitude'

Commenting on the impact of domestic distribution deals on RCA's worldwide operation, Arthur Martinez, division vice president, international, for RCA, said that he has noticed a very "positive attitude" among the international affiliates of the company. "While there are no immediate benefits to many of them in terms of product flow," he noted, "it tells them something about how exciting RCA has become, and the fact that we're increasing our stature in the industry. In certain of these agreements, they know we're in there looking for foreign rights as well."

INTERNATIONAL DATELINE

England

LONDON — Despite the exodus from London this week of much of the U.K. music industry to Midem, two major events took place with large turnouts. United Artists held an elegant party to celebrate Shirley Bassey's 25 years in show biz. At London's newest trendy nite-spot Regine's. Flocks of guest stars and artists from the film, theatre and music industries were in attendance, paying homage to Bassey. Among those present were Brit Ekland, Susan George, Malcolm Roberts, Erik Morcambe, Ernie Wise, Ahmet Ertegun, Wayne Sleep and Judy Lightband, among others.

An U.K. tour is set for the Jacksons next month, which will undertake an 11-city circuit. Also, the first U.K. tour in two years for Uriah Heep is scheduled in March. To coincide with the current tour by U.K. Chris YFP's Records is mounting an extensive marketing campaign around the release of new U.F.O. double live album "Strangers In The Night." Capitol artist Moon Martin will be heading back to U.K. in February for a five-date concert tour. And following their recent signing to Capitol, ex-Byrds members Roger McGuinn, Gene Clark and Chris Hillman are planning a U.K. visit for three nights at London's Venue Club on Feb. 15, 16 and 17.

France

PARIS — After her first concerts in Europe, last April, Joan Armatrading will be touring again this coming spring in 22 European cities including Paris, Amsterdam, Berlin, Vienna and Stockholm ending with a British concert in London. She will also be at London's Wembly Stadium Armatrading's fourth album is "To The Limit." It has been rated by European critics as one of the top albums of the year.

The Kings of Hearts are back in a big way at the top of the French charts with their latest single on Capitol which should bring on heavy sales furthered by an impressive promotion campaign including TV appearances. Maxime Schmitt, manager of the Capitol label, in France, said that the return of the group on the charts in France might be followed by international success since all Capitol licences of the world are very excited about the group's last album. Also on Schmitt's credits is the success of Kraftwerk, whose last album "The Machine" is now gold, as are the first two

Japan Duo Pink Lady Boosts Chart Success

TOKYO — Victor recording group Pink Lady, Japan's top selling recording duo, continued its Japanese chart success with its latest single, "Chameleon Army," which has been number one for the past five weeks. "Chameleon Army," is Pink Lady's 10th single to sell more than a million copies. The group's last single, "Invisible Man," sold more than 1.5 million units.

INTERNATIONAL

INFINITY LAUNCHES EUROPEAN OPERATIONS — Nearly 1,000 international record industry figures and guests recently attended a reception at the Regent Hall at the London Zoo, as Infinity Records formally launched its European operations with dinner and a disco party hosted by Infinity president Ron Alexenburg. The reception came on the heels of the announcement that the MCA labels in the U.K. will become independent with CBS-U.K. providing distribution and manufacturing services when MCA's current agreement with EMI expires. Pictured (l-r) in the top row are: Gary Davison, Infinity U.K. label coordinator; Alexenburg; Maurice Oberstein, CBS-U.K. chairman; Mrs. Edna Albert, George Albert, president and publisher of Cash Box; Mr. and Mrs. Alexenburg. In the bottom row (l-r) are: Al Bergamo, president of MCA Distributing Corp.; Mrs. Bergamo; Bette Hisger, executive assistant to the president; Mr. and Mrs. Alexenburg; Bud O'Shea, Infinity vice president and general manager; Mrs. O'Shea, Alexenburg and Roy Featherstone, managing director, MCA-U.K. Also attending the elaborate reception were artists Dobie Gray and Enrol Brown.
ARGENTINA

BUENOS AIRES — The decreasing record sales and radio airplay of homegrown Argentine artists has led to a managed concern among Argentine record industry figures, according to reports received by Cash Box. Some of the labels affected are in acquiring records for play on locally-produced records is the main reason for the problem, but a lack of strong local talent and the high costs of recording are also mentioned.

Recently, Argentinian radio programmers prefer to play mostly foreign records rather than domestic works. There is an Argentinian law which is supposed to insure that radio stations play 75% domestic music in their formats, but this law is seldom abided by. Few stations pay attention to the law, and the government has made little effort to enforce it.

A massive musician’s strike held years ago in Argentina is also frequently blamed. It is said that many artists have never recovered from the 1972-1975 period in which they were unable to record. Musician costs have soared since then, and only two or three big bands are able to enter the charts with a solo LP. Labels are usually compiling albums with the best tracks they can gather, but this helps very little to develop careers.

Guillermo Glucksman has been appointed sales manager at RCA. As previously reported, Jorge Schultz is the general manager, Manuel Silva is the marketing manager and Carlos Illiana is the producer. Steve Silva and Illiana record to Horacio Bulnes.

Capitol has released its first album by modern tango singer Fillipelli, one of the stars of the local tango LP. Division headed by Roberto Ruiz. There is also a new album by Carole King, and an LP by Natalie Cole recorded live.

The recent concert offered by Sandra at the Opera Theatre has renewed the interest of record buyers and music fans in CBS. Reported increased sales of its recordings, and mainly on its latest LP phonogram’s Nazareno’s anarcho-punky rock, which is on the charts across most of the major cities of the interior. The label reports also strong sales on the recent Sergio Denis album, which was also released on release of his version of the “A Ti” European hit.

Marlo Kaminsky reports that “Los Exitos del Amor” (The Hits of Love) is escalating from being a successful album series to a hit movie—the shooting of the film has finished, withMicrofot artists Cachio Castana, Alberto Cortez, Tomretoma and others in the cast.

Brazil

INTERNATIONAL BESTSELLERS

TOP TEN 45s
1. Thelma De Voe — Elizangela — RCA
2. Get Back — The Beatles — CBS
3. Le Freak — Chic — WEA
4. The Rebell — Lillian — RCA
5. Shame — Evelyn “Champagne” King — RCA
6. Wuthering Heights — Kate Bush — Decca
7. MacArthur Park — Donna Summer — Polygram
8. Steeple — Tim Maya — WEA
9. Three Times A Lady — Commodores — Top Tape
10. Automatic Lover — Dee O. Jackson — R&B/Fernta

TOP TEN LPs
1. Roberto Carlos — CBS
2. Caio — Chico Buarque — Polygram
3. Daniela & Dario — Various — Sound
4. Alerta Alerte — Acapulco — Polygram
5. Disco Fire — Various — K-Tel
6. Albi — Maria Bethania — Polygram
7. Geeks — Mauro Dal — Polygram
8. Disco Baby — Vol. 2 Malandros — Copacabana
9. Gustavo — Giacomo — Chico
10. De Pe No Chao — Beth Carvalho — RCA

INTERNATIONAL BESTSELLERS

Australia

TOP TEN 45s
1. Y M.C.A. — Village People — RCA
2. Ca Pian Pour Moi — Plastic Bernard — RCA
3. Da Ya Think I’m Sassy? — Rod Stewart — WEA
4. You Don’t Bring Me Flowers — Streisand/N. Diamond — CBS
5. Kiss You Over — Exile — Exile
6. Rapunzel — Boney M — WEA
7. You Needed Me — Anne Murray — EMI
8. Fat Life — Steve Winwood — CBS
10. Shangri-La Night Together — Dr. Hook — EMI

TOP TEN LPs
1. 52nd Street — Billy Joel — CBS
2. Leave Me Alone — Steve — CBS
3. Dire Straits — Dire Straits — Polygram
4. Happy — Spand Aiik — Polygram
5. It’s A Long Way There — Little River Band — EMI
6. Inner City — Cassandra — CBS
7. Totally Hot — Olivia Newton-John — Festival
8. You Don’t Bring Me Flowers — Nat King Cole — EMI
9. Wings Greatest — Wings — EMI
10. Bloody Tourists — 10cc — Polydor

Kent Music Report

France

TOP TEN 45s
1. You’ve Fallen In Love — Boz Scaggs — Polydor
2. Sing To Me Mama — Karen Cheryl — Bach
3. Y M.C.A. — Village People — Barclay
4. Heart Of Glass — Blondie — Phonogram
5. I Don’t Want To Wait — Hold On — Polygram
6. Plus Seul — Patrick Juvet — Bourclay
7. Da Ya Think I’m Sassy? — Rod Stewart — WEA
8. Les Étrangers — Enrico Macias — Polygram
9. Tous — CBS
10. Loin Desseux, Loin Du Coeur — Des Mossoups — Phonogram

TOP TEN LPs
1. Enregistrement Paris — Michel Berger — WEA
2. Le Chanteur — Daniel Balavoine — Barclay
3. Mon Frere — Serge Lama — Polygram
4. J’ai Dit Au Parol — Ennio Morricone — EMI
5. Equinox — Jean-Michel Jarre — CBS
6. Secretos — Santana — CBS
7. Il Ne Rentre Pas Ce Soir — Edith Mitchell — Barclay
8. Plus Petit — Delphine — Polygram
10. Pour Que Tu Me Comprennes — Dave — CBS

Europe 1

CRTC Chief Camu Supports CanCon Law, Discusses FM programming, which is not often the case in the United States. Are FM concerns the prime item of business for the CRTC right now?

Yes, it is one of them. It’s all because there are only two or three FM independents in this country. All the rest are associated with AM radio. So the tendency, and it was not wrong of them, was to make FM a complement or a supplement of AM.

So we said, “If you are going to start with that, let’s make sure that FM is not another AM, just twice the same.” Let’s make sure that if the AM is the main station, with all the money and resources, even if FM is going to be a losing proposition, let’s make sure FM isn’t just another station by that group. So, that was a major preocupation.

The second one was, here’s a new opportunity. It is new. FM is technically better. The sound is fantastic — stereo. Let’s make sure that it is different.

Does that mean that any experiments with AM, like AM stereo, are shelved until FM radio has been modified to the Commission’s approval?

I cannot answer that. I will say this simply to you: that before we move on any major change in the AM policy, we will firm up the FM. That’s the policy now. So we will go as far as we can on FM, try to clean it up, and when a good sound FM policy is established, than we will look at AM regulations. That will probably not before the end of this year.


**$1 Mill. Budgeted For Bees Album**

"Tragedy," which is the second single from the album following the gold-certified "Too Much Heaven."

**Catalog Push**

Mitch Hufman, national sales manager for RSO, says there will also be a campaign on the entire Bees catalog. Dealers will receive a one-time 5% discount on all Bees albums, including "Saturday Night Fever" and excluding " Spirits Having Flown."

According to Glenn Ross, director of creative services for the label, several thousand thousand singles in a variety of colors will be available along with Bees cassette books for in-store merchandising.

Additionally, special displays with twosided mobiles overhead saying "This Space Reserved For The New Bees Album" and "Available Now" have been set up in key retail outlets for the past three weeks.

Bob Edson, senior vice president and general manager, says the initial shipment for "Spirits Having Flown" will be in the neighborhood of 1.7 to 2 million units.

He feels this is the first real genuine phenomenon marketing campaign," notes Edson. "You can't develop the Bees' familiarity factor much further, so basically you operate in a vacuum. Have millions of people hear it and see it as you possibly can."

**Likened To 'SMF'**

He feels the album may mirror a sales pattern similar to that of "Saturday Night Fever." Says Edson. "There will be the initial rush, in the beginning, it will reach a sales plateau where we go after that second buyer, like we did with 'Saturday Night Fever.'"

Edson points out that RSO's experience with blockbuster LPs such as "Feaver" and "Grease" has been a big asset in developing the overall marketing plan for the new Bees release.

"Our experience with 'Fever' has helped us. On the merchandising side - the market - the market is not anything new. As a result, Edson adds, "Our feature is a significant amount of time to see how the market reacts at a certain sales plateau," he says.

A result, Edson adds, "We feel there is no limit to what this album can sell. The campaign is geared to sell it to the enthusiast who is interested in hearing albums and selling it to him." As the album progresses, he says, "We plan to keep the excitement up, to make sure that everyone's attention is on the album."

**EXECUTIVES ON THE MOVE**

Cowen's music division for the past two years, will head the new division. He joined Rogers & Cowen in 1977 after handling music publicity for IPCR and McFadden, Straus and Iwen for three years.

* Buch Named At Atlantic — Danny Buch, former WEA field merchandiser, has been appointed Atlantic New York local promotion representative. He began in the music industry in 1973 with Rayner Records. From 1974 to 1976 he worked for Wm. Records in sales, buying and display. From 1977 to Feb. '78 he was assistant manager of Monitor Records and in Feb. '78 he joined WEA as a field merchandiser.

* Kenton Leaves WB — Gary Kenton has left his publicist post at Warner Bros Records. He will announce his future plans shortly. He can be reached at (212) 873-3376.

* Compston Appointed At Columbia — CBS Records has announced the appointment of Kaye Compston to Columbia local promotion manager in the Indianapolis market area. She was a CBS Records campus representative at the University of Michigan for two years. Most recently, she was manager/branch merchandising for the Chicago branch.

* Ariola Expands — Ariola Records has announced the expansion of the company's disco department. T.O. Featherstonhaugh, west coast disco promotion, will be relocating to New York. Taking his place on the west coast will be Howard Holben. Both Featherstonhaugh and Holben will report directly to Jack Witherby, national director of disco promotion.

* Lapidovsky Named At Arhbidon — David A. Lapidovsky has been named director of research for The Arhbidon Company. He joined Arhbidon's research department in Berkeley, California in 1974 and was elevated to research manager in 1976, a position he held until this recent promotion.

* Nelson Named At Sea Oats — Don Light has announced the appointment of Pat Nelson as general manager of Sea Oats Music, a BMI affiliate. She will also be responsible for Short Rose Music, ASCAP, jointly owned by Light and Dave Gilon of the Tennessee Pulley Line, as well as Oster Bank's Music, BMI. She formerly was southern representative for Billboard Magazine and manager of artist development for New Horizon Management.

* Blue Jays Belwin-Mills — The appointment of Helene Blue as manager of copyrights and licensing for the pop and serious music departments of Belwin-Mills Publishing Corp. has been announced. She most recently served in a similar capacity with European-American music after being associated with London Records for seven years.

* Willard To Moss — Patricia Willard has been appointed to public relations coordinator for the Moss Music Group, international distributors of Vox, Turnabout and Candide Records. She is an M.A. candidate at Rutgers University and freelanced in publicity, public relations and music journalism prior to her appointment at Moss Music.

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**TOP 20 ALBUMS**

1. **JOSE LUIS**
   - Top Hits 2021

2. **AMIGO**
   - ROBERTO CARLOS (Cancionera 1505)

3. **VUELV**
   - LUISA MARIA GUELL (A chambers 43)

4. **LOLITA DE LA COLINA**
   - (Ardencia 3416)

5. **SOLA**
   - LIOSETT (Cecos 148)

6. **TE JURO QUE NUNCA VOLVERA**
   - LURITA O ALESSIO (Orient 021)

7. **MIAMI SOUND MACHINE**
   - (Audio Latino 5027)

8. **MI E CARTE**
   - LOLITA (Cancionera 1506)

9. **ENTRE AMIGOS**
   - ZARDO RESTO (Promo 1014)

10. **AMIS 33 AÑOS**
    - JULIO JUNASLES (A chambera 38)

11. **DESMADRADO AMOR**
    - SABIO (Zarho 513)

12. **VOZ Y CORAZON**
    - NEALSON ROD (West Latino 4117)

13. **NUNCA SUPE LA VERDAD**
    - DANNY DANIEL (Bronquico 1027)

14. **JUAN BAU #5**
    - (Zarho 512)

15. **VOL #7**
    - ALVAREZ QUEUES (Gema 5058)

16. **SE TE VAS TE VAS**
    - HUGO BILANCAO (West Side Latino)

17. **UNLIMITED**
    - ALMA (Alhab BA 152)

18. **VOLCAN**
    - JOSE JOSE (Promo 1035)

19. **NYDIA CARO**
    - (A chambera 151)

20. **PERLA**
    - (Audio Latino 5045)

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**ALBUMS**

1. **HOMENAJE A BENNY**
   - TITO PIUETO (Tico 1425)

2. **CHARANGA 76 EN EL 78**
   - CHARANGA 76 (TR 139)

3. **TREMENDA DIMENSION**
   - DIMENSION LATINA (Vocal 012)

4. **OSCAR DE LEON**
   - (1H 2018)

5. **ONLY THEY COULD HAVE MADE THIS ALBUM**
   - EL GRAN COMBO (Vaya 66)

6. **CONJUNTO UNIVERSAL**
   - (Januar 5038)

7. **CONJUNTO BORINCUBA**
   - (Lora 2005)

8. **EN LAS VEGAS**
   - EL GRAN COMBO (Vaya 66)

9. **EDDIE PALMIERI**
   - (Erie 35592)

10. **SALSA MAYOR**
    - (Velo 0111)

11. **LA COMEDIA**
    - NERIO LOCHIE (Paco 529)

12. **NEW YORK CITY SALSA**
    - CUBANIA ESTRENO BROADWAY (Coco 441)

13. **AMIS DE LA NOCHE**
    - RAUL RODRIGUEZ (Paco 520)

14. **SALSA DINERO Y AMOR**
   - ORQUESTA SODMW (Paco 301)

15. **SPANISH FEVER**
    - MARIANA ALL STARS (Cuba 35136)

16. **GASO**
    - SACHAL (Salzak 4115)

17. **SALSA ENCENDIDA**
    - TRUPA 73 (Viva 02)

18. **INCONQUISTABLE**
    - DIMENSION LATINA CH 2040

19. **JOHNNY VENTURA**
    - (Comico 2066)

20. **TRIBUTO A CHANO POZO**
    - JOSE MANUEL (Viva Venecia 10117)

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**LATIN BEAT**

Ralph Mercado and Ray Aviles will present their third "Salsa" event at Radio City Music Hall in the heart of Rockefeller Center, Feb. 10. Headed up "Salsa's Perfect Combination III," there will be one concert at 8:00 p.m. and one at midnight, under the auspices of "Rainbow Productions Corporation," which owns 11 radio stations: KWKW, L.A.; KENO & K-92 FM, Las Vegas; KONE & KOZZ-FM, Reno; KOKX, Denver; KFSD-FM, San Diego; KVAM-FM, San Antonio; KTTK, Tucson, and KRXJ, Phoenix.

This concert, "Salsa is my game," with these words each night opens what is by several yardsticks the number one market in the country.

Paco, who reportedly scored a 15.8 share of audience overall in the October-November Arbitron for his period spent on station WKWT-FM, now has been catapulted from ethnic radio to star status in just a few months. The Puerto Rican-born radio veteran (who began as a child actor on Puerto Rican television station 53 years ago) broke out of Spanish-language radio last summer when WKTU switched from mellow to disco.

Paco, who was then known as Paquito Navarro, was playing salsa on WKTU's AM station when he noticed that the music wasn't going anywhere so he went to WJIT general manager Len Mirelson and suggested that WKTU go disco. They met with SIR Communications (the company that owns WKTU and WJIT) executive vice president Eddie Cosme and suggested that WKTU switch to salsa disco. Salsa lasted two days. "But the disco lasted and the rest is history," said Paco.

Paco stresses personality on WKTU. "I have an accent and that makes me unique," he reasons. "The ladies love my voice, they call me sexy. I can't help that. That's just the way I talk."

Paco also reasons that his accent has "added additional Latin to his audience. They have pride in my achievement."

As Paco was able to break out of ethnic radio, he noted, "Disco has broken all barriers between whites, blacks, straight and gay. It has united everyone. Everybody likes it. It's great to see mixed crowds at the discos."

Paco sees some of those crowds not only at personal appearances, but at various discos, at a number of concerts, and on the radio. Paco says he has concentrated on WKTU since it started to break out of ethnic radio, he radio. "Disco has broken all barriers between whites, blacks, straight and gay. It has united everyone. Everybody likes it. It's great to see mixed crowds at the discos."

Paco sees big things yet to come for disco. "I believe disco will branch out into various forms like rock did," he says. He is looking forward to disco songs which have more meaningful lyrics. He points to Gloria Gaynor's "I Will Survive" as an example.

Ray terrace
PLANET SIGNS NIGHT — Richard Perry's Planet Records has signed its second act, a sextet called Night. Perry will produce the debut album, set for late March release. Picture standing above at the signing are (l-r): Robert Raymond, Night's manager; Jimmy Johnson, Steve Lange, Billy Krilant, Robbie Mcintosh, Chris Thompson and Derek Austin, Night; and David Urso, Planet vice president. Seated is Perry.

London Launches Mid-Line

(continued from page 31)

Phelps' success with their mid-lines had on London's decision to launch Aspekte here. Harper replied, "We looked very carefully at London's decision. ..."

Affiliates Policy

The Aspekt line, however, will not be available in the U.S. for some time. Similarly, relatively few British Decca records have made their way into London's budget line, Stereo Treasury. Explaining the company's policy toward recordings on affiliated labels, Harper said, "We don't have the overall music policy. We're another company. They make records available to us, and we can release what we want. Some are made available and some aren't. And, they're famous. Other artists, we can't give away free. Americans don't know who they are.

With rumors growing that the full-priced import lines may soon list for $9.98, it appears as if the proliferation of mid-lines is at

MDIEM Draws Record Crowd

(continued from page 7)

rebroadcasting; the contractual relationships with record companies, recorders, and between labels and publishers; and the monopolistic role of performing rights societies. The meeting was organized and chaired by Paris lawyer Frederic Charlier, and was attended by 51 lawyers and 56 entertainment figures.

The Tulsa, Oklahoma-based Pilgrim Records has signed a publishing and distribution deal with Shelter Records. Shelter will now distribute Pilgrim Records worldwide with the exception of the U.S. and Canada. Shelter's publishing division, Skyhill/Tanka, will handle the catalog worldwide of Verdigirs Music, Pilgrim's publishing firm. The agreement was concluded Saturday, Jan. 21, at MDIEM, with the principal negotiators being Pilgrim's Peter Nicholas. Shelter general manager Bernadette Gorman, and Skyhill/Tanka's Don Williams and Gary Heaton.

A large number of American publishers at MDIEM have been discussing the increasing involvement and participation of attorneys, business managers and accountants in and previously reserved for American music publishing professionals. The Music Publishers Forum, an arm of the National Music Publishers Association, will launch a mid-February campaign to improve the "visibility" of the music publisher profession.

GRT Records Group president Larry Wolk announced that his company is looking to hire a $50-$75 million per year organization with five years experience. Alaka Records has signed a distribution agreement with Telefunken Records and the product to be issued under the new deal will be a single by Canadian artist Richard Child.

RCA Records International has signed a deal with Salto/Salento Records for manufacture and distribution in Spain, Portugal, Germany, Austria, Switzerland and Scandinavia.

A series of musical concerts and galas providing entertainment were presented in MDIEM's two main venues, the Casino Municipal Theatre and Asas/Bayadères Casino. Highlights among the convention's events were a Jim Halsey Country Music gala, a Klangklarerei Gala at the Oak Ridge Boys and Don Williams; an outdoor laser presentation of the music of J.S. Bach; an evening of "Equinox" at the Asas/Bayadères; a jazz concert featuring Carmen McRae and Jon Williams; a Pointer sisters concert; and Hungarian and Italian Galas which showcased several of those two countries' respective artists. In addition, a televised awards show sponsored by French radio and TV network France 2 was attended by French and international artists was held.

Almo Signs L'Il Queenie

LOS ANGELES — L'I Queenie & The Percolators, a New Orleans-based band, have signed with Armo Music Corporation. The group has previously performed as the opening act for Louisiana's Le'Quox and Jerry Jeff Walker.

Radio Deregulation

(continued from page 21)

members to join a Feb. 28 "rally against overregulation." Participating organizations are supposed to "bury any philosophical differences for the good of all broadcasters so that they can renew their licenses at the Capitol Hill Quality Inn. The day's agenda calls for a morning briefing, visits to Congress and Senators by pre-arranged appointments, and lunch with FCC officials.

Unlike the farmers who rode their tractors down Pennsylvania Avenue recently to protest their plight, it will be difficult for broadcasters to portray themselves as deprived, impoverished or unheard. As Congress is aware, broadcast license profits have reached all-time highs again this year, and there are more communications-affiliated in Washington than ever before.

NCCB Petition

On the consumer side, a petition filed by the National Citizens Committee for Broadcasting (NCCB) at the FCC last week attacked in angry terms the NAB proposal for deregulation. The NCCB's petition claims the NAB plan "an stular example of the industry's continued attempts to subvert the federal regulatory process." NCCB urged the FCC to drop the NAB petition.

The timing of the NAB petition had obvious political shadings, according to NCCB. The proposal by the "sleepy" FCC Commissioner Tyron Brown in the wake of FCC Commissioner Bureau Brown's tentative endorsement of the concept of radio deregulation. NCCB said referring to Brown's speech before the Southern California Broadcasters Association three days earlier. Brown (the only black commissioner and one who has often stood up for minority and consumer viewpoints) said in that speech that free market competition is a "better referee than FCC regulation ever can be, and that radio shouldn't be subject to the same regulatory standards as television. A majority of his fellow commissioners feel the same way."

Brown added, But the NCCB underscored the tentative nature of Commissioner Brown's remarks, telling the FCC that "NAB, as one of the most powerful industry lobby groups in Washington, has both the funds and the shrewdness to capitalize on an important period of division. As a Commissioner who is traditionally perceived as a public interest advocate," the NCCB told the FCC. The AC cumulating the increased prominence of the NAB failure to mention in backing Brown's comments was his provision that "all radio stations" be subject to the same fixed percentage of local public service programming.

The NLCUs, emphasizing the FCC to reveal the status of its internal proceedings on radio deregulation. The NAB board lists maximum deregulation of radio as a top priority for 1979. And with deregulation as a major component of the Communications Act rewrite (as a trade-off for the spectrum bottleneck bill), the issue is bound to see continued fiery debate.

PUBCON VIGILS — The Radio Manufacturers Association (RMA) of the NAB has been involved in a "public relations" effort to counter consumer groups' efforts to undermine the industry's lobbying on behalf of the proposed FCC policy.

"We're circulating a press release," said one RMA official, "to tell our membership what we're doing."

"We're asking them to get all the consumer commentaries and media commentaries and show them to the FCC."

"We're using every means possible to counter the negative effect of these comments," the official said.

"We're having a lot of success because we've been careful with the language, especially on the economic issues. We're using a lot of our financial and personnel resources to do this."

"We're not being as aggressive as the consumer groups, but we're doing what we can."
Indie Labels Avoid Competing With Majors: Credit Squeeze, Radio Cited As Problems

(continued from page 7)

Cherokee Recording Files Lawsuit Against Far Out Productions

LOS ANGELES — Cherokee Recording Studios Inc. recently filed a civil suit against Far Out Productions Inc. for the sum of $53,584.74 in L.A. Superior Court. The suit was brought about because of Far Out’s alleged nonpayment of rent and services in making an album for the group War.

Cherokee’s complaint states the production firm used the studio facilities in Dec. 1977 and continued into March 1978 while making the album. Far Out executives Jerry Goldstein and Steve Gold were named in the suit.
AMOA's 1979 Service School Program Getting Underway

CHICAGO — "I've found that these past ten days of having pinball machine repair workshops have provided the most help I have ever had in my 32 years as a music and pinball mechanic."

"The knowledge I gained about the flipper machines will be a great asset in making my job easier, more accurate and more rewarding."

Quotes such as these are typical of the comments made by operators and service people who have attended the specialized training courses developed by AMOA under the association's Mechanics School Program. The program's initial series dealt with electromechanical, but in mid-1978 the curriculum was expanded to include instruction on solid state technology.

A total of 12 schools were held last year in such states as Texas, Oregon, Connecticut, New Jersey, West Virginia, Georgia, North Carolina, Michigan and Pennsylvania, in cooperation with the various state associations in these areas.


At present there are two types of schools.

New Jersey DEP Gives OK To Bally

CHICAGO — Donald T. Graham, director of the CAFR Division of New Jersey's Department of Environmental Protection, has notified Bally Manufacturing Corp. that it may proceed with the demolition of the rotunda tower of Bally's Blenheim Hotel in Atlantic City.

Commenting on the decision, William T. O'Donnell, chairman of Bally, said, "This favorable decision on behalf of Bally will now allow the company to expand its Atlantic City casino to 80,000 square feet during the second phase of its building program from the initial 60,000 square feet with which the casino will open."

O'Donnell concluded by noting that "Bally is currently building the foundation for its 510 room Atlantic City hotel and 60,000 square foot casino with current construction schedule for an opening on or about July 1, 1979."

Gottlieb Adds Two Distris in Texas

CHICAGO — A supplemental distribution plan for Texas, including the addition of two new distributors in major market areas of the state, has been announced by D. Gottlieb & Co.

"In addition to Abe Susman's State Music, our long standing distributor in the state, which has done such an outstanding job for us over the years, we are also adding Peterson Coin Machine Distributing Co. of Austin and Allied Equipment Company of San Antonio as Gottlieb distributors," commented Tom Herrick, Gottlieb's marketing director.

"We are extremely gratified to have these fine distributing companies join our ranks," he said. "Dan Perrotta and Malcolm Gillard of Austin have been well known to us for years through their efficient coverage of their trading area in the southern part of the state. Dick Peterson's young and aggressive distributorship is a perfect choice in an area of spectacular growth such as Houston. He has a wealth of background in the coin machine field and well established roots in Texas."

In conclusion, Herrick noted that "both these fine companies have the kind of service organizations that are so helpful and necessary to gamers and operators in the age of electronics and we welcome them with great enthusiasm."

Atari Is Accepting Orders For Its New 'Hercules' Giant Pinball Machine

SUNNYVALE — 'Hercules', reportedly the largest flipper game ever produced, has been scheduled for release by Atari, Inc. in early spring. The model is nearly seven feet long and offers 18 square feet of exciting play action, provided by a cue-size ball, double-size flippers and giant thumper bumpers.

The visual impact of 'Hercules' is further enhanced by the machine's dynamic graphics which characteristically allows the mythological hero of strength, for which it was named.

'Hercules' was previewed at the AMOA and IAAPA conventions this past November to very responsive audiences, according to Atari's Frank Ballou. "Many operators of arcades and larger games locations were enthusiastic about having 'Hercules' as a major attraction," he said. "The majority commented that 'Hercules' would be a long-term earner due to its extraordinarily size and good play action."

Features

Among the play highlights are a series of bonus lanes and high scoring targets, a ball-to-ball memory and flashing extra bonus score targets. Specialty designed bumpers and targets, together with the high action flippers give optimum ball speed and player control. Additionally, there is the 'Path Of Victory' feature for ad-

Jukebox Operators Get Simplified Renewals

WASHINGTON, D.C. — After a year of testing and opposition to the Copyright Office's initial and interim regulations on compulsory licenses for jukeboxes, a solution appears to be at hand.

In its final regulations, the Copyright Office has adopted a renewal system under which operators will get computer printouts of all machines licensed during 1978. They will then be instructed to add new machines to be licensed and delete those not to be licensed prior to 1979, on the printout.

The Copyright Office hopes this system will work to everyone's advantage: to remind operators of the need to license old and new machines for this year, and to simplify the burden of paperwork which operators complained during the hearings.

So far, the office has been disappointed with the jukebox industry's response to the new licensing requirements. Only 143,901 licenses were issued for 1979, which is 45 percent of the one-quarter of the total number of jukeboxes operating in the country. But the office is hopeful that the new, easier requirement will encourage compliance with the law.

Under the renewal system, operators whose received license certificates during 1978 will be sent a renewal application that may be used during Jan. 1979 to apply for the current year. For machines put into use after Jan. 1, 1978, applications must be submitted at the time of initial use.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. I GO TO RIO PABLO CRUISE (A&M 2112)
2. EVERY WAY BUT LOSE EDDIE RABBITT (Epic 8-50554)
3. LADY LITTLE RIVERBAND (Capitol 4-4665)
4. HEAVEN KNOWS DONNA SUMMER (Casablanca RB 959)
5. SING FOR THE DAY STYX (A&M 2110)
6. CRAZY LOVE ROCKS BAND (A&M 2112)
7. GOODBYE, I LOVE YOU FIREBALL (Atlantic 2544)
8. FOR YOU AND I DON'T TOOL (Polydor RD 1406)
9. GIVE ME ALL THE RADIO AL STEWART (Arista AS 0389)
10. LONELY WIND KANSAS (Kris/her Odyssey 2438)

TOP NEW COUNTRY SINGLES

1. GOLDEN TEARS DAVE & SUGAR (RCAPB-11472)
2. I'll WAKE YOU UP WHEN I GET HOME CHARLIE RICH (Elektra E-45553)
3. EVERLASTING LOVE MARVIN GAYE (ABC/1244)
4. SOMEBODY SPECIAL DONNA FARO (Warner Bros. WB 8722)
5. SON OF CLAYTON DELANEY TOM M. HALL (A&M 2115)
6. I HAD A LOVELY TIME THE KENDALLS (Distar/Div 119)
7. STILL A WOMAN MARGO SMITH (Warner Bros. WB 8728)
8. SEND ME DOWN TO TUCSON/CHARLIE'S ANGEL MEL TILLIS (RCAPB-40683)
9. TRY TO SATISFY YOU DOTTYS (RCAPB-11442)
10. LOVE SONGS JUST FOR YOU CLAYTON DELANEY (Century 2121-101)

TOP NEW R&B SINGLES

1. I WILL SURVIVE GLORIA GAYNOR (Polydor RD 14658)
2. HEAVEN KNOWS DONNA SUMMER (Casablanca RB 959)
3. FREEER RUTH (Epic 8-50561)
4. SHAKE YOUR BODY DOWN TO THE GROUND THE JACKSONS (Epic B-50610)
5. KEEP ON DANCIN' GARY'S GANG (Sire/Cum/ussa 3-10884)
6. I'LL GIVE IT TO YOU ED STARR (olicit/Div 119)
7. LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (RCA 40683)
8. DANCIN' GREY & HANKS (RCAPB-11460)
9. AT MIDNIGHT T-CONNECTION (Dassin TX 5046)
10. FIRE POINTER SISTERS (Polygram/E 49581)

TOP NEW MOR SINGLES

1. WHAT A FOOL BELIEVES THE DOOBIE BROTHERS (Warner Bros. WB 8725)
2. MUSIC BOX DANCER FRANK MILLER (Polydor 135647)
3. BABY I NEED YOUR LOVIN' ERIC CARMEN (Arista AS 0334)
4. STORMY SANTANA (Caprice 3-10873)
5. WHEELS OF LIFE GINO VANNELLI (A&M 2114)
Ben Chicofsky Resigns From MAA, Plans New International Trade Show

(continued from page 168)

BEN CHICOFSKY Explained that it will encompass all aspects of the coin-operated industry including music, games, vending, as well as records, industry suppliers, etc. The show will be international in scope, he said, and will in no way conflict with either the AMOA or NAMA conventions since it has been timed accordingly for at least six months prior to either of these two major industry functions.

In no way does this gathering intend to be in competition with the AMOA or the NAMA, Chicofsky stressed. "With this industry prospering by new dimensions each year, there is ample room for an international trade show of this type, in several regions of the nation."

Package Tours

In conjunction with the convention, Chicofsky said that package tours of New York City combined with budget plan airfares would be offered from every part of the country. "We expect better than 200 booths to be doing business the opening year, with at least 5,000 industry members participating," he estimates. The cost of booth rental, he said, would be substantially lower than for many other conventions.

Inquiries about the show may be directed to Chicofsky at 250 W. 57th St. New York City 10019. Suite number 1600. The phone number is (212) 381-2031.

1979 State Association Calendar


Feb 2-4: South Carolina Coin Operators Assn.; annual conv.; Charleston.


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


June 7-9: Music Operators of Texas; annual conv.; Marriott Motor Inn, Austin.

Game Plan Moves To Addison, Ill.

CHICAGO — Game Plan, Inc., formerly of Elk Grove Village, has moved into an 80,000 sq. ft. facility at 1515 Fullerton in Addison, Illinois. The new space accommodates the firm's executive and administrative offices as well as production facilities for its cocktail table pingames, slot machines and electronic bingo systems.

In less than a year, the company has achieved recognition in the coin machine industry. In addition to successful cocktail table pingames, the most recent model being "Foxy Lady," with a follow-up called "Star Trip" being readied for domestic delivery. This unit, along with "Sharp Shooter," Game Plan's first upright pinball machine, and two of the firm's new slot machines, were shown at the ATE convention in London, in the Automatic Games and Music (Ireland) exhibit.

New Distributors

Among new additions to the company's distributor network are Empire Dist., Inc., for the territory of Illinois, Indiana, Michigan and Wisconsin; Bobby Newman & Sons, Bedford, Massachusetts; and Amusement Sales & Distg. of Toronto.

Game Plan's executive team is headed by president Lee Goldboss, marketing vice president Ken Anderson, national sales manager Steve Yonkowski, and general manager Wendell McDamars.

AMOA Begins Its 1979 Program Of Service Schools

(continued from page 58)

being offered, one on electromechanical pinballs and the other on digital (solid state). Each school consists of 10 days of classroom study (including Saturday and Sunday). The instructor is Don Miller, who has served in this capacity since the program's inception and won high praise for his teaching methods. The tuition is $200 per student and registration for each school is limited to 20 individuals.

Although the program was developed by AMOA, the national association has continued to encourage state association sponsorship while offering full assistance and cooperation in setting up and promoting the sessions. A state association's responsibilities, when sponsoring a school, includes promotion and registration forms, the collection of tuition and payment of the instructor's fee and expenses (air fare, lodging and meals). Additionally, the sponsoring group must absorb any

(continued on page 58)

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CALIFORNIA CLIPPINGS

Just prior to leaving for London and the ATE show, Gremlin president Frank Fogelman informed that the San Diego-based manufacturer will be showing three pieces — Fortress," Space Attack" and "Frogs." Following the show, Frank said he will be calling on customers in Europe in keeping with the firm's expanding international profile as a result of its new association with Sega. Ever since the merger last year, he said "export business has picked up dramatically." On the home front, he said that "Frogs" continues to rack up sales and that the factory will shortly begin shipping "Geo Bee," which Gremlin will be building under a licensing agreement with Namco.

PORTALE AUTOMATIC SALES in San Francisco is gearing up for its forthcoming Atari service school, slated for Feb. 22 and 23. According to district general manager Jerry Monday, it will be a "complete two-day seminar on all Atari games." Atari seminar manager Fred McCord will conduct the sessions. Among the current bestsellers at Portale, according to Jerry, are Game Plan's "Foxy Lady" cocktail table pin and atari's "Football" video.

SPEAKING OF FOOTBALL, it has been the subject of numerous newspaper and magazine articles lately. New York's Village Voice, for example, recently ran a feature piece extolling the game's many virtues and captivating play features. Also, a "Football" game was set up in the press area at Super Bowl XIII, much to the delight of the assembled media corps.

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AMO'A, administration of the Mechanics School Program. He can be reached at the association's Chicago head.

Box/February 3, 1979

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Cash Box/February 3, 1979

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SALE: The Music Industry Society by attorney Walter
MUNICIPAL AUDITORIUM NASHVILLE — From a small gathering of musical friends five years ago, the annual Charlie Daniels’ Volunteer Jam evolved into the definitive southern country/rock concert. More than a concert, the Jam has reached the heady proportions of a tribal rite.

The likes of John Prine, Grinderswitch, Stillwater, Papa John Creach, the Henry Paul Band, members of Marshall Tucker Band, the Winters Bros. Band, Dobie Gray, Doug Kershaw, L. W. Hoskin, Carl Perkins, Jim Owens and the remaining members of Lynyrd Skynyrd joined Charlie Daniels and band for more than six hours of entertainment.

Highlighting the evening was the first public appearance of Lynyrd Skynyrd since a plane crash took the lives of band members Steve Gaines and Ronnie Van Zant. In a poignant, poignantly, the crowd lit matches in reverence for Gaines and Van Zant as they opened their set with a moving, searing instrumental version of “Free Bird,” the group’s signature song.

Charlie Daniels and his band opened the show with a full set of his well-known songs. He also included several tunes from his upcoming new album. After Daniels’ set, the guests began pouring onstage, and Daniels stayed right in place, as act as emcee and playing guitar and fiddle.

A delightful surprise of the evening was the appearance of Prine. In high spirits and bouncing from one side of the stage to the other, Prine entertained the boisterous crowd of 14,000+ with “Paradise” and “She’s Gone.” Among others.

One by one, other artists and bands came onstage to add part to the evening’s entertainment. Dobie Gray came out early and sang a couple numbers, including “Drift Away.” To quiet things down some, Jim Owen, (who interprets Hank Williams’ material) performed a classic version of “Lovesick Blues.” Carl Perkins added a note of nostalgia when he picked up his famous blue guitar and sang “Blue Suede Shoes.” And Wayl took the place by storm and shock the rafters with a burning, acid-rock version of “Rum and Coca Cola.”

As the concert drew to a close, Charlie Daniels and band joined with other guests for a final jam. And to end the festivities, the fiddle of Daniels led the haunting strains of the classic “Tennessee Waltz.”

CELLAR DOOR, WASHINGTON, D.C. — It may be an understatement to say that Tracy Nelson’s incredibly rich vocal talent has not been promoted to fullest advantage. But as the audience heard, everything about her makes her a great talent. It’s because the man who knows this record, is a great talent.

Beginning with “Lies,” the show was aI was a broad variety display of the talent of a woman who has had a career on the radio. One of the highlights of the evening was the song “Down So Low.”

Her timing was perfection on “Can You Fool.” From an earlier LP which Nelson calls her mystery album — the mystery is, what happened to it?

But the two numbers the audience was most aware of were “Nothing Cold As Ashes” and “Gone”. As recorded by Loretta Lynn and Conway Twitty and later by the “other Nelson,” Willie, and Nelson’s first composition and album, “Down So Low” (which she noted Linda Ronstadt covered more profitably).

Nelson performed several songs by Nashville writers including “I’m Gonna Be Me” by Tom And Jerry and “I Like You” by Jack Lee. The crowd was treated to one original by Nelson “I Want To Be A Star” and an encore, “If You Feel So Good.” The loyalty of her fans was witnessed in the audience. Many a fan followed more like Ronstadt, she’d be just as big."

The show, although mostly disorientated, offered a taste of the full Hancock repertoire. Opening with a lofty, blues-based improvisation on the Fender Rhodes piano, Hancock showed the skilled crowd that some of his old monies were still present. The Mwandishi (composer) was then jouled on stage by the group led by his son Hassan and bassist Paul Jackson and the trio tore in a frenzied version of “Maiden Voyage.”

The bulk of the evening’s music was devoted to songs from the recent “Sunlight” and the soon-to-be-released “Feets Don’t Fail Me Now” albums. The new disco material shocked people at first, but the crowd was soon moving frantically to the pounding percussion and overpowering funk. Besides Mouno and Jackson, Hancock was accompanied by Webster Lewis on additional keyboards. Bennie Maupin on reed, Bill Summers on percussion and Ray Obiedo on guitar.

Although Hancock displayed his musical expertise on a variety of keyboards during the show, he spent most of the time with his new gadget, the vocoder. The vocoder, a device which makes tunes out of sung notes in similar to the voice box used by Peter Frampton and Joe Walsh. The instrument allowed the most musical freedom when Hancock engaged in some scat singing.

It was significant that the ever-changing Hancock, who last year did a duo acoustic piano tour with fellow maestro Chick Corea, closed his show with the infamous “Chameleon” from the “Headhunters” album. 

tracy nelson

Can you provide more information about the annual Charlie Daniels’ Volunteer Jam and its significance in the country/rock music scene? The Charlie Daniels’ Volunteer Jam evolved into a definitive southern country/rock concert over the years, becoming a significant event in the music industry. It was a gathering of musical friends that started five years ago and included various artists such as John Prine, Grinderswitch, Stillwater, Papa John Creach, Marshall Tucker Band, Winters Bros. Band, Dobie Gray, Doug Kershaw, L. W. Hoskin, Carl Perkins, Jim Owens, and the remaining members of Lynyrd Skynyrd. The event was not only a concert but also a tribal rite where the audience lit matches in reverence for the departed artists. The highlight of the evening was the first public appearance of Lynyrd Skynyrd since a plane crash that took the lives of band members Steve Gaines and Ronnie Van Zant. The concert showcased a variety of musical styles, including blues, rock, country, and a broad variety of performances by notable artists such as Charlie Daniels, Dobie Gray, and Jim Owen. The event was well-attended, with a boisterous crowd of 14,000+. The music was well-received, and attendees enjoyed a diverse range of performances, making it a memorable event in the country/rock music scene.
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<th>Number</th>
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<td>ENERGY</td>
<td>POINTER SISTERS (Planet P-1)</td>
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<td>THE CARS</td>
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<td>TANYA TUCKER (MCA 3066)</td>
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<td>SONGHARMPOWER</td>
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<td>LIGHT OF LIFE</td>
<td>BARRY &amp; ALAN (Mercury SM 1-37330)</td>
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<td>MEAT LOAF (Cleee Inc /CBS PH 34184)</td>
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<td>STEELY DAN (ABC-KK-11077)</td>
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<td>NEL GORDON (Caprice MSK 2286)</td>
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