TAKE A DISCOVERY BREAK.

Discover
Janne Schaffer:
Janne Schaffer is one guitarist who's not in danger of being "typecast!" Apparently, he can do anything. He's played reggae with Bob Marley and the Wailers, and Johnny Nash. He's played on every single Abba record. He's recorded with symphony orchestras, and been on countless jazz sessions with the top players in the world. What more can you expect? Plenty, as his new solo album "Earmal" will demonstrate. It's an album that succeeds in tearing down any remaining barriers that may still exist between rock and expressionistic jazz. On "Earmal" Janne Schaffer is joined by the Porcarö brothers... members of the red-hot group, Toto. Tasty music that fits no category, and that Janne calls "rock without words!"

Discover
Gulliver:
There's a logical reason why Gulliver sounds so tight. The bass player and the drummer are identical twins, and they've played together in various bands since 1964. You don't get a more solid foundation than that. There's also a reason for the musical sparks that fly. British singer-songwriter-guitarist John Weider is a veteran of such well-respected aggregations as The Animals (four years) and Family (three years). American singer-songwriter-guitarist David Carron has deep-running folk/rock roots. He's been a part of various recording bands since 1968, his most recent being Shenandoah, accompanying Arlo Guthrie. All together, as Gulliver, magic happens. 'Ridin' the Wind': their first album, has the sound of today...and the feel of one of those classic sixties albums that went on to influence just about everybody.

Discover
Michalski & Oosterveen.
"Discover them, I can't even pronounce them" you say. That's O.K., you are not alone. People have taken to calling them M. & O. And they are definitely worth discovering. "We love Led Zeppelin and we love Beethoven" say George Michalski and Niki Oosterveen. And so, as you might guess, anything goes in the music of M. & O.—as long as it's good. Michalski is a classically trained pianist—who was inspired to take up the instrument by seeing Fats Domino. Oosterveen is a renaissance man; in addition to being an accomplished singer and lyricist, he designed the murals in Bob Dylan's home. The M. & O. album is filled with new and refreshingly different music.

COLUMBIA. WE BREAK DISCOVERIES.
A Single Clarification

Last year, Cash Box inaugurated a special symbol on the Top 30 Disco chart that denoted whether a song was commercially available as a 12-inch single. The response from retailers has been overwhelmingly positive. As a result, in order to further clarify a confusing situation, Cash Box debuts the commercial 12-inch symbol this week on both the Top 100 Pop and Black Contemporary Singles charts.

When the 12-inchers were first introduced, their function was strictly promotional. Disco DJs cried out for extended versions and the labels complied. However, these sometimes specially remixed configurations created consumer frustration because a buyer heard the record at the disco but could not purchase it at his favorite store. Measuring the market, many labels discovered that substantial quantities of 12-inch records could be sold. A wide range of 12-inches are commercially available today, and the retailer must keep abreast.

The availability of 12-inches has been a gray area for retailers. In confronting the dilemma of releasing commercial 12-inch configurations and then withdrawing them to avoid hampering LP sales, labels inadverently contributed to the confusion.

By debuting the commercial 12-inch symbol this week, we hope to provide retailers with a continuous update on the availability of 12-inches.

---

**NEWS HIGHLIGHTS**

- The Bee Gees and Billy Joel capture top honors at 21st Grammy Awards ceremony (page 7).
- WCI Music Group posts record sales and profits in 1978 (page 7).
- CBS Records Group reports record profits, revenues up 27% in 1978 (page 7).
- Revision of U.S. Postal Service regulations recommended (page 7).
- London court ruling in Carlin Music case could have wide ranging implications (page 8).
- "George Harrison" and "One On One" by Peter McCann are the top Album Picks of the week (page 17).
- "Blow Away" by George Harrison and "Love Ballad" by George Benson are the top Singles Picks of the week (page 20).

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**SINGLES**

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**12" Available For Sale**

- Exclusively heavy radio activity this week
- Exclusively heavy sales activity this week
WITH THREE HEARTS, THE POSSIBILITIES ARE LIMITLESS.

THREE HEARTS - THE NEW ALBUM BY BOB WELCH
Contains the single "Precious Love"
NEIL SEDAKA

"Sad, Sad Story"

The new single from his album,
"All You Need Is the Music"

Elektra Records

Produced by Neil Sedaka and Artie Butler
Arranged and Conducted by Artie Butler
Cash Box News

Fever,' Bee Gees, Billy Joel Gather Top Grammy Awards

by Alan Sutton

LOS ANGELES — "Saturday Night Fever," the best selling album in history, last week toppled yet another record industry standard when it won a Grammy award as best album of 1978, thus marking the first time that honor has gone to a film soundtrack.

The Bee Gees, who picked up two Grammys for their contributions to the disco-laced "Saturday Night Fever," tied the record for the most Grammys — five. The RSO Records trio — Barry, Robin and Maurice Gibb — also were honored as best producers, vocal group and arrangers by the National Academy of Recording Arts and Sciences.

Henry Mancini, Paul Simon and Steve Wonder — who accomplished the feat three times — are the three other pop record makers who have won five Grammys in one year.

Dolled By Joel

Two key victories by Billy Joel kept the Bee Gees from pulling off the biggest sweep in the 21-year history of the awards.

Joel's "Just The Way You Are" was judged best record and song by the 5,000 academy members.

But the Bee Gees clearly were the stars of the nationally televised ceremony. Their appearance at the Shrine Auditorium drew repeated shouts and whistles from those sections of the balcony reserved for the general public.

Comedian Steve Martin, who came on stage wearing only a tuxedo jacket and boxer shorts, provided the only other exuberance in the otherwise sedate evening. He won the best comedy album award for the second straight year.

Barry Manilow was selected as best male pop vocal artist. Although Anne Murray was declared top female singer.

Donna Summer and George Benson swept the vocal categories, with Summer taking the top female prize, and Steve Winwood was the winner in the best pop instrumental category.

In a bit of balloting, Al Jarreau was named best vocalist and Oscar Peterson best solo instrumentalist. Both were honored for the second consecutive year.

The best new artist award went to R&B discos group A Taste Of Honey.

In capturing the best album award, "Saturday Night Fever" touched off a run on NARAS' precious metal. At least 34 performers and 18 producers will receive Grammys for their contributions to the record-breaking RSO soundtrack.

The following is a complete list of Grammy winners.

Record Of The Year: "JUST THE WAY YOU ARE," Billy Joel

Album Of The Year: "SATURDAY NIGHT FEVER (MOTION PICTURE SOUND TRACK)", Giorgio Moroder

Song Of The Year: "JUST THE WAY YOU ARE," Billy Joel.

Best New Artist Of The Year, A Taste Of Honey.

Best Pop Vocal Performance, Female: "YOU NEEDED ME," Anne Murray.

Best Pop Vocal Performance, Male: "COPACABANA (AT THE COPA)," Barry Manilow.

Best Pop Vocal Performance By A Duo, Group Or Chorus, "SATURDAY NIGHT FEVER," the Bee Gees.


Best Pop Vocal Performance, Female, "LAST DANCE," Donna Summer.

Best R&B Vocal Performance, Male, "ON BROADWAY," George Benson.

Best R&B Vocal Performance By A Duo, Group Or Chorus, "ALL 'N ALL, Earth, Wind & Fire.

Best R&B Instrumental Performance, "RUNNIN'," Earth, Wind & Fire.

Best Rhythm & Blues Song, "LAST DANCE," Al Jaraeu.

Best Country Vocal Performance, Female: "HERE YOU COME AGAIN," Dolly Parton.

Task Force Recommends Revision Of U.S. Postal Service Regulations

by Joanne Ostraw

WASHINGTON, D.C. — A task force comprised of representatives from private industry and postal officials submitted a list of 75 recommendations intended to make the U.S. Postal Service more efficient to the Postmaster General last week. Included in the list are several items relevant to the record industry.

Among the points to be ruled on in the next several months are suggestions to:

- allow advertising enclosures in special fourth-class mail (the classification covering record mailers). This matter has been assigned to the Rates and Classification Department for further study.
- reduce the current "minimum piece requirement" for special-pre-rate discount rates from 2,000 to 500 pieces.
- use one "endorsement" for all of special fourth-class mail instead of requiring separate labeling for books, records and six other categories.

Most of these recommendations involve relaxing the regulations as they stand to reduce the burden on the nation's biggest mailers, in terms of time and expense.

An additional project still under study would develop a single rate for mailings of several classes. For example, when a first-class letter is enclosed with a record, mailers are now required by law to affix additional postage for the letter. But, as one USPS official acknowledged, the average citizen is not even aware of this law although large companies can't claim ignorance. Instead, the task force believes, mailers should not have to pay extra when the letter isn't traveling first-class anyway.

What the new combination rate might be remains a matter for speculation.

The 75 recommendations were developed by a task force established last summer, which included 85 representatives of various industries, the record industry included.

As a major bulk mailer, the record industry has continuously lobbied for less complicated regulations, extended phase-in periods for special fourth-class rates and increased public service appropriations. Mail order sales through record and tape clubs and TV promotions, accounted for approximately $300 million of industry revenues in 1978 (the most recent figures available).

RCAA executive director Henry Brier told Joel that RCAA was listening very closely to the report in this regard. He said the report is probably stuck in the mail somewhere en route to him — declined to comment until he has received and studied the task force proposals.

Task Force Recommendations Revised

Writing The Rules

Relaxing The Rules

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THORPE ON CAPRICORN — Australian recording artist Billy Thorpe has signed with Capricorn Records for the U.S. and Canada, included as part of a production deal with his label. The deal includes Capricorn's Pasha Music Organization. Thorpe's debut album, "Children Of The Sun," was recorded at Pasha Music House in L.A. with Proffer handling production and Larry Brown engineering. Stated for March release, the LP includes Lee Sklar on bass and Alvin Taylor on drums, with Thorpe on guitars and vocals. The signing is for: Larry Brown, engineer; Debbie Reingart, attorney for Capricorn; Phil Walden, Capricorn president; Spencer Proffer, producer; Jon Scott, vice president special projects, Frank Mahoney, vice president of artists and repertoire; Ray Boyd, executive vice president, Thorpe; Robert Raymond, Thorpe's manager; Don Schmitzer, vice president and general manager, and Phil Rush, vice president promotion.
Carlin Music Jubilant About London Appeals Court Ruling

by Ken Terry

NEW YORK — In a decision that may substantially benefit Freddy Bienstock’s Carlin Music Group, the London Court of Appeals has ruled that the “reversionary rights” of the U.K.’s 1911 Copyright Act apply to most songs that were substantially benefited Freddy Bienstock’s Carlin Music Group.

Nevertheless, the large publishers who stand to lose many of these titles have pledged to carry their eight-year fight to the House of Lords, the British equivalent of our Supreme Court, and litigation arising out of this case may continue for many years to come.

While Carlin Music funded the litigation which led up to the recent Appeals Court decision, a Carlin subsidiary called Redwood Limited had signed publishing agreements with estates that claimed ownership of some 40,000 songs titles which were being exploited by other publishers. Among these titles were such standards as “Are You Lonesome Tonight?” “In the Blues Of The Night,” “My Wild Irish Rose,” “Bye Bye Blackbird,” “Ain’t Misbehavin’,” “Rock A Bye My Baby With A Dixie Melody,” “Wait Till The Sun Shines Nellie,” “Walkin’ My Baby Back Home,” “Meet Me In St. Louis,” and “Zing Went The Strings Of My Heart.”

Unless the Court of Appeals’ decision is overturned in a final appeal to the House of Lords, the current publishers of these titles could be required to pay court costs of approximately half a million dollars, plus back royalties for nine years prior to the year in which the suit was instituted (1970), to Carlin Music and the estates signed to Redwood Limited. Although the exact amount of money involved is not known, Johny Bienstock, executive vice president of the Carlin Music Group, estimated that it might run into the millions of dollars.

“Reversionary Rights”

The suit arose out of the fact that most publishers who had chosen to ignore the “reversionary rights” provision of the 1911 Copyright Act. Under that law, the term of copyright in the U.K. (as well as in the British Dominions, including Canada, Australia, New Zealand and South Africa) was the life of the author plus 50 years. The reversionary clause was written in to protect the families of imprisoned songwriters who might have sold the rights to their songs for much less than they were worth. It specified, “The suite arose out of the fact that most publishers who had chosen to ignore the “reversionary rights” provision of the 1911 Copyright Act. Under that law, the term of copyright in the U.K. (as well as in the British Dominions, including Canada, Australia, New Zealand and South Africa) was the life of the author plus 50 years. The reversionary clause was written in to protect the families of imprisoned songwriters who might have sold the rights to their songs for much less than they were worth. It specified, “The suite arose out of the fact that most publishers who had chosen to ignore the “reversionary rights” provision of the 1911 Copyright Act. Under that law, the term of copyright in the U.K. (as well as in the British Dominions, including Canada, Australia, New Zealand and South Africa) was the life of the author plus 50 years. The reversionary clause was written in to protect the families of imprisoned songwriters who might have sold the rights to their songs for much less than they were worth. It specified, “The

Jones Named To VP Marketing Post At Casablanca

LOS ANGELES — Pete Jones has been named to the newly created position of vice president of marketing at Casablanca Records.

Most recently a member of the Polygram distribution organization as vice president of sales for the Midwest, Jones comes to Casablanca with considerable marketing experience, both at Polygram as a director of sales for two and a half years and RCA, where he held the posts of financial analyst, marketing administrator and branch manager. Jones is also a graduate of the Wharton School of Finance.

Observing that the Casablanca post will open up new challenges to meet, Jones also noted that he will be able to remain in close contact with his associates at Polygram, which distributes Casablanca product.

Jones will be based at Casablanca headquarters in Los Angeles under the supervision of senior vice president and managing director Larry Harris and executive vice president Bruce Bird.

Access To European Product Is One Factor In Ariola’s Rise

by Aaron Fuchs

NEW YORK — Ariola-America has become a record company to take notice of. Although the label has been in existence for over four years, and earned its first platinum record well over a year ago with Mary McGregor’s “Torn Between Two Loves,” it has been during the past six months that Ariola has dramatically increased its visibility.

With records like Eruption’s “I Can’t Stand The Rain,” the East Coast’s “Like A Sunday In Saarem,” Channon’s “Don’t Hold Back” and Amii Stewart’s currently building “Knock On Wood,” Ariola has been represented on the pop Top 40 charts with unprecedented consistency. Interestingly, all of these records, except Cotton’s, suggest one reason for Ariola’s success: a keen appreciation of the disco market in general, and access to a large pool of European product whose evolving Euro-style music is becoming increasingly commercial here. Much of this access comes from the Munich-based Ariola parent company, which partially owns the label along with American stockholders.

But the European connection is not the only reason for Ariola-America’s success. A second reason is that Ron Backe, the senior vice president and director of operations, Ariola-America is very much autonomous. “Even though we are part of a world-wide company, we have luxuries that other American labels enjoy don’t. Whereas other labels have to go with certain releases, we can pass for. For example, Amanda Lear is on every other Ariola affiliate in the world except ours. We also pass on Boney M. But people who bring music to us are impressed with our selectivity, and trust that we’ll bring home product we believe in. For example, Trude Mezel brought us Amii Stewart’s “Knock On Wood” because we brought home Eruption’s “I Can’t Stand The Rain” for her. And here was a record that flopped when it was released in England, but we heard it here and knew it was going to be a smash.”

CBS Inc. Expects Another Banner Year, Says Backe

NEW YORK — Although CBS, Inc. is anticipating a banner year for the first quarter of 1979, the corporation is also predicting a record year in revenues and earnings, including a new high in the first quarter of 1978.

Backe told the analysts that the one reason the 1979 outlook for CBS Records Group is “very favorable” is that CBS has projected that 1979 retail sales for the U.S. recording industry will rise by 10%. Backe explained the anticipated first quarter decline by stating that CBS planned to strengthen its consumer division “through greatly increased commitment to internal development, through investment in promising, new ventures and through expansion. This deliberate approach,” Backe continued, “represents a vital investment in the future, and should be regarded as just that, rather than simply a drain on current earnings.

Cheryl Lynn’s singing career began in the church, but took off, ironically, after an appearance on the Gong Show. The TV star came about because of the persistence of Delbert Langston, Lynn’s long-time singing partner, who determined that Lynn get the break he felt she deserved.

After singing with Langston in a group called Loppy, Free & Easy, Lynn joined a road production of “The Wiz,” where she played The Wicked Witch of the West.

However, she became disillusioned with singing, and decided to give up the profession to pursue other goals.

After her Gong Show appearance, she was introduced to Eric Kornfeld, who, along with Langston, became her manager. Kornfeld played a video cassette of Lynn’s TV spot for Bruce Lundvall, president of CBS Records, and Lynn soon had a recording contract. The move proved wise, because Lynn’s self-titled debut album contained the song, “Got To Be Real,” which became one of the major disco hits of 1978.

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And We Won't Stop For Seconds!

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And We Won't Stop For Seconds!
NEW FACES TO WATCH

Gonzalez
It's hard to believe that Gonzalez is a British band. The group's single, "Haven't Stopped Dancing Yet," which is a success as a novelty item, has been a crossover smash, brims with the kind of rhythm and funky-but-chic style that somehow its players were born and raised on the streets of New York City. Speaking from the offices of the group's British label, EMI, Gonzalez's tenor sax player, Chris Mercer, says, "While we're quite pleased with Dancing, it's just one side of us. We like to play all kinds of black and Latin music, and we like funk as much as disco.

If Mercer seems nonchalant, it's belying. He tracks over a band. Starting with John Mayall's "Breakers" in 1967, he has played with Keef Hartley, Junior Marvin and Wynde. He's also toured with the Temptations and Spiders, and he's recorded with Brian Ferry and Bryan Ferry. Most of whom are experienced studio players, you have a list of credits that reads like studio players), most of whom are experienced studio players, you have a list of credits that reads like studio players (measuring chart movement) singles that includes: Atlantic's Jimmie Mack

Jimmie Mack

New York City has produced some swagging, gravel-throated singers in the last few years. David Johansen and Edward "Gianoulis, drums

Mercer's Staten Island home, and friends, includingErotic's "Paul Cooper, former national director of publicity for Atlantic. Both Falcon and Gilman were added, 9 a.m. CDT, the Los Angeles, Radio and Sales, and for the promotion of Los Angeles stations, "Terrfic," and "Our Only Weapon Is Our Music!" and "One of the best of the British on Gonzalez." and "The Top of the Charts." and "Tasha Rendezvous — Atlantic recording artist Tasha Thomas recently made a series of promotional visits to Los Angeles in support of her forthcoming LP, "Midnight Rendezvous." Thomas visited several radio stations and taped an appearance on the Merv Griffin TV show during her visit. Pictured (l-r) are: Vince Mauro of the Dee Anthony Organization; Thomas; Kathy Acquaviva, Atlantic's west coast publicity manager; and Paul Cooper, national director of publicity for Atlantic.

Computer Tracking Service Offers Aid To Labels, Radio

by Michael Glenn

LOS ANGELES — Relief for regional record promotion personnel and station program directors has arrived with the formation of the first national computer-oriented record tracking service. Computer, headed by Howard Gilman, formerly national director of marketing for ABC Records, and Mike Falcon, previously Cash Box radio editor and Record World record editor, will take the function of keeping station managers informed about performance of records in their market. The concept came about six months ago, when I was in a meeting with an executive of a major label," explained Gilman. "He was telling me the problems he had in the amount of time he spent tracking and how important it was to have them doing what they do best, which is actually promoting the record. We decided that by employing the use of a computer, we could provide a faster, more accurate and more economical way of gathering the same data.

Accuracy, Personal Contact

With 375 Top 40 radio stations now included in their survey, Computer tracks to a more efficient and professional method of dealing with station program and music directors than what is the common practice now at major record companies. Using mostly older, executive caliber personnel on their staff, the policy is to develop a regular one-to-one relationship between individuals at the service and station directors.

"Judging from what we've found, the promotion person, in many cases, will have his secretary call the station. The program director will inevitably put his secretary on to talk with her. This information is passed on to the regional promotion person who will in turn report the same data to the national office. You're talking about a four-step process, minimum, and the error factor is bound to increase," Falcon indicated. "We have an executive-level contact, who will speak directly to the PD or MD on a weekly basis at the time they specify." The $150 per record and per week Computer feels that its service is affordable to both the major and smaller labels alike, whether there is one record to track or ten. In addition, it will certainly benefit the radio community by cutting down on the number of "checkup" calls placed to stations concerning tracking information without cutting contact or service from the labels.

No Threat To Stations

"What this new service is an impartial, non-pressure service, that doesn't care whether the record was jumped, added, dropped or whatever and because we represent a number of clients we can save the stations time with just one call," noted Falcon.

Both Falcon and Gilman were quick to add that this does not mean the number or intensity of calls made by promotion people trying to get airplay for their records will decrease. However, by tiering their schedule towards the availability of radio personnel, they will be better able to assure the accuracy and reliability of their data.

"All of our information will be gathered Monday, Tuesday and Wednesday, including the late adds Wednesday night. Thursday morning at nine o'clock, our sheets will be on the desks of our clients," stressed Gilman. Management firms are also expected to

Mitch Hoffman

Huffman, DaKroof

Upped At RSO

LOS ANGELES — Mitch Hoffman has been promoted to the position of vice president of national sales for RSO Records, and Mel DaKroof has been upped to the company's national sales manager's post. Before assuming his new job, Mitch Huffman was RSO's national sales manager. Prior to that, he was the company's promotion man in Boston. Hoffman has also worked at WEA as the sales manager for its Boston and Seattle branches.

DaKroof, before being promoted to his newly-created position, was the national field sales manager for RSO. DaKroof has been a member of RSO's staff since Jan. 1978. Previously he was vice president of sales at 20th Century and London Records.

Acoury, RSO's president commented, "There is no question that our sales team, headed by Mitch Huffman and Mel DaKroof, is tops in the recording industry."
THE WHOLE WORLD RECOGNIZES YOU.

O.B.E.
(Officer of the Civil Division of the most Excellent Order of the British Empire)
GOLDEN APPLE
'Discovery of the Year 1978'
AUSTRALIA
'Australian of the Year 1979'
SWITZERLAND
Golden Hammer — 'Best Actress 1978'
HOLLAND
Hit Krant Award — 'Best Female Vocalist/Filmstar 1978'
Golden Tulip — Best Female Vocalist
LONDON
Carl Allen Award — Olivia & John Travolta
'Best Disco Record of the Year'
CASHBOX
Olivia & John Travolta — 'Number One Pop Duo'
RECORD WORLD
Olivia & John Travolta — 'Number One Top Duo'
BILLBOARD
Olivia & John Travolta — 'Number Two Pop Duo'

NOMINATIONS
GRAMMY
'Best Pop Vocal Performance Female'
GRAMMY
'Grease: Album of the Year'
GOLDEN GLOBE
'Best Actress'
PEOPLE'S CHOICE AWARDS
'Favorite Female Musical Performer'
'Favorite Motion Picture Actress'

THE WHOLE WORLD RECOGNIZES YOU.

OLIVIA
YOU ARE
TOTALLY HOT

CONGRATULATIONS OLIVIA NEWTON-JOHN FROM THE ENTIRE STAFF OF

MCA RECORDS
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EXECUTIVES ON THE MOVE

Shargo
Cheers
Leon
Stessel

Shargo Appointed At Epic — Epic Records has announced the appointment of Becky Shargo to director, talent production, Epic A&R. She joined Epic in 1973 and most recently served as associate director, Epic A&R, west coast. Prior to joining Epic, she worked for Columbia Records A&R Department and Blue Sky Records in New York.

Cheers Upped At Capitol — Jemmy Cheers has been promoted to national director of marketing, soul division, for Capitol Records, Inc. He was formerly western regional promotional manager for the soul division. He joined Capitol Records in June 1976 as midwest regional promotion manager, soul division. In July 1977, he transferred to Los Angeles to assume the same duties for the western United States.

Leon Appointed At Roadshow — Michael Leon has recently been appointed to director of east coast operations. He most recently held the position of executive assistant to the president. In the past he was A&M's New York promotion representative and was responsible for coordination for all promotional efforts in the area. Prior to that he held the same position with Arista Records.

Midsong Names DeBlase — Lou DeBlase, formerly comptroller of Midsong Records, has been named executive vice president.

Stessel Appointed At EPI/PA — Epic Portrait/Associated Labels has announced the appointment of Larry Stessel to director, product management, east coast, E/P/A. He most recently was associate director, product management, east coast, E/P/A. Prior to that he was the manager of the CBS-Records college promotion department.

Midsong Names Spero — Harry Spero, a veteran of Midsong Records, becomes vice president of operations for the label. His previous position was director of artist relations and creative services.

Senn To MCA — Rob Senn has been named national director of field operations for MCA Records. He joined Atlantic as promotion manager for Charlie and was promoted to Atlanta promotion manager prior to being named southeast regional director for Atlantic, a position he held until the MCA appointment.

Levy Leaves RSO — Jay Levy has resigned from his position heading up the A&R department at RSO Records. Prior to working in RSO's Los Angeles office, he served in the general manager's office for the label.

Changes At MK — Audrey Joseph has been named national director of MK Dance Promotions. Also announced were the appointments of five regional disco promotion marketing managers. Based in the New York offices will be Lisa Guerrero, Denny O'Connor and Joanne Mallis. In MK's Los Angeles office, Rusty Garner, head of west coast operations, and David Jeffries will handle similar duties.

Fox To Phonogram — Phonogram, Inc./Mercury Records, has announced the appointment of Jim Fox as national promotion/west coast for the firm. Most recently he has been program director of KCBS in San Diego and program manager at KTNQ in Los Angeles. In 1975 and 1976, he was music director and assistant program director at KFMB-FM (B 100) in San Diego.

Rosenmayer To MCA — Jan Rosenmayer has joined the artist development department of MCA Records as director of special projects. Before joining MCA, she was most recently a senior A&R manager for a prominent west coast independent label.

Sherman Joins MCA — Ira Sherman has been appointed east coast director of product management at Infinity Records. He joined Infinity after over seven years at CBS Records where he held a succession of posts including Columbia manager of artist development, product manager, E/P/A, and most recently associate director of product management, Epic/Portrait/Associated Labels.

Changes At Butterfly — Butterfly Records has announced the uploading of three executives. The new vice president of finance is David Powell, formerly controller of the company. Judy Sakaye has been appointed to director of international operations from international coordinator of the label, while Gail Mellow has been promoted to director of accounting from assistant director. Powell, prior to joining Butterfly, was vice president and general manager of Calliope Records and earlier controller for Casablanca Records. Sakaye formerly was associated with Trudy Green Management and was also responsible for the day-to-day operations at W/B Spector Records. Mellow was formerly an executive and administrator for Dade County, Florida.

(continued on page 56)
"...As I was writing this song one Sunday, I imagined myself floating into space, and looking down at my own body. I was imagining myself dying. Morbidly obsessed with these thoughts, I wrote this song about death. The next day I was told that Guy, our 17 year-old messenger boy, had been tragically killed on his motorcycle the day before. Guy died on the day I was writing this song."

b/w LOVESICK

A new single from the album "A Single Man"
One of the biggest instrumental singles of the year in England.

MCA-40993

Produced by Elton John and Clive Franks for Frank N. Stein Productions Ltd.

MCA RECORDS
Summer & ‘Macho Men’ Win 1978 SCDDJA Disco Awards

by Peter Hartz

LOS ANGELES — Donna Summer and Sylvester were named Disco Artists of the Year while the Village People were voted Disco Group of the Year at the 1978 annual Southern California Disco DJ Association music awards ceremony, held Feb. 14 at the Biltmore Hotel in downtown Los Angeles. The event, hosted by A.J. Miller, president of SCDDJA, was well-attended by disco industry figures from across the nation.

In anticipation of the awards banquet, L.A. Mayor Tom Bradley declared Feb. 14, '78 as Los Angeles disco day. The city is home to the second-largest disco scene in the nation, behind New York City.

Throughout the evening, the audience was entertained by performances from Loretta Holloway, Chanson, Alton McClain and Dan Hartman, who performed his hit, 'E/P/A,' for the first time. The evening began with the owners of some of the largest disco venues in the area introducing their clubs, followed by a special award to KUTE and Film Lundvall, administrative coordinator for the Mayor, presented by the Disco Week proclamation.

KUTE and Film Lundvall, Loleatta Holloway, Chanson, Alton McClain

The evening's first major award was the Music Awards — "Boogie Oogie Oogie" by A Taste of Honey and "Shame" by Evelyn 'Champagne' King tied for the Disco Radio Crossover Single of the Year. "Ain't That Enough For You" by John Davis & the Onyx was awarded Disco Song of the Year which did not experience radio play. Voyage was named the Most Promising New Disco Artist of 1978. Voyage won again with the naming of "Voyage" as the Disco Album of the Year.

HEART OF VIRGIN — Tk artist Bobby Caldwell's single of "What You Won't Do For Love" was released on red, heart shaped 45s. Tk artist Caldwell (pronounced Caldwell) is a single to Henry Stone, president of TK, for several years ago. Caldwell, in fact, was feeling so good that he was kind enough to come to the aid of an out-of-work space architect who made her way to the Caldwell show. It's not every one sees such an admirable act of charity from a promo man, but well worth a look. Bill for details.

NAME THE NEW JERSEY Pendergrass has been named to star in "The Otis Redding Story." A double album soundtrack, featuring Pendergrass singing Redding's hits, is also on the boards. Can you believe this? Sure you can, although Casablanca isn't confirming it — namely that the Village People will be doing a movie shot on fire. Hits that are rumored for the lead roles. Well, with Jacques Marquis writing the score and the boys doing their thing, at least it should be a bit different than the Annette Funicello-Frankie Avalon beach blanket epic. B.B. King will tour Russia in May in search of a caption — Smokin' Joe Frazier and Tiny Tim will star in Roy Radin's Vaudeville 79 show. Heavy. Delbert McClinton goes on Saturday Night Live February 24. ABC's Sports Magazine ran an "I'm exhaustive, and the group's debut LP, 'Crazy Legs,' was executive VP of Dollars & Sense Productions in Champaign, Illinois. Would you think Clive Davis wouldn't exactly be crazy about CBS lawyers, but the fact is that he just bought over ace Columbia Records attorney, Michael Pollock to head up Arista's legal department. The new album sounds much like the best of the Byrds, yet with a surprising freshness. Perhaps the key to McGuinn explains, the fact that the "nothing was pre-planned. I was playing at the Troubadour early last year, and Gene was in the audience, so I invited him up to play." Afterwards, the duo played some small west coast clubs, and after playing the last of their set, they called up Chris Hillman and asked to join each of the ex-Byrds brought in their own songs when they came to record, but Clark reported, "we took the songs apart in the studio and really kicked them around. At one point, David Crosby came through the studio and made some suggestions." In June and July the group, without a label deal, took an unpublicized tour through Australia and New Zealand. They're planning a U.S. tour, starting in late March, but before that there are club dates at the Bottom Line on March 23, 24 and 25. And how will it all sum up, according to Chris Hillman? "I think it will work," Hillman answers. "Everybody's attitude has been real nice. There's no rock star syndrome, no drug problems, no ego problems. It's been fifteen years now, and we're too old for that. It's fun!"

NEW YORK NOTES — It looks like 'They're Playing Our Song.' Neil Simon's new Broadway comedy/musical is going to be a hit. Robert Klein and Lucie Arnaz star, and Casablanca Records will release the cast album. Larry Kusiner and Carole Bayer Sager score. Tina Ball came up with an innovative idea, and she's turned it into a full fledged company called Rising Artists. Her firm is an "independent A&R" operation which will listen to and judge demos sent in by aspiring groups. If she likes the tape, then she'll try to place the group with a company for a finder's fee. Ball is at 663 Fifth Ave., telephone 534-6829.

www.americanradiohistory.com

Charles Palkert

Cash Box, February 24, 1979
ANYTHING FOR A LAUGH — Comedian Chevy Chase kicked off the “Lafts For Lunch” session at K-WE-D's radio in Los Angeles. Chase and associates created a predictably bizarre antics for the amusement of the staff and listeners. Pictured above are (l-r): Quinn, looking into ashtray, Frank Bennett. K-WEST mid-day personality; (sideways) Dusty Rhodes, evening lady, Chase and Steve Downes, operations director.

Nautilus Network Achieves Success With 3 Syndicated Radio Programs

by Leo Sacks

NEW YORK — Steve Slaw's Nautilus Network in The Lake Helen, Florida, recently celebrated the first anniversary of its one-hour syndicated radio programs, "The Blue Horizon," "The Music Special" and "The Comedy Hour." Designed for the AOR format, the three specials currently air on more than 200 progressive stations.

The concept for the specials, which emphasize an unending flow of music and as little dialogue as possible, actually germinated in 1977, when Slaw co-founded Interadio, a radio production house in New York. The firm syndicated "Women in '78," a feature program that interadio distributed to all-news stations.

Slaw's increased interest in interadio helped to provide him with an understanding of the role of the syndicator and the needs of individual stations in the marketplace. He used this information when he set up his own syndicated service.

"The idea for the shows was to create programming that would not only work for individual stations, but for national advertisers who wanted follow-up on a local level," he explained.

Hook-Up With Fox

When Slaw left interadio, he was introduced to Sonny Fox, the program director at WYSP-FM in Philadelphia. Fox had been producing "The Comedy Hour" at the station for years, and had made several unsuccessful attempts to syndicate the program nationally. But Slaw recognized that the show had true national potential, and, with the help of Lee Abrams and the Burkhardt/Abrams consultancy, he was able to place the program on 40 stations across the country. Today, "The Comedy Hour" is produced in Toronto by Joint Communications and featured on Sunday evenings over most of the Burkhardt/Abrams-consulted stations.

The second stage of the Nautilus Network is "The Music Special," which profiles one recording artist each week and is produced by Jim Roach at Pittsburgh's WVEE-FM. Like the concept for the "Music Special" airs in the Top 50 markets and is targeted for the 18-44 age group. Recent guests on the program have included Boston, Al Stewart, Foreigner, Todd Rundgren, Hall & Oates, Styx and Heart. Slaw says that Roach's program appealed to him because it "made the show because they didn't think it had enough mass appeal," he says. "The P.D.'s would argue that their markets were too competitive for that kind of specialized programming. So it really threw us for a loop when markets like Milwaukee (WLPY-FM) and Minneapolis (KQRS-FM) went with it. But they didn't stop us from playing artists like Dire Straits, Sad Cafe and Kayak before they became popular." Now Slaw is expanding from playing his most ambitious venture to date in May, he will begin syndicating a live concert series to AOR stations on a monthly basis from Bee-Jay Recording Studios in Atlanta. Though the first program in the series will be taped, future broadcasts will be syndicated live via satellite through an uplink that will be installed at the site of Nautilus' new 330,000 square-foot studios in Lake Helen. The two-story structure will house nine fully automated video studios that Slaw will make available to record companies for commercial and promotional use.

Dates Are Set For Next Year's MUSEXPO Meet

NEW YORK — MUSEXPO will hold its 11th annual International Record and Music Industry Marketplace Jan. 4-6, 1979 at the Hyatt (Hyatt) Hotel in Miami Beach, Florida. Last year, 951 companies from 41 countries participated in the convention.

POINTS WEST — WHERE ARE THEY NOW DEPT. — Spencer Davis, a leader of the 60's British Invasion and currently program coordinator (and producer) of Paul Korda's "Dancing In The Aisle" LP for Janus Records, has embarked on a new project. He is putting together a compilation anthology of Spencer Davis Groups that will include a new band. While in Europe recently on behalf of the RIAA's Committee to Support the Music Industry, Davis got four tracks cut for what will possibly be an Island Records album. Back in L.A., Spencer had to back out of the idea because of "different kinds of legal shit," he says. "So I'm not going to kick off the anthology package. I'm going to stay mad on the 45 and the band part has been left off for Bill Woman. Meanwhile, Spencer is re-releasing a new band, LAKES (the L.A. Rhythm Kings), including Tret Fury and Peter Jameson, for some possible Southern California dates.

A LOYAL VALENS FAN — While in Los Angeles for a couple of nights at the Palomino Club, where Bill Woman is also a fan of the late Ritchie Valens, Bill was shown all the famous Valley spots that the very first Ritchie Valens LP. Stewart originally bought the album when he was 15, even though he didn't own a record player at the time. But on the way home from a friend's show, Stewart was listening to the LP, he dropped and chipped it, leaving it without the first track on each side, until his recent face.

REJECTION AND PATIENCE — Tony Lawrence used to be a trade writer and later a product manager at Columbia and Warner Bros. "Now he's doing the stand-up routine in L.A. according to Billy Joel, who wrote the opening for his "Live at Carnegie Hall" tour, who became a friend while working Joel's albums. Lawrence is now performing a one-man show called "The Stand-Up at the Calabasah Theatre in Beverly Hills through March 4. The show includes some robust moments, with Lawrence playing a record company president, a gay teacher and a driving school instructor as well as doing straight stand-up.

MUSIC POWER — If there's any doubt as to the dominance of the music industry in entertainment, one need only look at the line-up on last week's "Hollywood Squares." Sitting in the 'board's little cubicle and answering were Sylvia Browne, Melissa Manchester, Yvonne Elliman, Frankie Valli, Martin and Peter and 2.5 people. What happened to Rose Marie?


HOW DO YOU KEEP THEM DOWN ON THE FARM? — It seems that once a recording session gets a taste of TV they have trouble getting back to the habit. Following her dramatic debut in the "Amateur Night" portion of "Tina Tucker's World," RCA's Delores "Baby" Sayer, Melissa Manchester, Yvonne Elliman, Frankie Valli, Martin and Peter and 2.5 people. Whatever happened to Rose Marie?

ON THE ROAD — Poco, a name last seen on marquees in August, 1977, has been doing warm-up dates for its upcoming major club tour at the Boston Starlight (and other)ounder. Co. Seen backstage after one show was famed Richie Furay. The official tour kicks off in Minneapolis at Doc Holiday's March 7 and ends April 19-21 at the Roxy in L.A. AM is sending a trio of its acts off on separate tours. Gino Vannelli is embarking on an eight-week tour of 34 cities before leaving May 18 and ending May 6 in Vancouver. The tour, featuring specially designed sound, lighting and hydraulic effects, is Vannelli's first since the fall of 1977. Nazareth has booked a 29-date tour beginning later this month and finishing up on April Fool's Day at the Tower Theatre in Philadelphia. The Scottish group made its first line-up change ever before recording its current LP. "No Mean City," with the addition of guitarist Zaclid Clemenson. And AM is also putting the Poli line-up in rehearsal -- and a new album tour, to start with a three-night stand at the Whisky in L.A. March 1-3. -- ABC's the Amazing Rhythmic Acres kicked off their 1979 tour Feb. 9 in Milwaukee at the Municipal Auditorium. The group, led by the four-woman Youngbloods-founder Jesse Colin Young and his band return to Seattle for concerts at Paramount Northwest Feb. 24-25. From deep in the heart of Georgia, the word is the Peach State's favorite sons, the Atlanta Rhythm Section, is getting ready for a major tour.

COMING RELEASES — "Accidents Will Happen" is set for release shortly as the single off Elvis Costello's "Armed Forces." Columbia is also preparing an Elvis video for in-store use with the Anger tour. The Doors' "L.A. Woman," "Understanding" and "Oliver's Army." The new Journey album, "Evolution," will be out the week in March. The group will be going on a short European tour in March followed by a U.S. tour in May. Pat Benatar's "In the Night," and will include Patty's version of the Knick's classic "Do You Want To Be A Rock N' Roll Star?"

CLARIFICATIONS — A photo recently showed Donna Summer and Giorgio Moroder holding a Golden Globe award, saying it was "for Last Dance." Although "Last Dance" did win an award that night, the one Giorgio was holding was his own, for Best Original Song ("Your Love"") from the movie "The Boss Peace. Loosely speaking of his career as a lawyer and, contrary to our report last week, is continuing his relationship with Lee Sayer. Also, Lippman was David Bowie's lawyer and business advisor, but now has his own private practice.

FAMILY AFFAIRS — Cleveland International president Steve Popovich and his wife Maureen are now the proud parents of Stephen Frank Popovich, born Feb. 3. Anna McGarrigle, wife of Don McLean, Birthday: McGarrigle Sisters, gave birth to a girl, Lily Lippman, Jan. 28 in Montreal.
The Clash

COMMODORE BALLROOM, VANCOUVER

The Clash’s west coast swing of its debut North American tour — beginning in Van-
couver on Feb. 9, and winding up in San Francisco on Feb. 26 — featured the 3,500-
strong, striving to not only forerun the next big thing in rock ‘n’ roll musical styles, wide-ranging lyrics, and a commanding stage presence.

An established rock group only played between 60-75 minutes, but each set contained as many as 20 numbers and the energy level was so overwhelming, the four-plus shows were more than sufficient. Leading off with ‘One More Time’ was a display of their intensity and professionalism. The man sings with neck-bucking power. Blocked by a tight rhythm section that could supply the groove, Starr delivered a tight set of his classics and invigorating renditions of numbers from his recent album, ‘Clean Up’.

A pulsating synthesizer line was missing from the band’s rendition of ‘Contact’, but the version was a favorite. However, Starr ignores some guitar and vocal arrangements, presenting a very powerful show.

Driving home in a convertible with an opportunity to once again capture the audiences and the dance floors, ‘Contact’, followed by ‘An Old Fashioned Love Song’ and track after track, continued the band’s disco favorite and the LP ‘Clean’ is bulletproof on the pop charts. Starr has a new platform, a revitalized and directed sound.

The Fabulous Poodles

BOTTLE LINE, NYC — Several days after the release of their album, ‘Return Of The Fabulous Poodles’, the band arrived in New York City, where they were assigned to do the opening of the show, in order to increase exposure and television ratings for the band.

The Poodles are not as well known as the Clash, the band’s rendition of ‘Holiday’ was so powerful that they used the same name for the music. Stars were born.

In his introduction, drummer Bobby Valentino of the Poodles’ debut single, ‘I Want To Get Next To You’, was all flattery for the audience and the latter with silky Temptations/Smokie Robinson style vocals, led by Kenny DeMeur.

The band’s finale showcased Gwen Dickey’s rich, soaring voice, making the cavernous Forum seem less than intimate. As she launched into “Wishing On A Star,” a mirror ball on fire started its patterns, and the rhythm guitars and drums had the audience doing a dance of their own.

The Poodles’ set was one of the most unique in the past few years. When they concluded their set with a stirring rendition of “I Want To Get Next To You,” they had everyone on their feet, dancing like a cross between the Fabulous Poodles and the Poodles.

Opening on the stage for the Poodles, ‘Spirit’ came out of the woods and brought the audience back into the show.

The Bar Kays

THE FORUM, L.A. — Let there be no mistake, the packed house came to party and they didn’t go home disappointed as a solid roster of artists contributed their individual talents to an evening of varied but memorable fun.

Evelyn “Champagne” King and Michael Jackson opened the show. The Kays’ rendition of “I Want To Be Wild” was their only hit of the evening, but it was a fun number, and the audience enjoyed it thoroughly.

The Bar Kays

The band opened the show with a bang as flash cannons kicked off a set of highly theatrical and infectious dance music that had most of the crowd on their feet.

With two singles and albums currently charted, the band had more than enough hits to fill a show and the audience loved it. "Holy Ghost" was a highlight of the performance as lead singer Larry Dodson pranced across the front of the stage delivering vocals that were both energetic and amusing.

The band, outfitted in sequined, transparencies, and colorful clothing with a sound predominantly featuring a syn-
thesizer, drums and horn attack. Nowhere was there anything more than loud, impactful sound system.
GEORGE HARRISON — Dark Horse DHK 3255 — Producers: George Harrison and Russ Titelman — List: 7.98

With his first album since “33 1/3,” Harrison has returned with a very assured, polished album which contains mostly understated, acoustic ballads and light rockers. Throughout the album, the ex-Beatle’s vocals are fluid and expressive, rarely displaying any traces of the hoarseness which has plagued some of his more recent works. Harrison is backed by a solid, all-star cast on the LP, but it is his own singing and his 10 new compositions that make this LP a winner. Includes the single, “Blow Away.”

‘BOUT LOVE — Billy Withers — Columbia JC 35596 — Producers: Bill Withers and Paul Smith — List: 7.98

This veteran singer/songwriter’s newest album is a warm, sincere effort that is dedicated to his favorite subject: love. Withers’ distinctive, down-to-earth vocals are perfectly suited for this LP’s eight love songs. Also the LP’s arrangements feature attractive horn charts, punchy rhythms, and infectious background vocals. Standout tracks include “All Because Of You” and “Look To Each Other For Love.”

FEETS DON’T FAIL ME -- Gilberto Gil — Columbia — JC 35764 — Producers: David Robbin and Herb Hancock — List: 7.98

Herb Hancock slips into a disco groove on his new LP and shows he is perfectly at home with the genre. The music is top flight, and full of funky bass and primal percussive rhythms. Hancock time after time shows how much of a chameleon he is by adapting to and furthering a musical form. The jazz session men help out on the LP and Hancock makes ample use of the vocoder, the musical device that allows him to sing a few tunes.


Enchantment is a potent quintet which on its latest album has concocted an impressive collection of wild, thumping disco/funk tunes, upbeat Spinning-like soul/pop cuts, and serene, romantic ballads. The group performs each style with taste and feeling, as witnessed by “Future Gonna Get You,” “Any Way You Want It,” and “Oasis Of Love.” Throughout the LP, Enchantment’s lead and harmony vocals are versatile and convincing.

UP TOWN SHAKEDOWN — Syl Johnson — Hi HLP 6010 — Producers: Hal Winn, Jerry Barnes and Mark Gibbons — List: 7.98

Long regarded as a premier Memphis soul singer, Syl Johnson has re-emerged with this stirring collection of potent disco numbers, crisp R&B tunes and elegant soul ballads. Obviously, at the heart of this album is Johnson’s tasty vocal work, which exquisitely handles the variety of material here, conveying urban sensuality (“Mystery Lady”), charms of a sexual teenager (“Gimme Little Sign”) and strutting soul (“Ol’s Redding Medicine Man”).

FACE TO FACE — The Dells — ABCA-1113 — Producers: Al Perkins, Calvin Carter, Rudy Robinson and the Dells — List: 7.98

On its latest ABC effort, this long-standing soul group has issued another solid collection of spirited R&B/contemporary soul and intimate ballads. The album leads off with the title cut, a riveting disco number that boasts powerful lead and harmony vocals, strong rhythms and intriguing sound effects. The remaining numbers are every bit as effective, particularly “Hooked On Loving You” and “Through It Cooling.”

FROM THE VAULTS — Various Artists — Natural Resources Motown NR 40141T — Producers: Various — List: 7.98

This compilation album brings together 10 previously unreleased recordings by many of Motown’s top ‘60s stars. From The Vault’s is truly a gold mine for fans of Motown’s “Golden Decade.” Classic artists featured here include the Temptations, Diana Ross & The Supremes, Marvin Gaye, Smokey Robinson & The Miracles, the Spinners, Martha Reeves & the Vandellas plus four other acts. A special additional collage of the original 45 RPM labels pictured on the back cover.


A veteran singer/guitarist/composer from Brazil, “Nightingale” marries Gil’s American debut album with music largely produced by Sergio Mendes, this LP showcases Gil’s inviting vocals, joyful compositions, and testifying Brazilian rhythms (performed by such noted musicians as Alex Acuna and Steve Forman).

ONE ON ONE — Peter McCann — Columbia JC 35724 — Producer: Hal Yoerger — List: 7.98

An established Top 40 pop composer, Peter McCann’s first CBS album shows a laudable hankering for a jazzman/singer/songwriter in the pop-rock vein. “One On One” is divided between tender ballads and aggressive, melodic-rocker material. McCann handles each style passionately and artfully. McCann demonstrates his expertise as a vocalist throughout the LP, recalling Art Garfunkel on the ballad “Love This Time” and the sleek exuberance of Neil Sedaka on a few of his finer acts.

OUR MEMORIES OF ELVIS — Elvis Presley — RCA AQLI-3279 — Producers: Felton Jarvis and Joan Deary — List: 7.98

The reissuing of these 10 tracks (with one additional previously unreleased track) is based on the premise that Presley aficionados would like to hear a collection of songs that are stripped of any studio overdubs and sweetening. The end result emerges as quite the clever idea in that the King’s vocals, more so than in these tracks’ original editions, stand out even stronger over what is now simple pick-up backing tracks. A must for collectors and for A&C and country playlists.


Lamont Dozier has earned a legendary reputation as a songwriting and producer of countless hits, but he also reaffirms his status as a top-notch vocalist and performer with his latest album, “Bitersweet.” Top cuts, and the moving vocals that are mostly first-rate here. Standout tracks include “Merry Go Round” and the title track.

SISTER SLEDGE — We Are Family — Atlantic — SD 5209 — Producer: Nile Rodgers and Bernard Edward — List: 7.98

Produced by Rodgers and Edwards of Chic fame, this album is an excellent mixture of disco and pop material. From the fine disco arrangements on the current chart single, “He’s The Greatest Dancer,” to the moving vocals on the ballad, “Somebody Loves Me,” this album is impressive throughout. “We Are Family” could be the second single from the LP, featuring a funky beat and a smooth, polished arrangement.


With “Valley Of The Dolls,” this hot, loud and rebellious rock’n’roll band has produced one of the most musically pleasing new wave waxings to date. This British foursome’s second LP is choked full of accomplished narratives and the punkish, spirited vocals of guitarist-lead-singer Billy Idol. Producer Ian Hunter’s presence is apparent all through this new wave delight. Top cuts for AOR are “Running With The Boss Sound,” “Paradise West” and “He’s A Rocker.”


From Sweden comes Janne Schaffer, who utilizes the electric guitar to nearly the same effect as Steve-Luc-Porley’s cosmic violin runs. Schaffer’s smooth, yet energetic guitar playing darts in, around and over Toto’s Porcaro brothers’ rhythmic vocal banks, such as the highly exhilarating fashion that could easily elevate this LP to the higher echelons of jazz-rock guitar’s company. A notch for progressive AOR.

MIDNIGHT HUNTER — Lane Caudell — RCA MCA-3074 — Producers: Lane Caudell and Gerard Mahon — List: 7.98

With “A Midnight Hunter” this hot, loud and rebellious rock’n’roll band has produced one of the most musically pleasing new wave waxings to date. This British foursome’s second LP is choked full of accomplished narratives and the punkish, spirited vocals of guitarist-lead-singer Billy Idol. Producer Ian Hunter’s presence is apparent all through this new wave delight. Top cuts for AOR are “Running With The Boss Sound,” “Paradise West” and “He’s A Rocker.”


After a four-album stint with the infamous mid-period Savoy Brown band, the British blues shouter Chris Youlden went solo, with two fine albums being the end result of his endeavors. London has now compiled a single disc package containing this fine collection of Youlden’s music, as best of the tunes from the LP emerges as an excellent, insightful toary into the talented mind of one of Britain’s most underappreciated blues performers.
REF: MARKETING R OUTSIDE THE NORWAY COVERED IN ULTIMATE NORWEGIAN QUINTUPLE GOLD.

INTERNATIONAL STRA
Program No. 046

S O PRODUCT
UNITED STATES

"GREASE."

SALES RECORD SET:

TEGY STRIKES AGAIN.
SINGLES TO WATCH

**GEORGE HARRISON** (Dark Horse/WMG DRC 8763)
Blow Away (3:59) (Ganga Pub, B.V. - BMI) (G. Harrison)
This single from George Harrison's new namesake album has a bright and happy feel. With strumming acoustic guitars, wood block beat, synthesizer moods and appealing singing by Harrison, this single may sing along and become a hit for G.H. who has not had a Top 40 presence recently.

**THE BEACH BOYS** (Cannibob/CBS ZSE 9026)
Here Comes The Night (Irving Music - BMI) (B. Wilson/M. Love)
The new Beach Boys LP is called "The Beach Boys L.A. (Light Album)." This first single produced by Bruce Johnston and Curt Behcher is a hard-driving, straight ahead disco. Dashing overhead strings, fast steady kick drum, synthesizer coloration, percussive lines and exciting Beach Boys vocals make this a certain winner on many formats.

**LIVINGSTON TAYLOR** (Epic 8-50667)
I'll Come Running (3:15) (Morgan Creek Music/Songs of Bander-Koppelman - ASCAP) (L. Taylor)
"3-Way Mirror" is the current Livingston Taylor album. This single with a hip-swinging beat, clean arrangement of guitar, drum and horns is a strong entrant into the Top 40 race. Taylor's vocals are effectively matched by female backing singers. Rough-edged horns and blusy feel are fine.

**PETER MCCANN** (Columbia 3-10899)
Just One Woman (2:40) (ABC/Dunhill Music - BMI) (P. McCann)
This single from Peter McCann is his first from his new Columbia affiliation. With gentle beat and emphatic piano chording, electric guitar fills and strong lead and backing vocals, this track may receive attention from a variety of pop formats.

**VICKI SUE ROBINSON** (RCA JH-11441)
Taken from the motion picture "Nocturna," this outing by Vicki Sue Robinson is likely to become a dancelloor favorite. Steady kick and a layering of conga, keyboards, strings and xylophone make this track a strong candidate for across-the-board action. Fine vocals.

**GEORGE BENSON** (Warner Bros. WBS 8759)
Love Ballad (3:49) (Unchappell Music - BMI) (G. Benson)
"Livin' Inside Your Love" is the name of Benson's new album produced by Tommy LiPuma. This just released first single entered the singles chart at #83 bullet. With an up-tempo beat, organ and conga backing and a characteristic singing and playing by Benson, this track will go higher. For various formats.

**JULES & THE POLAR BEARS** (Columbia 3-10850)
You Just Don't Wanna Know (3:20) (Unchappell Music - BMI) (J. Shear)
Jules & The Polar Bears have excited fans with a classy but fresh brand of rock 'n' roll. This song is perfectly suited to Top 40 attention. With perky beat, tumbling guitar and piano chording, raucous sax lines and inviting singing, this song is certain to hit. Check this out.

**AMAZING RHYTHM ACES** (ARC AB-12454)
Lipstick Traps (On A Cigarette) (3:45) (Unart Music - BMI) (N. Neville)
Smart-aleck piano licks open this track which is a remake of the classic. The horn lines are stellar, the new; synth line makes this a good pop add.

**BTO** (Mercury 74046)
Heartbeats (3:20) (Turnup Music - PRO) (C. Fisher)
This first single from BTO's new "Rock 'N Roll Nights" album proves decisively that BTO is still a band to contend with. With aggressive vocals and commanding chorus, this track builds to impressive power. A stout beat, piano fills, tambourine and strong guitar chordine combine to top this one home. Suited to Top 40 and MOR/AC formats.

**GEORGE THOROGOOD & THE DESTROYERS** (Rout- ter 4919)
Who Do You Love (4:15) (ARC Music - BMI) (E. McDaniel)
Thorogood has received considerable praise recently. No one has said his sound is new, just that its primal rock and roll energy is sorely needed. This version of the classic updates a raw-edged rhythm sound spearheaded by Thorogood's unique guitar playing. Rocking lists check it out.

**CHARO** (Rocket/RCA JH-11440)
Kiki Dee's sound is right on with this new single. A jaunty beat, strong piano licks and a catchy vocal delivery make this song one jump ahead of all of other recent releases. This track rocks out and may come as a welcome relief to Top 40 programmers.

**THE MANHATTANS** (Columbia 3-10921)
Here Comes The Hurt Again (3:45) (Stone Diamond Music/Sho Nuff Music - BMI) (F. Johnson)
"Love Talk" is the name of the Manhattans' latest album. This single, produced by Jack Faith, is a warm and sensitive ballad which ought to appeal to R&B and pop lists. Strings, silky backing vocals, clean lead vocals and moderate beat make this a good add.

**DION** (Lifesong 5303)
Still With Me (3:35) (DiMucci/D. Beck/M. Tiernan/R. Steele)
This second single from the "Dine Oie" album is an instrumental haunted by the death of an assistant to Dion. With spunky piano chordine, rhythm ace backing, evocative synthesizer explorations and chimes, this track has an alluring beauty. Suited to Top 40 and MOR/AC formats.
A BOOK FOR ALL STATIONS - Pat Martin, the PD at WSPY/WYXY in Stevens Point, Wis., has authored and is distributing a book titled "The Secrets Of Programming Power." Martin compiled the booklet during a three-year period while researching common principles of radio programming in his spare time.

"I really believe this thing is needed," said Martin. "I bought just about every book that is on broadcast programming and didn't learn anything from them. I felt it was time for a different approach as far as technique and strategy were concerned in putting together a radio station."

The Secrets Of Programming Power, contains chapters on station management, common stations mistakes and improving production. It also details how to hire, and develop motivated key people for a successful radio station.

Using the principles of his booklet, Martin consults WXKE-Fort Wayne, a class A FM station in Indiana, during the fall Arbitrons. The station, which had previously gauged a 3.7, jumped to a whopping 11.3 in the recent ratings survey. The revitalized station even beat out WOWO, a 50,000 watt clear channel AM station, in the 18-49 demographic.

For more information, contact Martin at 809 Third St., Stevens Pt., Wisconsin 54481.

NEW DISCO FORMAT - "D-Disco," a syndicated disco format for live or automated radio stations, will be available as of March 15. The new program is the brainchild of Drake-Chenault, a California-based radio syndicator. The concept is currently being field tested by the company's national programming consultant, Marc McCoy. Demos are available by calling Drake-Chenault at (800) 999-5555.

PHANTOM AND FRIENDS - The phantom who appears on Kayak's new "Phantom Of The Night" LP was recently found walking in Chicago. Pictured (l-r) are Chuck Reichenbach, former program promotion man; Bill Evans, WLUP/Chicago's music director and the eluding "phantom of San Diego" as of March 1.

SYNDICATION INDICATIONS - RKO Radio has pacted with the PH Factor, a group of radio producers and syndicators, to present previously unavailable top recording artists in 90 minute radio specials. The shows will feature exclusive interviews inter-mixed with a generous sampling of the artists' biggest hits. The first combined effort is a Rod Stewart special which will air on all RKO stations and also be made available in ARB markets for the April-May period. The show is sponsored by World Harvester, who has signed to sponsor "The Great American Radio Show," a nationally syndicated Weekend One music show hosted by Mike Harrison. Starting March 1, Amuse Busch will sponsor the show in eastern markets, while International Harvester will sponsor stations west of the Mississippi. "The Great American Radio Show" is a two hour weekly program featuring a countdown of the top 20 tracks nationally and highlights of new rock and jazz selections.

"Inner-View," the syndicated hour-long radio program airing in 150 U.S. markets, will present a four-program special featuring the Doors. The program will trace the band's career from its beginnings in the '60s through the release of the new "American Prayer" album. The four hour segment will begin the week of April 1, and include rare excerpts from Jimmy Morrison interviews.

NEW PDs - WKQ/Philadelphia has a new PD in Tim Powell, formerly of WAVA/Washington. Bill Garcia is the new PD at WBND/Indianapolis. He replaces Jeff Luker. Mike McVay will leave Ten-Q/Los Angeles to become the new PD at WAKY/Louisville. McVay has replaced Gary Guthrie who resigned last week.

STATION TO STATION - WKU/Twice is the new PD at WNDE/Indianapolis. He replaces Jeff Luker. Mike McVay will leave Ten-Q/Los Angeles to become the new PD at WAKY/Louisville. McVay has replaced Gary Guthrie who resigned last week.

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BOISTEROUS BABY - Chrysalis recording artist John Walters of the Babys was a special guest & a surprise visitor at the album oriented show which airs Saturdays at midnight on WAKY/Louisville. Walters rapped about the Baby's recent chart release, "Head First!" (Pictured (l-r) are Bobby Ocean, KHAJ air personality, Shauna McNamara, assistant to Chuck Martin, Scott Frenandez, national program director for Chrysalis, Doug Brown, KHAJ production director, Chuck Martin, program director at KHAJ; Wiley and Billy Taylor, Chrysalis field representative.

Warner's Planning Doobies Promo

LOS ANGELES - Warner Bros. Records is launching a major retail and radio promotional campaign in support of the Doobie Bros latest album, "Minute By Minute."

Radio stations in Houston and Los Angeles will promote a "Doobie Darbies" in their respective cities. Station personnel and staff from local retail stores as well as listeners and record buyers will compete in a Mad Ant Grind Prix type auto race. In addition, Warner Bros. will by sponsoring a number of radio promotions in 40 major markets around the U.S.

KLE Contest

Atlanta station KLS and Warner Bros. will be holding a contest that will provide the winner with a 24 hour pass to the city, needs include a wake-up call, a day's pay (up to $100), a maid, and a night out with limo service.

KSEH/St. Louis will co-sponsor a marathon run in conjunction with the St. Louis Heart Association. Prizes will be awarded to those runners who account for the most pledges and the most amount of money pledged. All proceeds will go to the Heart Association.

Aside from the above promotions, Warner Bros. will sponsor a number of One-Weekend Only Record-Store campaigns in a variety of major markets.

25-34 Demo In Profile By CBS

(continued from page 14)

25-34 demographic outline in the presentation are:

- They are the most educated generation this country has ever had and have the largest number of households headed by a professional/managerial person.

- Their spending power is growing at a time when the rate of other demographics is declining.

- One in every five dollars spent in the marketplace is spent by 25-34 year olds.

- They also comprise nearly 50% of all home buyers; 24% of all new car purchases and 26% of all two car households.

- CBS-FM National Sales, which represents 12 adult contemporary stations, plans to tour the country with the presentation. The "$261 Billion Market" is scheduled for showings in Dallas, Seattle, Portland, Chicago, Atlanta and Houston.

Metromedia Reports

Income For 1978

LOS ANGELES - Metromedia has reported a 1978 income of $35 million, equal to $7.02 per share. This represents an increase of 15% over 1977.

The net income for 1977 was $32 million, equal to $4.85 per share. Revenues for 1978 increased to $371 million, a gain of 23% from $301 million in the prior year.

Maddox Named VP at Amaturo

LOS ANGELES - Jim Maddox has been named senior vice president of the Amaturo Group Inc. complex of stations. For the time being, Maddox will retain his position as general manager of KMJQ/K-Houston.

Maddox has helped in making KMJQ/FM Houston's most listened to station. This audience position was confirmed in the latest Arbitron ratings.

Variety Of Duties

In his new position, Maddox will assume programming, engineering, acquisition and operational duties. He will report directly to J.C. Amaturo, president of AGI.

Maddox Group Inc. stations include KMJQ/KHJ, WKKM/St. Louis, K QT/JS and WSHJ/K-Houston.

Taft Broadcasting recently announced that its third quarter revenues for the period ending Dec. 31, 1978, were up 22% over last year's same period to $56 million. FM radio produced revenue increases of 40% over last year's third quarter, while AM revenues advanced 13%.

From the Amaturo Group, Chicago's WSPT/WXYQ is a station that changed to a country format in Feb. 1977, continued its significant growth with revenues up 54.2% from last year's third period.

THAT MAN IS MUCHO MACHO

WEAM/Washington recently awarded the prize for D.C.'s most macho man to Paul Albert at Tramps Disco in Georgetown. It was the result of a month-long contest. Pictures (l-r) include Molly Johnson, "Ice Castles," Jeff Keys, WEAM air personality and Paul Albert, Mr. Macho Washington.

Cash Box/February 17, 1979 21

www.americanradiohistory.com
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<th>TW</th>
<th>LW</th>
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<td>Dire Straits</td>
<td>Dire Straits</td>
<td>WB</td>
<td>7*</td>
<td>Sultans Of Swing, Waterline</td>
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<td>2</td>
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<td>Blondes Have More Fun</td>
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<td>Da Ya Think. Attractive. Shadows Of Love, Title</td>
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<td>5</td>
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<td>Eddie Money</td>
<td>Columbia</td>
<td>18*</td>
<td>Can't Keep. Some Water, I'm A Fool</td>
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<td>4</td>
<td>4</td>
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<td>Minute By Minute</td>
<td>Doobie Bros.</td>
<td>WB</td>
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<td>What A Fool, Here To Love, Steamer, Title</td>
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<td>Briefcase Full Of Blues</td>
<td>Blues Bros.</td>
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<td>Soul Man, Messin'. &quot;B&quot; Movie, Rubber Biscuit</td>
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<td>Toto</td>
<td>Queen</td>
<td>Columbia</td>
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<td>Hold The Line, I'll Supply The Love</td>
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<td>Nicolette</td>
<td>Nicolette LaRue</td>
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<td>Promises, Lucy, Tulsa Time, Roll It</td>
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<td>HeadFirst</td>
<td>The Babys</td>
<td>Chrysalis</td>
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<td>Jazz</td>
<td>Pointer Sisters</td>
<td>Planet</td>
<td>21*</td>
<td>Fire</td>
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<td>McGuinn, Clark &amp; Hillman</td>
<td>McGuinn, Clark &amp; Hillman</td>
<td>Capitol</td>
<td>92*</td>
<td>Surrender To Me, Don't You Write</td>
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<td>19</td>
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<td>Move It On Over</td>
<td>George Thorogood</td>
<td>Rounder</td>
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<td>It Wasn't Me. Cocaine, Title</td>
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<td>17</td>
<td>12</td>
<td>6</td>
<td>Energy</td>
<td>Pointer Sisters</td>
<td>Planet</td>
<td>21*</td>
<td>Fire</td>
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- 18 - 1 Spirits Having Flown | Bee Gees | RSQ | 1* | Tragedy, Inside Out |
- 19 - 13 Shakedown Street | Grateful Dead | Artista | 54 | Good Lovin', Need A Miracle, Title |
- 20 - 16 Mised placeds | Sad Cafe | A&M | 77 | Restless, Run Home. I Believe. Black Rose |
- 21 - 23 4 Alive On Arrival | SteveForbert | Nemperor | 143* | Goin' Down, Thinkin', Big City Car |
- 22 - 18 9 All Time Low | Styx | A&M | 32 | White Hope, Sing For Blue, Collar, Title |
- 23 - 20 7 The Cars | Elektra | 37* | Just What I Needed. Best Friend's, Stereo |
- 24 - 27 4 Mirror Stars | FabulousPoodles | Epic | 155* | "B" Movies, Title |
- 25 - 22 10 Back To Earth | Cat Stevens | A&M | 61 | Bad Breaks, Randy, Last Love Song |
- 26 - 29 17 Elen | Firefall | Atlantic | 99 | Strange Way, Goodbye |
- 27 - 1 Outlands d'Amour | The Police | A&M | 147* | Roxanne, Next To You |
- 28 - 1 Parallel Lines | Blondie | Chrysalis | 96 | Heart Of Glass, Telephone |
- 29 - 1 Phantom Of The Night | Kayak | Janus | 166* | Keep The Change |

30 - 6 4 Close Personal Friends | RobertJohnston | Intinity | 163 | I'll Be Waiting, Guide, Responsibility |

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**FM STATION REPORTS - NEW ADDS/HOT ROTATION**

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<th>STATION</th>
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<th>STATION - KEVIN GRAFF</th>
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<tr>
<td>KRST-FM</td>
<td>ALBUQUERQUE</td>
<td>BOB SHULMAN</td>
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<tr>
<td>ADDS: Cheap Trick, Lampsy Diamonds</td>
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<tr>
<td>DL: Dire Straits, &quot;Midnight Express,&quot; Eddie Money, Rod Stewart, Bobby Caldwell, Police, Blondie, Grateful Dead, ABC, Band</td>
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</table>

**WSAN-FM - KEVIN GRAFF**

| ADDS: Head East, Police, Ariz Wine, Stonebowl, Kim Carnes |
| HOTS: Billy Joel, Poco, Eric Clapton, Linda Ronstadt, See Gees, Eddie Money, Nicolette Larson, Doobie Bros., Blues Bros., Pointer Sisters, Livingston Taylor, Dire Straits, Little River Band |

**KTTS-FM - AMARILLO - MAX MILLER**

| ADDS: Police, "Freeky Fx," (LP cut) |
| HOTS: Doobie Bros., Rod Stewart, Eddie Money, Dire Straits, George Thorogood, McGuinn, Clark & Hillman, Cars, Blues Bros., Doobie Bros., Ted Neeley, Peter Tosh |

**KEY-FM - ANAHEIM - LARRY REISSMAN**

| ADDS: Geraldo, Sins Of The Times, Toto, Cubs (LP cut) |
| HOTS: Poco, J. Geils, Eddie Money, Doobie Bros., Billy Joel, Rod Stewart, Styx, Al Stewart, Firefall, Tino, Linda Ronstadt, Heart, Me & I, Andrew Gold, Heart |

**WKLS-FM - ATLANTA - DEBBIE GARNER**

| ADDS: Jemaine Mack, Max Demian, Cheap Trick, Fresh |

**WAAL-FM - BINGHAMTON - BENCASCOM**

| ADDS: TKO, Jam, Blackfoot, Rats, BTO (LP cut), Jemaine Mack, Fanagher Bros. |
| HOTS: Toto, Blues Bros, Eddie Money, Dire Straits, Doobie Bros., Billy Joel, Rod Stewart, Elvis Costello, Babys, Bee Gees, Pointer Sisters, Poco, Queen, Grateful Dead |

**WBNC-FM - BOSTON - TONY BERARDINI**

| ADDS: Kate Bush, "Stay," Quo (LP cut), Cheap Trick, James Brown, Brooklyn Dreams, Tom Keifer, Muddy Waters, Walter Egan (LP) |
| HOTS: Elvis Costello, Police, J. Geils, Flash In The Pan, Blondie, Southside Johnny, Blondie, Cheap Trick, Eddie Money, Hot Chocolategirls |

**WKR-FM - CHICAGO - BOB GELS**

| ADDS: Tomo K, Cheap Trick, Muddy Waters, "Piano Favorites," E. Vincent |

**WBS-FM - CLEVELAND - KIDS JOHN GORMAN**

| ADDS: Cheap Trick, Jam, Tomo K, George Harrison, Couchous, Gary Wright |

**WLVO-FM - COLUMBUS - TOM TEUBER/STEVE RUNNER**

| ADDS: Cheap Trick, Kayak, Police |
| HOTS: Dire Straits, Sisters, J. Geils, Billy Joel, Toto, ABC/OC, Nicolette Larson, Eric Clapton, Blues Bros., Rod Stewart, Goezt, Baby*, UFO |

**CQ-FM - CORAL GABLES/CALLA MANDINO CAMA**

| ADDS: Jemaine Mack, Mospuls, Muddy Waters, Rufus |
| HOTS: Blues Bros, Blues Bros, Pointer Sisters, Poco, Billy Joel, Dire Straits, Eddie Money, Queen, Nicolette Larson, Legdiamond, Bee Gees, Pointer Sisters, J. Geils, Toto, Forever, Style, Baby*, Elton John, Mike Oldfield, Hall & Oates, Ego, Dire, The Pan, Some Water, A	|

**KZFW-FM - DALLAS - HOWARD CHRISTOPHER**

| ADDS: George Harrison, Gary Wright, TKO, Angel, Cheap Trick, BTO (LP cut) |
| HOTS: Peter Tosh, Sad Cafe, Dire Straits, Rod Stewart, Fabulous Poodles, Steve Forbert, Elvis Costello, Eddie Money, Jemaine Mack, Robin Ford |

**KBB-FM - DENVER - JOHN BRADLEY**

| ADDS: Noel Glasgow, "Fox Valley, Cheapo, Kayak, |
**EAST**

Most Added: 1. **BLOW AWAY** - George Harrison - Dark Horse/Warner Bros.
2. **CRAZY LOVE** - Poco - ABC
3. **PRECIOUS LOVE** - Bob Welch - Capitol
4. **WHAT YOU WON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK

**Pop Active**

1. **TRAGEDY** - Bee Gees - RSO
2. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
4. **HEAVEN KNOWS** - Donna Summer - Casablanca

**MOST ADDED RECORDS**

1. **WHAT YOU WON'T DO FOR LOVE** - BOBBY CALDWELL - CLOUDS/TK
   - WBBD, Ex-30, WZZP 16-21, KFMD 17-13, WMFJ 17-11, KXOK 23-20, WDRC 25-21, KBEQ 23-13, WDBQ 22-17, WBSX 23-14, KXOK 4-3
   - 35-30, 5-12

2. **PRECIOUS LOVE** - BOB WELCH - CAPITOL
   - Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

3. **SULTANS OF SWING** - DIRE STRAITS - WARNER BROS.
   - WBBD, Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

4. **HEART OF GLASS** - BLONDIE - COLUMBIA
   - Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

5. **CRAZY LOVE** - POCO - ABC
   - Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

**SOUTHWEST**

Most Added: 1. **LIVING IT UP** - Ballad of the Green Berets - Scepter
2. **PRECIOUS LOVE** - Bob Welch - Capitol
3. **WHAT YOU WON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK

**Pop Active**

1. **TRAGEDY** - Bee Gees - RSO
2. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
4. **HEAVEN KNOWS** - Donna Summer - Casablanca

**MOBILE ACTIVE**

1. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
2. **KNOCK ON WOOD** - Amii Stewart - Ariola
3. **I JUST WANT TO LOVE AGAIN** - Amii Murray - Capitol
4. **MAYBE I'M A FOOL** - Eddie Money - Columbia

**SECONDARY RADIO ACTIVE**

**SOUTH**

Most Added: 1. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
2. **HEART OF GLASS** - Blondie - Chrysalis
4. **SONG ON THE RADIO** - Al Stewart - Arista

**Pop Active**

1. **TRAGEDY** - Bee Gees - RSO
2. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
3. **HEART OF GLASS** - Blondie - Chrysalis
4. **I JUST WANT TO LOVE AGAIN** - Amii Murray - Capitol

**RADIO ACTIVES**

1. **TRAGEDY - BEE GEES** - RSO
   - WHYY 20-11, KQ5 25-21, WKEX 28-14, WKY 27-20, WJKS 20-16, WKCQ 20-16, WAGQ 22-18, WKY 27-18, WKY, KBSQ, WCBC, WAGQ, WBSX, WAGQ
   - 10-7, 4-12, 2-15

2. **WHAT YOU DON'T DO FOR LOVE** - Bobby Caldwell - Clouds/TK
   - WBBD, Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

3. **CRAZY LOVE** - POCO - ABC
   - Ex-30, WGSX 17-11, WAGQ 27-15, KENO 17-10, KRKE 19-1, KSLQ 20-15, KAAB 20-14, KLXI 26-18, WAGQ 22-14, WAGQ 20-17
   - 14-9, 4-14

4. **SHAKE YOUR GROOVE THING** - Peaches & Herb - Polydor
   - WHFY 10-6, WKEX 24-18, WAGQ 4-9, Ex-30, WGSX 9-7, WAGQ 4-9, WBSX 26-19, WAGQ 22-18, WAGQ 20-17
   - 14-9, 4-14, 2-15
CARLIN MUSIC Jubilant About London Appeals Court Ruling

(Morally, we were always right in the situation," commented Bielstock, "and we just had to sign more of them and give them what is due there. Needless to say, we’ll make money with them, but at the same time, there’s no question that they will get a lot more than what they were getting with the previous publishers.

Both he and his brother, Freddy, stated that the estates would receive "at least double" what they are being paid now in mechanical and performance royalties from England and the Commonwealth countries. Under the basic agreement with Carlin, each estate that has assigned copyrights for both lyrics and music of a song to Redwood will get 75% of performance royalties.

AFTRA, SAG End Two-Month Strike

NEW YORK — The strike by members of the American Federation of Televison and Radio Artists and the Screen Actors Guild against advertising and promotion firms of radio and television commercials has ended. Union members were authorized to return to work last week following acceptance of contracts by the boards of AFTRA and SAG in New York, Chicago and Los Angeles. The strike began on December 29.

Though contracts must still be ratified by members of both unions, highlights of the new agreements include increases in session fees, demo rates, contractor fees for singers, pension and welfare contributions, and promotions and cost of living.

AFTRA’s members will meet to ratify the agreements within the next two weeks, while SAG members will vote by mail relative to the contract.

Nelson Awarded Gold

NEW YORK — Willie Nelson received gold record certification recently for his latest album "Willie & Family Live.

MINING PLATINUM Listening to the final mix on his forthcoming Warner Bros. album, "Livin’ Inside Your Love," George Benson (r) was startled at Capitol studios in Los Angeles with producer Tommy LiPuma when they wrapped up work on the double LP, which will feature three Benson compositions and the musical assistance of Ronnie Foster, Earl Klugh, Ralph McDonald, Phil Upchurch and Steve Gadd, among others.

LOOKING AHEAD TO THE TOP 100

BOB HEATLEY (Lowery — BMI) ALICIA BRIDGES (Porydor PD 14539)
THE MAN WITH THE CHILD IN HIS EYES (Glenn — ASCAP) KATE BUSHE (EMI America 8000)
UNLOVED (Melody Deluxe/Swirl Sounds/Solstic — ASCAP) WALTER EGAN (Columbia 3-3150)
KEEP THE CHANGE(Heavy Music Inc. — BMI) KAYAK (Janus J-278)
CAN YOU READ THE LANGUAGE (LOVE THEME FROM "SUPERMAN") Warner-Tamerlane
BY MAUREEN McGUVIN/Curb/Warner Bros. WBS-87660
WHEELS OF LIFE(Alamo/Giva — ASCAP) GINO VANVELLANN(Al&M/2114)

REGIONAL PROGRAMMING GUIDE

(continued from page 29)

TOM KEETT, WBZ: "We did a lot of work for the author’s death, and the copyright of his works would revert to his estate. Thus his heirs would receive royalties for the last 25 years of the copyright term before the work passed into public domain." Preceding Carlin’s involvement in the case was Bigg’s attorney, William Krasilovsky, that Bigg had considered the rights of the songwriters’ estates were being ignored. With the help of a music industry lawyer, William Krasilovsky, the SAG and AFTRA later formed a corporation with Andy Feinman to represent them.

Unable to shoulder the costs of extended litigation with the big publishers, Stern and Krasilovsky went to Freddy Bielstock and presented their case to him. He agreed to help, and the financial burden and began signing the estates involved.

At first, Bielstock tried to obtain interlocutory declaratory judgment on one song at a time. But the other publishers made it very expensive,” recalled Johnny Bielstock, so a decision was made to proceed with the appeal on behalf of all those who could benefit by exercising their reversionary rights.

The courts quickly recognized that pure instrumentality was not enough. It was one author fell under the reversionary rights provision. But there was still a question about whether in English law, a song or work which the words had been written by one person and the music by another. If these songs, containing about 65% of the total group of titles, were considered "collective works," similar to encyclopedias and magazines, they would not need to be signed over. However, the Music Appeals Court ruled that they were not "collective works" and that they should have received the ruling.

Wide Ramifications

This decision has wide ramifications, because it is expected that courts in the Commonwealth countries will follow the example of the London appeals court. In addition, the reversionary provision affects current catalogues of Warner Bros., of most of the Commonwealth nations.

At this point, according to Johnny Bielstock, Carlin is confident that the United Nations Lords will uphold the decision by the Court of Appeals. Meanwhile, Redwood is continuing to sign up more estates.

Nemperor Opens West Coast Office

LOS ANGELES — Nemperor Records recently opened a west coast office.

The New York based label, owned by Nat Weiss and distributed through CBS, has assigned Bill Gerber to the post west coast director of operations. He will be responsible for A&R as well as coordination, marketing and merchandising for the Pacemaker label.

Gerber will be assisted by Barbara Bow- man, former graphic and label coordinator in the A&R administration department for ABC Records. Bowman also has worked in the A&R and artist development depart- ments for Epic Records. The new offices will be located at 1205 North Spring Street, Century City, California. (213) 556-4974.

LOOKING AHEAD TO THE TOP 100

ROBERT HEATLEY (Lowery — BMI) ALICIA BRIDGES (Porydor PD 14539)
THE MAN WITH THE CHILD IN HIS EYES (Glenn — ASCAP) KATE BUSHE (EMI America 8000)
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Carlin Music Jubilant About London Appeals Court Ruling

(continued from page 27)

royalties and 50% of mechanicals collected in those territories. In addition, after five years, they will have the option of selling all their performance rights to Carlin for one and a half times the amount of money they have received during that period.

In the area of mechanical royalties, Bienstock also promised that the estates would double their earnings. Despite the fact that Miriam Stern, who solicited many of the estates for Carlin, is contractually entitled to take one-third of the estate's share of mechanical royalties from the date the contract goes into effect (if an estate earns more than $5,000 annually from mechanicals, Stern's share drops to 10% of anything over $5,000), Carlin's claim that they can increase the estates' earnings is based, not only on the performance rights clause, but also on the firm's direct collection system. Noting that many other publishers have subpublishers in the territories concerned (including Warner Bros., which is subpublished by Chappell in the U.K.), Freddy Bienstock pointed out that, under such arrangements, the subpublisher usually takes half of whatever royalties they collect. Carlin, on the other hand, has subsidiaries in all of the countries in which the reversionary provision applies, and is not splitting the proceeds with anyone except for the estates (and Miriam Stern).

Opposing View

Leonard Golove, vice president of administration and general counsel for Warner Bros. Music, one of the publishers that is appealing the London court decision, denied Bienstock's assertion that the estates would receive more from Carlin than they had been getting from the original publisher. "The writer (or his estate) is no better off, or very little better off, with Freddy Bienstock than he is with the original publisher," stated Golove. While not denying that the subpublisher gets a big chunk of the action, Golove claimed that a well-entrenched international concern like Chappell can do a better job of collecting royalties than Carlin, which he said is relatively unestablished internationally.

While he agreed that an estate could profit by gaining the reversionary rights in a manner that would leave them free to negotiate with whomever they chose, Golove pointed out that all of the estates represented by Carlin in the lawsuit had already signed agreements with Redwood, thus tying their hands.

Furthermore, Golove said, the Appeals Court decision left open the possibility that just the lyrics or just the music of a song could revert to an estate, complicating the problem of administering the copyright. To this assertion, Freddy Bienstock replied that "today a split copyright is more common than any publisher owning all of it." He added that such cases posed no special problem in terms of administration.

Golove brought up two other complications in the case. Many estates, he said, have signed renewal contracts with American publishers that, in effect, negate their reversionary rights, and also, a large percentage of Warner Bros.' titles in the U.K. are motion picture scores in which the reversionary provision does not apply because the songwriter was under contract to a studio.

Bienstock, in reply, pointed out that the London court had considerably narrowed the permissible language under which renewal contracts would be construed to repeal reversionary rights, and that about 85% of the contracts he had seen would not pass the test. As for the "writer for hire" provision, he said that Carlin had never claimed songs in that category.

A FAMILY AFFAIR — Lucille Ball and Gary Morton were in the opening night audience at the Imperial Theatre for the Broadway production of Neil Simon's "They're Playing Our Song." The show marked Lucie Arnaz' first starring role on Broadway as well as Simon's first musical production in 10 years. It was also the Broadway debut for leading man Robert Klein. The cast LP, released recently on Casablanca Records, marks the label's first involvement with Broadway productions. The LP is also reportedly the first cast album recorded prior to an opening in more than five years. The music and lyrics were written by Marvin Hamisch and Carole Bayer Sager. Pictured (l-r) in the top row are: Klein, Amaz; Neil Bogart, president of Casablanca; Hamisch; Sager; Bogart; Arnaz; Lucille Ball; Gary Morton, and Bogart. Pictured (l-r) in the bottom row are: Frankie Crocker of WBLS; Amaz; Sager; Bogart; Joyce Bogart; Henri Bellolo; Can't Stop Productions; Bogart; Alan Carr; Jacques Morali, disco producer; and (kneeling), Olympic gold medal decathlon winner Bruce Jenner. After a well-received debut in Los Angeles, the show is now enjoying a successful Broadway run.

ARTISTS ON THE AIR


Alícia Bridges will host NBC's "The Midnight Special" on March 2.

Gloria Gaynor will appear on "Dick Clark's American Bandstand" on March 3.

Joe Cocker will appear on "Don Korshiner's Rock Concert" on March 10.

Eddie Rabbitt will appear with Tanya Tucker on American Bandstand on Feb. 24.


Dan Hartman and his band will make several appearances on television this month. They include: "Rock Concert," March 2; "Soul Train," March 3 and "Dinah," March 5.

Brooklyn Dreams will host "The Midnight Special" on Feb. 23, and Donna Summer will make a special guest appearance.

Joan Armatrading will tape a one hour TV special for the BBC on March 1. "The Sha Na Na Show" has been renewed for another season and the band will begin taping in May at KTLA-TV/Los Angeles.

Foreigner Hits Five Million With New LP

NEW YORK — "Double Vision," the current album by Atlantic recording group Foreigner, has surpassed sales of five million units sold in the U.S. according to Dave Gews, senior vice president and general manager for Atlantic. Foreigner's third single from the LP is "Blue Morning, Blue Day.

Pointer Sisters Garner First Gold For Planet

LOS ANGELES — The single "Fire" by the Pointer Sisters has been certified gold by the RIAA. The cut, off the Energy LP, is the first gold record for Richard Perry's Planet label.

Firefall Gets Platinum

NEW YORK — "Elan," the current album from Atlantic recording artists Firefall, has been certified platinum by the RIAA.

Weiwer Leaves ATV To Form MusicWorks

LOS ANGELES — Marty Weiwer has left ATV Music Group to start MusicWorks, a publishing consultation company for songwriters, music publishers and managers.

Background

For most of his career, Weiwer has been involved in music publishing. While at ATV, he worked with Barry Mann and Cynthia Weil and on exploitation of the Lennon-McCartney catalog. Before joining ATV, he held the post of general professional manager for DeShufflin Music Group, representing the catalogs of Paul Simon, Mick Jagger/Keith Richards and Bruce Springsteen. Weiwer began his career heading a New York office of Jobete Music Company, Motown's publishing division, before overseeing both coast offices from Los Angeles.

MusicWorks will be located in Los Angeles with a New York office expected to open in 1980.
LEVY FETED — George Levy, president of Sam Goody Inc., was presented with the American Jewish Committee's Human Relations Award for 1979 at New York's Sheraton Centre Hotel on February 3. The ceremony was attended by 750 notables in the music and audio industry. pictures (l-r): S. David Fair, Levy, and Howard J. Friedman, chairman of the board of trustees for the AJC.

Big Ben’s Earning Saks Fifth Ave. Image, Says Ben Bartel

by Joey Berlin

LOS ANGELES — In the little more than a year since its first store opened, the Big Ben’s retail chain has shown a penchant for doing things in a big way. All seven of the Los Angeles area Big Ben’s stores are superstore-size superstores and for the past two weeks the chain, a subsidiary of Integrity Entertainment Corp. (which also includes more than 100 Wharehousehouse stores), has been holding an “introductory sale” offering all $7.98 lists for 4448 and most $8.98 for $49. The sale is to introduce “the seventh great record stores in the galaxy” to all of Los Angeles, says Ben Bartel, president of Big Ben’s. “We’ve opened three new stores, in Van Nuys in December, and in Encino and Pasadena in January, and there’ll be another opening in Northern California (San Ramon) later this month so we’re celebrating with an introductory sale at all our stores. Right now the sale is open ended, even I don’t know when it will end.”

Labels Supportive

Bartel says all the major record companies have been extremely supportive to his chain, both with ad dollars as evidenced by the multi-page co-op ads in such publications as the Los Angeles Times Calendar section and in radio and television appearances. “The labels understand that if you set up great stores you can move tons of product, and not only of their hits but ones and twos of that, and the other thing, which a lot of companies need to make out. Our volume is so great that artists are anxious to make in-store appearances. In the last week we’ve hired Isaac Hayes, Rufus, Chuck Brown, and the Valentine Brothers,” he says.

“Taxes and rising prices,” Bartel notes. “There’ll be consumer resistance when we have to take $8.98 over $5.98 and $4.98 over $3.98. The record companies have to raise their prices, so do we.”

With his faith in the value of recorded music unshaken, Bartel is planning to open a minimum of six more Big Ben’s Records & Tapes stores this year.

MCA Enacts New M’dising Programs

LOS ANGELES — MCA Records is planning a radical new M’dising program effective February releases. New product from MCA will include albums by Joe Ely, Lane Calcium, and Mel Tillis. Marketing items used to promote Joe Ely’s new “Down On The Drag” LP will include four-color 3 X 3 posters of the cover art, color streamers and styrofoam letters spelling out the artist’s name. MCA is also preparing one minute AOR and country radio spots. Ely will begin touring in mid-February in support of the new album.

Van McCoy’s “Loney Dancer” marketing campaign will consist of building a strong base at a disco and R&B level. Promotional items consisting of a four-color poster, and a four-color button will be distributed to the press, radio and retailers.

The upcoming Jeffere LP will be marketed toward a Top 40 acceptance, as well as R&B. Trade ads and consumer radio and print advertising will be aimed at introducing this new artist.

MCA has new LP’s “Are You Sincere,” will be supported by a large marketing campaign. The campaign will contain national and local print and radio spots, as well as point of purchase displays.
When You Come Out With Seven It’s Always A Winner!

TROCADERO LEMON BLUE
[Trocardero Bleu Citron] NLPL 7177
Produced by Alec R. Costanzo

ANGEL SINFUL
[NBLP 7177]
Produced by Edie Leonetti for 321 Productions, Inc

Trocadero Bleu Citron

SEAN DELANEY
HIGHWAY

Produced by Sean Delaney and Mike Stone
BROOKLYN DREAMS
SLEEPLESS NIGHTS
Produced by Bob Esty

THE GODZ
NOTHING IS SACRED
Produced by Eric Moore

SPACE
JUST BLUE
Produced by Jean Philippe Bisson

MECO
SUPERMAN
And Other Galactic Heroes
Produced by Meco Monardo, Tony Bongiovi, Harold Wheeler

On Casablanca Record and FilmWorks
Maxwell Named A&R Director

NASHVILLE — Bill Maxwell, drummer and producer, has been named director of A&R for contemporary, and soul gospel artists for Light Records, announced Ralph Car- michael, president.

Maxwell came to the west coast from Okalona, Miss., in 1972 as a drummer with the Sonlight Band. With four members of the group, Maxwell joined Andrae Crouch and the Disciples to form Beversluis Crouch’s instrumental accompaniment.

Maxwell’s association with Crouch will continue with full agreement of Light Records.

He has performed on six of Crouch’s nine albums and has been album co-producer since 1973. His awards include a Grammy for “Take Me Back,” Dove Awards for “Live In London,” and “This Is Another Day,” and a current Grammy nomination for “Live In London.”

Top Drummer

“He is a super drummer,” Carmichael said of Maxwell. “He has a certain magic about him when it comes to working with people. He is a great Christian gentleman and has fantastic producing credits. I now have the distinct pleasure of seeing him join the Light Records A&R department.”

Bob Cole, Light vice president, noted, “I have been holding the hope for many years that Bill would become part of the Light family and now the dream has become reality. We are confident that all of his efforts extended in the field of production and A&R will be of great beneficial impact for our company and the contemporary Christian scene.”

New Lexicon Musical Set To Debut

NASHVILLE — Flo Price’s new musical for children, “Christmas 2001,” from Lexicon Music-Light Records will premiere at Music City, California, April 19-21, at the Los Angeles Hyatt Regency Hotel, prior to general release in June.

The musical, for juniors in grades four through six, will include an album plus background tracks, music book, poster, handbills, lyrics folders and bulletin covers. “I believe this musical will be natural to help juniors tell the true Christmas story,” said Carol Seel, vice president of publica-

tions for Lexicon Music.

“It’s complete with characters like Oron, CD-2 and Myah as space children who know nothing of Jesus Christ and who meet modern children on earth,” Seal added. “They return in a time machine to

Word Appoints PR Assistant

NASHVILLE — Dan Johnson, director of marketing and promotion, Word, Inc. Records division, has announced that Linda A. Beversluis has joined Word as a public relations agent.

Beversluis will work closely with Karl Cox, director of artists relations for the Word record marketing division. Beversluis will primarily deal with television and religious press and work out of Washington, D.C. and Los Angeles, Calif.

A former director of scheduling for Dr. Robert Schuller of the “Hour of Power,” Beversluis has also worked with the Billy Graham Evangelistic Association. She has also worked in the capacity of director of scheduling for former President Gerald R Ford and has served as personal secretary for Congressman John E. Hunt of New Jer-

Date Announced For GMA Week

NASHVILLE — W. F. (Jim) Myers, president of the Gospel Music Association (GMA), announced last week that Gospel Music Week and the 11th annual Dove Awards program has been set for March 23-28, 1980, at the Opryland Hotel here. The meet was set during a recent quarterly GMA board meeting held in Phoenix, Ariz.

The four-day event, normally held in the fall in Nashville, will feature seminars, work-shops and panel discussions directed by a slate of prominent representatives from the Gospel music industry.

Headquartered in Nashville, the GMA was formed in May of 1964, and the first Dove Awards were presented in 1968.

Midleton Appointed To Savoy Records

NASHVILLE — Savoy Records has an-

ounced the appointment of Jerry Midleton as director of national gospel publicity and promotions for the label.

Midleton was associated with Willie Banks and the Messengers, Junior Franklin and the Joyful Commanders of Los Angeles, and the Redeptive Ensemble of Florida as a soloist.

REVIEWs


The protege has learned well from the old master (James Cleveland). Now Jessy Dixon’s career has reached the point that Savoy Records has released “The Best Of . . .” containing 22 of Dixon’s most memorable recordings to date — classics such as “He Ain’t Heavy,” “Old Man River,” “What The World Needs Now,” “Amazing Grace” and “Hee, Sunshine,” which won Jessy a Grammy nomination. It’s been a long road from San An-

tonio, Tex. to world-wide acclaim. But Dixon, recipient of the Top Male Gospel Performer in 1986, (a DJ award), continues to march forward, introducing traditional and contemporary gospel musical landmarks.


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### A Country Symposium And Awards Top Nashville Songwriters’ Week

**by Bob Campbell**

**NASHVILLE** — Sometimes they are underfoot, undiscovered and taken for granted in the grinding machinery of the music business, but this week songwriters are in the spotlight in Nashville.

Through the diligence of the Nashville Songwriters Association Inc. (NSAI), Nashville Mayor Richard Fulton and new Tennessee Governor Lamar Alexander have designated Feb. 13-20 as the Nashville Songwriters Association Week in Tennessee. Fulton said the proclamation was "in recognition of the fact that the Nashville Songwriters Association has done much to enhance Nashville across this country and the world."

Current NSAI President Bob Jennings believes this recognition has been overdue. "We are most appreciative of Mayor Fulton's recognition of the songwriters," Jennings said. "All too often, the songwriter's contribution to the successful musical career of an artist is overlooked, and he goes unrecognized. The nature of his craft is a lonely and quiet one."

In honor of songwriter's week, the NSAI will hold its annual election of officers on Feb. 23, present its 12th annual Songwriter Achievement Awards Show at the Hyatt Regency Hotel on Saturday Night (Feb. 24) and conduct its first symposium on songwriting during the morning and afternoon of Feb. 24.

Titled the "Songwriting A Z" symposium, it will be conducted at the Hyatt Regency Hotel and attendees from 33 states are expected. Membership in the

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<th>Album Title</th>
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<td>DR. HOOPER (SM-1189)</td>
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<td>1979</td>
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<td>ENTERTAINERS, ON AND OFF THE RECORD</td>
<td>THE NEW COMBINATION</td>
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<td>HERE COME AGAIN</td>
<td>JOHNNY CASH</td>
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<td>LOVE GOTT IN THE WAY</td>
<td>BILL ANDERSON</td>
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**E/A Movie Singles Move Into Top**

**NASHVILLE** — Three singles from the WEA/Malpas film “Every Which Way But Loose” are in the Top 10 of this week’s Country Singles chart. And the Elektra/Axial “Every Which Way But Loose” soundtrack LP sits at #4 bullet this week after eight weeks on the Cash Box Country medley chart. Eddie Rabbitt’s title song, which has been on the chart for 10 weeks is #1 for the third straight week. Charlie Rich, although an artist for United Artists Records, recorded “Will You Wake Up When I Get Home” for the E/A soundtrack, and the single is #3 bullet this week.

The third single, Mel Tillis’ “Send Me Down To Tucson,” is #6 bullet this week. But under a prior agreement between MCA (Tillis’ former label) and Elektra/Axial, E/A could not release a single by Tillis, and MCA retained the option of including “Send Me Down To Tucson” on an MCA album. So the Top 10 single by Tillis is a re-recorded version from Tillis’ new MCA album, “Are You Sincere?”

**REHEARSAL FOR CASH** — Johnny Cash, whose current single, “I Will Rock And Roll With You,” is #29 bullet on the Cash Box Country Singles chart, was recently recorded because the soundtrack version was sparsely produced.

“We recut the song for a single for and for the album because the soundtrack was done very quickly with a small group to keep it close to the way he performed it on the original recording,” said Bob Jennings, who, at the time, was MCA’s Nashville general manager. “We re-recorded it as a big orchestral piece, and with where we are going now with Me.

Under the agreement between MCA and E/A, Tillis also had the option of recording “Coca-Cola Cowboy,” his other song on the ‘Every Which Way But Loose’ soundtrack, on his own MCA album. Bow said “Coca-Cola Cowboy” will be released on a future MCA album.

**NSAI** is necessary for admittance to the symposium, and more than 150 registrants from additional organizations from Norway, Australia and Canada will attend.

The symposium, organized in anticipation of an annual event, will consist of panel discussions and question-and-answer sessions involving representatives from the songwriting, publishing, licensing and legal profession.

Ralph Emory, radio broadcaster and host of the “Pop Goes The Country” syndicated television show, will give the opening remarks.

(Continued on page 25)
<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1. I'll Cry Instead</td>
<td>RB Kloepfer</td>
<td>Chart 30 27366</td>
</tr>
<tr>
<td>2. Down on the Corner at a Bar Called Kelly's</td>
<td>Johnny Paycheck</td>
<td>Chart 30 72889</td>
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<td>3. We Could Have Been the Closest of Friends</td>
<td>D.J. Thomas</td>
<td>Chart 30 49086</td>
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<tr>
<td>4. This Moment of Time</td>
<td>Englebert Humperick</td>
<td>Chart 30 85032</td>
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<tr>
<td>5. Downhill Stomp</td>
<td>Icky Fever</td>
<td>Chart 30 4176</td>
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<tr>
<td>6. Walking Piece of Heaven</td>
<td>Not On Label</td>
<td>Chart 30 2455</td>
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<tr>
<td>7. Yesterday's Love</td>
<td>Not On Label</td>
<td>Chart 30 12471</td>
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<tr>
<td>8. My Lady</td>
<td>Fреде Ертли</td>
<td>Chart 30 4584</td>
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<tr>
<td>9. Second-hand Satin Lady</td>
<td>And a Bargain Basement Boy</td>
<td>Chart 30 4173</td>
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<tr>
<td>10. Forever in Blue Jeans</td>
<td>Not On Label</td>
<td>Chart 30 3981</td>
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<tr>
<td>11. I Never Had the One I Wanted</td>
<td>Clauce Sway</td>
<td>Chart 30 15070</td>
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<tr>
<td>12. I Hate the Way Your Love</td>
<td>Johnny Peters &amp; Lynda</td>
<td>Chart 30 17016</td>
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<tr>
<td>13. I'm Lovin' the Lovin' Out of You</td>
<td>Not On Label</td>
<td>Chart 30 72867</td>
</tr>
<tr>
<td>14. Please Be Gentle</td>
<td>Not On Label</td>
<td>Chart 30 3870</td>
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<tr>
<td>15. Flip Side of Today</td>
<td>Scott Summer</td>
<td>Chart 30 1484</td>
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<tr>
<td>16. Happy Together</td>
<td>T.G. Sheppard</td>
<td>Chart 30 85071</td>
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<tr>
<td>17. America's Sweetheart</td>
<td>Not On Label</td>
<td>Chart 30 17883</td>
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<tr>
<td>18. The Fool Strikes Again</td>
<td>Not On Label</td>
<td>Chart 30 36993</td>
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<tr>
<td>19. All the Time in the World</td>
<td>Not On Label</td>
<td>Chart 30 12473</td>
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<tr>
<td>20. Mama, Make up your Room</td>
<td>Not On Label</td>
<td>Chart 30 49086</td>
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<tr>
<td>21. You're Gonna Make a Cheater Out of Me</td>
<td>Not On Label</td>
<td>Chart 30 25479</td>
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<tr>
<td>22. You're Still on My Mind</td>
<td>Not On Label</td>
<td>Chart 30 72867</td>
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<tr>
<td>23. Make me Your Woman</td>
<td>Not On Label</td>
<td>Chart 30 10262</td>
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<tr>
<td>24. Going Down Slow</td>
<td>Not On Label</td>
<td>Chart 30 85073</td>
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<tr>
<td>25. My Guns are Loaded</td>
<td>Not On Label</td>
<td>Chart 30 4584</td>
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<tr>
<td>26. Crying</td>
<td>SAGA &amp; SRE (ASCAP)</td>
<td>Chart 30 45042</td>
</tr>
<tr>
<td>27. Slow Tunes and Promises</td>
<td>Not On Label</td>
<td>Chart 30 1486</td>
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<tr>
<td>28. Baby I'm Burnin'/I Really Got the Feeling</td>
<td>Dolly Parton</td>
<td>Chart 30 11420</td>
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<tr>
<td>29. Why Don't We Lie Down and Talk It Over</td>
<td>Not On Label</td>
<td>Chart 30 72889</td>
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<tr>
<td>30. The Rise and Fall of the Roman Empire</td>
<td>Charlie Sack (ASCAP)</td>
<td>Chart 30 60042</td>
</tr>
<tr>
<td>31. Mabelene</td>
<td>Not On Label</td>
<td>Chart 30 1486</td>
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<tr>
<td>32. Fool Around and Fell in Love</td>
<td>Mundo Earwood</td>
<td>Chart 30 1031</td>
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<tr>
<td>33. Happy Sad</td>
<td>Sandy Posey</td>
<td>Chart 30 45049</td>
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<tr>
<td>34. He's a Cowboy From Texas</td>
<td>Johnny Paycheck</td>
<td>Chart 30 2455</td>
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**ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)**
There's Always Me (3:29) (Gladys Music — ASCAP) (Don Robertson)
Ray Price is a true master of the ballad. With the combination of Price's silky voice and lush strings, Ray's second Monument single ranks with his classic version of "For The Good Times."

MARY K. MILLER (Inergi-3:12x)
Next Love Thing (3:03) (Hice/Haus Music — ASCAP) (Danny Hice/Chip Hardy)
Mary K. Miller picks up the pace this time with a frisky, energetic song. She can sing anything well and has a potential radio favorite here.

JERRY JEFF WALKER (5:17) (Blue Echo Music — ASCAP) (Brian Griff)
You'd Never Ask Me (3:29) (Gladys Music — ASCAP) (Chris LeDoux)
Jerry Jeff Walker is a consummate honky tonker rockin' alive today, he is distinctive and he consistently records fine albums. A throwback to the Hank Williams school of soulful singing, Stewart aims for the gut, not the mind. This new LP is one of Stewart's best, and all the cuts are good. "I've Just Seen The Rock Of Ages" and "Walkaway" are standout selections.

BILLY LAKER (Garrice CA 2056)

JERRY JEFF WALKER (Elektra- E-46016)
East River Avenue Railway Blues (5:17) (Baker's Lane Music Co./Sunnylope Music — ASCAP) (Mike Reid)

Singles To Watch

MEL McDaniel (Capiol P-4691)

DON SCHLITZ (Capiol P-4661)
You're The One Who Rewrote My Life Story (3:09) (Top Of The Town Music Company — ASCAP) (Tom Benjamin)

LOUISE MANDRELL & R. C. BANNON (Epic 8-50688)

CHRIS LEDoux (Lucky Man Music NR 10270)
Leaves Of And Hungry (2:50) (Lucky Man Music — ASCAP) (Chris LeDoux)

LORRIE MORRAN (ASCAP/Hickory AH-54041)
Two People In Love (3:07) (Milene Music, Inc. — ASCAP) (Eddy Raven)

PAL RAKES (Warner Bros. WDS 8765)
You And Me And The Green Grass (3:23) (Blue Echo Music — ASCAP) (Ray Griff)

BRIAN COLLINS (RCB PA-11478)
Hello Texas (2:52) (Beef Baron Music Inc./Lively Music — BMI) (Brian Collins/Robby Campbell)

STANZA KAYE (Door Knob Records DKB-093)
I've Seen It All (2:58) (Door Knob Music Pub. Inc. — BMI) (Ronnie Nelms)

BILLY LAKER (Garrice CA 2056)

JERRY JEFF WALKER (Elektra- E-46016)
East River Avenue Railway Blues (5:17) (Baker's Lane Music Co./Sunnylope Music — ASCAP) (Mike Reid)

Nashville Songwriters Week

(continued from page 33)

Facing Emory's remarks, the panel's chairman will be asked: "Is It A Song?" Patsy Brooks will act as moderator, and panelists include songwriters Norro Wilson, Jim McBee, Ray Stevens, Randy Goodman, Felix and Boudleaux Bryant, Ed Bruce and Jerry Chesnut.

The panel will be concerned with song structure, development, melody and lyric, re-writing and co-writing and discipline. A question-and-answer period will follow before buffet lunch breaks for lunch.

After lunch, writer/publisher Mike Knoller will discuss the psychology of writing and analyze the value of song demos.

Publishing Panel

During the afternoon, there will be a panel discussion on music publishing. Lyving Martin will moderate the panel.

Leona Williams Signs With Encore Talent

NASHVILLE — Ronnie Spillman, president of Encore Talent, Inc. has announced MCA's Leona Williams will now be booked by the agency.

Spillman will continue to co-headline dates with husband Merle Haggard, but she will work to develop her career as a solo artist. Haggard and Williams recently recorded a duet single, "The Bull and the Beaver," which reached the top 20 on the Cash Box Country Singles chart.

Encore Talent, formed by Moe Bandy and located in San Antonio, TX., books Bandy, Darrell McColl, Buddy Alan and Tony Booth, which includes publishers Bill Hall, Tom Collins, Bob Beckham, Don Gant, Norro Wilson and Paul Richey. They will discuss how to locate a publisher, how to submit songs and discuss the job of a publisher and the questions and answers session will follow this panel.

The third panel discussion will involve contemporary songwriters and the songwriters panel titled "The Now I'm Rich" will be organized by singer-songwriter pony Borkje. Panelists include Francis Preston of BMI, Ed Shes of ASCAP and Brad McCrean of SESAC.

The final panel discussion will concern copyrighers and contracts. Moderator will be attorney David Ludwig, and panelists include attorneys Mike Milion and Jon Baumgarten.

A question-and-answer period, Cederwood president William Denny will make the closing remarks.

The final panel will follow at 8 p.m. that evening. Fifteen songwriters will be honored for their songs, a song of the Year will be named and the Songwriter of the Year will be announced. Awards are voted by members of NSAI under criteria established by the board of directors.

The Songwriter of the Year award is based on "consistent professional achievement throughout the year in both country and pop."

The NSAI is comprised of more than 1000 active and associate members throughout the world. The organization was established to advance the art of musical composition to create the leadership for artistic, cultural and educational progress in the field of musical compositions. It is a non-profit organization.

FCC Proposal Meeting Opposition

by Bob Campbell & Jennifer Bohler

NASHVILLE — The recent proposal by the FCC to limit the coverage of clear-channel stations to a 100 mile radius is a threat to the future of WSM's Grand Ole Opry radio show, Len Hensel, vice president and general manager of the radio station said.

For 53 years, the Grand Ole Opry has been broadcast each Friday and Saturday night live over WSM (650 on the dial) into 34 states.

The FCC has said this reduction of coverage is designed to open the way for new stations. Presently 25 stations, including WSM, operate as class A-1 clear-channel stations.

The FCC has announced that it will receive comments through April 9 before the FCC can adopt the new NSAI plan and an organization called "Friends of the Opry" are actively working to halt enactment of the proposal.

The primary purpose of the organization is to inform the public of the effect this proposal would have on the live radio show.

The group hopes to encourage people to write to the FCC, their congressmen and WSM and voice their opinions on the proposal.

(continued on page 37)

LYNN ANDERSON PLAYS CONVENTION — Columbia's Lynn Anderson recently entertained the nearly 5,000 attendants of the Wal-Mart Stores Company national convention held at Marriott's Tan-Tar-A resort. Lynn's set covered her recent releases, and featured a sampling of tunes from her upcoming album, "Outlaw Is Just A State Of Mind." Pictured after the concert are: (l-r) Jerry Leary, national accountant for Lieberman, Mary Ann McCready, director, artist development, CBS Records, Nashville, Sam Walton, chairman of the board and chief executive officer, Wal-Mart, Inc.; Lynn, Roy Wunsch, director, marketing, CBS Records, Nashville, and Ken Carlisle, independent show producer from Los Angeles.
THE COUNTRY COLUMN

RCA recording artist Ronnie Milsap was the special guest of newly elected Tennessee Governor Lamar Alexander at the Volunteer Inaugural Ball Jan. 20. When he arrived at the ball, the Governor presented Milsap with a black and red tassel jacket, an exact duplicate of the tassel Alexander wore while walking across Tennessee campaigning. Milsap will join Columbia recording artist Janie Fricke for a concert tour beginning in March. Confirmed: James Brown will appear with Porter Wagoner on the Grand Ole Opry Show, according to CMI, representative for Brown. The date will be March 10.

Moe Bandy continues to build a strong country following with figures from concerts indicating he has played to more than 10,000-plus fans in six recent engagements.

If 1977 was the Year of the Cat, then 1979 must be the Year of the Rabbit — Eddie Rabbitt, that is. With a number one song in his pocket and solid concert performances across the United States, Eddie is certainly finding it to be quite a year. But into every life a little rain must fall — while performing in Lansing, Mich., Rabbit's tour bus was robbed of more than $10,000 worth of musical instruments. Included in the stolen merchandise was a fiddle owned by Rabbitt's road manager, Bill Rehrig. The fiddle had been in Rehrig's family more than 40 years, and Rehrig had been playing it himself 25 of those years.

Joe Sun has signed with the Nashville International Talent agency.

Epic artist Rick Nelson guest-hosted NBC TV’s “Saturday Night Live,” Feb. 17. He played several of his hits from the ’50s as well as a new single from his forthcoming LP. Nelson, who became a teen idol in the ’50s while appearing on his parent’s weekly TV series, “The Adventures of Ozzie and Harriet,” had a string of hits in the late ’50s and early ’60s, including “I’m Walkin’,” “Hello Mary Lou,” “Travelin’ Man” and “Be-Bop Baby.”

MRC artist Lenny Gault has signed an agreement with Nashville’s United Talent, Inc. to represent him for personal appearances.

Mercury’s Jacky Ward and WIP program director Al Hershkovitz, will co-host Philadelphia’s telephone for the Leukemia Society at the University Hilton Feb. 25.

Also in the telephone hosting business is Ronnie Prophet, who co-hosted the Vancouver Telethon Feb. 17-18. Proceeds from the fund drive will go to the Children’s Hospital. Last year, the telephone, sponsored by the Variety Club, received more than $2,200,000. A telephone in Manila, Prophet appeared for 18 of the 20 hours on the air.

“Uncle” Art Satherly, a pioneer in the field of record producing, will be honored March 30 in Bakersfield, Calif. at the “Uncle Art Satherly Roast.” Satherly began his career in the recording industry with Thomas Edison, when the masters were cut directly on the disc. Among those artists he has produced are Gene Autry, Roy Rogers, the Sons of the Pioneers, Roy Acuff, the Carter Family, the Alan Jackson, Marty Robbins, Ray Price and George Gobel. He is the retired vice president of Columbia Records and is the oldest living member of the Country Music Hall of Fame.

Johnny Cash, Jan Howard, and June, Helen and Anita Carter were in the studio Feb. 8-9 for work on an upcoming gospel album, a two-record set to be released in September. Cash produced the sessions, with Harald Lee engineering. Also in the studio working on new releases are Orlando Records’ Leon Everett, Monument’s Connie Smith and Sonny James and Elektra’s David Houston.

The Oak Ridge Boys will join Kenny Rogers and Dottie West for a 25-day nationwide tour from March 8 through April 7. The tour will begin at the Municipal Auditorium, Nashville, and swing through the southwest to California where they finish at the Oakland Coliseum.

Don Williams was made an “Honorable Oke” by Tulsa Mayor James Inholte following his sell-out concert at the Tulsa Performing Arts Center. Feb. 4. Two female fans presented Williams with a T-shirt labeled “Country Music’s number 1 Sex Symbol” during the show. The performance was staged in conjunction with the Mayor’s official proclamation making Feb. 4. Don Williams Day.

RCA Promo ‘Sweet’ On Dolly

NASHVILLE — In an extensive radio promotion campaign designed to promote Valentine’s Day and the airing of Dolly Parton’s nationally televised “Dolly and Me” in Nashville special, RCA has provided over 3,000 boxes of candy and “Heartbreaker” LPs on Feb 14 to radio stations throughout the country.

Participating radio stations played their role by designing individual contest formats, which resulted in a wide variety of promotions.

At WBAM in Montgomery, Ala., designated callers were allowed “to wish a person of their choice a Valentine’s Day surprise over the air.” According to music director Diane Brennan. Female callers received for the male caller a personalized “Heartbreaker” album. Male callers won albums for themselves and candy for their lady friends.

Call And Win

At KLF in Dallas, music director Harry Nelson utilized a Dolly promo which said, “I’m Dolly Parton and I’m in love with the sweethearth of the day.” The first listener to call each time the promo was played was awarded a Dolly Parton Valentine’s Day prize album. WMAZ in Macon, Ga. also gave listeners an opportunity to call in and win. But instead of a Dolly Parton Valentine’s Day prize album, director Steve Murphy added a twist. At specific times of the day, telephone lines were open for nine minutes and 40 seconds (WMAZ 940 on the dial) to allow listeners to register for sweetheart kits. When the time elapsed, a winner was drawn from the registrants.

Of course, poetry and sentiment hit a popular high each year in Valentine’s Day, and WYUB in Raleigh, N.C. built its program around this subject. Program director Harvey Riddly asked listeners to submit poems about Dolly Parton along the lines of “Roses Are Red, Violets Are Blue.” The 12 best poems were read on the air.

In Fayetteville, N.C., WFAI program director Terry Jordan and music director Mike Edwards worked out a “WFAI Sweetheart Promotion.” Listeners were invited to call in with their own love poems, which were broadcast on a regular basis.

“Burning Facts”

Parton’s “Baby, I’m a Burnin’” single inspired KYNN’s Chris Taylor for his station’s personal touch.

Personal Touch

Music director Tom Wayne of KXOL in Fort Worth, Tex. personally delivered winners’ prizes and.radio keys to them with voice and guitar in one of the station’s “Candy For Your Dolly” promotions.

KIDN in Toledo, Ohio and KMPSS in Seattle, each used a tape of pre-recorded greetings from RCA’s Nashville artists as a “Candy For Your Dolly” promotion. WDOT music director Bob Pepas invited listeners to guess the name of the mystery artist, and KMPSS’ Ron Norwood asked callers to guess the identity of the artist before the greeting was played on the air. The mystery voices included Parton, Charley Pride, Ronnie Milsap and Helen Cornelius.

Drawings Held

KIDN in Pueblo, Colo., held drawings with local merchants to determine winners of “KIDN Sweetheart kits,” which consisted of “Heartbreaker” albums, candy, dinners for two at local restaurants and “KIDN Country” tickets.

Under the direction of KNOW program director John Lund, the Colo. station started an on-going Valentine’s Day show from 5:30-10:30 a.m. on Valentine’s Day from the stage of the 2000-seat Paramount Theater (circa. 1930), the city’s oldest theater. Fictional characters from the top-rated “Hal & Charley Show” were present, including the prize man (dressed as cupid), who ran through the audience every half hour distributing albums and candy.

MILLER PERFORMS — Inky, recording artist Mary K. Miller recently sold out two shows during her debut performance at the Palomino Club in North Hollywood. Picture backstage after the show are (l-r) Chuck Meyer, director of marketing for Cash Box, Mary K. and Vince Kickerillo, Miller’s producer and president of Inky Records.

COUNTRY COLUMN

Jimmy C. Newman Plays NECAA

NASHVILLE — Jimmy C. Newman and Cajun Country have been selected to showcase their talents during the National Entertain ment And Campus Activities Program (NECAA) 1979 National Convention. Feb. 18-20 in Fort Worth, Texas. The NECAA National is the largest single forum for collegiate activities programmers to exchange ideas and information. Artists represent some of the leading colleges and universities and 300 firms are expected to attend.

Top billing artist Jack Sublette and creative services director Kathy Hooper, Marketing Supervisor for NECAA. Both have strong Cajun roots. Billing artists represented at the Convention, will accompany Newman and Cajun Country to Kansas City and staff the Top particular promotion. The Omaha, Neb. station held a “Burning Facts” contest. Using the Guinness Book of World Records as a reference, listeners won candy and albums by answering questions from the record book, such as naming the largest fire in history.

Billing booth where delegates will mingle, view video tapes of artists’ performances and receive promotional material on all TBA entertainers.

Important Exposure

According to Hooper, “The exposure an act enjoys by appearing on a national conference can influence its future success.” Major superstars who have appeared on a NECAA National Showcase on their way to fame include Kenny Rogers, Linda Ronstadt, Roy Clark and Ronnie Milsap.

The First Step

An NECAA National Convention is an opportunity to introduce an artist to college radio stations across the country. NECAA is a non-profit organization and is dedicated to the growth of the Entertainment Industry. This year’s convention will feature Arthur Ashe, Basketball icon and will be broadcast live on ESPN. The convention will be held on April 20-22 in Fort Worth, Texas. For more information, please contact NECAA at (213) 661-8323.

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THE COUNTRY MIKE

WAYLON BENEFIT CONTRIBUTES $10,000 TO FICAP — The first benefit held for the Federation of Independent Country Artists Professionals (FICAP) was held Saturday night at American Stockyards in downtown Dallas. It was reportedly attended by over 3,500 people.”

FCC Proposal Meeting Opposition

According to Hensel, the Opry broadcast is the primary reason for the movement to halt the FCC's action.

It's nearly impossible to estimate how many people listen to the Opry broadcast, according to Hensel. “We know that 26 million people rely on clear channel radio. Many of the people who listen to the broadcast live in the little towns and countryside of the country where there are no other radio stations for music. These people depend on the clear channel stations to listen to the Opry.”

Syndication Alternative

Syndication of the Opry show might be one solution, but Hensel said that it has its drawbacks. One of the biggest is that the show would no longer be broadcast on the Opry's stations.

“Why does someone like Loretta Lynn perform at the Opry for peanuts on a Friday or Saturday night when she could be performing elsewhere for more money?” Hensel asked rhetorically. “Because of the exposure she receives. She knows that song is going to reach many Opry fans, and those people will go out and buy it Monday morning.”

FCC Proposal Meeting Opposition (continued on page 35)

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WITCHING. My United Artists members Ah, deference Superman JAMES (Everybody) I He's The Sam/Columbia Keep Your Body - In - Rotation: QUEEN Greatest Dancer embellishments, Wood DFA in several radio personnel members. The pool has several radio personnel members. The pool currently has 12 members... John Bettencover is the new disco radio coordinator for Casablanca. (continued on page 43)

REVIEWS

AMÌ STEWART - Knock On Wood - Ariola/Hansa SW 50054 - List: 7.98 Ah, those drums! Everyone now knows the dynamic "Knock On Wood" which is powered by a knock-out and adorable horn section, arpeggios and a prominent drum break. My Fire/137 Disco Heaven" breaks from misty reflection to spine-tingling riffs. Brass arrangements add a nice off-set to the strings. Handclaps dancefloor intensity. The LP brings an existing new build with deep echo-backing vocals and duo lead singing. Check out "Get Your Love Back" on Side Two. Fast clean energy. Produced by Barry Leng.

FIRST CHOICE - Hold Your Horses - Goldmind/Salsalou GA 9502 - List: 7.98 At least four different producers had a hand in this long-awaited LP track, produced by Tom Coutou and Thor Baldurson is a great peak record. John Davis offers a fine six line during the bass drum break on "Let Me Down Easy" which is a prime cut. Ripping keyboard vamps add a nice touch. "Great Expectations" has strong persuasive sync-thesizer backing. There is a lot of attractive music on this LP.

THE RAES - I Only Wanna Get Up And Dance - A&M SP 17064 - 12" - Promo The Raes forced A&M to take disco seriously. This Dick from their upcoming LP has a steeping bass line, bright chorus and supporting strings, percussive embellishments, 134 BPM pacing and optimistic mood. The sax break grabs. Harry Hinde produced and John Luongo did his stuff. The structure makes it easy to find your way out.

WITCH QUEEN - Bang A Gong/Witch Queen - Roadshow/ RCA - 12" - Promo Produced by Peg Arias and Gino Soccio and utilizing the Muscle Shoes Rhythm Section, this release of a rock classic for the disco fan. At 1:55, "Gong" has widegrooves and good fidelity. The space-age drum break, familiar bass line and overall tastefulness of production makes it hot. Radio will catch after this one. The excellence of the handclap beat, deep backvocals and atmospheric arrangement of "Witch Queen" on the flip-side makes this a Double A-Sided priority 12".

PROGRAMMERS PICKS


1. Da Ya Think I'm Sexy
2. Keep On Dancin'
3. At Midnight
4. Haven't Stopped Dancin' Yet
5. I Will Survive
6. Fly Away
7. Let the Music Play
8. The Raes
9. He's The Greatest Dancer We Are Family
10. Contact
11. Ultimate (All Cuts)
12. Dance
13. Everybody Get Dancin' No. 1
14. Contact
15. Get The Flame
16. Ta Da
17. Philips
18. T.V. Love
19. Taylor
20. Freelance
21. Ears
22. Kelson
23. Lewis
24. Talarico
25. Lucose
26. Samson
27. Ali Paz
28. George Cadenas
29. Bill Stokes
30. Bacho Manuel

MUST SPIN

Joe Iantosca Tragedy Bee Gees - RSO
Bob Smith Charlotte Knock On Wood Ami Stewart - Ariola (Everybody) Get Dancin' Bombers - West End
Frank Lembo Philadelphia Love Song Stickey Fingers - Prelude Dancer/Dance To Dance Gino Soccio - RFC/WB
Tony Smith New York We Are Family Sister Sledge - Atlantic Dancer/Dance To Dance Gino Soccio - RFC/WB
Steve Smith Los Angeles Knock On Wood Ami Stewart - Ariola We Are Family Sister Sledge - Atlantic
Tom Lewis Saratoga Springs Fire Night Dance Peter Jacques Band - Prelude Dancer/Dance To Dance Gino Soccio - RFC/WB
Scott Talarico Ft. Lauderdale How Do You Doo C.B. Dand - Casablanca Dancer Gino Soccio - RFC/WB
Lou Lucose Los Angeles Dance/Dance To Dance Gino Soccio - RFC/WB Take Me Home Cher - Casablanca
Sam Houston New York Dance With You Carrie Lucas - Solar/RCA
Al Paz New Orleans Don't You Need Linda Evans - Ariola We Are Family Sister Sledge - Atlantic
George Cadenas Key West When The Fuel Runs Out Chuck Gooch & Channel Take Me Home Cher - Casablanca
Paul Curtis Seattle Knock On Wood Ami Stewart - Ariola We Are Family Sister Sledge - Atlantic
Bill Stokes Boston Don't You Need Linda Evans - Ariola I Must Be Love Destiny - Polydor
Bacho Manuel New York Captain Boogie Wardell Pipher - Midsong Don't You Need Linda Evans - Ariola

CANT MISS

Green Expectations First Choice - Salsalou
Rene Blanchet - CBS
Evelyn "Champagne" King - RCA
GIORGIO MORODER - Casablanca
Harry Northen - CBS
John Sides - CBS
JIMMY CLIFF - CBS
RICK ROBERTS - CBS
BRUCE SPRINGSTEEN - CBS
FORE Working To Overcome Nagging East Coast Image

by Cookie Amerson

LOS ANGELES — The 11-year-old Fraternal Organization of Record Executives (FORE) has become known as an east coast operation, when in fact it is a national organization. "FORE was born as a national organization, that is the main office is," says Cheryl Tyrell, co-director with the organization. Tyrell adds, "But we are a national organization with members in the music industry across the nation, the total participation is not what we would like it to be." Another problem that FORE faces, is that many of its members hold very important positions in the industry, making it difficult for them to devote a lot of time to the organization, said Tyrell. She also explained, "If my main objective at this point is to get more enthusiastic participation from industry notables. FORE is a very important part of the industry, as it has had and does have several industry executives who donate some of their important time at one time or another.

FORE was originally started on the west coast by a group of industry executives for the purpose of upgrading black executives in the industry. Its founder and chairman, was Warren Lanier Sr. who now heads a public relations firm in the Los Angeles area.

FORE has played an important part in introducing new business talent to the industry through its PACE scholarship program, and career development seminars. Jim Tyrell, who has been president of the organization for the past seven years, and is a senior vice president for Epic Records. Participation is of the utmost important.

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THE RHYTHM SECTION

RUMOR HAS IT — That Prelude Records is talking with Casablanca regarding an impending distribution deal. J.D. Taylor, most recently with WAQX in Atlanta may be going with Lee Michaels to KKSS in St. Louis.

PROGRAMMERS PROFILE — Steve Woods, program director at KDAY in Los Angeles has been with that station since 1974, receiving his PD stripes two years ago. A native Californian, Woods attended Hollywood High School, where he started his own radio station KMHS. He attended college at Valley College, while working during the day in the mail room at KMHS. During his stay at KMHS he met Wait Love, his present best friend whom he credits with getting him into the business. Ironically, Love is now the program director at KKT, which some would say is KDAY's main competition. Before coming to KDAY, Woods was at KEEL in Lubbock Texas and KXOL, Ft Worth.

Steve Woods"SHUT DOWN BASS BREAKS — Isaac Hayes is on a national promotional tour, doing television, radio stations and in-store promotions. When he completes the tour in approximately three weeks he will put the finishing touches on his new LP, tentatively titled "Black Sunshine," which is scheduled for a July release. Hayes also wrote music for a song titled "Deja Vu," on Dionne Warwick's upcoming LP, produced by Barry Manilow.

FCC STAFF RECOMMENDS HEARING FOR WDAS — The FCC staff has asked that the renewal of WDAS in Philadelphia be subjected to a hearing this week, based on reported payola and plugola charges.

DRAMATICS AT TOTAL EXPERIENCE — The Dramatics will perform at the Total Experience in Los Angeles Feb. 22-25 contributing to the celebration of that club's seventh anniversary.

CLIFFORD MEETS SCAVULLO — Linda Clifford's new LP will feature a totoal new packaging idea for her. The single "Let Me Be Your Woman" will be featured with "Bridge Over Troubled Waters" in a "12," in addition to the LP, containing approximately 60 minutes of music. Famous photographer Francesco Scavullo, is responsible for her album cover which will put her along side of Jackie Onassis, Brook Shields and several other ladies who have appeared on his covers.

TRIBUTE TO THE BLACK MAN — The Brotherhood Crusade recently sponsored "A Tribute To The Black Man Concert" in Los Angeles at the Shrine Auditorium, which featured several celebrities who devoted their time to this worthy cause. Those in attendance for the event included Barry White, Deniece Williams, Marvin Gaye, Richard Pryor and several others. Quincy Jones devoted his time as honorary chairman for the event.

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PROGRAMMERS PICKS

Tony Jamison WAQK/Atlanta Stand By — Natalie Cole — Capitol

John Moen OK100/Washington, D.C. Take Me Home — Cher — Casablanca

Walt Love KKT/Los Angeles Straight To The Bank — Bill Summers Fantasy

Jerry Boulding KDA/Oakland Disco Nights — GO — Arista

Steve Woods KDAY/Los Angeles Take Me Home — Cher — Casablanca

David Lombard WVOL/Nashville She's A Woman (LP cut) — Peabo Bryson, Capitol

Carl Conner WVUO/Chesapeake Disco Nights — GO — Arista

Jack Patterson KMJO/Houston It Must Be Love — Alton McClean & Destiny Polydor

James Jack CNNK/New Haven I Believe — Rance Allen — Fantasy/Star

Alfonzo Miller KACE/Los Angeles Don't Make It Better — Bill Withers Columbia
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1. I WANT YOUR LOVE — CHIC — ATLANTIC
2. WILD, WILD, WILD — KC/STARR, KATZ, WQMG, WSOK, WTLC, WGOK, KYAC, WNDQ, WAPI, WAK
3. IN THE MOOD — TYRONE DAVIS — COLUMBIA
4. BLACK CONTEMPORARY — MCCoo/Davis.
5. KMJQ, KMJQ, WOL, WQMG, WAMO, WSMO, WYOX
6. IT MUST BE LOVE — ALTON MCCAIN & DESTINY — POLYDOR
7. WORL, KPRS, OK100, WBKM, WVKO, WAWA
8. SAY THAT YOUR LOVE IS EPIC — WORL, KDAY, WOL, WQMG, WANI
9. CAPTAIN BOOGIE — WARDELL PIPER — MIDSTOWN
10. BLACK CONTEMPORARY — MCCoo/Davis.

WADL: WOL, WQMG, WAMO, WDAY, WQMG

BLACK CONTEMPORARY — MCCoo/Davis.
Summer & ‘Macho Men’ Win 1978 SCDDJA Disco Awards

Randy Cunningham of Sound Unlimited Systems was named Best Mobile DJ; Ben Tobias was cited as Best DJ in San Diego; Ron Green and A.J. Miller tied for Best DJ from the Santa Monica/West Los Angeles area; Mitch Schatsky was named Best DJ from San Fernando Valley/Santa Barbara; Mike Harper won Best DJ for Orange County/Long Beach; and Mann Stali won Best DJ in the L.A./Hollywood/Beverly Hills area.

Following the awards a disco party was held in the Crystal Room at the Biltmore. Miller cited the song “We Are Family” by Sister Sledge as the best summation of meaning of the awards ceremony.

Sparked by the phenomenal success of disco in recent years, the awards ceremony for the SCDDJA made a graceful transition from a “paper plate” affair three years ago to a prestigious celebrity-studded evening of music and awards.

Organized in 1976, the SCDDJA was founded by disco proprietors Debbie Baccus, Jane Brinton, Patrick Jenkins, Miller and Jim Walters. From modest beginnings, the organization has become one of the strongest disco DJ groups in the area, representing 150 disco DJs within a 200-mile radius of greater Los Angeles.

The event was attended by many of L.A.’s most notable personalities, including: Bruce Johnston, The Beach Boys; Nile Rodgers of Chic; John Anderson, the London-based DJ; and many others.

The event was hosted by the SCDDJA and the Beverly Hilton Hotel.

Disco Breaks

DISCO RADIO UPDATE — Burkhart/Abrams continues to grow like wildfire. WOFK in Clearwater, Florida (the Tampa Bay area) is the latest to join the B/A consultancy. The 24-hour slot on WOFK and in other markets is the result of a recent agreement whereby the music philosophy is to play disco crossovers during the day while building a progressive night following. David Lyons is the PD. The address is: 200/Pierce Street, Clearwater, FL 33755. Phone: 813-454-3000. Station’s disc jockey is a fan of dance/Disco/International, but the emphasis is on dance.

THE DISCO BIZ — The transplanted Philadelphia promoter, Dennis Green, is exploring the possibility of playing disco crossovers during the day while building a progressive night following. David Lyons is the PD. The address is: 200/Pierce Street, Clearwater, FL 33755. Phone: 813-454-3000. Station’s disc jockey is a fan of dance/Disco/International, but the emphasis is on dance.

GHOST DEEJAYS IN BOSTON — It appears that both WXXS and WBOS in Massachusetts have realized that disco DJs do it best. Jeff Tilton who spins at Boston’s WXXS and Bob Armstrong who spins at WBOS, both have programs that are a cross between Motown and disco. The WBOS program, “The Disco Bump,” is hosted by Bob Armstrong, and the WXXS program, “The Dance Line,” is hosted by Jeff Tilton.

QUALITY CHALLENGE — As a result of DJ grumblings and assorted complaints, Salsoul is now having DJ promotional product pressed on RCA’s Red Seal press. Although Salsoul has in the past used independent pressing units, the label sees this move as a step in the right direction for the future of the disco music industry.

THE DISCO WIRE — In the latest edition of the weekly newsletter, the Wire reports on the recent developments in the disco music industry. The Wire notes that the recent surge in disco music has led to an increase in the number of DJs and record producers who are taking advantage of the new opportunities.

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Vibes player Wall Dickerson made a rare New York appearance last weekend with two solo concerts at the Public Theater. Sharing the bill were Sunny Murray's Un-locatable Fog and Charles Tyler's quartet.

Jazz goes to sea. On June 2, the SS Rotterdam sails for a seven-day Nassau-Bermuda cruise. On board to help entertain the travelers will be Mercer Ellington and his Orchestra, Dizzy Gillespie, the Teddy Wilson trio, Chris Connor and the Wild Bill Davis trio. Bon voyage.

RIP: Peanuts Holland, fine trumpet player and vocalist with Charlie Parker and Redmon and many others. Holland had been a European resident for many years. New from Adequi, "Bush Baby" by Black Arthur Blythe. The album contains more unusual three-piece band we've ever heard: alto sax, tuba and conga drums.

FEETS DON'T FAIL ME NOW — Herbie Hancock — Columbia JCL 35764 — Producer: David Rubinson & Friends and Herbie Hancock — List: 7.98

On "Feets, keyboardist Hancock continues to blend synthesized vocals and throbbing disco-funk rhythms for an album filled with futuristic sounds and dance music. The LP spotlights Hancock's versatile new band featuring Benny Maupin on reeds, Alphonse Mouzon on drums and Webster Lewis on additional keyboards. Throughout his career Hancock has proved to be one of the most innovative contemporary musicians, and once again he shows that he is not afraid to venture beyond the tried and true.


Michael Franks is the poét laureate of jazz, painting lush pictures of love and life through the delicate balance of his words and music. "Tiger In The Rain" is his fourth collection of cutesy before the fireplace music, featuring Franks' whisper-vocals and luxurious music beds supplied by a long list of top session players. Perhaps a song like "Living On The Inside" will be the one to expand his audience beyond his adoring cult following.


Earland is a dynamic force on organ and here, in a program of straight-ahead swingers, he is at the top of his game. George Coleman, Dave Schnitter and Jimmy Ponder contribute excellent support, but it is Earlard the organist who dazzles the most. "Hear "Undecided" for top notch cooking!

JACKIE McLEAN TO RCA — Jazz saxophonist Jackie McLean signed an exclusive recording agreement with RCA Records. Pictures at the signing are (l-r): Mitch Faber, McLean's producer, McLean and Warren Schatz, division vice president of popular A&R for RCA.

LA-based label with a high-quality catalogue, is making noises about a rebirth of high-quality long form music. The latest label to sign on is the Lighthouse All-Stars, Ben Webster, Art Pepper and other jazz giants will appear in newly discovered LP packages sometime this year.

COUNT Basie and his orchestra supplied the music for the post-Grant award dinner in Los Angeles. Gerry Mulligan was one of many performers who played for the New York party.

Houston Person and Elga Jones are in the midst of a three-week European tour, first for the each artist. The latest LPs by Person and Jones are on Muse.

TURK Mauro, the fine tenor saxophonist, has reformed his saxophone quartet, introduced Buddy Rich. Let's hope he gets a few more tunes to play this time around.

It looks as though the Dave Grusin-Larry Rosen team still has the touch. Their new GRP label, distributed by Arista, has come up with a winner in their first shot. Angela Bofill and her "Angie" album is one of the hottest items on the jazz chart these days.
“Fever” Bee Gees, Billy Joel

Donna Summer recently dropped in unexpectedly at a Hollywood honing fellow Cassidbana recording artists Brookyn in Masa restaurant in Hollywood. "Sleepless Nights," the new Brooklyn Dreams album, features their version of Summer's latest hit, "Heaven Knows," and "Donna," both of which they paid her by singing background vocals on her cut. Pictured at the luncheon are (l-r): Eddie Hokenson, Dreams; Susan Munao, group manager; Joe "Bean" Esposito, Dreams; Summer; Bruce Sudano, Dreams; and Robert Skopp, Casablanca press vice president.

B.B. King Slates Russian Concerts

LOS ANGELES — B.B. King will be the first blues performer ever to appear in Russia. The ABC recording artist and legendary bluesman will make a major concert tour commencing Feb. 28. The month-long tour will cover 22 dates and include Leningrad, Moscow, Baku, Yerevan and Tbilisi.

Chinese Concerts

The tour has been arranged by the Cultural Presentation Division of the Associate Directorate of Education and Cultural Affairs of the International Communication Agency. King and his ensemble will be one of the official American cultural groups to tour the Soviet Union this calendar year under the current U.S.-U.S.S.R. Exchange Agreement. The upcoming B.B. King tour of Russia reflects a more open policy by the Russian government to receive broader cultural awareness through artistic performance.

WCI Music Group Posts '78 Results

Hall of fame awards


Direct-To-Disc LPs From Japan Available

New York — Sixteen new direct-to-disc records from the RCA Japan and Toshiba-EMI labels are now available from Audio-Technica U.S., Inc.

The six titles from the RCA-Japan "Direct Masters" series are, "Orchestral Exchanges," featuring the Tokyo Philharmonic; Chopin's "Schero No. 2 and Piano Sonata No. 3" with Edward Auier on piano; "Romance De Amor" by Kazuhiro Yamashita; "Percussions In Color" by Sumire Yoshivara; "Vintage Tenor" by Lew Tabackin; and the legendary "All That Jazz," performed at Carnegie From Brazil; "Super Strings, Vol. 11," by the Tokyo String Ensemble; "Acoustic Guitar Blues, Rags, Fiddle Tunes, and Contemporary" by Stefan Grossman, featuring John Renbourn; "Blockbuster" by Jem Inagaki, and the Chuck Rainey Rhythm Section; "Hello Hank Jones" by Clifford Jordan and Hank Jones/Reggie Workman/Fred Waring; "Kamikaze" by Marvin Peterson; "Cadillac and Mac" by the Detroit Four; and "Black Octopus" by Paul Jackson.

ATV, ATI Pact Reported

Los Angeles — ATV Music Group and ATI (American Talent International) have recently formed a publishing affiliation. Both ATV and ATI President Jeff Frankins insist that the affiliation goes beyond a usual co-publishing deal and into assisting artists' careers as well.

The ATV agency roster includes Joni Mitchell, Neil Young and Bob Seger, Franklin commented, "I'm going with ATV because they have an attitude somewhat like ATI's in that they build with patience." ATV vice president Steve Love, who originally conceptualized the association, said, "We feel Jeff will bring us an unusually expansive perspective to a publishing partnership."

Future Development Management Formed

New York — Randall K. Schoefer has formed a new management company called Future Development Management. Currently signed to the firm is Malacon recording artist James Bradley, Yipes, and the Milky Way Band. The firm's address is P.O. B. 377, Mantowit, Wisconsin, 54220, tel. (414) 684-5573.
LATIN BEAT

TOP 20 ALBUMS

LOS ANGELES POP

1. A PENSAR DE TODAS - VINCENZA FERRANTE (CBS 860)
2. TE JURO QUE NUNCA VOLVERÉ - LUPITA D'ALESSIO (Orion 021)
3. LA VOZ RANCHERA - CHELO (Musart 1068)
4. DERRUMBES - SALVADORES (Arriba 2035)
5. SERENATA SIN LUNA - LOS ANGELES NORTADOS (International 925)
6. CANTA A JUAN Gabriel - RUBIO DURCAL (Pompeii 1031)
7. LEO DAN - (Caytronics 1504)
8. SOLA - TISSETTE (Cacc 149)
9. ESPECTACULAR - JUAN Gabriel (Pompeii 1036)
10. EL AMOR - JULIO IGLESIAS (Alahambra 23)
11. CON MARIACHI - CHELO (Musart 1068)
12. ABRAZAME - LOLITA (Caytronics 1499)
13. RASGOS - CAMILO SESTO (Pompeii 1025)
14. AMIS 33 AÑOS - JULIO IGLESIAS (Alahambra 38)
15. NUMERO 8 - LOS TIGRES DEL NORTE (Fania 564)
16. ENTRE AMIGOS - CAMILO SESTO (Pompeii 1034)
17. VIVAN LOS MOJADES - LOS TIGRES DEL NORTE (Fania 551)
18. DESNUDATE - HUGO GALLERDO (Latin Int 204)
19. BESITOS - LOS HUMIDES (Fania 360)
20. TU SONRISA - LORENZO SANTAMARIA (Latin 6922)

LATIN POPS

ROBERTO CARLOS - Caytronics - Cys-1540 - No Producer

Multi-talented Brazilian singer Roberto Carlos scores again with another sparkling album that consists of soft rock ballads and two uptempo tunes. Carlos excels cut cut cut, likewise the female chorus here is excellent with a touch of doch feel, and the musical arrangements by Ramon Arcusa are superb. The right of Julio Iglesias shines throughout the entire album. All cuts are excellent, which should push this LP to #1 all over Latin America.

TRAIJO SABOR - Sonora Matancera - Orfeon-16-621 - No Producer

Sonora Matancera has been the pioneer of Latin music for approximately 50 years. Salsa music of today was done many years ago, and this album needs no introduction. On this re-release album most of the cuts are moving salsa numbers except for one slow boleo. The vocals are superb and the orchestra is very tight. Arrangements are great and there are a few good solos by the piano player.

SINGLES TO WATCH

TITO PUENTE (Tico) Que Bueno Baila Ud (Benny More)
LAS TRES Y CUATRO (Dueño De Mi) (Angelino) (Mexico)
YOSHI (CBS-Mexico) Dime Por Que (Yoshio-Abrego-Medina)
GRUPO ROCA BLANCA (Orfeon) De Sed (Juan Gabriel)
ALVARO ARIAS (16-24 No) Cuatro Estrellas (Ismael Diaz)
DUETO ALMA NORTENA (CBS-Mexico) Que Lindo Amor (Isidro Corone)
LOS BUM BUM (CBS-Mexico) Como Siempre (DR-Asdrubal Morales)
FIT&JORN (CBS-Mexico) El Amor Esta En El Aire (Jovanna Young)
LOS MARINOS (Marino) Echame A Mi La Ciuda (J.A. Terreraquin)
ZOILA (Epic-Mexico) Primera Vez (Juan Gabriel)
ANGELO MARTELLE (Mirodon) Angelito (Romulo Mancini)
ALDO Y LOS PASTELERO VERDES (Microfon) El Rollo (Ronaldo Cantoral)
LOS CLARK'S (CBS-Costa Rica) Solo Un Momento (Moses Urbina)
COMBO SENSACION KODOKAN (Epic-Costa Rica) Cruel Humanidad (Kodokan)
ALMA RIOS (CBS-Costa Rica) Mal De Amor (El Rito 15)
DUETO AMERICA (CBS-Mexico) El Chisme (Eulogio Reyes)
SONIA RIVAS (Epic-Mexico) No Soy Como Tu (Sonia Rivas)
CHE ERIK (CBS-Mexico) El Proverbio Parte De Nuestro (Francisco Sanchez)
CLANCY MORALES (Marantan) Enter Paradise (Clancy Morales)
LOS MADRUGADORES DEL BAJO (CBS-Mexico) El Sauce Y La Palma (Luis P. Meza)
FERNANDO ALLENDE (CBS-Mexico) Do Set (Jesus Palma)
MARIACHI MEXICO DE PEPE VILLE (CBS-Mexico) Brinca Y Veras (Luchito Beltran)
CARLOS Y MARTHA (Epic-Mexico) Toda Una Muerte (Paolo Chanona)
MEXICAN VILLAGE (Telefoni) Reina Del Hipodromo (Angeles Salas)
ODILA FLORES (CBS-Mexico) Tu Y Yo Nuestro Amor (Juan Gabriel)
EL NEGRITO LUNA Y SUS CARINOSOS (Epic-Mexico) El Biskone (Felipe Cruz Vazquez)
TIN TAN MARCELO (Epic-Mexico) Mujer Malvada (Popular)
FERNANDO ALLENDE (Orfeon) Mi Unico Amor (J.M. Fugiera)
KATUNGA (Microfon) Soy Millionario De Amor (P. Ortega/L. Fransen)

Larry Harlow and his orchestra with Nestor Sanchez on lead vocals are in California for the Grammy award presentations Feb. 15. This is the first nomination in the career of the Latin postmodernist. His orchestra will be in San Francisco for three days before returning to Los Angeles where he will appear at the Post House, Virginia's and the Playboy Club.

Ernie Asport's new album "Journey" has been released, produced by Ernie with guest appearances by such heavyweights as Luis "Perico" Ortiz, Eddie "Guas" Rivera, Sal Cuevas and Lou Souloff.

Luigi Texidor, former vocalist with Sonora Poncena, just had his first solo LP "El Negrito Del Sabor" released. A.C.E. (Asociacion de Cronistas de Espectaculos) has announced the following artists for Best Vocalist Category: Ruben Blades for "Paola C." Ismael Rivera for "Yo Na Es Lo Mismo." Ismael Rivera for "Caras Lindas.


Pete "Conde" Rodriguez has started his newest LP produced by Louie Ramirez with arrangements by Louie, Eddie Martinez and Luis Cruz.

Tito Puente, Willie Colon, Ruben Blades and a number of Fania stars performed what is being about the best concert for some time to come. The record breaking crowd at the Coliseo Roberto Clemente numbered over 11,000, including both of whom, outside artists were Adalberto Santiago, Santos Colon, Luigi Texidor, with a surprise guest performed by Ismael Miranda.

Highlights of the show was Tito's "Homenaje a Benny More." Ruben and Willie enjoyed great acclaim when the tunes from their LP "Siembras" were played. From the disco field the group "Musi-Que" performed to the delight of the crowd. To everybody's surprise, Dionne Warwick was included.

Salsa has finally been recognized as a cultural contribution and representation of the Latin community in New York. And for the first time a course is being taught at the New School for Social Research: "Salsa: Latin Music in New York." The series of eight lectures will be led by noted musicologist Isabelle Ortiz. This course will examine the development of salsa, its im-
'Bat Out Of Hell' Becomes 4th Million-Selling LP in Canada
by Kirk LaPointe
TORONTO — The Canadian Recording Industry Association has certified the fourth one-million-selling album in Canadian history, Meat Loaf's 'Bat Out Of Hell' album on Cleve Street Music's own Epic Records.

While the MCA and Arista Records departments are still striving to pump up the promotional and marketing campaigns that took "Saturday Night Fever," "Grease" and Fleetwood Mac's "Rumours" album over the million sales plateau, the efforts in taking a new artist into the forefront among all-time recording success in this country is a major accomplishment for the CBS Records Canada marketing department.

Terry McGee, senior product manager for Epic Canada, says the success of the album was "a matter of sitting down and concentrating on achieving the maximum potential of the disc. We did not sit back on it, and still intend to keep capturing more Meat Loaf fans."

This album, McGee points out, differed greatly from the other million-selling albums in Canada, all of which have been certified at varying stages of success in this country. "With Meat Loaf, we had to take a virtually unknown artist, and make a calculated gamble. After all, he's one of the few glowing stage show (one year ago, October, at Toronto's El Mocambo), we knew that we had an artist that could attain particular high levels of success. We used a total marketing approach, and invested deeply at first, in order to stir up the marketplace. After a while, the catapulating sales just took over, and we didn't have to spend too much money in the business. But after we sold 500,000 copies in the country (quarter platinum, or RIAA standards), we had a huge sales base to which we could relax a little."

McGee's agreement to be broken under the guise of video. "I think it may be a hint at the future. Certainly, 'Saturday Night Fever,' and 'Grease' both used the film medium to their advantage. In Meat Loaf's case, we were presented with a high-quality videotape for use on TV. While there weren't very many shows in Canada in which the tape was played, American TV used it, and interested Canadian consumers took note of the video presentation. But, the Meat Loaf tape was used extensively through in-store presentations. It got people interested and turned them on to the album. But, the difference in the sales marks we achieved with the disc,"

Ariola Launches New Office In Munich
LONDON — Ariola Records International has restructured its company, establishing a new division and reorganizing the duties of many of its chief international executives.

An Ariola International Group division has been established in Munich, Germany, run by Monty Luettner, worldwide marketing manager of Ariola and Friedel Schmidt (Ariola Germany). Wim Schipper (Ariola Benelux), Ralf Segura (Ariola Austria), Wolfgang Wegmann (Ariola Germany) as group vice presidents.

The four vice presidents will continue in their present local positions, but will now also delegate certain functions and responsibilities within the new international head office.

Recently, during the annual convention of the managing directors and presidents of Ariola companies, held in Munich on Jan. 17 and 18, Luettner stated: "The new head office will be only the first step toward the forming of a joint company's successful international executive. In a short time a highly qualified team of experts will work in this division to support and individual companies all over the world and to foster the further expansion of the group.

INTERNATIONAL BESTSELLERS

Argentina
1. You're The One — 2. Traviata O New John — RSO
2. Raspullo — Boney M — RCA
3. Hay Que Que — 4. Espanol Con Mi Sorbra — Andy Gibb — Phonogram
5. Te Extrafaro — 6. Kate Bush — EMI
8. El Que No Baila Es Un Aburrido — Katunga — Microfon

TOP TEN LPs

Vol. 2 — Phonogram

En Castellano — Raffaella Carrà — CBS
Emociones — Julio Iglesias
GWR — 4. Sony Corporation — RCA
Saturday Night Fever — Soundtrack — RSO
Los Extranjeros — 5. Selection — Microfon
Festival De Expos — 6. — Selection — CBS
Perdieron — Alon Project — EMI
Jazz — Queen — EMI
El Continuado — 10. — Imperial — CBS

Canada
1. Le Frere — 2. Che — WEA
2. Da Ya Think I'm Sexy — 3. Rod Stewart — Warner
Too Much Heaven — 5. Bee Gees — RSO
Sharing The Night — 6. — London — CBS
Hold The Line — Toto — CBS
September — 8. — Live Fire — CBS
Raspullo — Boney M — Atlantic
My Life — 10. — EMI

TOP TEN LPs

Blondes Have More Fun — Rod Stewart — WEA
Greatest Hits Vol. 2 — 2. Barbra Streisand — Columbia
Cruisin' — 3. Glen Campbell — Epic
52nd Street — 4. Billy Joel — CBS
Toga — 5. Bee Gees — Polydor
Nightflight To Venus — 6. Boney M — Atlantic
Bluegate — 7. — Live Fire — CBS
You Don't Bring Me Flowers — Neil Diamond — CBS
Spirits Having Flown — Bee Gees — Columbia

INTERNATIONAL DANTELINE

Great Britain

Another goody from Warner's, to be released March 9, is 12 tracks from singer/guitarist George Benson, Benson may appear in the UK at the end of the year for a series of live dates, though nothing is confirmed at present.

Johnny Cash has a definite commitment to play a series of live dates in Britain in March. This will be his first tour in this country for over four years. To coincide with the tour CBS is releasing a new Cash album entitled "Gone Girl."

John Porter has been appointed to the position of general sales manager of MCA Records UK. He will be reporting to managing director Roy Featherstone for the overall sales of MCA and Infinity Records product in the UK and Eire. Porter was previously international sales manager for WEA EMI recently held a bash to celebrate the "Shadows' "Golden Greats" compilation. Promotion is being handled on both sides of the Atlantic.

WHERE IN THE WORLD

The Jacksons are currently celebrating their 10th anniversary in show business with an extensive worldwide tour. The tour, the group's first in two years, is taking the musical aggregation to 16 European cities as well as to Nairobi, Kenya, where they will give their final European tour dates. (CBS Records German, France, Sweden, Spain and the U.K. for an intense 10-day round of promotional appearances to include interviews with local radio and press, autograph-signing at major retail outlets and meetings with the marketing and promotion teams of CBS Records International's affiliates in each country.

Singer/songwriter/guitarist Moon Martin's three-week "Moon's Over Europe Tour '79," the second overseas foray Martin is making in as many months in support of his widely acclaimed Capitol debut LP, "Shoots From A Cold Nightmare," is now underway.
**Canada**

TORONTO — Bob Roper has left Capitol-EMI of Canada as its national promotions manager. He will assume duties as road manager for Supertramp on the band's upcoming 15-month tour. Ironically, he and the band's press and publicity man, Charlie Prevost, will report to Roper for A&M Canada, whose hard work launched the band in North America.

Bob McBride is making a good stab at coming back after suffering a near-fatal back injury.

Dead Fingers Talk, one of the more interesting new wave ensembles from across the ocean, won't be touring here as planned. Their visas are not in order. Another stereotype reinforced: Jamaica and reggae have always been associated with the rasta movement, which (unfortunately) has been linked with ganja. Montreal police and the RCMP found this connection to be all too true recently, when they found 360 pounds of ganja shipped in record jackets, coming in from Jamaica. The drugs had been pressed into 12-inch platters, and shipped to West Germany. A police spokesman said the album covers, headed for a Montreal record store. The police let the discs lie around at the airport, before someone came to claim their "product." Charges have been laid.

**West Germany**

MUNICH — Ariola Records is restructuring its executive organization due to international growth. Monti Luefner, group president, has announced the appointment of four vice presidents: Friedel Schmidt, Ariola Germany; Wim Schipper, Ariola Benelux; Ramon Segura, Ariola Spain; and Wolfgang Wegmann, Ariola Germany.

Dorus Sturm, who is heading the international Ariola product division, has also been named vice president, located in Munich at Ariola's headquarters. This is obviously by far the first step in more changes to come since Ariola Germany is presently holding a leading position in the German market, with 10 A1 discs in the Top 100 and more than 20 per cent of Top 100. Ariola has ordered four million records for its three major labels. Ariola Germany has announced the appointment of four vice presidents: Friedel Schmidt, Ariola Germany; Wim Schipper, Ariola Benelux; Ramon Segura, Ariola Spain; and Wolfgang Wegmann, Ariola Germany.

**GRT Canada Makes Personnel Changes**

TORONTO — With the appointment of Gordon Edwards as the GRT Corporation's new chief executive officer, changes have recently been made at GRT Canada Ltd. Alex Pitchkin has been named the company's director of national marketing, having already held the post of national sales director for the firm. In addition, Lee Silversides, the company's national promotional manager, has left the firm. He is being replaced by Randy Goldberg and Neil MacGonigle, who will be eastern and western regional promotional managers, respectively. Goldberg was the company's Ontario promotion manager, and will now also assume the duties for Quebec and the Maritimes for the firm. MacGonigle will handle Manitoba, Saskatchewan, Alberta and British Columbia.

Nancy Krant, who worked with the firm as an executive assistant, will now assume duties as the company's press officer working out of its Toronto head office.

**UK Gold for Barron Knights**

— David Betteridge, managing director of CBS-U.K., presented two gold records to the Barron Knights, one of the oldest running original group in the business (they've been together for 18 years and still feature the same line-up). The group was awarded a gold single for its recent Top 5 hit, "A Taste Of Aggro" and a goldLP for its chart album, "Night Gallery." Pictured (l-r) at the presentation are Dave Ballinger and Butch Baker of the group. Matt Whitlock, head of UK A&R/CBS, Betteridge, Nicky Graham, producer, UK A&R/CBS, and Peter Langford of the group. Shown kneeling (l-r) are: Barron Anthony and Duke D'Mond of the group.

**International Bestsellers**

**Australia**

**TOP TEN 45s**

1. Heart of Glass — Blondie — Chrysalis
2. Chiquillita — Abba — Epic
3. Woman In Love — Three Degrees — Ariola
4. Hit Me With Your Rhythm Stick — Ian & The Blockheads — Sire
5. Don't Cry For Me Argentina — Shadows — EMI
6. Space — Pink Floyd — Mercury
7. I Was Made For Dancin' — Let It Go — Atlantic
8. September — Earth Wind & Fire — CBS
9. Adventures Of Superman — The Ventures — Columbia
10. A Little More Love — Olivia Newton-John — EMI

**TOP TEN LPs**

1. Action Replay — Various — K-Tel
2. Don't Walk — Boogie — Various — EMI
3. Parallel Lines — Blondie — Chrysalis
4. Mr. Blue Sky — Electric Light Orchestra — Capitol
5. New Boots and Panties — Ian & The Blockheads — Stiff
6. The Best of Earth & Wind / Flava Vol. 1 — Earth & Wind & Fire — CBS
7. Stranger in the Night — UGO — Chrysalis
8. Wings Greatest — Wings — Apple
9. Blondes Have More Fun — Rod Stewart — RCA
10. A Single Man — Elton John — Rocktel

**International Dateline**

**German**

**TOP TEN 45s**

1. Da Ya Think I'm Sexy? — Rod Stewart — Warner Bros
2. Y.M.C.A. — Village People — Polydor
3. Blunderbuss — Suzi Quatro and Chris Norman — Rak
4. Chillin' With the Man More Stingers — World Series Cricket
5. Child's Play Pour Mool — Plastic Bertrand — RCA
6. Le Freak — Chic — Atlantic
7. Tall Model — Howie Gees — CBS
8. My Life — Billy Joel — CBS
9. You Don't Know — Stiv Bators / Nino Diamond — CBS
10. A Little More Love — Olivia Newton-John — Intersound

**TOP TEN LPs**

1. Blondie Have More Fun — Rod Stewart — RCA
2. 52nd Street — Billy Joel — CBS
3. Dire Straits — Dire Straits — Polydor
4. Barbra Streisand's Greatest Hits Volume 2 — CBS
5. Grease — Paramount
6. You Don't Bring Me Flowers — Neil Diamond — CBS
7. Nicole — Various — World Series Cricket
8. Inner Secrets — Santana — WB
9. Wings Greatest — Wings — EMI
10. Nightflight To Venus — Boney M — WEA

**International**

**TOP TEN 45s**

1. Y.M.C.A. — Village People — MCA
2. Bulldozer — Oliver Omars — Polydor
3. Chiquillita — Abba — Polydor
4. Baby It's You — Promises — EMI
5. Le Freak — Chic — Atlantic
6. Trojan Horse — Carrere — Polydor
7. Careen — Groover Blatches — Hansa-Ariola
8. Darlin' — Frankie Miller — Chrysalis-Phonogram
10. Da Ya Think I'm Sexy? — Rod Stewart — RCA

**TOP TEN LPs**

1. Unbekannt Alle — James Last — Polydor
2. Cruelty — Village People — MCA
3. Mej Han Nen Dackel — Black Fives — EMI
4. Grease — Soundtrack — CBS
5. Pyramid — Persacc Project — Ariola-EMI
6. Baila Tu Conmigo — Richard Clayderman — Teide
7. Careen — Groover Blatches — Hansa-Ariola
8. Dire Straits — Dire Straits — Vertigo-Phonogram
9. Wish You Were Here — Pink Floyd — EMI
10. The Best of Barry Manilow — Ariola

**GMOOL OLIVER SIGNS — London**

Records has signed the Maritime-based group Molly Oliver to a worldwide recording contract. The signing took place in Montreal between Alice Koury, vice president of London, and the group. Pictured (l-r) are Koury and Bruce Wheaton, leader of Molly Oliver.

**Producer Allan Carr Launches Int'l. Headquarters in Company Expansion**

by Nick Underwood

LONDON — Producer Allan Carr, in a wide-scale expansion of Allan Carr Enterprise, will this week open new International Production Headquarters in London.

Carr, who co-produced with Robert Stigwood the current blockbuster, "Greece," which has now registered 115 million dollars in film rentals, making it the most successful musical in movie history, will begin its European operation in all areas of the entertainment industry.

Charles Negus-Fancye, who recently resigned as managing director of the Robert Stigwood Group in London, has now been named chairman, international operations, and will be the executive in charge at the new Carr Headquarters, 2 Berkeley Square, London W1.

Macclaren Named

Carr has also appointed John Macclaren to head up the company's music department as well as its artist representation activities in the London office. Victoria Page is joining the new international company as executive assistant to Negus-Fancye.

Carr's recent international expansion is in line with the build-up of the Carr Enterprises' motion pictures and television activities. The company has individual non-exclusive production transactions with Universal, M.G.M., United Artists, Paramount and Columbia. In addition, Carr has an exclusive production arrangement with Columbia Pictures Television.

In addition, Carr has a multi-picture arrangement with E.M.I. Films London, to be distributed by the newly-formed distribution company, Associated Films Distribution Corporation, with the first E.M.I. film, "Cafe Society," to begin in late summer in London with an all-star international cast.

**Cash Box/Febary 24, 1979**

www.americanradiohistory.com
MINNEAPOLIS — The fourth annual Music Operators of Minnesota convention and trade show, held at the Holiday Inn Downtown, also generated a good deal of favorable publicity for the association and the entire coin machine industry, via coverage by three local television stations and the St. Paul Dispatch newspaper.

Carrying the theme “Coin-Op Fever,” this year’s convention agenda was highlighted by a special trade show promotion involving a drawing for four major prizes, with proceeds going into the association’s treasury.

Prizes included a Valley pool table, donated by Sandler Vending and won by Curt Amundson of Minneapolis; a Dynamo pool table, donated by Lieberman Music of Minneapolis and won by Harlow Nober of C&N Sales; a Dracula pinball machine, donated by Lieberman and won by Dave Hawkins of Dia/Star in Rochester; and a solid state arcade game, donated by Leberman and won by Ray Hibarger of Hanson Distg. in Bloomington. Hibarger donated his prize back to the association and it was purchased by Dave Hawkins.

**New Manufacturer Assn. In The Works**

CHICAGO — A group of top level executives, representing many of the industry’s major music and game manufacturers, met recently at the Standard Club in Chicago to consider the possibility of organizing a national manufacturers association. The move was spearheaded by Sam Stern, vice president of Stern Electronics, Inc. Further details were unavailable at press time.

**Marshall Caras**

Caras Appointed Sr. VP At Portale

CHICAGO — Marshall Caras has been appointed senior vice president and general manager of Portale Automatic Sales west coast distributor. In his new position, Caras will be responsible for all of the distributor’s operations in both the Los Angeles and San Francisco offices.

Caras previously served as vice president of marketing for D. Gottlieb & Co. and has an extensive background in the coin machine industry. He operated his own distributorship for a number of years and also held an executive position with Atari, Inc.

“I am very proud to join an organization of such strength and reputation,” Caras told Cash Box, “and I am looking forward to working with the Chicago office”.

**Arcade Association Moves Forward, 2nd Meeting Set**

CHICAGO — A small group of arcade operators, representing some of the largest arcades in the country, met in Chicago to discuss the possibility of establishing a nationwide Arcade Amusement Association. The meeting took place during last year’s AMOA convention and was sponsored by Tico Bonomo of Time Out Family Amusement Centers, which operate primarily on the east coast.

Among those present were Merrill Millman of the Aldadin’s Castle chain, which operates about 130 arcades across the country, and Ted Olson of Time Zone, presently operating in the San Francisco Bay area, James Ginsburg of Space Port of Philadelphia, Jerry Kross of the nationwide Funway Freeway operation, Danny Levin of Dream Machine, which operates mainly on the east coast, and Land of Oz, which is a nationwide operation. Most of the firms represented operate predominantly in enclosed regional facilities.

**Common Problems**

The initial meeting, held last November, was very productive. Merrill Millman told Cash Box, because it provided a forum for the discussion of common problems and the exchange of ideas on such pertinent subjects as security, insurance, and a game mix, to name a few. “We need an association of our own,” he said, “for just this purpose, to discuss the business problems we face.”

**THE JUKE BOX PROGRAMMER**

**TOP NEW POP SINGLES**

1. TRAGEDY BEE GEES (RSO RS 816)
2. I’LL SUPPLY THE LOVE TOTO (Capitol E-4601)
3. SULTANS OF SWING DIRE STRAITS (Warner Bros. WBS-8736)
4. BIG SHOT BILLY JOEL (Columbia 3-10123)
5. PRECIOUS LOVE BOB WELCH (Capitol P-4665)
6. JUST ONE LOOK LINDA RONSTADT (Assy E-46011-A)
7. DOG & BUTTERFLY HEART (Portrait CBS 6-70229)
8. WATCH OUT FOR LUCY ERIC CLAPTON & HIS BAND (Capitol P-4845)
9. SONG ON THE RADIO AL STEWART (Atlantic 46099)
10. IT HURTS SO BAD KIM CARNES (EM/A&M P-4011)

**TOP NEW COUNTRY SINGLES**

1. TOO FAR GONE EMMYLOU HARRIS (Mercury WBS 8732)
2. SWEET MEMORIES WILLIE NELSON (RCA RB-11465)
3. (IF LOVING YOU IS WRONG) I DON’T WANT TO BE RIGHT BARBARA ANGEL (A&M 46001)
4. I’M GONNA LOVE YOU GLEN CAMPBELL (Capitol P-4665)
5. WORDS SUSIE ALLANSON (Epic/Curb E-46089)
6. THEY CALL IT MAKING LOVE TAMMY WYNETTE (Epic E-50681)
7. ALL I EVER NEED IS YOU KENNY ROGERS & DOTTIE WEST (United Artists LA-1276-4)
8. WISDOM OF A FOOL JACKY WARD (Mercury 50505)
9. SLOW DANCIN VALERIE JACkSON (Columbia E-46155)
10. THIS IS A LOVE SONG BILL ANDERSON (MCA-49992)

**TOP NEW R&B SINGLES**

1. KNOCK ON WOOD AMIT STEWART (A&M 7278)
2. STAR LOVE CHERYL LYNH (Curtom 1980)
3. CHOLLY (FUNK GETTING READY TO ROLL) FUNKADELIC (Warner Bros WBS 8745)
4. LIFE IS A DANCE CHAKA KHAN (Warner Bros. WBS 8748)
5. I WANT YOUR LOVE CHIC (Atlantic 3557)
6. HOT NUMBER FOXY (Kapp K-500)
7. I’M GONNA BE YOUR SHOTGUN (Atlantic 12452)
8. A FUNKY SPACE REINCARNATION MARVIN GAYE (Fraton/Motown T-52909)
9. I’LL NEVER WRITE YOU A LOVE SONG DAVID OLIVER (Mercury 7403)
10. (YOU BRING OUT) THE BEST IN ME THE DELLS (ABC 1944)

**TOP NEW MOR SINGLES**

1. MUSIC BOX DANCER FRANK MILLS (Playboy P-14157)
2. THE 154% 9.84 million free moves to date during the same period the previous year. However, earnings for the quarter increased 4% to $1.17 million from $1.13 million in 1977.

**NATIONAL VENDORS, Sandler Vending Co.**

In other convention news, Sandler Vending Co., Phil & Joe Sandler, Sunnyvale, Calif. 94086...

**‘G.T. Roadster’ In Full Production At Ramtek Factory**

CHICAGO — “G.T. Roadster,” which won rave notices at the major industry trade shows, is now produced at Ramtek Corporation. The factory began shipping the new piece in mid-February.

The model is a single-player driving game, complete with authentic sound effects and visual simulations produced by a special 8-mm. film cartridge. A steering wheel, foot pedal and four-speed stick shift allows for player control and the game can be adjusted to the degrees of easy, medium or difficult mode of play.

Operator options include extended play and the high score of the day feature which awards a free game for topping high score. G.T. Roadster is housed in a very attractive cabinet measuring 48 inches deep, 27 inches wide and 72 inches high, and is available through Ramtek distributors.

Further information may be obtained by contacting the factory at 292 Commercial St., Sunnyvale, Calif. 94086.

**Atari Increases Sales And Reduces Loss In 1978**

LOS ANGELES — The toys and electronics division of Warner Communications, Inc., which includes Sunnyvale, Calif.-based Atari, Inc., posted 1978 revenues of $178 million, an increase of 18% over 1977 sales of $150 million.

The division cut its full-year loss to $2.7 million from $6.1 million in 1977.

The figures were contained in the company’s annual report, issued last week. The company’s overall net income for 1978 rose to a record $23 million, up 9% over 1977 earnings of $20.8 million. Revenues jumped 14% to a record $213.1 million. However, earnings for the quarter increased 4% to $1.17 million from $1.13 million in 1977.
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VIRGIN ISLANDS
SEС МЕRIS ENTERPRISES, INC.
St. Croix, Virgin Islands
COIN MACHINE

Quintin Flynn, Ltd.

To Distribute Atari Line In Ireland

SUNNYVALE — Atari, Inc. announced the appointment of Quintin Flynn, Ltd. of Ireland, to distribute the company's full product line. Arrangements were finalized during the recent Amusement Trade Exhibition in London when Quintin Flynn and Shamus Flynn, principals of the distributorship, met with Atari representatives.

Special Showing

The distributor is headquartered in Dublin and will be representing Atari through this office as well as its regional branches in Belfast and Limerick. A special showing was held Jan. 31 through Feb. 3, under sponsorship of Quintin Flynn, to formally announce the new arrangement and also reveal Atari's equipment line to operators in Ireland.

"We are pleased to have Quintin Flynn, Ltd. in our group of distributors," commented Sue Elliott, international marketing administrator for Atari, "and look forward to the start of an excellent business relationship."

The distributor's headquarters is located at 121 Western Industrial Estate, Knockmitten Lane, Naas Road, Dublin 12.

Arcade Assn. Planned

(continued from page 48)

have in common and to share our experience. A follow-up meeting will be scheduled either in February or March, as Millman indicated, and it will be held in a central area of the country, possibly Atlanta or Dallas.

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WATERTOWN, WIS. — Brandt, Inc., a major manufacturer of money processing equipment, is offering a new automatic coin wrapper with six-coin capability to handle the new $1 coin entering the U.S. monetary system in 1979.

The Brandt Model 1791, with a new electronic counter and built on a roll-about stand for easy mobility, produces up to 24 rolls of coin per minute for large-volume money handlers. It is equipped to wrap 25 dollar coins to the roll, and also can handle 65-inch and 90-inch tokens with the same ease and speed.

The wrapper's infrared stack detector senses a disturbed coin stack. And coins smaller than the denomination being packaged will sort.

When used for high speed batch-counting and verifying, the Model 1791 stops in batches from five to 99,995. The batch select mode may be set in increments convenient for bagging, with easily installed bagging attachment and verifying of coin.

The 1791's double-bin container is on wheels for easy, quiet movement to a variety of environments without creating any disturbance. The machine's modular design permits the addition of auxiliary equipment, such as the user's coin-packaging needs increase.

Optional equipment includes a large paper roll feed mechanism capable of supporting a 16-inch roll for 8,000 wraps without paper change. Also available is a boxing mechanism which serves several 1791s set up in a series for palingetting and/or boxing of coin for storage purposes.

For further information about the new coin wrapper, contact Brandt, Inc., Water- town, Wis. 53094. The firm has nationwide manufacturing, sales and service facilities serving users throughout the U.S. and Canada.

English Mark Darts' Score In Green Bay

CHICAGO — Wilbur Schaut, who operates Smiley's-Mel Coin in Green Bay, Wisconsin, says Rockford, Illinois-based Arachnid, Inc.'s "English Mark Darts" games have emerged as the most profitable machines on his route.

The machines first came to Schaut's attention about three years ago when two models were being removed from a location, supposedly for lack of enough patron interest. He recalled how popular dart games were in England, where he served during the war so he decided to buy the two machines. If he could get them at a fair price.

As he calculated, he had them serviced and subsequently placed them in two of his good tavern locations. The two tavern keepers really loved the machines and even held match games, which worked out very well for their business and ours," Schaut recalls.

It wasn't too long before other tavern owners began requesting the games, only Schaut didn't have any. Through the efforts of an area distributor, however, he learned of the availability of 12 machines, only they were on a route and in need of service. "I bought them as is, at a fair price," he said, "told a truck and trailer and picked them up off the route. My dedicated servicemen went to work on them and we soon had all 12 on location."

100 On Route

At present, Schaut has nine dart games on his route, about half on rental. "It's unbelievable how good they are," he explains. "The new models are solid state and we've already converted the older ones we bought. We have leagues and tournaments going all the time and other operators in the area are buying the games and having good luck with them also. We put one of the older models in one of our country clubs and it's just before Thanksgiving, and when I checked it out the day after New Year I found that collections had exceeded the gross for the whole year.

Schaut noted that any operator who would be interested in more information may contact him at Box 1366, 2501 University Ave., Green Bay, Wisconsin 54302 or "come and see our operation."

Brandt Announces New Automatic Wrapper With $1 Coin Capability

English Mark Darts

English Mark Darts accommodates one to four players, has its own built-in memory system and is microprocessor controlled. The darts are poly-tipped to protect against damaging the game area; the dart board is fully solid state and the game has bright, easy to read display panels. It stands six feet five inches high and occupies about two and a half square feet of floor space. Each model is shipped complete and ready to plug in, with a supply of extra darts included as well as full instructions on how to select and play the three different games of English Darts it offers.

Arachnid is located at 2500 N. Main St., Rockford, Ill. 61101.
CHICAGO CHATTER

Williams Electronics, Inc. has a nice promotion going in conjunction with its current “Pokerino” pin. Based on the game’s theme, the factory ordered specially designed playing cards backed with a portion of the machine’s attractive backglass art, which will be supplied to distributors very shortly. Company exec Ron Crouse said that “Pokerino” is selling quite well and that Williams has been deluged with inquiries about its forthcoming “Flashpin,” which was a big hit at the ATE and has generated a lot of interest in this country among those who have seen it. There have been so many comments about the various technical changes Williams has incorporated into the new model and most especially the “front door programming,” as Ron pointed out. It’ll be a few weeks, however, before “Flashpin” is available domestically. On the foreign front, Williams recently made some additional distributor appointments overseas. Video Electronics Games of Carasco, Italy will be representing the factory’s product line in that country and, in addition to Leisure & Allied in Perth, (the factory’s present distributor), Goddard Novely Co. of Sydney will also handle the line in Australia. Ets. Saimo S.A. of Parma has been added to Williams’ distributor network in France.

LOWEN AUTOMATEN EXEC Peer von Oertzen is expected to arrive from Germany in a couple of weeks for some business meetings with Bert Davidson, president of the recently established Lowen-America, Inc., and to visit the company’s new facilities out here.

BUSINESS AT EMPIRE DIST. has picked up considerably in the past couple of weeks, due largely to the fact that Chicago is starting to recover from the recent blizzards and, although travel routes are far from normal there’s been enough of an improvement to allow operators to finally get out and buy equipment. Besides which, as Jerry Marcus boasted, Empire has a "wealth of outstanding machines to sell" — such as Atari’s “Football,” midway’s “Space Invaders,” Bally’s “Playboy,” Gottlieb’s “Charlie’s Angels” and the recently arrived “Star Fire” by Exidy and “Dracula” by Stern. The distributor sponsored an informal open house Feb. 6 to honor another new arrival — the Rock-Ola “Mystic 478.”

BIRTHDAY GREETINGS to Stephanie Kaufman, who was a year old Feb. 9. Proud pop Stern is Stern’s marketing vice president Steve Kaufman. . . . Would also like to make mention of the Feb. 11 nuptials of Fran Green, secretary to Gary Stern, who married photographer Arnold Kapp. Fran will be resuming her duties at Stern following a brief honeymoon . . . And Shelley Sax recently joined the Stern staff as secretary to Larry Siegel, vice president-sales administration. . . . In the new product department — “Dracula” seems to be catching on just beautifully.

TKO HITS SEATTLE — The Seattle Trade Center was the site of a cocktail reception hosted by Infinity Records and Albatross Productions to kick-off the label debut of local rock group, TKO. Close to 300 Pacific Northwest music industry people, including area radio and retail account personnel, joined Infinity’s national, regional and local staff, as well as executives from MCA Distributing Corp. for a preview of the group’s new LP, “Let It Roll.” Pictured at the event are (l-r): Al Bergamo, MCA Distributing Corp. president; Brad Sinsel, TKO member; Ron Alexenburg, Infinity president; Mike Flicker, TKO producer; and Ken Kinnear, TKO manager.

EASTERN FLASHES

The talk of the trade these past few weeks has been the Chicago “blizzard of ’79” and its far-reaching effects on the coin machine industry, locally and nationwide. Interstate trucking lines have been unable to break the snow barrier in Chicago so distributors in the east are not receiving equipment — much needed equipment, especially such in demand machines as “Playboy” and “Space Invaders.” Ironically enough, to compound the situation, just as things were beginning to normalize in Chicago and distributors were beginning to feel that equipment might finally start coming through, the east coast was hit by a snow storm of its own — not quite as severe as the Chicago blizzard but enough to mess things up a little more.

NICK MELONE, SOL LIPKIN, Dick Delfino and Lou Gilbert were out of town when the weather hit — but not in a sunnier climate, however. All four were in the Windy City attending the National Sporting Goods Show at McCormick Place. Firm exhibited its current home line of equipment.

BETSON’S JERRY GORDON made a tour of the New England territory in behalf of the new Rock-Ola phono, since the distro is now representing the factory in that area also. Showings of the new model have already been held, quite successfully, in Connecticut and New Jersey.

“CHANGE,” THE CURRENT PLAYOMATIC four-player is very much in the spotlight at Universal AffiliatedIntl. Next up will be a model called “Antar,” in which Playmatic will utilize a microcomputer system for the first time. Machine should be ready for domestic delivery around April. Universe proxy Barry Febelnblatt, who was among the many regulars in attendance at the recent ATE convention, expressed some strong complaints not only about the unavoidable complications like the weather, the transit strikes, the closing of the airport, the lengthy delays getting to and from Alexandra Palace, et al at showtime this year, but also about the vastly increased hotel costs in London. Without placing ATE’s importance in question, Barry said there was really nothing new to see this year and attending was certainly not the bargain it used to be.

CALIFORNIA CLIPPINGS

Midway’s “Space Invaders,” Bally’s “Playboy,” and Atari’s “Football” continue to set the sales pace at C.A. Robinson Co. in Los Angeles, according to distri vice president Ira Bettelman. Another piece that looks like a winner, Ira said, is Stern’s new “Dracula” pinball, which features some of the most striking backglass artwork to come along in quite some time. The distrub just received its first shipment of Midway’s “Blue Shark” arcade video rifle game and Ira said a unit like this was long overdue. “There hasn’t been a game like this in over a year,” he said, “and finally the need has been fulfilled.” Although he declined to get into specifics, Ira said C.A. Robinson will host a new product presentation by a major manufacturer within the next 30 days.

MEADOWS’ Ed Boasberg reports that the factory’s new “Grid Iron” football game will begin shipping this week. A one or two-player unit, Grid iron features eight offensive and eight defensive plays as well as a “very responsive” track ball control device, according to Boasberg. He said these features make for a more wide open game when the players select their own play strategies. “This game is for all seasons,” Boasberg said, adding that initial distributor response has been encouraging. He also said Meadows has been doing an fantastic kit business on its “Deadeye” game, which seems to be a big hit overseas.

MORE THAN 100 invited guests attended Exidy’s first cocktail party Jan. 27 at the recent ATE show in London. That’s the word from marketing chief Lil Zinter, who promised that next year’s bash will be “bigger and better.” The factory displayed eight “Star Fire” games and four “Ricord” units at the show through its various foreign distributors.

1979 State Association Calendar

Mar. 29-Apr 1: Florida Amusement Merchandising Assn., annual conv. & trade show, Orlando Marriott Inn, Orlando.
May 11-12: Ohio Music & Amusement Assn., annual conv.; Columbus Hilton Inn, Columbus.
June 7-9: Music Operators of Texas, annual conv.; Marriott Motor Inn, Austin.

Cash Box/February 24, 1979
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YOUNG WRITER-PRODUCER with sources for artists and material depositing equipment, seeks music company record company name and to make up record. Write C.A. Koslov, 1203 Apsen Drive in Orange Grove 30240.


CONCERT PACKAGE-CARRIER seeking up to six assistant road manager or advance person for our July 1980 South American tour. For full details write or call: J ACKS AMUSEMENT CO. INC. 310 Strong Hwy, Los Angeles, Ca. 90061. Telephone (213) 749-4999.

MIDWEST PROWETS, CHICAGO SERVICE offers complete premium package includes pre show print and placement of your name on back board & radio board. Write or J ACKS AMUSEMENT CO. INC. 310 Strong Hwy, Los Angeles, Ca. 90061. Telephone (213) 749-4999.

SANECHI, MACHINES & MATERIALS FOR SALE: Bally: Captain $550, 222-100MM-ACMR-$215, 300 (4 pl.). SST $1300, Bally: Captain $600, 222-100MM-ACMR-$220, 300 (4 pl.).特邀: $375. Call or write In NEW ORLEANS NOVELTY COMPANY 105 Dryads, New Orleans, La. 70112, Tel: (504) 726-5741.

SALES MANAGER: Manufacturer of coin operated electronic games seeking a minimum of 3 years inside sales experience. Duties include heavy emphasis on telephone work with factory duties. May travel occasionally. Will report to y.o.s. Sells in 22 states, 15 territories, and 25 countries. Including sales requirements. Equal Opportunity Employer. Write CASH BOX. Page 201, 144 E St. Court, Cicero, Illinois 60801.

SPECIALIST: BMI SONGWRITER -COMPOSER who has written for, written with, or sings with popular artists. Seeks opportunity to compose & present material for potential recording artist. Write on or phone: Peak Research Services, 203 Park Place, New York, New York 10014.

GAME TECHNICIAN: Distributor for top game lines seeks game technician and cart man. Capable of work in hot & cold storage. Write or call for complete details. Contact: J ACKS AMUSEMENT CO. INC. 310 Strong Hwy, Los Angeles, Ca. 90061. Telephone (213) 749-4999.

RAZBOYKOVAMUSICAL: full share of machine, over 100,000 peri period & current records. Comprehensive right to all foreign & domestic rights. Mint condition. Contact: Gary, 312-935-3131.

SPECIALIST: A&R men with 5 years experience, specializes in Gospel and Contemporary Christian music. Responsible with BMA RECORDS and independent labels. Contact: Tom Sneyd, 34 Davis Avenue, South Norwalk, Connecticut 06854.

SOCIAL WORKER: assistant road manager or advance person for our July 1980 South American tour. For full details write or call: DARO EXPORTS, Inc., 105-18 1502-Kingston Blvd., Jamaica, 11435.

LAWYER? Consider our fast growing area. We offer many benefits. Reply to: J ACKS AMUSEMENT CO. INC. 310 Strong Hwy, Los Angeles, Ca. 90061. Telephone (213) 749-4999.

CLASSIFIEDS

IN A CLASSIFIED AD, the word "class" is pronounced with a soft "c" sound. If you like, you can skip over the Classified section.
Cash

BANG! YOU'RE CBS — Bang Records recently joined the CBS Associated Labels family. Pictured at the signing are (l-r) seated: Walter Yelnick, president of the CBS Records Group; Ilae Barns, president of Bang Records; and Bruce Lundvall, president of CBS Records Division. Standing are (l-r) Don Dempsey, senior vice president and general manager of Epic/Portrait/Associated labels, and Tony Cartell, vice president and general manager of CBS Associated Labels.

Industry Announcements

REO Speedwagon Signed To ELC

LOS ANGELES — Rock group REO Speedwagon has joined Entertainment Licensing Corporation for worldwide merchandising, giving ELC licensing rights to all products bearing the group's name and likeness. Products planned for REO will include posters, belt buckles, T-shirts, decals, buttons, etc.

Hush Signs With ASI Records

LOS ANGELES — Bay area group Hush has signed a long term recording contract with Minneapolis-based ASI Records. First release for the label will be entitled “HUSH” and special promotions have been set for the LP in the San Francisco, Atlanta and Minneapolis markets.

Barooga Bandit Signs With Capitol Records

LOS ANGELES — Barooga Bandit recently signed an exclusive long term contract with Capitol Records. The four-member band’s debut LP, “Come Softly,” is scheduled for release Feb. 19. The album is being produced by the Silver Bullet Band’s Alto Reed and Bob Seger’s producer/manager, Punch Andrews. Barooga Bandit is composed of Franz de Raad (drums, vocals), Mat de Raad (keyboards, vocals), Bruce Mechan (lead vocals, guitars) and Dan O’Connell (bass, vocals). The Detroit based band is currently planning a nationwide tour with Dire Straits.

Garfeel Ruff Signs

LOS ANGELES — Garfeel Ruff, a rock band from South Carolina, has signed with Capitol Records and will release its debut LP, produced by Craig Leon, in mid-February. The band previously wrote the title song and two other tunes for “The Hitler,” a film starring Ron Oneil, Sheila Frazier and Adolph Caesar. Capitol released the soundtrack from the film on Jan. 29.

Tomato Signs ‘Benson’

LOS ANGELES — Robert Guillaume, best known as “Benson” the wise-cracking butcher on ABC-TV’s “Soap,” has been signed to an exclusive recording contract by Tomato Music. Guillaume’s first Tomato single, “I, Who Have Nothing,” was released in January.

Pickwick Set To Sponsor A Motor Car Racing Event

NEW YORK — Pickwick International, through its Muscleland/Sam Goody retail record stores, will sponsor the 1979 500-mile USAC Championship at Pocono International Raceway on Sunday, June 24. Pickwick’s sponsorship of the event marks the first promotional tie between the motor sports and music industries. According to Mike Kelly, new ventures manager for marketing services at Pickwick, promotional tie-ins with major record companies and record store chains are "very" lucrative. The race will include utilizing posters and billboards at Pocono, in addition to advertising the event.

Although specific details are still being worked out, Kelly said, two promotions tentatively planned for Pocono include an outdoor disco inside the two and a half mile track area, featuring a live band, as well as a “possible national sweepstakes” involving Muscleland and Sam Goody stores.

In addition to the sweepstakes, Kelly said, Pickwick’s retail stores within a 200-mile radius of Pocono, Pennsylvania will probably be involved in cross-promotional tie-ins, offering discount coupons for the event.

The race, considered the second jewel of motor racing’s “triple crown,” runs from June 19 to June 24, and is expected to attract over 200,000 spectators.

Piks Corp., American Jade In Dist. Pact

LOS ANGELES — Piks Corp., a Cleveland-based independent distributor, has signed a manufacturing and distribution agreement with American Jade Inc., of Detroit for American Jade product, worldwide on its Seeds & Stems label. "Michigan Rocks," previously distributed in the Midwest by Piks on the Seeds & Stems label, will go worldwide under a new banner, H & K Music, Inc. Mitch Ryder’s new album, "How I Spent My Vacation," his first since 1971, will also be released under the new arrangement.

Alberts Named VPs Of Criteria Studios

NEW YORK — Ron Albert and Howard Albert have been named vice presidents of Criteria Recording Studios. The brothers, who are partners in Fat Albert & The Sauce, "Sons and co-owners of Good Sounds Records, have been with Criteria for 12 years. They will report to Mack Emerman, president of Criteria.

REO Speedwagon Signed To ELC

LOS ANGELES — Rock group REO Speedwagon has joined Entertainment Licensing Corporation for worldwide merchandising, giving ELC licensing rights to all products bearing the group’s name and likeness. Products planned for REO will include posters, belt buckles, T-shirts, decals, buttons, etc.

RBR Inaugurates New Aurum Label

NEW YORK — RBR Communications has formed Aurum Records. The company will operate out of RBR’s corporate offices at 43 W. 61 St., New York, N.Y., 10023, telephone (212) 737-8805.

Aurum is RBR’s second venture into the music business. The RBR-owned Bradley Publications is the exclusive distributor for April/Blackwood Publications, whose current release includes Billy Joel’s "52nd Street," Dan Fogelberg and Tim Weisberg’s "Twin Sons of Different Mothers" and Dave Mason’s "Mariposa de Oro.

An RBR spokesman said that Aurum would announce the signing of its first artist shortly. Ron Beigel is the new label’s director of A&R.

Atari Ups Sales And Reduces Loss

(continued from page 48)

Steven J. Ross, WCI chairman, called the division’s results “disappointing,” although the loss was reduced from the year before.

Besides Atari, WCI’s toys and electronic games division includes Mattel Grand Prix and Knickerbocker Toy.

Atari, a leading supplier of coin-operated video games, also markets Video Computer Systems for the home through its consumer division.

ARETHA IN LAS VEGAS — Atlantic recording artist Aretha Franklin recently made her Las Vegas debut at the 500-seat Tropicana in Las Vegas. Pictured at the nightclub are (l-r) Cecil Franklin, Aretha’s manager; Aretha; Bob Greenberg, vice president and west coast general manager of Atlantic Records; and Paul Cooper, national publicity director for Atlantic Records.

www.americanradiohistory.com

Cash Box/February 24, 1979

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Access To European Product Is One Factor In Ariola's Rise

(continued from page 8)

disco," said Shannon. "One of their artists, David Warner, will be an AOR, Top 40 smash. As for Ariola, we haven't gone disco," he asserted. "We've just adjusted ourselves to meet the needs of radio. You might say that radio has gone disco. When KTU scored their rating sweep, all these stations threw their research findings out the window and followed suit. Here at the label, we were prepared for disco to happen.

But, while the space-costumed image of Amii Stewart is in a disco-oriented way as the less than trademark, to her credit, a bigger record yet has been Mary McGregor's "Torn Between Two Lovers," a much more traditional country-pop record. "Having a number one record in the country is exciting," said Shannon, "and I don't care what it sounds like.

Referring to Ariola, Shannon also noted "that a lot of preparation went into what is now being perceived as an overnight sensation. It was over a year ago that Jay Lasker and Howard Stark (president and executive vice president of Ariola, respectively) began planning their program. I was brought in late in 1977 so that the company could have a more promotion-oriented approach. I happened to be the guy that they picked for their expansion plans, and we went after the market. The first thing we did was to develop a new logo -- as a symbol -- and then we expanded the promotion staff." Shannon now points with pride to the label's four national promotional staffs and their respective vice presidents: Bobby Hurl, pop music; Otis Smith, black music; Bill Bartlett, FM album; and a three-man disco team headed by Jack Wilherby. The label can also count on the sales and merchandising support of Capitol Records, with whom it has a distribution arrangement. But it is the support of the label's Munich-based parent company which reportedly captured 33% of the German singles market in a recent survey that must be regarded as the most important single factor in Ariola's success. "I wouldn't call what we have an 'open-checkbook' relationship with them," commented Shannon. "But I believe in spending money on promotion and we spend what's needed. Another way that Ariola-Germany benefits us is that a lot of American artists, given the nature of the world's economy, find it very appealing to join a European-based label with worldwide power.

"As competitive as the record business has become, record companies have to become increasingly concerned with both the quantity and quality of their product. Right now we are a medium-sized label. Our plans are to become a major label."

Computer Service Aids Labels, Radio

(continued from page 10)

benefit from the service as they will now be able to receive tracking data on their artists at the same time the labels do.

Expansion Planned

At this point, Computrack is only involved in top 40 tracking but is planning to expand in the near future to include disco and country & western records. It's also considering the application of statistical analysis to the data, which they will accumulate, as an added feature of the service. The development of such a function is still at least six months away, however.

RCA has been listed among the clients already utilizing the service with many more expected to follow. Although several of the major companies have the computer capacity to perform such a task, programming costs would be high and the labels would end up duplicating each other's efforts.

"Computers are no longer a dirty word," mused Gilman. "We expect that they will become a much more prominent tool for the industry, beyond their present use. We, certainly, will do more with them."

EXECUTIVES ON THE MOVE

(continued from page 12)

Ronda Espy to director of administration. Prior to joining Chrysalis she served as copyright and publishing administrator for three years with Garrett Music Enterprises. Green Named At MCA — MCA Distributing Corp. has announced the appointment of David Fox from regional director, west coast, MCA Distributing Corp. Before joining MCA in 1971 as a salesman for the Los Angeles branch, he was vice president of National Tape & Records. In 1977, he was named sales manager of the Los Angeles branch, a position he held until his present promotion.

Taylor Named At Ranwood — Rich Taylor has been named general manager of Ranwood Records in Los Angeles. He has been with the GRT family for one year as the advertising sales promotion manager for GRT Marketing at corporate headquarters, in Sunnyvale, Ca. Prior to joining GRT, he was the advertising manager for the Ampex Corporation for five years.

Vinton Promotes Carbone — Bobby Vinton has promoted Vince Carbone to vice president and general manager of Vinton's Ruxford Productions, Inc. For the past three years, he was general manager and coordinator of Vinton's concert tours and personal appearances.

Robinson, Perkins Upped At WB — Heidi Eden Robinson and Marion Perkins have been promoted within Warner Bros. Records publicity department. Robinson is national tour publicity director while Perkins is now east coast publicity manager. Robinson had been national tour manager and will continue to be based in the company's Burbank home office. Perkins had been eastern tour publicity coordinator.

Starks Appointed At CBS — CBS Records has announced the appointment of Jim Starks to southeast regional promotion marketing manager/black music marketing. CBS Records. He joined CBS Records in 1975 as the black music marketing local promotion manager in Cincinnati, later becoming the Columbia LPM there. Most recently, he was the black music marketing LPM in New York City.

Thompson Named At MCA — MCA has announced the appointment of Vera Thompson to print media buyer, CBS Records. Having joined Gotham in 1974, she has held various positions within the print department since that time.

Windeler Joins US — Robert Windeler, a writer for People magazine since he began publishing five years ago, is joining US Magazine as west coast editor. Nicolete Bres will remain as deputy bureau chief at US Magazine's Los Angeles headquartered office. Susan Stone serves as editorial assistant. He has served as People's acting bureau chief in both Los Angeles and San Francisco. Prior to that he was with Time for four years, two of them as Hollywood correspondent.
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<td>RUFUS (ABC AA-1098)</td>
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THE GAMBLER TAKES ONE.
PLATINUM.
KENNY ROGERS' "THE GAMBLER."

Produced by Larry Butler. On United Artists Records & Tapes.
The 1979 George Harrison

George Harrison

Featuring “Blow Away” BRC 876:

Produced by George Harrison and Russ Titelman

On Dark Horse Records and Tapes DHK 3255

Manufactured and distributed by Warner Bros. Records Inc.