They’re Playing Our Song

“Hamlisch has done a first rate job with the music, which is modern, lively, sometimes revealing an insistent disco influence, while Miss Sager’s lyrics seem neat, sometimes witty and frequently poignant...the opulent razzmatazz of the show’s title song...is...dazzlingly contrived...it provides the comic momentum that pushes the show on triumphantly to the end.”
—CLIVE BARNES—NEW YORK POST

“...Pop chart songs...What more do you want? ‘They’re Playing Our Song’ is a walloping wonderful hit.”
—GENE SHALIT—“TODAY” NBC-TV

“Marvin Hamlisch’s score...is intelligent and often exhilarating. Two of his songs ‘Fallin’ and ‘If He Really Knew Me’ are tuneful and elegant. ‘They’re Playing Our Song’, the title number, has a rousing exuberance.”
—RICHARD EDER—NEW YORK TIMES

“‘They’re Playing Our Song’ is a razz-ma-tazz number that reminds the audience of what musical theatre is all about.”
—EDWIN WILSON—WALL STREET JOURNAL

“...first rate score by composer Marvin Hamlisch and lyricist Carole Bayer Sager.”
—JAY SHARBUTT—A.P.

“It is easily the best musical of the season. This is his finest score, with a variety of styles including the disco beat. Sager’s lyrics match his music with a bright and unhackneyed breeze. ‘Fill In The Words; ‘If He Really Knew Me’ and ‘Just For Tonight’ are first rate contemporary poems.”
—EMORY LEWIS—BERGEN RECORD

“The first unqualified, certifiable musical hit of the season, with tunes that can make the pop charts by Marvin Hamlisch and Carole Bayer Sager. You go to a musical to laugh and nudge your neighbor and clap your hands and that’s just what the show will make you do. Especially the title song number, a great Broadway moment.”
—JOEL SIEGEL—WABC-TV “EYEWITNESS NEWS”

“‘They’re Playing Our Song’ has got hit written all over it and who better to brighten up the Broadway season than Neil Simon and Marvin Hamlisch...Marvin Hamlisch in top form. ‘They’re Playing Our Song’ moves to the top of the Broadway charts.”
—PIA LINDSTROM—WNBC-TV

“When a musical written by Neil Simon, composed by Marvin Hamlisch, and with lyrics by Carole Bayer Sager opens on Broadway, it’s an event...and the songs of course are wonderful. Like the title number which is...along with ‘I Still Believe In Love’, perhaps destined to become a standard.”
—JEFFREY LYONS—WPIX-TV & CBS RADIO

“‘They’re Playing Our Song’, starring Robert Klein and Lucie Arnaz, looks to be a certified hit musical that could run forever...and there’s a knockout score by Marvin Hamlisch and delightful lyrics by Carole Bayer Sager.”
—CHARLES RYWECK—HOLLYWOOD REPORTER

You’ll Be Playing Their Song

RECORD PRODUCED BY:
Brooks Arthur, Carole Bayer Sager
and Marvin Hamlisch

Now Playing at the Imperial Theatre

45th Street • West Of Broadway
CBS recorded the concerts on tape and video, with live LPs slated for release in the near future. The record sales and visual rights will help offset the costs incurred by CBS.

Musically, audiences at the Karl Marx Theater were treated to some top-notch performances with the emphasis on swinging jazz. However, the Cuban government's request for an appearance by Billy Joel reflects the island's burgeoning interest in American pop music.

While sizable record sales will surely result from this event, the true significance of the Havana Jam is that it succeeded where politics failed.

---

**N E W S  H I G H L I G H T S**

- Don Zimmermann named president of Capitol/EMI America/UA Records Group in a major restructuring of EMI's U.S. music operations (page 7).
- CBS Inc. expects decline in first quarter profits, cites performance of records division (page 7).
- Two differing plans emerge from Senate meetings to amend 1934 Communications Act (page 7).
- Cash Box examines disco retailing in the first of a two-part series (page 7).
- Ron McCarrell replaces Jim Tyrrell as vice president of marketing for CBS' Epic/Portrait/Associated Labels (page 7).
- "Goodnight Tonight" by Wings and "Love Takes Time" by Orleans are the top Singles Picks of the Week (18).
- "Breakfast In America" by Supertramp and "Fate For Breakfast" by Art Garfunkel are the top Tracks of the Week (page 22).

---

**T O P  P O P  D E B U T S**

**S I N G L E S**

**BRIDGE OVER TROUBLED WATERS** — Linda Clifford — Curtom/RSO

**A L B U M S**

**DESOlATION ANGELS** — Bad Company — Swan Song

---

**T O P  P O P  S I N G L E**

**TRAGEDY** — Bee Gees — RSO

---

**R&B  S I N G L E**

**I GOT MY MIND MADE UP (YOU CAN GET IT GIRL)** — Instant Funk — Salsoul/RCA

---

**C O U N T R Y  S I N G L E**

**GOLDEN TEARS** — Dave & Sugar — RCA

---

**J A Z Z**

**LIVIN' INSIDE YOUR LOVE** — George Benson — Warner Bros.
LOOK OUT  IT'S DELEGATION

"OH HONEY"

A solid R&B smash single—and crossing pop fast!

From their album
The Promise Of Love
(SB-010)

Distributed by Janus Records,
a division of GRT Corporation
The inevitable is now reality.

"Destiny" is Gold.

The first album written or produced by The Jacksons.
Featuring their new hit single, "Shake Your Body (Down to the Ground)."
Congratulations, from one family to another. Epic Records and Tapes.
Cap-EMI Revamps Domestic Group, Zimmermann Upped

LOS ANGELES — Capitol Records president Don Zimmermann has been named president, Capitol/EMI America/United Artists Records Group in a major restructuring of EMI's North American music operations that also includes the merger of EMI America and Liberty/United (United Artists) Records under president Jim Mazza.

"What we now have is two labels under one record company," explains Mazza. "A lot of companies have done and done in the past Elektra/Asylum for example, keeping both labels active under one management team and promotion organization."

"This is the best system for retaining as many talented people as possible, rather than just wiping out the company completely," adds Mazza. "EMI America's seven or eight acts will be consolidated with the United Artists roster, which will remain basically intact, in terms of overall operations. They may not all get the priority thrust we were able to provide before, but our newfound ability to use all in-house facilities as part of a broader marketing thrust with more support functions will give artists a better opportunity with this company."

The combined EMI America-UA operation will be housed in Liberty/United's headquarters on Sunset Boulevard in Hollywood. Don Grinnor, vice president of A&R for EMI America, will head up A&R for both labels. Also under the merger, Charlie Minor, formerly of UA, becomes vice president of promotion, and from Capitol Records, Mark Levinson and Joseph Petrone become vice presidents of business affairs and marketing, respectively. J.J. Jordan, national promotion director, for EMI America, has resigned in the wake of the merger.

In his new position, Zimmermann will have overall responsibility for EMI's North American records group, which includes Capitol, EMI America, Capitol Records-EMI of Canada and the newly-acquired Liberty/United Records, formerly United Artists Records.

The domestic consolidation was revealed by Bhaskar Menon, chairman and chief executive of EMI Music Worldwide, and it follows by some five months a massive reorganization of EMI's entire music group. (Cash Box, Sept. 16, 1978)

At that time, Menon was named to head a five-man management board, including Bill Zane, that was charged with directing the EMI music companies worldwide.

Zimmermann now succeeds Menon as chairman of the board of EMI America, Liberty/United and Capitol Records-EMI of... (continued on page 59)

CBS Expects Decline in First Quart. Profits

NEW YORK — CBS Inc. expects first quarter earnings for the corporation to drop between 40% and 50% from last year’s first quarter net income of $33.7 million, according to John D. Backe, president of CBS, Inc.

Backe singled out CBS Records while discussing the corporation’s first quarter decline. Recalling his speech before security analysts in mid-February, Backe said, “I noted that the key unknown was the impact of factors affecting CBS Records in the first quarter. Since then, there has been a marked deterioration in that situation due to sluggish conditions throughout the industry.”

Backe also explained that CBS Records had been “adversely affected by the small number of new releases by our own labels and by other record labels for which we manufacture, resulting in a significant profit decline.”

However, Backe added that CBS “expects the recorded music situation to improve in the second quarter as both we and the industry will be releasing a substantial number of new albums by major artists.” In- cluded among the CBS-distributed artists named by Backe were Paul McCartney, James Taylor, Earth, Wind & Fire, Lou Rawls, Meat Loaf, Electric Light Orchestra, Ted Nugent, Kansas and Aerosmith.

Two Plans Set In Meets To Amend Communications Act

by Joanne Ostrow

WASHINGTON, D.C. — Two differing approaches to amending the 1934 Communications Act emerged from the Senate Communications Subcommittee this week, one introduced by Chairman Ernest Hollings (D-S.C.) and another by minority members. Sens. Barry Goldwater (R-Ariz.) and Harrison Schmitt (R-N.H.). The House Communications Subcommittee’s rewrite proposals are expected to be unveiled next week by Rep. Lionel Van Deerlin (D-Calif.).

The crux of the Hollings measure is a spectrum fee for all commercial broadcasters and indefinite licenses for radio. The fee for radio stations would be worked out individually, based on the highest spot rate, not to exceed 10% of the station’s pre-tax profits and in most cases far less. Radio would be required to raise $3 million annually — television broadcasters would be responsible for $77 million annually.

While they would be awarded licenses in perpetuity (instead of the current three-year term), radio broadcasters would be subject to an annual renewal of the 8700 station licenses, under the Hollings plan. The measure, co-authored by Sens. Howard Cannon (D-Nev.) and Ted Stevens (D-Alaska), notes that radio could be granted “additional deregulation” in the future if the “public trustehip” is maintained.

Minority Members’ Plan

Republican members of the Senate Subcom- mittee on Commerce offered a separate proposal for amending the 1934 Act. A major difference is the basis on which license fees should be established. Sen. Goldwater’s proposed legislation would set fees relative to the cost of regulation, rather than based on the size and scope of the spectrum as in the Hollings plan.

While Goldwater said an effort was made to get the two proposals together in one bipartisan bill, it was unsuccessful. The Hollings proposal is “wrong as a matter of policy and may even be of dubious constitutionality.”

CBS has asked a meeting, in which Cotter, chairman of the Senate Commerce Committee, and Sen. Daniel Inouye, chairman of the Senate Rules Committee, will meet with the Senate and House members involved in the proposals. (Cash Box, March 24, 1979)
NEW YORK — RCA Records and Millennium Records have completed a long-term, worldwide distribution deal.

Although no artist signings have yet been concluded, Millennium president Jimmy Lenner said he expected the label's first product under the new distribution pact to ship in the latter part of April or early May. By that time, he added, "three or four" Millennium artists will be in the studio. Altogether, he added, signing six acts within the next year.

Until recently, Millennium was distributed through Casablanca Records, and some former Millennium acts, including Meco and Brooklyn Dreams, are now with Casablanca. According to Lenner, Millennium is still "financially involved" with these artists, but none of them is affected by his label's current arrangement with RCA.

Recalling his earlier relationship with Casablanca, Lenner said that Millennium had been set up to be an "alternative within the structure" of Casablanca, but that it had been put in a position of "releasing in between the successes" of the larger label.

RCA's strong backing of Millennium was symbolized by the presence of Robert Summer, president of RCA Records, at a press conference to announce the new pact. Summer recalled that RCA had entered into an agreement with Millennium for international distribution a couple of years ago, when he was division vice president of RCA International. He noted that Meco's "Star Wars" LP on Millennium had been a great success overseas and a "financial bonanza" for RCA. He termed the current agreement "a new beginning point where RCA begins again with Millennium Records, this time on a worldwide basis.

New staff appointments at Millennium will be announced soon, said Lenner.

Record Merch., Cal Record Merge

LOS ANGELES — Two major west coast independent distributors, Record Merchandising Co. and California Record Dist., Inc., will merge effective May 1. The combined company, which will be listed under the title Record Merchandising, will be headed by Sid Tamadge, president; George Hocutt, executive vice president, and Sam Richkin, secretary/treasurer.

According to Hocutt, who is the present (continued on page 14)

Klenfner Leaves Atlantic Records

NEW YORK — Michael Klenfner has left Atlantic Records. The label had no comment on his departure.

Klenfner was senior vice president and executive assistant to the president of Atlantic, Jerry Greenberg. He assumed that post upon joining Atlantic in April, 1977. Previously, he had been vice president of promotion and artist management for Arista Records.

Klenfner declined to comment on the reasons for his separation from Atlantic.

Kirshner Slated To Co-Host Easter Seals Telethon; Top Acts To Perform

LOS ANGELES — The 1979 Easter Seal Telethon, to be aired March 24 and 25 on 120 independent television stations throughout the country, marks the first time that the contemporary music and recording industry will play an integral role in the annual fund-raising show.

In addition to a large roster of well-known pop, rock and disco recording artists performing live in the course of the broadcast, music entrepreneur Don Kirshner will be co-hosting the telethon along with Easter Seal national chairman, actor Jack Klugman.

Theme Song

The theme song of this year's show will be the current hit "I Will Survive," sung by Gloria Gaynor and written specially for the telethon by Dino Fekaris, co-writer of the original version, and played intermittently during the 24-hour-long program. Among the other unique musical highlights of the show will be a performance by singer Frankie Valli, accompanied by a deaf pianist.

Some of the top recording artists already set to perform on the telethon include Donna Summer, the Bee Gees, Stevie Wonder, Fleetwood Mac, the Village People, Taste of Honey, Peter Allen and Brooklyn Dreams. With many more still to be announced.

Encouraging Support

Although Kirshner only recently became involved in the Easter Seals drive, he has been actively encouraging support for the telethon in all areas of the recording industry and promises to do the same during the broadcast.

Kirshner Comments

"I intend to go on the telephone and talk about the people that shape our business and ask them to contribute," said Kirshner. "I've experienced the feeling of helping first hand and I want to spread that feeling to others. I think it's about time that the rest of (continued on page 49)

Hearing Set For ABC Returns Case

LOS ANGELES — Federal Judge Robert Porter in Dallas, Texas has set March 21 as the hearing date on a temporary restraining order that would enjoin MCA Distributing Corp. from refusing to accept ABC Records returns directly from wholesalers and retailers.

The motion, brought on behalf of nine former ABC Records independent distributors, follows an antitrust complaint filed by the indies on March 5, charging ABC Records and MCA Distributing Corp. with unfair competition, breach of contract and interference with prospective business arrangements.

Stemming from the recent takeover of ABC by MCA, the suit alleges that MCA breached its traditional industry practice by forcing ABC Records returns to be routed through the indies, rather than accepted directly from the independents.

The indies — Big State, Dallas; H.W. Daily, Houston; Music City, Nashville; Hotline, Memphis; Western Merchandisers; Progress, Cleveland and Chicago; Universal, Philadelphia; Music Trend, Detroit; and All South, New Orleans — contend further that they are being asked to take a double loss because of MCA's alleged policy.

According to the suit, the companies first assumed deficit responsibility for returns in late 1977, when ABC closed down most of its branches and gave the line to independent distributors. Now, the indies claim they must credit their accounts at the dealer price while MCA wants to reimburse them at the lowest consumer price.

The suit also claims that the indies' customers are withholding payment of accounts receivables until they are certain of getting full credit for their returns. This gives MCA Distributing Corp. an unfair business advantage, the suit contends.

As a result of the ABC-MCA move, the indies are claiming more than $400,000 in losses and damaged relations with their customers.

From a letter mailed Feb. 22 to ABC distributors, MCA's position appears to be that it will accept returns either from former ABC distributors or directly from retailers — but credit will only be given at the price paid by the distributors.
Dusty Springfield

Part Of Being Great Is Getting Even Better.

Dusty Springfield's new album, "Living Without Your Love."

ON UNITED ARTISTS RECORDS AND TAPES

Produced by David Wolfer for The Z Entertainment Company
Executive Producer: Charles Coppelman

www.americanradiohistory.com
NEW FACES TO WATCH

Voyage

The French group Voyage (pronounced Voy-ajh) has been one of the prime exponents of the highly influential "Eurodisco" movement that has helped to spark America's own obsession with disco. The group first began recording together in 1973, and its band members, keyboard player Marc Chantereau, drummer Pierre Alain Dahan, and guitarist Slim Pezin, have been working together as studio musicians in Paris for the last ten years.

"We played with everybody who came to Paris to record," Dahan recalls, "including Johnny Halliday and Claude Francois. For the most part, we listened to American music and played R&B and Jazz. When asked how the musicians gravitated to disco, Dahan replied, "I think it is a very progressive step from R&B to disco. It is very logical, too."

As the disco wave swept across Europe, Chanteau, Dahan, and Pezin were encouraged to strike out on their own by a long-time friend, producer Roger Tokarz. "He was very interested in the group started," said Dahan. "He always said we can do it ourselves, and he wanted to hear us play our own music."

Finally, in 1977, the musicians took time off from studio commitments and began experimenting with their own ideas. Tokarz liked what he heard, and offered to produce the group. "It has been a collaboration more than anything else," offered Dahan. "We work together on everything. Roger understands our music and he has ideas of his own. It is a good partnership."

Tokarz mixed the group's first album, "Voyage," in London, during the summer. Soon after it was released on the Sirocco label in France, and almost immediately became a major disco record in clubs all over Europe, with the "East-West" cut getting especially strong play. The import copy began to sell strong as a disco cut item in the United States, and soon TK Records picked up American distribution rights for the album.

After the success of Voyage's first album, the group decided that a female lead singer should be added to their next album, and they began a talent hunt that took them all over Europe. In London, a friend of Tokarz introduced them to Sylvia Mason, whom they heard in a nightclub and on tapes. "We were impressed by the freshness of her voice," recalled Dahan. "We saw so many singers who were so monotonous, but her voice and her personality, were really exciting to us."

Mason joined the group, and is prominently featured on Voyage's second TK/Marlin album, "Fly Away," which has made a considerable impact on the pop charts in both the United States and Europe. On "Sirens," in fact, Mason is backed by no less than thirteen other vocalists, who help to create the dense, lush sound that has become the group's trademark.

John Conlee

When he was in the fourth grade, John Conlee learned "Love Me Tender" and sang it before his class mates, an experience which kindled Conlee's singing as a career. However, a few minor distractions such as school, farming, mortician work and a long stint as a rock DJ came between John and his voice.

But last year, a country song, "Rose Colored Glasses," written and recorded by Conlee, caught the listening ear of America and another "overnight" success story was born. As a follow-up, the 32-year-old Conlee recorded "Lady Lay Down," which hit the #1 spot on the Cash Box Country Singles chart last fall.

His debut album, "John Conlee," has charted well, and a current single, "Backside of 30," is moving up the Cash Box Singles chart.

About four years ago, Conlee began writing tunes and finally signed him as an artist. Conlee recorded a single or two, but not much happened until "Rose Colored Glasses" took off last summer. Along with Conlee, said he had been pushing his songs as a vehicle for expressing his ideas.

"In my sparse time, I went around pitching songs to everybody," said Conlee, who has three new career as an artist. "Not too much was happening song-wise, but people were asking who the singer was on the tapes. I never mentioned it was me singing unless somebody asked me, but that was one of the main reasons for pitching the tapes.

"I'm writing, but singing is my main trip," Conlee added. "I could go months without writing. I don't write unless I get a real urge. By writing, however, it was a good opportunity to play tunes and meet people who could offer me a singing contract."

Conlee, whose rich, dark voice has been compared to both Merle Haggard and Loretta Frazzle, wastes no words on two points: he goes on stage to sing, not jump up and down, and he considers himself a country artist, period.

"I have my own style on stage," Conlee said. "I don't wear rhinestones, tell one-lin- ers or do two-steps. Singing songs like I was in a living room at parties. I am comfortable on stage and try to make everyone else comfortable."

"If somebody walks in right now and says, 'I don't care to make you a pop star,' I'd thank 'em and tell 'em to move along," Conlee told Chicago Tribune columnist Jack Hurst last fall. "You listen to pop, it's nothing to have two, three or four hits in pop and never be heard of again. There's more longevity in country, and I want to establish myself there."

Henderson Combines Artist, Producer Roles In One Career

by Peter Hartz

LOS ANGELES — To Wayne Henderson, an acid-wrenching, sandpaper-voiced singer and founding member of the Crusaders, music is, as it has always been, melody, harmony and rhythm. After more than 25 years of making music, Henderson is still passionate about playing the best he can and cultivating the best in others.

"I still have a live band of know it will always play," says an upbeat Henderson. "And my interest in producing grew out of my love of playing music, so I helped other musicians develop their skills.

In a recent Cash Box Jazz Special (3/13), Henderson -#3 producer of the year. While accolades are not unusual in Henderson's career, the recognition of his dual talents is the basis for an appreciation of his beginnings and maturation.

"I am impetuous and positive thinking," says Henderson. "The Crusaders, was responsible for the group dropping the label 'jazz.' On 'Old Socks, New Shoes,' I played drums and Wilton Felder brought his bass and we made the Crusaders' first fusion album. The stigma of jazz as a technical music had to be removed. Music must be palatable.

"At Home"

Making music that is progressive yet palatable, Henderson has been the first fusion group. After 20 years with the Crusaders, traveling throughout the U.S. and Europe, on record on several labels, Henderson felt he needed a change. With a wife and children at home, Henderson wanted to remain musically active without sacrificing his home life. As a result, he formed At Home Productions.

Before actually opening the doors of At Home in 1974, Henderson offered the groups Side Effect and Pleasure, as well as Ronnie Laws to the Crusaders for producing. Henderson is so pleased because of a tight touring schedule. Convinced of their talent, Henderson shopped around before Ralph Kafile of Fantasy Records decided to sign both Side Effect and Pleasure. To date, Henderson has produced artists for Fantasy, ABC, Capitol, Polydor, Mercury, Columbia, Blue Note and United Artists.

Henderson wanted to build a place to musicians to play and record. When I started the company, I was mother, father, sister and brother. I did everything. That's when I picked up the name Big Daddy.

"Originally, I started producing name acts. However, the acts would tell me what..." (continued on page 59)

MCA's Layton Putting Market Research Information To Use

by Joey Berlin

LOS ANGELES — "The record industry is too sophisticated to spend the kind of money we throw around without proper research. Nobody has the strength for it. That's why it has stronger records go faster. But the company that can analyze is going to catch on faster than the one that is never going to catch on."

So MCA's Layton has started a major data collection system. Layton, director of the MCA Information Department, has been doing this for three years. While it may not be as accurate as the National Association of Recording Manufacturers (NARM) market, it is the best way to catch a record before it hits.

Layton believes the key to successfully operating a record company is knowing everything about the product. He carefully examines and juxtaposes data at the label's disposal — including sales figures and promotional information. By looking at the nation-wide activity of varying sizes and lengths of time, Layton can make his decisions.

"Research answers these kinds of questions. It tells us where the best ad buys are and where. The record is played most heavily. We've had the information all along, there were IBN runs floating around, but people didn't understand them. Now we're using the same information to.

Layton believes the key to successfully operating a record company is knowing the product. He carefully examines and juxtaposes data at the label's disposal — including sales figures and promotional information. By looking at the nation-wide activity of varying sizes and lengths of time, Layton can make his decisions.

"Research answers these kinds of questions. It tells us where the best ad buys are and where. The record is played most heavily. We've had the information all along, there were IBN runs floating around, but people didn't understand them. Now we're using the same information to.

Bar Coding

Layton sees bar coding as an inevitable advance for the record industry which will enable retailers, distributors and manufacturers to know exactly how many records are being sold. As sales national director at Chrysalis Records, Layton was instrumental in making that label one of the first to use the bar coding symbol, the universal product code, on its albums.

"If the manufacturer has a way of knowing exactly how much a record is selling, he can avoid the ridiculous over- shipments that are now rampant," notes Layton. "And bar coding also identifies the label and type of record and gives accurate ordering, inventory, return, sales and royalty information, too. Each label has its own code now, and all do it in some form."

"But bar coding is something the industry has to agree on to get it up to NARM or the RIAA to give us these controls. But it's clearly inevitable," summarizes Layton. "How much longer can we put off knowing..." (continued on page 20)
Everybody knows that England Dan & John Ford Coley are masters of the musical romantic statement. But there's a lot more to know than that. From the opening power chords of their surprising new album, "Dr. Heckle and Mr. Jive," it's clear that something new is going on. And it's great. It's a whole new side to this wonderful duo. It's everything you expected. And a lot of things you didn't.

England Dan and John Ford Coley.
Their new album "Dr. Heckle and Mr. Jive."
Includes their sensational new single, "Love Is The Answer."
On Big Tree Records and Tapes. Produced by Kyle Lehning.
Conglomerate Growth Limit Supported By FTC Chairman

LOS ANGELES — In testimony before the Senate Committee on the Judiciary two weeks ago, Federal Trade Commission chairman Michael Petschuk recommend a legislative change to limit the growth of conglomerates through mergers. Petschuk pointed out that the “cap and spin-off” proposal of the Commission’s staff may be a viable legislative option, as it would per mit certain large conglomerates to make those acquisitions not already prohibited under antitrust laws. However, the proposal stipulates that such firms must divert or spin-off workable business holdings, as valued in those acquired.

Merger

Noting that the number of announced mergers valued at $100 million or more has increased from 41 in 1977 to 80 in 1978, with a total value last year of more than $21 billion, Petschuk felt that the proposal would restrict the largest firms’ growth while, at the same time, allowing those

Houdeshell Upped At 20th-Fox Label

LOS ANGELES — Monty A. Houdeshell has been promoted from controller to vice president, controller of MCA Records. Houdeshell joined the company in Dec. 1976, coming to the label from 20th Century-Fox Film Corporation, where he has been serving as a financial analyst in Oct. 1973 and moved up to manage acquisitions and investments analysis prior to being made assistant controller. He attended Ohio State University, where he received a B.A. in business administration, and the University of Southern California, where he completed his MBA.

Amii Stewart Gets Gold

NEW YORK — “Knock On Wood,” the debut album by Ariola artist Amii Stewart has been certified gold by the RIAA.

Masucci Joins Island Records

NEW YORK — Chris Blackwell, chairman of the board of Island Records, has announced the appointment of Alex Masucci as director of special projects for the label. Masucci has been with the label for several months, will be responsible for national R&B and disco promotion, artist relations, and the development of promotional firms. He will work closely with Marshall Bionstein, president of Island, and report directly to Blackwell.

Began At Fania

Masucci began his career in the record business in Fania Records, where he served as national promotion and A&R director. He was a vice president of the company before joining Island.

Commenting on the appointment, Blackwell said that “we are extremely pleased to have Alex at Island. He has been instrumental in our success with Third World and their strong showing in New York.”

Fuhrman Named At Tomato Label

NEW YORK — Meif Fuhrman has been appointed president of Tomato Records.

Fuhrman comes to Tomato from Silver Fox Records, where he has been serving as the label's director of operations since 1980. He has also served as A&R manager, director of the label's promotion, and as its vice president.

Fuhrman is expected to work closely with the company's president, Alex Masucci, and the company's other management personnel.

New PR Firm, PRPR, Opens In Los Angeles

LOS ANGELES — PRPR, a new public relations firm dedicated to the record industry, opened offices in the Los Angeles area last week. The firm's president, Edward A. S. Riley, Jr., is a journalist, lecturer, and writer with extensive experience in the music industry. Thomas J. Rogan, national accounts director, comes from a background of sales, promotion and merchandising with 20th Century, Motown, and the Atlantic Records Corporation.

Rogaland, who joined MCA Records' independent promotion division in 1973, has been named as the new head of the label's promotion department.

CTI Appoints Three

CTI Records has announced three new appointments: Robert S. Riley, Jr., is CTI's national promotion director. He has positions of southern regional director for CTI Records and was an account executive for Tree Publishing. Thomas Rogan, national accounts director, comes from a background of sales, promotion and merchandising with 20th Century, Motown, and the Atlantic Records Corporation.

Newsmaker of the Week

Felix S. Garcek

NYCHN

A native of New York City, Felix Garcek has been active in the music industry for over 30 years. He has served as the head of several major record labels, including RCA Records, and has been involved in numerous successful record deals. He is known for his keen business acumen and his ability to navigate the complex world of the music industry with ease.

For The Record

Lou Simon is senior vice president of marketing for Polygram Inc. He was formerly vice president of marketing for RCA Records. Simon has been with the label since 1979 and has played a key role in shaping the label's strategic direction.

The error occurred in a story about the appointment of Harry Lasky as regional vice president of Polygram Distribution. The error referred to Lasky as regional vice president of Polygram Distribution in a previous story.

(continued on page 2)

Cash Box/March 24, 1979
THE CARS, NO BRAKES!

"GOOD TIMES ROLL"

THE THIRD SINGLE FROM THEIR PLATINUM ALBUM, THE CARS

Produced by Roy Thomas Baker
Management: The Fred Lewis Organization
ROCKETS BLAST OFF ON RSO — A crowd of well-wishers was on hand to celebrate the signing of the Rockets to RSO Records. Pictured here are a post-signing party are (l-r): the back row, John Badanjak and Jim McCarty, Rockets members; Gary Lazer, Rockets manager; Dan Keylon, Rockets member; Dennis Robbins, Rockets member; Rich Fitzgerald, RSO vice president of promotion; and Greg McCutcheon. In the front row are Mike Hutton, RSO int’l vice president and managing director; Chris Tepper, management assistant; Dave Gilbert, Rockets member; Julie Stare, RSO promotion for Detroit; Al Curay, RSO president; Punch Andrews, management, and George Keffer, attorney.

BMI Brings Suit Against Harvard

NEW YORK — The first infringement action taken against a broadcasting institution under the new copyright act has been brought against Harvard University by Broadcast Music, Inc., the music licensing organization. The suit alleges that 12 of BMI’s copyrighted songs were performed at Harvard without authorization and in violation of the U.S. Copyright Act. In the complaint, BMI seeks statutory damages together with attorney’s fees and court costs.

Must Permission

BMI contends that the obligation of American educational institutions to secure permission for public performance of copyrighted music was mandated by the 1976 Copyright Act, which defines a public performance as one “at a place open to the public or at any place where a substantial number of persons outside of a normal family and its social acquaintances is gathered.” Further, Congressional reports dealing with new legislation indicated that “performances in semi-public places such as clubs and schools are ‘public performances’ subject to copyright control.”

According to BMI, the law further says that a copyright infringer may be sued in Federal Court for an injunction and the copyright owner’s actual damages, the infringer’s profits, or statutory damages plus court costs and attorneys’ fees. Statutory damages ordinarily are not less than a mandatory $250 but more than $10,000 for each single copyrighted musical composition performed without a license.

In response to news of the suit, Jim Sharaf, attorney in the office of the general counsel at Harvard, stated, “There’s not too much to be said, right now. The only knowledge we have of the suit derives from what reporters have told us; they’ve read in BMI’s press release; we have not yet been served. You cannot take this as a service release. However, based on the information at hand, I expect that we will have available defenses and that we will prevail.”

ABKC Reports $14,000 First Quarter Deficit

NEW YORK — ABKC Industries, Inc., reported that its operations for the first quarter ending December 31, 1978 resulted in earnings of $2.2 million and a net loss of $14 thousand. In 1977, ABKC reported revenues of $3.8 million and a profit of $186 thousand.
The Music and Record Industry Joins Television and Opens Its Heart to The 1979 Easter Seal Telethon

Jack Klugman and Don Kirshner will co-host twenty hours of Great Entertainment featuring the Superstars of Music, TV, Film and Broadway.

Please join us and 55 million viewers for the biggest and best Easter Seal Telethon ever!

New York, Saturday, March 24th, 11:00 PM to Sunday, March 25th, 7:00 PM on WPIX, Channel 11.

Los Angeles, Saturday, March 24th, 11:00 PM to Sunday, March 25th, 5:00 PM on KTLA, Channel 5

In other cities, please check your local listings.

The Easter Seal Society is the world’s oldest and largest rehabilitation agency for the physically disabled.
**Polygram Pushes Disco LPs**

NEW YORK — Polygram Distribution has launched its first disco sales and marketing program called “Superdisc.” The campaign, which runs from March 26 to April 30, will focus on 44 current and catalog titles from such Polygram-distributed labels as Casablanca, Parachute, Spring, RSO, Curtom, and Polydor.

**WEA Holds Media Buying Workshop**

LOS ANGELES — A three-day advertising seminar for WEA’s branch media sales staff was held Feb. 21-23 at the company’s national headquarters in Burbank. The meetings were planned and co-chaired by national advertising manager Alan Perlmutter and national advertising coordinator Barbara Burns.

The purpose of the workshop was to educate the media specialists, formerly known as media buyers, to the new responsibilities and coordinating roles they were to assume in WEA’s expanding regional operation. The seminar, which was to present different facets of broadcasting, explain radio audience ratings, introduce WEA’s new media plan and national service bureaus, and to reveal the mechanics of using the WCI research data most effectively.

The speakers included Mike Harrison, director of Goodtime Weekly, Paul Cassidy, sales manager of Century Broadcasting; Simon T. Sales, manager of KLOS-FM in Los Angeles; Michael Kapp, president of Warner special projects; Max Goldberg, Arbitron west coast sales manager; Jim Carnegie, Metromedia general sales manager, Carolyn Vosa, Mediadream west coast sales; Doug Spelman, TV advertising consultant, Dave Jones, market manager, and Kathy Crawford, Telerex sales representative.

The eight WEA media specialists at the seminar were Clare Conlin, Cleveland; Trisha Doucette, Boston; Geri Kaufman, Chicago; Don Kegley, Dallas; Goldberg, of FM/Los Angeles; Richard G. Hall, chairman of polydor/MVP; and Arpeggio (Polydor/Hamas). In addition, March releases from the Village People, French Kiss (Polydor), and Linda Clifford (a potpourri) will be eligible for program benefits. Soundtracks to “Saturday Night Fever” (RSO) and “Midnight Express” (MCA) and “Beach Boys” and “Star Wars” and “Superman” will also be included in the “Superdisc” campaign.

The program provides for a cash discount on each order, but will not include an extended dating period. Special advertising funds, radio spots highlighting the “Superdisc” theme, and merchandising materials utilizing the “Super disc” logo on four-color posters, mobiles and header cards will be made available to participating dealers. Accounts will also be serviced with disco sampler records for in-store play.

Though the program officially begins on March 26, Polygram sales representatives will start visiting dealers on March 19 to hold initial discussions. Customers who would like information about the program prior to their sales rep’s visit are asked to contact their Polygram sales branches. Program orders must be filled by Polygram representatives, and telephone orders will not be accepted.

Commenting on the program, Jon Peirsinger, vice president of marketing development for Polygram, stated that “disco is no longer a limited product line as far as penetration in the marketplace is concerned, and it has truly become the definition of popular music in 1979. The Polygram program is to increase consumer involvement in disco by increasing product availability to the consumer through expanded shelf space in all accounts.”

“Polygram Distribution has a large share of the disco market over the past few years, and in 1979, as the market has expanded, so has our portion. Currently we represent 50 of the Top 10 pop singles — 50% of those records are disco-oriented. With a continual flow of strong product, the timing for the implementation of our first disco sales/marketing program is ideal.”

**Lynn, Costello Go Gold**

NEW YORK — Cheryl Lynn’s self-titled debut album and Elvio Costello’s new “Armed Forces” LP have been certified gold by the RIAA.

**POIN TES WEST**

**THE NEXT GEORGE THOROGOOD ALBUM** — George Thorogood has created a sensation in the record industry by not only producing a pair of acclaimed blues-rock albums, but by steadfastly opposing efforts of record companies and music publishers, who have reportedly had seven-figure contracts awarded in front of them, but Thorogood has vowed never to leave his current label, Rounder Records. But whether Thorogood will sign a new deal for the next album is unknown. The label has purchased 20 tracks that were recorded at the same time as the material on “Move It On Over,” currently #51 on the Cash Box Top 200 albums chart, and will be releasing 10 of them on “Better Than The Rest.” An MCA spokesman explained that the masters were bought from Dan Lipman, apparently without the knowledge or approval of Thorogood.

ANCHORS AHOY — Casablanca officials were worried about getting U.S. Navy censors to sign a promotional agreement for its new Navy album, but the Pentagon gave the okay and the filming took place recently on the USS Reasoner. Now it seems that Navy officials like the song so much that they are going to use it on their official Navy tour. Reasoner’s band leader, Rondy Pauley, is worried again, “I hope the Navy doesn’t find out what we’re really into, it might be embarrassing,” noted one label exec.

**MUSICAL MATCHMAKERS** — The Aladdin Hotel on the Strip in Las Vegas is now the top venue for contemporary music acts in the gambling mecca, but it may not be for long. A two-month trial in Detroit ended last week with the conviction of former hotel entertainment director James Tamer, hotel manager James Abraham and employee Edretta Jones on bribery charges. As a convicted and as a result the Aladdin Hotel Corp. may lose its licensing fee. The effect of the conviction on the hotel’s showroom entertainment is uncertain, but if the AladdinCorp. is bought by a good bet the showroom will crimp.

**CHATTING WITH VANNELLI** — Herb Alpert, vice chairman of A&M Records, has rejoined the label with Giorgio Vaneli, and his wife and A&M artist Lani Hall to talk about his “Brother To Brother” tour, which starts May 26 in West Palm Beach, Florida and ends in British Columbia May 6.

**UPCOMING RELEASES** — A number of superstar artists who regularly appear in top ten, are working on new albums. RCA’s David Bowie is slated to come out with an album this fall, and he’s scheduled to tour a 12” May in England. Also scheduled for the fall is an upcoming release from Blue Oyster Cult player Steve Miller, who is also preparing a 4-song video and will also support the new product with a promotional tour.

Bruce Springsteen is rehearsing with the E Street Band in his home, where the Boss would like to record his next Columbia album. He has said the label which the album is hoping to be ready this summer, will be a studio LP, not a live album as had been rumored. Incidentally, Springsteen’s “Rendezvous” will be on the next Greg Kihn album. And film/Heider in Hollywood is working on a feature film for the upcoming number-one country chart-toppers. John Denver and Peter Frampton have been working on new albums, and the company’s mobile unit recorded Elvis Costello’s recent shows at the Palomino. Mobile unit 1 is recording “Little Feat” and the Mobile unit 2 is recording “Little Richard.” Of the Mobile unit 3 “Pink Floyd” is preparing for the “Wall,” is now being cut in Europe with producer Bob Ezrin. At the Muscle Shoals studio in Alabama, Bazzae and producer Barry Beckett have completed her next for Portrait. Andy Williams’ 12” disco version of “Love Story” is due in April.

**ON THE ROAD** — To ease transportation problems at the upcoming California World Music Festival in L.A., special $1 unlimited bus tickets are being sold. The festival recently added Head East to the April 7 date, which will join the Best of British Hook, March 21, Firefall, March 22-24, Dire Straits, March 28-29 and Lou Reed April 3-6.

When Epic’s Fabulous Poodles hit the Whisky this week, the Epic audience will be dressed in pink, serving pink shakes and hot dogs in pink doggie dishes. The affair will be catered by who else, Pink’s.

**Blue Oyster Cult played the Starwood Thursday under the name of Soft White Underbelly — Eddie Rabbit’s first Nevada appearance will be March 30-April 1 at the Sahara-Tahoe.

**FILE NEWS** — Open auditions for the role of King of Rock n’ Roll,” a musical about Elvis Presley of course, are set for March 25, noon to 6 p.m. at the Theatre in West Hollywood.

Cheap Trick’s Rio de Janeiro concert is being filmed as part of a comedy program featuring a Nelson & Willoughby for Wall World Productions “The Black Hole,” a $17.5 million deep-space adventure Rastar Films is reportedly budgeting $10 million for “Desperado,” a western being produced by Irv Azoff that will feature music by the Eagles. The Warner Bros. sound track for “Boulevard Night” features George Benson. The cut film and album are due in April.

SIGNINGS — Detroit rock sextet the Rockies have signed to a long-term recording contract with Warner Bros. Records. The band’s debut album ... Maxine Nightengale has signed with Windsong for the U.S. and Canada.

**SHORT TAKES** — Mike Patto, ex of Spooky Tooth among others, died of throat cancer in London recently. He was 36. Windsong Records is moving to new offices next month in time for the release of their current album, “Mr. 22,” a 22 year veteran most recently with ABC, is now doing independent production and trade liaison. Deane, who already is working Ariola and Chrysalis product, can be reached at (213) 769-4628.

The complete leather outfit Alice Cooper is wearing in his “Madhouse Rock” shows was designed by Mark Stein, who worked round the clock to complete the suit with only 24 hours notice.

**FAMILY AFFAIRS** — B-Line Production/Management chief Barry Bregman and his wife, director of the group’s tour, Nell Bregman, which includes the Alan and Lynn Anderson is expecting. But even with a child due in two months, Anderson is still doing selective dates, including a showcase at the Palomino last week.

**Joel Berlin**
In just one week
a dream will come true.
CHRIS REA (UA/Magnet UAX 1285) Diamonds (3:49) (Magnet Music — ASCAP) (C. Rea) "Magic," the title of Chris Rea’s new album. With the take-over of U by EMI, a new promotion team is expected to jump on this one. And for good reason. With a jaunty rock beat, vigorous piano playing, soulful backing singers, punctuating strings and catchy changes, this track is of immediate interest to Top 40 lists.

SYLVESTER (Fantasy F-4855) I (Who Have Nothing) (3:59) (Yellow Dog Music/Walden Music/S.D.R.M. — ASCAP) (Sylvestor) Once an underground San Francisco phenomenon, Sylvester has emerged a disco superstar who has crossover appeal. This remake of the classic Lieber and Stoller tune is the first track from the upcoming "Stars" LP. A flavorful funky concoction with some sweet touches, this is solid for Top 40, R&B and disco.

ART GAFUNKEL (Columbia 3-10933) In A Little While (I’ll Be On My Way) (3:27) (Dennis Earl Music/Mother Pearl Music — ASCAP) (D. Beifeld) Art Garfunkel is back with a new album entitled "Fate For Breakfast" and the first single with its tasty arrangement of ticking guitar, keyboards and strings is suited to the AC, pop palate. Gentle funk feel and good singing make this a solid add.

MAXINE NIGHTINGALE (Windsong/RCA 11530) Lead Me On (2:50) (Almo Music — ASCAP) (A. White/D. Lasley) A ballad about loving someone who only loves you as a friend, this effort is a dedicated ballad which is reminiscent of work by Olivia Newton-John. Strings build the emotion and the chorus is particularly effective. With good singing and a tasty arrangement, this is suited to pop and MOR lists.

THE ALLMAN BROTHERS BAND (Capricorn CPS-03220) Crazy Love (3:07) (Pangola Pub/Careers Music — BMI) (D. Betts) This first single from the new "Enlightened Lion" album has the pulse and flavor of the celebrated years gone bye when the Brothers were king. Winding guitar lines, muscular beat and rough and ready lead and backing vocals make this a significant reunion. For AOR and pop lists.

ORLEANS (Infinity INF-50,006) Love Takes Time (3:52) (Orleosongs — ASCAP) (M. Mason/L. Hoppen) Orleans delivers a strong, rolling chorus on this single which shows clear promise to be a pop heavyweight. Synthesizer coloration, firm pounding beat, piano, searing guitar fills, tambourine and dynamic singing make this exciting up-beat record a natural for contemporary radio.
LINDA CLIFFORD

Just released the first single "Bridge Over Troubled Water" RSO 21 from her soon to be released album "Let Me Be Your Woman" on RSO/Curtom Records.

Specially priced two-record set

Produced by Gil Askey
Management: Marv Stuart

www.americanradiohistory.com
Capricorn Sets Marketing Campaign For Australian Artist Billy Thorpe

by Dale Kawashima

LOS ANGELES — Capricorn Records is undertaking an extensive marketing and promotional campaign in support of the debut U.S. album by Australian recording artist Billy Thorpe, titled "Children Of The Sun." The Macon, Georgia-based label's wide-ranging campaign involves one-on-one radio promotions with program directors, free concert in conjunction with stations in key markets, the utilization of in-store merchandising tools, plus heavy print and radio advertising.

The entire album campaign is of primary importance to Capricorn, because it marks the label's most recent attempt to break away from its image as being a strictly Southern-rock-oriented company. "Children Of The Sun" is a progressive British-flavored rock project which includes four mainstream rock numbers on side one and an ambitious science-fiction, space fantasy concept encompassing side two.

Intense Commitment

"Everyone at Capricorn is intensely committed to launching Billy Thorpe as a major, top selling artist in the U.S.,” asserted Phil Rush, vice president, director of promotion at the label. "On the promotion end of the campaign, we've already conducted special one-on-one listening sessions with 5 of the top program directors in the country. In planning our promo campaign for Billy, we decided that it was important to visit the top radio markets and play "Children Of The Sun" to each individual PD, rather than to merely hold a few listening parties across the country."

"Admittedly, we have had a longstanding image problem of being labelled strictly a Southern-rock boogie company," added Rush, "but we're excited and confident that we can break out of this categorization with Billy's album. When you hear "Children Of The Sun," you'll know right away that it's a far cry away from being Southern rock 'n' roll."

Concert Appearances

In addition to its one-on-one listening campaign, Capricorn is launching a wide-ranging tour in conjunction with a top station in each region. Thorpe and his band will make live concert appearances in each of these cities, which will be co-sponsored by each station with Capricorn and will include live broadcasts of the concerts.

The label will also be implementing an extensive merchandising program, according to Diana Marie Kaylan, director of advertising and creative services. Two posters for in-store display have been created, including an 18" by 36" poster designed by the label's photo dept. of the album, and color 24" square blow-up posters of the front cover artwork. Also in store are a life-size stand-up display of Thorpe.

For its advertising campaign, Capricorn will be employing two separate 60-second radio spots, with one ad introducing the more commercial songs from side one of "Children Of The Sun," and the other featuring Thorpe himself talking about and playing portions of the conceptual work on side two. In addition, the label is placing four-color ads in each of the music trade magazines and is scheduling a series of print advertisements in consumer publications.

MCA's Layton Putting Market Research To Use

Although MCA's market research department, headed by director of marketing Sam Passamano, Jr., is still in its infancy, it has already yielded some useful information for the label. For example, it has found that it takes five weeks of sustained airplay for a song to achieve chart success, that the number of listenings the average consumer needs before he is motivated to buy a record. So now MCA operates under the assumption that for most non-supergar releases, there is no sense in advertising just as a record is released.

Research data is the basis for 40 percent of the label's decision making, with experience and "gut feelings" the bordering area. "For the first time," says Passamano, "we have the ability to help a record company reach its customers," states Layton.

"Research is about setting controls and analyzing points of reference," explains Passamano. "In our research, psychographics are almost as important as demonstrably successful tracks. They help us to understand the attitudes of our customers."

"If we can analyze the performance of an artist in the past and similar recent campaigns," concludes Passamano, "it allows us to not reinvent the wheel with each campaign."
There are many ways to say it, but Natalie says it best...

I Love You So

Natalie Cole’s New Album, I Love You So, features the hit single “Stand By”.

Produced by Marvin Yancy, Chuck Jackson & Gene Barge
Management: Kevin Hunter
BREAKFAST IN AMERICA — Supertramp & A&M SP-3708 — Producers: Supertramp and Peter Henderson — List: 8.98

With its first album in two years, Supertramp has returned with an exquisitely textured, infectiously arranged collection of 10 songs composed by group leader Roger Hodgson and Rick Davies. Throughout the band's career, Supertramp has been noted for its intriguing, sophisticated compositions and gifted ensemble playing, but equally important to the listener is the band's musicality. Supertramp's excellence is the quintet's gift for writing whimsical lyrical statements and engaging narrative accounts. For Top 40 and AOR formats, A&M is shipping this LP platinum.


Launching its new affiliation with Caribou and CBS, the Beach Boys not only have a new label, but a revitalized sound and a bulging disco-flavored single, "Here Comes The Night." Having reunited with producer/pianist Bruce Johnston, the group's musical execution seems more lively and exuberant, as witnessed by the infectious "Shoutin' Bird" and "Lady Lynda," among others. Most importantly, the band's patented vocal harmonies are quintessential "America's Finest." This album proves we and the Beach Boys not only love the music, but this album's chief focus is on the vocal dynamics, slightly throaty soulful voice of Brian Wilson and the band's harmony work, although the disco single "Good Feelin'" is an interesting change of pace which should establish this talented duo's music around they world. "America's Finest" is an interesting change of pace which should establish the group in the disco field.

LET ME BE YOUR WOMAN — Linda Clifford — RSO RS-2-3902 — Producers: Gigi Askey — List: 11.98

Containing one full album's worth of music plus two lengthy disco tracks on an additional second disc, this double-packaged two-record set should be the breakthrough album for this talented disco/pop vocalist. "Let Me Be Your Woman," which marks RSO's affiliation with Curtom Records, is Clifford's aggressive, sexy vocals, plus invigorating arrangements and crisp production from Gigi Askey. Includes the single, "Bridge Over Troubled Water." The cuty of formats.

FEEL NO FRET — Average White Band — Atlantic SD 19207 — Producers: Average White Band and Gene Paul — List: 7.98

AWB is back with another exuberant, powerhouse assortment of R&B disco numbers that feature fluid, brassy instrumentals, tight rhythms and stylistic lead and background vocal work. The majority of the tracks here are in the upbeat, disco-dance vein, as witnessed by such numbers as "Fire Burning" and "When You Will Be Mine." However, the sextet demonstrates its ability to perform a surging, romantic ballad on "Too Late To Cry," for a change of formats.


One of America's favorite A/C duos is back and this time around they just may surprise those rock fans who wrote off the duo's music as a bit lightweight. The arrangements here are punchier than ever with occasional tasteful forays into what would amount to for them near heavy-metal. Despite the more rocking flavor of this release, their bottom-line stance of tight, seamless harmonies is never violated and the overall feel of the album shouldn't alienate their legions of loyal fans at all.

ROCKETS — RSO RS-1-3047 — Producer: Johnny Sandlin — List: 7.98

Including former members of Mitch Ryder's Detroit Wheels, the Rockers are a sturdy hard-rock outfit steeped in the gritty, soulful tradition of the best Midwest bands. The Rockers perform a few well-chosen cover selections, including Little Richard's "Lucille" and "Oh Well" by Peter Green, but the best songs here are the original tunes composed by lead guitarist Jim McCarty and drummer John Badanjek. Top cuts include "Can't Sleep" and "Turn Up The Radio."


"Face The Music" may only be singer/songwriter/actor Rick Moses' first album, but it exhibits the maturity and assuredness of a veteran artist in the pop-rock field. Moses possesses a commanding, slightly throaty voice that recalls the vocal dynamics of Neil Diamond, but this album's chief focus is on Moses' tender, sensitive compositions. Including composing and arranging assistance from Richard T. Bear, this LP merits pop and MOR airplay.


This is the first solo album by the gentleman who gave us 1978's most memorable sax break via Gary Rafferty's "Baker Street." It goes without saying, then, that the sax is the focal point of the 10 superb tracks featured here. Ravenscroft has a veritable army of brass and string back-up in conjunction with diverse material written by Rafferty, Ian Dury, and Paul McCarty.


On his fourth solo album, this veteran pop vocalist has concocted an inviting set of 10 songs that represent a slight shift in direction for Garfunkel toward a harder, light jazz-pop style. Producer Louie Shelton has created a flowing, fluid instrumental setting which blends well with Garfunkel's smooth, soaring voice, the electric piano figures, swirling strings and gentle acoustic guitar licks abound on this LP, which includes the single "In A Little While."


This album is an ambitious rock project from Australian Billy Thorpe, who has long been a top selling artist down under. Side one features mainstream cut of guitar-rock numbers, but side two is an imaginative, fantasy-like concept work which depicts the massive transporting of human life on Earth to a new destiny in outer space. Thorpe's flexible vocals from his tight-tongue twist into the distinctive rock production and sci-fi sound effects from Spencer Proffer and engineer Larry Brown also add to the LP's impact.


"Champagne" King burst on the scene last year with the hit "Shame," and her second RCA effort shows that her initial success was no accident. The teenage songstress is a vibrant vocalist who can handle a range of material from disco to R&B to smooth ballads with equal grace and style. The title cut and "Crying Again" show both her big dancefloor potential. For disco, R&B and pop playlists.

NIGHT RIDER — Tim Welsberg & Lynn Blessing — List: 7.98

The Welsberg's flute knows no discretion and adheres to no one musical idiom as evidenced by his recent successful out-

HAIR (Original Soundtrack) — Various Artists — RCA CBL2-3274 — Producer: None listed — List: 7.98

The big question that must be immediately asked is whether this penultimate musical of the '60s can make the transition onto film and a subsequent new soundtrack LP a decade after the fact. As far as the music's concerned the answer is yes. At the very least, the film is still Welsberg's talent as a composer who pulls it all together.

FASTBREAK (Original Soundtrack) — Billy Preston & Syreeta — Motown M7-9151 — Producers: James DiPasquale and David Shire — List: 7.98

Using vocal numbers and instrumentals from the motion picture which stars Gabriel Kaplan, "Fastbreak" should bring Billy Preston and Syreeta back into the pop spotlight. The high-light of the album is the movie's theme song and single, "Go For It," but there are several dance numbers and intimate ballads that stand on their own apart from the film. The LP's material was composed by producers James Di Pasquale and David Shire with lyricist Carol Connors.


With its debut album, the Beck Family should garner considerable chart action and airplay in the R&B, disco and pop fields. Spurred on by the single "Can't Shake The Feeling," the Beck Family — Anthony, Mandy, Joanna and Tyrone Beck plus Nick Mundy and Donald Wilson — is set for success with its pulsing disco tunes, sleek medium-tempo R&B cuts and romantic ballads. Sparkling production by T. Life also highlights this outing.


One of the first Hilltak/Atlantic album, this veteran duo has created a brightly-arranged selection of dance numbers and ballads in the pop/R&B vein. "Choice" contains eight cuts which practically jump out of the speakers due to its crystal-clear syn-

LOVE TALK — The Manhattans — Columbia JC 35693 — Producers: Various — List: 7.98

This soul vocal quartet has been delivering classic performances for 14 years, but unfortunately the Manhattans may only be known to pop audiences for the million-selling single, "Kiss And Say Goodbye." "Love Talk" is another fine collection of light pop/soul material by this vocal group, all of which are executed with style and flair utilizing top-notch production values. Of course, at the heart of the LP is the quartet's stirring lead vocals and harmonies.
Knock On Wood

Pat Your Booty

Stomp Your Feet

Pop Your Fingers

Beat Your Chest

Do The Freak

www.americanradiohistory.com
...and that's a GOOD, GOOD FEELIN'

The new disco smash single from WAR
from the soon to be released Platinum album "The Music Band"

Produced by Jerry Goldstein in association with Lonnie Jordan and Howard Scott for Far Out Productions

on the new MCA RECORDS
<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>WKS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOP 30 (%)</th>
<th>PRIME CUTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>17</td>
<td>1</td>
<td>Dire Straits</td>
<td>Dire Straits</td>
<td>WB</td>
<td>3</td>
<td>Sultans Of Swing, Waterline</td>
</tr>
<tr>
<td>2</td>
<td>14</td>
<td>2</td>
<td>Minute By Minute</td>
<td>Doobie Bros</td>
<td>WB</td>
<td>2</td>
<td>What A Fool, Here To Love, Steamer, Title</td>
</tr>
<tr>
<td>3</td>
<td>7</td>
<td>4</td>
<td>George Harrison</td>
<td>Dark Horse</td>
<td>20</td>
<td>Blow Away, Not Guilty, Faded, Soft Touch</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>6</td>
<td>3</td>
<td>Three Hearts</td>
<td>Bob Welch</td>
<td>Capitol</td>
<td>22</td>
<td>Little Star I Saw Her, Devil Wind, Precious</td>
</tr>
<tr>
<td>5</td>
<td>8</td>
<td>2</td>
<td>Life For The Taking</td>
<td>Eddie Money</td>
<td>Columbia</td>
<td>16</td>
<td>Can't Keep Some Water, I'm A Fool</td>
</tr>
<tr>
<td>6</td>
<td>13</td>
<td>3</td>
<td>Elgin Of The Rhythms</td>
<td>Allman Bros</td>
<td>Capricorn</td>
<td>20</td>
<td>Crazy Love, Need Your Love, Can't Take It</td>
</tr>
<tr>
<td>7</td>
<td>5</td>
<td>9</td>
<td>Armed Forces</td>
<td>Elvin Covetello</td>
<td>Columbia</td>
<td>10</td>
<td>Oliver's Army, Accidents, Green Shirt, Goat Squad</td>
</tr>
<tr>
<td>8</td>
<td>14</td>
<td>8</td>
<td>Blondes Have More Fun</td>
<td>Rod Stewart</td>
<td>WB</td>
<td>4</td>
<td>Da Ya Think, Attractive, Shadows Of Love, Title</td>
</tr>
<tr>
<td>9</td>
<td>15</td>
<td>5</td>
<td>Head First</td>
<td>The Babys</td>
<td>Chrysalis</td>
<td>29</td>
<td>Every Time I Think Of You, White Lightning, Title</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>6</td>
<td>McGuinn, Clark &amp; Hillman</td>
<td>McGuinn, Clark &amp; Hillman</td>
<td>Capitol</td>
<td>37</td>
<td>Surrender To Me, Don't You Write, Traffic</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>5</td>
<td>Desolation Angels</td>
<td>Bad Company</td>
<td>Swan Song</td>
<td>82</td>
<td>Rock 'n Roll Fantasy</td>
</tr>
<tr>
<td>12</td>
<td>16</td>
<td>4</td>
<td>At Budokan</td>
<td>Cheap Trick</td>
<td>Epic</td>
<td>14</td>
<td>A Shame, Big Eyes, Want Me, Clock, Surrender</td>
</tr>
<tr>
<td>13</td>
<td>12</td>
<td>15</td>
<td>Legend</td>
<td>Poco</td>
<td>A&amp;M</td>
<td>24</td>
<td>Boomerang, Crazy Love, Title</td>
</tr>
<tr>
<td>14</td>
<td>13</td>
<td>5</td>
<td>Outlandos d'Amour</td>
<td>The Police</td>
<td>A&amp;M</td>
<td>59</td>
<td>Roxanne, Next To You, Can't Stand Losing</td>
</tr>
<tr>
<td>15</td>
<td>9</td>
<td>14</td>
<td>Briefcase Full Of Blues</td>
<td>Blues Brothers</td>
<td>Atlantic</td>
<td>6</td>
<td>Soul Man, Messin', 'B' Movie, Rubber Biscuit</td>
</tr>
<tr>
<td>16</td>
<td>14</td>
<td>10</td>
<td>Toto</td>
<td>Toto</td>
<td>Columbia</td>
<td>18</td>
<td>Hold The Line, I'll Supply The Love</td>
</tr>
<tr>
<td>17</td>
<td>11</td>
<td>22</td>
<td>52nd Street</td>
<td>Billy Joel</td>
<td>Columbia</td>
<td>5</td>
<td>Big Shot, My Life, Title</td>
</tr>
<tr>
<td>18</td>
<td>19</td>
<td>18</td>
<td>Mirror Stars</td>
<td>Fabulous Poodles</td>
<td>Epic</td>
<td>100</td>
<td>&quot;G&quot; Money, Title</td>
</tr>
<tr>
<td>19</td>
<td>13</td>
<td>11</td>
<td>Head On</td>
<td>Gary Wright</td>
<td>WB</td>
<td>116</td>
<td>Moonbeams, Stand</td>
</tr>
<tr>
<td>20</td>
<td>10</td>
<td>5</td>
<td>Look Sharp!</td>
<td>Joe Jackson</td>
<td>A&amp;M</td>
<td>169</td>
<td>Is She Really, Sunday Papers, One More Time</td>
</tr>
<tr>
<td>21</td>
<td>22</td>
<td>8</td>
<td>Alive On Arrival</td>
<td>Steve Forbert</td>
<td>Nemperor</td>
<td>122</td>
<td>Goin' Down, Thinkin', Big City Cat</td>
</tr>
<tr>
<td>22</td>
<td>25</td>
<td>11</td>
<td>Move It On Over</td>
<td>George Thorogood &amp; The Destroyers</td>
<td>Rounder</td>
<td>51</td>
<td>If I Ain't Me, Cocaine, Title, Who Do You Love</td>
</tr>
<tr>
<td>23</td>
<td>1</td>
<td>1</td>
<td>Manifesto</td>
<td>Roxy Music</td>
<td>Atco</td>
<td>114</td>
<td>Angel Eyes, Ain't That So, Dance Away</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>5</td>
<td>Parallel Lines</td>
<td>Blondie</td>
<td>Chrysalis</td>
<td>53</td>
<td>Heart Of Glass, Telephone</td>
</tr>
<tr>
<td>25</td>
<td>21</td>
<td>4</td>
<td>Molly Hatchet</td>
<td>Molly Hatchet</td>
<td>Epic</td>
<td>154</td>
<td>Bounty Hunter, Gator, Dreams</td>
</tr>
<tr>
<td>26</td>
<td>26</td>
<td>5</td>
<td>Phantom Of The Night</td>
<td>Kayak</td>
<td>Janus</td>
<td>123</td>
<td>Keep The Change</td>
</tr>
<tr>
<td>27</td>
<td>1</td>
<td>7</td>
<td>The Cars</td>
<td>The Cars</td>
<td>Elektra</td>
<td>25</td>
<td>Good Times, Bye Love</td>
</tr>
<tr>
<td>28</td>
<td>17</td>
<td>17</td>
<td>Sanctuary</td>
<td>J. Geils Band</td>
<td>EMI</td>
<td>130</td>
<td>I Could Hurt Last Kiss, Wild Man</td>
</tr>
<tr>
<td>29</td>
<td>27</td>
<td>2</td>
<td>Rockilly Boogie</td>
<td>Robert Gordon</td>
<td>RCA</td>
<td>172</td>
<td>Only Make Believe, Black Slacks</td>
</tr>
<tr>
<td>30</td>
<td>1</td>
<td>3</td>
<td>The Man Who Built America</td>
<td>Horsilps</td>
<td>DJM</td>
<td>97</td>
<td>Loneliness, I'll Be Waiting, Title</td>
</tr>
</tbody>
</table>

**FM STATION REPORTS — NEW ADDS & HOT ROTATION**

KRT-FM — ALBUQUERQUE — BOB SHULMAN


WSAN-AM — ALLENTOWN — KEVIN GRAFF


**KEY-FM — ALEXANDRIA — LARRY REISMAN**


**KEY-FM — ANCHORAGE — BILL HENLEY**

**ADDS:** Nickle Lee Jones, Supergroup. U. K. Beach Boys. Coucous.


**WAIL-FM — BINGHAMTON — BRIAN BASCAM**

**ADDS:** Supergroup, Guess Who, Blackfoot, Michael Murphy, Roxy Music. George Benson, Beach Boys. Cream, GBH, The Police.


**WBCN-FM — BOSTON — TONY BERARDINI**


**Note:** None Reported.

**WRT-FM — CHICAGO — BOB GELLS**


**WWMS-FM — CLEVELAND — KID LEO/JOHNN GRIMM**

**ADDS:** Beach Boys, Supergroup. Rickie Lee Jones. Blackfoot.


**WLQZ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER**


**C-101 — CORPUS CHRISTI — MANDRO CAMANO**


**KEW-FM — DALLAS — KEN RUNDL**


**KLFM-FM — DENVER — LARRY BRUCE/KEVIN KOHL**


**KXFT-FM — DENVER — JOHN BRADLEY**


KLF — DALLAS — HARRY NELSON, MD

1. — To 20 — B. Eddy, 20 To 17 — G. Johnson, 17 To 15 — D. Smith, 15 To 13 — E. Bailey, 13 To 11 — D. Cole, 11 To 9 — M. McGinnis, 9 To 7 — D. Smith, 7 To 5 — B. Eddy, 5 To 3 — R. Pitts, 3 To 1 — B. Morris, 1 To 0.

KLIF — HOUSTON — BILL YOUNG, PD/MD

1. — To 3 — B. Ringo, 3 To 2 — G. Johnson, 2 To 1 — R. Horne, 1 To 0.

KILT — DALLAS — MARK ALBRIGHT, PD/MD

1. — To 20 — B. Eddy, 20 To 17 — G. Johnson, 17 To 15 — D. Smith, 15 To 13 — E. Bailey, 13 To 11 — D. Cole, 11 To 9 — M. McGinnis, 9 To 7 — D. Smith, 7 To 5 — B. Eddy, 5 To 3 — R. Pitts, 3 To 1 — B. Morris, 1 To 0.

KMR — HOUSTON — CLAY GISH, PD/MD

1. — G. Gaynor, JUMPS: 26 To 23 — E. Money, 25 To 17 — Jacksons, 17 To 15 — Hot Chocolates, 15 To 13 — Doobie Bros., 13 To 11 — B. Wenk, 11 To 9 — D. Smith, 9 To 7 — B. Eddy, 7 To 5 — D. Smith, 5 To 3 — R. Horne, 3 To 1 — B. Morris, 1 To 0.

KRXE — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.

KSPD — HOUSTON — JASON KERR, PD/MD

1. — G. Gaynor, ADDS: 30 — C. Quarto & N. Norman, 28 To 15 — A. Stewart, 15 To 13 — G. Koop, 13 To 11 — T. Voudouris, 11 To 8 — B. Charles, 8 To 6 — D. Smith, 6 To 4 — B. Eddy, 4 To 2 — R. Horne, 2 To 0.

KROI — HOUSTON — MIKE McVAY, PD

1. — To 30 — B. Wenk, 30 To 17 — B. Eddy, 17 To 15 — Doobie Bros., 15 To 13 — E. Money, 13 To 11 — D. Smith, 11 To 9 — R. Pitts, 9 To 7 — D. Smith, 7 To 5 — B. Eddy, 5 To 3 — R. Horne, 3 To 1 — B. Morris, 1 To 0.

KVOK — HOUSTON — BILL CLAY, PD/MD

1. — N. Diamond, 10 To 7 — D. Smith, 7 To 5 — B. Eddy, 5 To 3 — R. Horne, 3 To 1 — B. Morris, 1 To 0.

KXOO — HOUSTON — BILL CLAY, PD/MD

1. — N. Diamond, 10 To 7 — D. Smith, 7 To 5 — B. Eddy, 5 To 3 — R. Horne, 3 To 1 — B. Morris, 1 To 0.

KXKE — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.

KXME — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.

KXDR — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.

KXCT — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.

KXCT — HOUSTON — BILL DUDLEY, PD/MD

1. — B. Gaynor, JUMPS: 27 To 22 — B. Wenk, 22 To 19 — Blondie, 19 To 16 — E. Money, 16 To 14 — Doobie Bros., 14 To 12 — M. McGinnis, 12 To 10 — R. Pitts, 10 To 8 — D. Smith, 8 To 6 — B. Eddy, 6 To 4 — R. Horne, 4 To 2 — B. Morris, 2 To 0.
KNOCK ON WOOD - AMMI STEWART - ARIOLA


HEART OF GLASS - BLONDIE - CHRYSALIS


SULTANS OF SWING - DIRE STRAITS - WARNER BROS.


MUSIC BOX DANCER - FRANK MILLS - POLYDOR

REGIONAL PROGRAMMING GUIDE

KYO - FRESCO - CHRIS VAN CAMP, MD
3-1 - G. Gaynor. JUMPS: 20 To 27 - E. Money, 9 To 26 - Little River Band, 27 To 23 - S. Quatro & C. Norman, 24 To 18 - Dire Straits, 23 To 20 - Delegation, 22 To 27 - Ami Stewart, 20 To 16 - Al Stewart, 18 To 16 - Little River Band, 17 To 16 - Dire Straits, 13 To 12 - E. Money, 10 To 9 - M. Murray, 7 To 5 - A. Stewart, 4 To 3 - E. Money, 2 To 1 - E. Money.

KTH - LOS ANGELES - BOB HAMILTON, PD
4-1 - Double Bros. JUMPS: 29 To 26 - B. Joel, 28 To 25 - Chic, 27 To 23 - Little River Band, 26 To 20 - S. Quatro & C. Norman, 25 To 18 - Little River Band, 24 To 21 - S. Quatro & C. Norman, 23 To 18 - S. Quatro & C. Norman, 22 To 15 - S. Quatro & C. Norman, 21 To 14 - S. Quatro & C. Norman, 20 To 14 - S. Quatro & C. Norman, 19 To 13 - S. Quatro & C. Norman, 18 To 11 - S. Quatro & C. Norman, 17 To 16 - S. Quatro & C. Norman, 16 To 13 - S. Quatro & C. Norman, 15 To 12 - S. Quatro & C. Norman, 14 To 9 - S. Quatro & C. Norman, 13 To 8 - S. Quatro & C. Norman, 12 To 7 - S. Quatro & C. Norman, 11 To 6 - S. Quatro & C. Norman, 10 To 5 - S. Quatro & C. Norman, 9 To 4 - S. Quatro & C. Norman, 8 To 3 - S. Quatro & C. Norman, 7 To 2 - S. Quatro & C. Norman, 6 To 1 - S. Quatro & C. Norman.

KJJ - LOS ANGELES - CHUCK MARTIN, PD
1-1 - G. Gaynor. JUMPS: 25 To 22 - B. Joel, 24 To 21 - B. Joel, 23 To 20 - B. Joel, 22 To 19 - B. Joel, 21 To 18 - B. Joel, 20 To 17 - B. Joel, 19 To 16 - B. Joel, 18 To 15 - B. Joel, 17 To 14 - B. Joel, 16 To 13 - B. Joel, 15 To 12 - B. Joel, 14 To 11 - B. Joel, 13 To 10 - B. Joel, 12 To 9 - B. Joel, 11 To 8 - B. Joel, 10 To 7 - B. Joel, 9 To 6 - B. Joel, 8 To 5 - B. Joel, 7 To 4 - B. Joel, 6 To 3 - B. Joel, 5 To 2 - B. Joel, 4 To 1 - B. Joel.

KFI - LOS ANGELES - ROGER COLLINS, MD
1-1 - G. Gaynor. JUMPS: 25 To 22 - B. Joel, 24 To 21 - B. Joel, 23 To 20 - B. Joel, 22 To 19 - B. Joel, 21 To 18 - B. Joel, 20 To 17 - B. Joel, 19 To 16 - B. Joel, 18 To 15 - B. Joel, 17 To 14 - B. Joel, 16 To 13 - B. Joel, 15 To 12 - B. Joel, 14 To 11 - B. Joel, 13 To 10 - B. Joel, 12 To 9 - B. Joel, 11 To 8 - B. Joel, 10 To 7 - B. Joel, 9 To 6 - B. Joel, 8 To 5 - B. Joel, 7 To 4 - B. Joel, 6 To 3 - B. Joel, 5 To 2 - B. Joel, 4 To 1 - B. Joel.

KOP - PHOENIX - STEVE RIVERS, PD
1-1 - B. Joel. JUMPS: 30 To 26 - Chic, 27 To 24 - B. Joel, 26 To 23 - Blues Bros, 25 To 21 - Blondie, 24 To 20 - E. Money, 23 To 17 - B. Caldwell, 22 To 16 - M. Murray, 21 To 13 - B. Caldwell, 20 To 10 - S. Quatro & C. Norman, 19 To 8 - S. Quatro & C. Norman, 18 To 7 - S. Quatro & C. Norman, 17 To 6 - S. Quatro & C. Norman, 16 To 5 - S. Quatro & C. Norman, 15 To 4 - S. Quatro & C. Norman, 14 To 3 - S. Quatro & C. Norman, 13 To 2 - S. Quatro & C. Norman, 12 To 1 - S. Quatro & C. Norman.

KPG - PORTLAND - TERRY DANNER, MD
3-1 - G. Gaynor. JUMPS: 24 To 21 - G. Gaynor, 23 To 20 - S. Quatro & C. Norman, 19 To 16 - A. Murray, Ex To 23 - Cher, Ex To 24 - B. Welch, Ex To 23 - G. Benson, Ex To 22 - B. Joel. ADDS: Peaches & Herb, Dire Straits.

KPM - PORTLAND - BRIAN NORTON, PD
1-1 - Little River Band. JUMPS: 30 To 26 - Blondie, 28 To 25 - B. Welch, 27 To 24 - Heart, 23 To 19 - S. Quatro & C. Norman, 22 To 16 - B. Joel, 21 To 14 - S. Quatro & C. Norman, 20 To 13 - E. Money, 19 To 12 - E. Money, 18 To 11 - E. Money, 17 To 10 - E. Money, 16 To 9 - E. Money, 14 To 13 - S. Quatro & C. Norman, 12 To 11 - S. Quatro & C. Norman, 10 To 9 - S. Quatro & C. Norman, 9 To 8 - S. Quatro & C. Norman, 8 To 7 - S. Quatro & C. Norman, 7 To 6 - S. Quatro & C. Norman, 6 To 5 - S. Quatro & C. Norman, 5 To 4 - S. Quatro & C. Norman, 4 To 3 - S. Quatro & C. Norman, 3 To 2 - S. Quatro & C. Norman, 2 To 1 - S. Quatro & C. Norman.

KROY - SHARONNAP, PD
3-1 - G. Gaynor. JUMPS: 30 To 27 - B. Welch, 28 To 25 - Blondie, 27 To 22 - B. Joel, 25 To 18 - R. Vourbour, 24 To 20 - B. Joel, 23 To 17 - S. Quatro & C. Norman, 22 To 16 - B. Joel, 21 To 15 - S. Quatro & C. Norman, 20 To 14 - S. Quatro & C. Norman, 19 To 12 - S. Quatro & C. Norman, 18 To 11 - S. Quatro & C. Norman, 16 To 5 - S. Quatro & C. Norman, 11 To 4 - A. Murray, Ex To 23 - Cher, Ex To 24 - B. Welch, Ex To 23 - G. Benson, Ex To 22 - B. Joel. ADDS: Peaches & Herb, Dire Straits.

KCPX - SALT LAKE CITY - GARY WALDRON, PD
1-1 - G. Gaynor. JUMPS: 30 To 27 - America, 29 To 26 - E. Money, 28 To 24 - Poco, 27 To 23 - G. Gaynor, 26 To 20 - E. Money, 25 To 18 - S. Quatro & C. Norman, 24 To 16 - E. Money, 23 To 14 - E. Money, 22 To 12 - E. Money, 21 To 10 - E. Money, 20 To 8 - E. Money, 19 To 6 - E. Money, 18 To 4 - E. Money, 17 To 2 - E. Money, 16 To 1 - E. Money.

KCRP - SALT LAKE CITY - LORRAINE WINNEGAR
1-1 - G. Gaynor. JUMPS: 28 To 25 - G. Harrison, 27 To 24 - B. Joel, 26 To 23 - Chic, 25 To 22 - Ami Stewart, 24 To 21 - B. Joel, 23 To 20 - B. Joel, 22 To 19 - Little River Band, 21 To 18 - S. Quatro & C. Norman, 20 To 17 - S. Quatro & C. Norman, 19 To 16 - B. Joel, 18 To 15 - B. Joel, 17 To 14 - S. Quatro & C. Norman, 16 To 13 - S. Quatro & C. Norman, 15 To 12 - S. Quatro & C. Norman, 14 To 11 - S. Quatro & C. Norman, 13 To 10 - S. Quatro & C. Norman, 12 To 9 - S. Quatro & C. Norman, 11 To 8 - S. Quatro & C. Norman, 10 To 7 - S. Quatro & C. Norman, 9 To 6 - S. Quatro & C. Norman, 8 To 5 - S. Quatro & C. Norman, 7 To 4 - S. Quatro & C. Norman, 6 To 3 - S. Quatro & C. Norman, 5 To 2 - S. Quatro & C. Norman, 4 To 1 - S. Quatro & C. Norman.

GUESS WHO'S STEPPIN' OUT

Cash Box/March 24, 1979

31

www.americanradiohistory.com
THE ALBUM

"SPIRITS HAVING FLOWN" RS-1-3041
Number one just three weeks after release. Triple Platinum and still going strong.

THE FIRST NUMBER ONE SINGLE FROM THE ALBUM

"TOO MUCH HEAVEN" RS-913
Certified Platinum

THE SECOND NUMBER ONE SINGLE FROM THE ALBUM

"TRAGEDY" RS-918
Gold, headed for platinum
ALBUM OF THE YEAR
“Saturday Night Fever” (motion picture soundtrack
RSO: Bee Gees & Cast

PRODUCER OF THE YEAR
The Bee Gees, Karl Richardson & Albhy Galuten

ARRANGEMENT FOR VOICES
“Stayin’ Alive” The Bee Gees
RSO: The Bee Gees, arrangers
Gospel

The Benson Co. Announces Restructuring Of Organization

NASHVILLE — The Benson Co., a Nashville-based recording and publishing company, recently announced the restructuring of the organization.

Included among the changes is the establishment of the Great Circle Record Company, which will be the umbrella for all the Benson record labels: HeartWarming, Impact, Gospel, and CrossCountrY.

Robert Benson, Jr. will be responsible for this division and will be involved in all aspects of recorded product, including initiation of the project, creative input, production, manufacturing and promotion. This department will also work with the recording artist in the areas of career development, album release dates, promotional tours, advertising, radio promotion and agents and managers. Great Circles Records recently sponsored Gospel Night at the Elks in Nashville and several of its artists, including Jeannie C. Riley, on the CrossCountry label, Found Free and Reba, on the GreenTree label.

Van Hook Named

The publishing division of the company will be under the direction of Jim Van Hook, and it will also be responsible for the full follow-through of the music catalogues beginning with writer agreements and ending with licensing, collections and promotion. Mr. Jim, as the company owns and manages Van Hook will also direct the book publishing company, Impact Books. This will include improving existing proposed book manuscripts and follow-through of all book projects.

Neal Joseph will join the publishing division of the Benson Company as director of song promotion and development. Originally from Pitman, New Jersey, Joseph attended the John Brown University and Anderson College. Formerly a vocalist in Truth and program co-ordinator and vocalist in ReGeneration, he came to the Benson Company after a time as a freelance arranger and producer at Burlap Sound and PineConk Recording Studio in Anderson, Indiana.

The marketing division will be under the leadership of Ed Massick, who brings his experience in this area from a career at Southwestern, a multi-million dollar book sales organization.

DOUGLAS SIGNS WITH WORD — Word, Inc. has announced that television personality and singer Mike Douglas has signed an exclusive recording contract with the label. Pictured at the signing are (l-r): Jarrell McCracken, president, Word Records; Douglas, and Buddy Hvey, vice president of A&R, Word Records.

Word Names Cason As Assistant Director

NASHVILLE — Don Cason has been named assistant director for A&R/music publishing at Word, Inc., announced Word A&R vice president Buddy Hvey.

Cason will work on the coordination of the various repertoire needs of the A&R staff, artists and producers. He will also promote the copyrights of Word, Myrrh and Dayspring Music to artists and producers in both the religious and secular music field.

Cason joined Word in 1978 as a music editor. He holds a bachelor's degree in music education from Baylor University in Waco, Tex. and has completed work on a master's in history and literature.

Mike Cowart will be responsible for the finance and resource division which includes accounting, keypunch, personnel and operations.

Bob Benson, Sr., president of the Benson Company, said, "I feel that this move is a very positive step in the further development and growth of our country. I am pleased to be working with this fine group of men and I'm especially anxious about the future."

reviews


She is truly an extraordinary performer who distinguishes herself by her choice of material. Don't look for mellow, myopic, middle-of-the-road music from Shirley, for this lady sings songs that shoot straight from the hip. In certain circles this has become unfashionable, but Shirley is speaking to the soul that is suffering. She warns us to "Be Careful Of The Stones You Throw" and of "A Man Called King Heron." She testifies to real love in "No Charge" and "Don't Drive Your Mother Away," and comforts us with "Millennial Reign.".


If, by chance, you have never heard James Cleveland, then "The Love Of God" is a good initiating type of music that has made him a living legend. Cleveland's reputation has not been carved from a mountain of press releases and record company hype; he has been awarded that honor by legions of fans and thousands of encore performances. There are 10 songs, plus a free bonus record of various artists (including Cleveland): "The Love Of God," "Plenty Room." "Soon I Will Be Done," "Calvary" and "Lord, Do It" are exemplary of James Cleveland at his best.

RUSTY — You Make It Rain For Me — Canaan: CAS-9848 — Producer: Marvin Norcross — List: 5.98

His last name is Gooduman and in music circles that means great gospel pipes and this one's isn't "rusty." Rusty and producer Marvin Norcross have lived up to that legacy. "You Make It Rain For Me" is Rusty doing what he does best and that is belting out a ballad. The title cut (written by Larry Stallings) is most effective as is "Remember Me," "Going Up Yonder," "I Have" and "All That I Can Do." This album is an conviction of courage and....
Smooth Transition Expected In MCA Publishing Merger

by Bob Campbell

NASHVILLE — Although the MCA Music catalog received a major boost when it was merged with ABC Music following the recent sale of ABC Records to MCA Inc., the publishing division’s Nashville office was set to expand even before the merger was announced, according to Jerry Crutchfield, vice president, MCA Music, Nashville.

As part of the merger, Dianne Petty, formerly Nashville vice president of ABC Music, will move into offices in the MCA Music building here and continue to function as an executive of MCA Music. Her secretary, Lisa DeMembre, will also make the transition. Blaise Miev, formerly professional manager of ABC Music, will operate his own independent production company, South Wind Productions. However, Miev will continue to write for MCA Music.

In an interview last week, Crutchfield told Cash Box the merger of the two companies will strengthen the MCA publishing organization.

Valuable Catalog

"ABC Music is an extremely important catalog," said Crutchfield, who has worked with MCA Music here since 1965. “They have some incredible copyrights, and it is with great deal of enthusiasm this situation is coming about. For example, Warren Black is vice president of MCA Music in California. Warren already has an excellent staff and a very good operation, but this week we know they are making arrangements to bring in two of the ABC personal to the MCA office. As far as Nashville is concerned, we are very happy to have Dianne, whom I know very well. I have a great deal of respect for her as an individual as well as her professional abilities.

Petty, who was apprehensive at the change at one point, said she was also excited about the merger of the two strong catalogs. “We think the combination of the two catalogs will make us an incredible force within the industry," Petty said. “These two catalogs cover a full range of music — from rock to country — and we plan to provide anyone with any kind of song. I am also excited about the studio facilities, which we never had under the ABC roof.

Even before the merger of MCA and ABC, the Nashville office of MCA Music had planned an expansion of facilities. Crutchfield said a 16-track console had been installed during the past couple of months, and an expansion of the building would start soon.

“We are planning to enlarge our 16-track studio and add two new offices,” said Crutchfield, who also produces and has produced Tanya Tucker, Judy Miller and Dave Loggins, among others. “We have hired Pat Higdon as associate director of creative services. (Ted Barton is also associate director of creative services) and he is also a professional engineer who has worked for four years at Woodland Studios. We are interested in developing good product from the standpoint of cutting good master tapes. If a writer goes in and works something and it sounds decent, we will want to go ahead and refine it.”

The major catalogs of MCA Music are copyrighted under Durac Music (BMI) and Leeds Music (ASCAP). Within the full MCA operation, such catalogs as Spanka (Paul Anka) and Recket (Elton John) are administered by MCA Music. The Nashville operation has acquired administration rights on ERE Music (Joe Ely) and Patchwork (Dave Loggins). With a catalog of this size under its umbrella, Crutchfield said the MCA Music catalog is now about 12,000 titles.

Nelson Dominates Country LP Chart

NASHVILLE — Columbia Records artist Willie Nelson dominates the Cash Box album chart this week with three albums riding in the Top 10. A single, “Sweet Memories” on RCA, is also bulleted at #13 this week on the Cash Box Country Singles chart.

The two-record CBS set, “Willie And Family Live,” is currently #4 on the album chart, but it has been at #1 album. “Sweet Memories,” a re-mixed collection of vintage tunes on RCA, hits #7 bullet this week. And the Grammy-winning “Stardust LP,” which contains new versions of old pop standards, is climbing back up the charts at #8 this week. “Stardust” had a long run at the #1 slot on the Cash Box album chart.

In addition, the “Waylon & Willie” LP on RCA is hanging in at #53 after 56 weeks on the chart. Also, “The Outlaws” album is #60 after 24 weeks on the chart. Released in 1976, “The Outlaws” had a long run on the chart, dropped off, and re-entered the chart.

NEW OFFICERS — During the recent Nashville Songwriters Week, the Nashville Songwriters Association International elected its officers for the coming year. Shown at the NSAI offices are (l-r): Wayland Holyfield, 1st vice president; Liz Anderson, 2nd vice president; Hal Bynum, co-vice president; Buddy Harmon, president; Paul Bichey, co-secretary- at-arms, Paul Craft, secretary; Maggie Cavender, executive director, and Don Wayne, treasurer.
1 GOLDEN TEARS
2 I JUST FALL IN LOVE AGAIN
3 IF I COULD WRITE A SONG AS BEAUTIFUL AS YOU
4 (IF LOVING YOU IS WRONG)
5 I HAD A LONE TIME LOVE
6 IT'S A CHECKED FABRIC
7 SOMEBODY SPECIAL
8 SEND ME DOWN TO TUCSON/CARL'S ANGEL
9 WORDS
10 ALL I EVER NEED IS YOU
11 TOO FAR GONE
12 I'VE BEEN WAITING FOR YOU
13 SWEET MEMORIES
14 WHERE DO I PUT MY HEART?
15 I'M GONNA LOVE YOU
16 TRYING TO SATISFY YOU
17 THEY CALL IT MAKING LOVE
18 WISDOM OF A FOOL
19 TAKE ME BACK
20 MY HEART HAS A MIND OF ITS OWN
21 STILL A WOMAN
22 FAREWELL DANCING
23 SLOW DANCING
24 THE OUTLAW'S PRAYER
25 SHADOWS OF LOVE
26 TOUCH ME WITH MAGIC
27 FANTASY ISLAND
28 BACKSIDE OF THIRTY
29 I'LL WAKE YOU UP WHEN I GET HOME
30 SON OF CLAYTON DELANEY
31 SOMEONE IS LOOKING FOR SOMEONE LIKE YOU
32 I'LL LOVE AWAY YOUR TROUBLES WITH AWHILE
33 THIS IS A LOVE SONG
34 LOVE IS SOMETIMES EASY

1 GOLDEN TEARS (Capiot MBR-11427)
2 I JUST FALL IN LOVE AGAIN (Capito MBR-11427)
3 IF I COULD WRITE A SONG AS BEAUTIFUL AS YOU
4 (IF LOVING YOU IS WRONG)
5 I HAD A LONE TIME LOVE
6 IT'S A CHECKED FABRIC
7 SOMEBODY SPECIAL
8 SEND ME DOWN TO TUCSON/CARL'S ANGEL
9 WORDS
10 ALL I EVER NEED IS YOU
11 TOO FAR GONE
12 I'VE BEEN WAITING FOR YOU
13 SWEET MEMORIES
14 WHERE DO I PUT MY HEART?
15 I'M GONNA LOVE YOU
16 TRYING TO SATISFY YOU
17 THEY CALL IT MAKING LOVE
18 WISDOM OF A FOOL
19 TAKE ME BACK
20 MY HEART HAS A MIND OF ITS OWN
21 STILL A WOMAN
22 FAREWELL DANCING
23 SLOW DANCING
24 THE OUTLAW'S PRAYER
25 SHADOWS OF LOVE
26 TOUCH ME WITH MAGIC
27 FANTASY ISLAND
28 BACKSIDE OF THIRTY
29 I'LL WAKE YOU UP WHEN I GET HOME
30 SON OF CLAYTON DELANEY
31 SOMEONE IS LOOKING FOR SOMEONE LIKE YOU
32 I'LL LOVE AWAY YOUR TROUBLES WITH AWHILE
33 THIS IS A LOVE SONG
34 LOVE IS SOMETIMES EASY

March 24, 1979

100 EVERY WHICH WAY BUT LOOSE

ALL PHANTOM TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)
THE OAK RIDGE BOYS HAVE ARRIVED — The Oak Ridge Boys — MCA-AY-1135 — Producer: Ron Chancey — List: 7.98

The Oak Ridge Boys are a huge talent, and sooner or later they are bound to explode on the entertainment scene with the force of Dolly Parton, Kenny Rogers or Willie Nelson. This is their third ABC/MCA album, and the group improves with each release. Although the Oak's showmanship cannot be pressed on vinyl, the incredible tight harmonies ring out clear as a bell. "Sail Away," "Dream On" and "Dancing The Night Away" are top-notch cuts.


Although Janie Fricke has been a top session singer in Nashville for several years, she has not achieved public recognition until this year. With the release of her second album, Janie should become a household word in the near future. Blessed with a versatile, silky voice, Fricke pours emotion into every verse she sings. A classy lady with plenty of poise, Janie shines on "Let's Try Again," "Let Me Love You Goodbye" and "Sittin' Up Feelings.


Freddy Fender is the acknowledged master of the Tex-Mex sound, and he continues in this mode on his new LP. Although Fender is still recording in his raw style, there are a few more strings on this LP than usual. All considered, this is another fine effort from Fender. Best cuts are "Walking Piece Of Heaven," "I Really Don't Want To Know" and "If That's All That's Worrying You."


Johnny Duncan is a big, husky Texan with a deep baritone, and he appears like clockwork at the top of the charts. This record is smoother than his previous albums, but Duncan is still a country singer whose songs are right at home on a barroom jukebox. This LP contains "Slow Dancing," "See You When The Sun Goes Down" and "The Last Cheaters Waltz.

CMF Promotes Top Personnel

NASHVILLE — In a restructuring move designed to keep pace with the tremendous growth of its organization, the Country Music Foundation recently announced promotions of several of its top management positions.

Following a recent board of trustees meeting and the release of figures showing a banner year for attendance at its Hall of Fame and Museum, and the Foundation has advanced its top three executives.

Ivey Named Director

William Ivey assumed the position of director of the Country Music Foundation. Danny P. Hatcher and Diana Johnson were both promoted to deputy director of the Foundation. Johnson will continue to administer the Country Music Hall of Fame and Museum, and Hatcher will supervise the Country Music Foundation Library and Media Center.

"The Foundation enjoyed its most successful year ever in 1978," said Frank Jones, chairman of the board of the Foundation. "Country Music Hall of Fame and Museum attendance topped more than 200,000, and the Foundation's annual meeting reached new heights."

"The Country Music Foundation Library and Media Center is now the largest and most active country music research center in the world," Jones stated. "We feel the time was right to position our top executives in roles where they could work even more effectively than they have in the past.

DONNA DUBOY

FUTURE STAR?

ECHOES

ECHOES ON SOUND WAVES RECORDS

DIST. BY
Graham, Dunlap and Stewart
Re-Purchase Show Biz Inc.

by Jennifer Bohler

NASHVILLE — Show Biz Inc., which bills itself as the world’s largest syndicator of music variety television shows, was purchased March 12 by three of its executives. On March 13, the company signed a contract with the William Morris Company, giving the agency representation rights in the United States and worldwide.

The exact price was not divulged, but an industry estimate of $3 million was deemed a fair approximation by W.S. (Bill) Graham, Show Biz board chairman, who said the deal was made by the firm’s executives.

Ernest Tubb, Graham’s brother, said the company “certainly made a lot of difference in our operation. We are going to continue to operate it as a subsidiary of the Memphis-based hotel company, Graham added that acquisition of the business from Holiday Inn will not cause any changes in personnel or in the manner in which the operation is run.

Show Biz Inc. now syndicates 11 weekly television programs running on 327 stations. Included among its programs are "Pop Goes the Country," "Nashville On the Road," and "Daily."

The company also plans to break into the pop field with its upcoming television special "Anne Murray’s Ladies Night."

"We certainly are not leaving the country field, because this is the foundation of what we do," said Graham. "We will be moving into game shows, more pop music specials, some TV concerts and sitcoms. We will be involved with the entire spectrum of television.

Graham added that the sitcom and two more specials are in the planning stages, but have not reached the point where they can be discussed. The company has, however, definitely made an entry in the fall line-up with the game show. "The $125,000 Gold Rush," tentatively called "The Famous Question," with an allowance for inflation.

Show Biz and William Morris have other projects under consideration including network variety shows and specials, as well as programs for syndication, cable and pay television.

In January of this year, Show Biz announced the formation of a new publishing house, the Show Biz Music Group. Operating as a separate company, the publishing group includes two BMI companies — Song Biz and Show Biz Music — and two ASCAP companies, Lucky Penny and Monstr Music.

According to Graham, 1978 was a good year for Show Biz, but 1979 is expected to be even better, "because of our association with William Morris, the specials we are moving into and our publishing house.

MCA Pub Merger Going Smoothly

(continued from page 35)

was quick to point out the effectiveness of MCA as an international publisher. "A lot of people think of publishing companies as merely a collection agency that secures a copyright," Crutchfield said. "This concept has attracted a lot of people who have become fairly successful because of successful production situations and so forth. But these people are not involved in full-service publishing. For example, if a composition was published through one of these lesser companies, I think you would see that MCA or one of the larger companies would generate far more income with the copyright. We have our own staff with direct control over everything and in addition we created a lot of new material from contemporary composers in the last five years and that — for example, Dave Loggins and his catalog."

"The nature of Nashville as a music industry center has made Nashville two companies and record labels and recorded here is no longer pure country, but a mixture of many styles. This change affects the very nature of the talent and publishers. Although Crutchfield is aware of a musical transition it is not always easy, he believes it is inevitable, good for Nashville and is a concept anticipated by MCA Music.

"There is a big change going on in Nashville regarding structure of song material and subject matter," Crutchfield said. "As time goes on and you have input from younger, creative people, it is only natural that certain things are going to change. I personally favor change. But that’s not to say we should abandon anything. I have always been proud of Nashville as a music community because I think we are a unique species. We are in the country music business, but that is not to say we are exclusively in the country music business."

"I think basically what we are turning out in Nashville is not country music. We continue to call it country, but people use terms as labels of convenience."

"We are a creative, productive center. What do we do best? Well, the only way we have to judge that is by what sells. I think we are capable of producing whatever kind of product the American public wants."

"We think of the inter-national market would find listenable or desirable. This is the reason MCA Music is interested in continued expansion and as many writers and producers of the Nashville music industry."
THE COUNTRY MIKE

KJUJ AT THE RACES — KJUJ/Phoenix and the Hub States Corporation teamed together to promote the STA-ON/K J Automotive Racing Program recently. During this promotion KJUJ programmed racing information featuring the STA-ON/K J special driver and/or race teams each evening. There was a pre-race and a post-race interview with 10 race reports broadcast during the Phoenix 150 race.

Barb Richardson

During the month of March, KERE/Denver is offering its listeners a chance to win a part of Denver broadcasting history, the original Buick engine that was used in the vehicle which has been remodelled and will be awarded in a random drawing on March 30.

MUSIC DIRECTOR PROFILE — Barb Richardson, MD for KVOC/Casper, began her radio career during her junior year at Columbia University and at Purdue University. She moved to WCSS/Florida, in June 1974 before coming to KVOC two years ago as morning jock. She recently was appointed music director for the station. In addition to her duties at KVOC, Barb is the associate editor for Fruit Bowl, a humor service, and also writes a column called Female Perspective for the bi-monthly humor publication. KVOC is Barb's first experience at working in a broadcasting career.

Russ Cassidy has been promoted to the PD position at WCMC/Norfolk. Dan Williams assumes the MD duties. Dan takes his music calls on Tuesday and Thursday from 10:30 until 1 P.M.

Air personality by B.J. Kollee returned to WNN/Louisville recently as an afternoon jock for the station. Kollee replaced Fred Morse (Peavey) who decided to leave the air and become a full-time account executive with WNA.

Cash Show.

FICAP Clinic Set For June

NASHVILLE — The first annual FICAP Radio Mini-Clinic will be June 23 at the Holiday Inn Airport in Roanoke, Va. hosted by WSLC Radio. King Edward will serve as host chairman and Bob Cole of KOKE Radio in Austin will serve as agenda chairman.

The purpose for this regional clinic is to help the individual radio personality to further his career in country radio. A complete agenda with guest speakers will be announced later.

On Friday afternoon (June 22), FICAP will host its annual summer board meeting. The evening's entertainment, for the board of directors of FICAP and those early arrivers for the clinic, will be hosted by Elektra/Asylum Records. On Saturday morning (June 23) RCA will host a breakfast for the FICAP board members. The morning general meeting will start at 9:00 a.m. and at 12:00 a luncheon will be hosted by Warner Bros. Records. Entertainment for the luncheon show will be provided by Mercury Records. The afternoon will be divided into small groups for individual consultation with the most well known radio personalities.

Cost for the Radio Mini-Clinic to radio personnel is $15. To all other industry related people, entry is $50 with the exception of the people whose companies are providing food or entertainment. For additional information, contact Georgia Twitty, Executive Director FICAP, 1201 16th Ave. S., Nashville, TN. 37212. (615) 320-0115.

Radio Seminar Examines ‘80s

NASHVILLE — Technology and sophistication in music and promotion were the bywords at the recent annual Country Radio Seminar held March 9 and 10 at the Hyatt-Regency Hotel here.

More than 400 programmers and radio executives turned out for two days of seminars which dealt with fine-tuning country radio for the needs of Americans in the 1980s.

Sportscaster Curt Gowdy made the keynote address, which opened the seminar, and gave the audience an inside look at the various sports events and personalities he has covered during his many years as an announcer.

Blackwell

Dr. Roger Blackwell, professor of marketing at Ohio State University, delivered an address and multi-media presentation to the American seminar on topics it has changed and will continue to change as America moves into the 1980s.

The seminar included five individual sessions and two concurrent sessions. The sessions covered such topics as records as a business, the audience, fine-tuning, compelling sales and music research.

The annual rap session was held on the evening of March 9 with Lee Phillips of WOKO moderating an informal discussion of topics included or not included in the sessions. Bill Robinson of WIRE/ Music Works, also delivered a presentation on automation during the rap session.

Moderators


More than 700 representatives from the music industry attended the banquet and New Faces show Saturday night, March 10. The show was master of ceremonies Charlie Skelton. Introduction of artists, Cris Lane, Mudo Earnard, Gale Gail, Razzie Bailey, Mary Bjorkman and their band by Russ Cassidy, Susan Allanson and John Conlee. The show was produced by Norro Wilson, vice president of A&R, Warner Bros., Nashville.

Nashville featured as an artist on the first New Faces show in 1970.

CONLEE AND DAVIES PAIRED — MCA's John Conlee (l) and Lifeline/COB's Gail Davies sing a duet together during their performance on the New Faces Show of the 10th annual Country Radio Seminar held recently at the Hyatt-Regency Hotel in Nashville. Nine artists appeared on the show.

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. IF I SAID YOU HAD A BEAUTIFUL BODY WOULD YOU HOLD IT AGAINST ME — BELLAMY BROTHERS — WARNER BROS.

2. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

3. TAKE ME TO SEE THE RAINBOW — WHN'S DON BOYLES — WSUN

4. TAKE ME TO SEE THE RAINBOW — WHN'S DON BOYLES — WSUN

5. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

6. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

7. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

8. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

9. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

10. DON'T TAKE IT AWAY — CONWAY TWITTY — MCA

MOST ACTIVE COUNTRY SINGLES

1. ALL I EVER NEED IS YOU — KENNY RODGERS & DOTTIE WEST — UNITED ARTISTS

2. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

3. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

4. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

5. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

6. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

7. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

8. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

9. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

10. RAIN ON THE TARP — WHN'S DON BOYLES — WSUN

SEMINAR LEADERS GATHER WITH COWDY — Veteran sportscaster Curt Gowdy, who was a seminar host at the 10th annual Country Radio Seminar held recently in Nashville, visits with the organizers of the seminar. Pictured during the seminar are (l-r): Frank Mull, seminar president; Bob Young, agenda chairman; Gowdy, Don Boyles, newly elected agenda chairman, and industry chairman Roy Wunsch.
THE RHYTHM SECTION

EARNEST L. JAMES

ARTISTS' ACTIVITIES — English rock band, the Clash, released that veteran rhythm & blues artist Bo Diddley open for them on their U.S. tour. Being avid fans of Diddley, the Clash reportedly wanted to re-introduce him to a younger audience, but they were also excited because it gave them an opportunity to see the legendary guitarist that so many groups, including themselves, have been influenced by. Deniece Williams is enjoying a great deal of television exposure. Deniece will be on an upcoming Soupys Sales Show. Crosswits, two Mike Douglas shows, American Bandstand, and a show called Everyday. Deniece has a new LP scheduled to be released early May. Titled "When Love Comes Calling," George Johnson of the Brooklyns Johnson will be a new baby girl named Seltmann.

PROGRESSIVE MUSIC PROGRESS — The CBS Records progressive division is presently enjoying one of its hottest spells since its formation with artists Herbie Hancock, George Duke, Mongo Santamaria and Lonnie Smith experiencing an excellent sales pattern. Vernon Slaughter, director of progressive music marketing for the label says, "We do not treat the artists in the division like jazz artists. I would basically attribute our present success to our aggressive marketing approach, and enlightened A&R tactics.

FRANKIE CROCKER RECITERS FROM L.A. — Frankie Crocker has hired Billy Burdett from RAC in Los Angeles. Burdett will reportedly be handling an afternoon slot, but her hours have not yet been specified.

TAVARES START "MADAM BUTTERFLY" TOUR — Capitol recording artists Tavares will be off to a Central American tour starting March 22nd, then return to the states to map out an extensive U.S. tour in support of their second LP, "Madam Butterfly." The MOTOR BOOTY AFFAIR HIGHLY SUCCESSFUL — Parliament's "Motor Booty Affair" tour has been the group's most successful tour to date, according to booking agent Dave Lipert. The group has attracted overflow crowds in every city it has visited, but even without added security, there have been no problems at all, concluded Lipert.

Cookie Amerson

PROGRAMMERS PICKS

Doug Blakely WUFN/Buflo All Night Long — Splendor — Columbia
Ty Miller WHEL/Greensboro Kleeer — Keep Your Body Workin' — Atlantic
Joe Fisher WRBD/FL Lauderdale You Can't Change That — Raydio — Arista
Bob Long WCIN/Cincinnati It's Alright With Me — Patti Labelle — Epic
Frankie Stewart WRAP/Richmond It's Alright With Me — Patti Labelle — Epic
Bob Scott WOL/Washington D.C. Shake — Gap Band — Mercury
Jay Johnson WYLD/New Orleans Disco Nights — GO — Arista
Jerry Rushian WEDR/Miami It's Alright With Me — Patti Labelle — Epic
Earl Pernell KATZ/St. Louis You Can Do It — Al Hudson — MCA
Don Brooks WWIN/Baltimore By The Way You Dance — Bunny Sigler — Salsoul

40

Cash Box/March 24, 1979

www.americanradiohistory.com
WHISPER IN YOUR EAR

The Whispers

PSSSSSSSSST!
The word is spreading
"WHISPER IN YOUR EAR"
is the hottest WHISPERS album yet.
When The Whispers sing, people listen. And listen, and listen. Consistency is their magic. And they're doing it again. The inside tip on "Whisper in Your Ear" is that it's hot. Oh so very hot.

Manufactured and Distributed by RCA Records
Produced by Dick Griffey & The Whispers
1. **BLACK CONTEMPORARY JUMPS:**
   - Enchantment, Bombers, Fatback, Gonzalez.

2. **WASHINGTON, D.C.**
   - Black Contemporary JUMPS.

3. **NEW YORK CITY**

4. **BOSTON, KANSAS CITY, CHICAGO**
   - Hyman, Ex LP.

5. **MOTION TO DANCE LADY DANCE**
   - Enchantment, Bombers, Fatback, James, Sister Sledge, Instant Funk, Amii Stewart.

6. **LOUISVILLE**

7. **DANCE**
   - Grey & Hanks, 29 to 17.

8. **MINNEAPOLIS, ST. PAUL & DULUTH**
   - Seeds, Enchantment, Wardell Gray.

9. **HOLLYWOOD**
   -Adds: D WINDOWS.

10. **LOS ANGELES**
    - With Love, Free, Follow Ballad.

11. **WASHINGTON, D.C.**
    - Tedarrell, Enchantment.

12. **SUGAR HILL, BOSTON, KANSAS CITY, CHICAGO**
    - Hyman, Ex LP.

13. **FREQUENT FLYER**
    - Steve Wonder, Berlin.

14. **NEW YORK CITY**
    - The Jacksons, Amii Stewart.

15. **LOUISIANA**
    - With Love.

16. **HOLLYWOOD**
    - Walden, Ex LP.

17. **NEW YORK CITY**
    - Walden, Ex LP.

18. **DETROIT**
    - Ex LP.

19. **NEW YORK CITY**
    - Ex LP.

20. **BOSTON, KANSAS CITY, CHICAGO**
    - Ex LP.

21. **CHICAGO**
    - Ex LP.

22. **NEW YORK CITY**
    - Ex LP.

23. **SEATTLE**
    - Ex LP.

24. **LOUISVILLE**
    - Ex LP.

25. **PORTLAND**
    - Ex LP.

26. **BOSTON, KANSAS CITY, CHICAGO**
    - Ex LP.

27. **NEW YORK CITY**
    - Ex LP.

28. **BOSTON, KANSAS CITY, CHICAGO**
    - Ex LP.

29. **NEW YORK CITY**
    - Ex LP.

30. **BOSTON, KANSAS CITY, CHICAGO**
    - Ex LP.

31. **NEW YORK CITY**
    - Ex LP.

32. **NEW YORK CITY**
    - Ex LP.

33. **NEW YORK CITY**
    - Ex LP.

34. **NEW YORK CITY**
    - Ex LP.

35. **NEW YORK CITY**
    - Ex LP.

36. **NEW YORK CITY**
    - Ex LP.

37. **NEW YORK CITY**
    - Ex LP.

38. **NEW YORK CITY**
    - Ex LP.

39. **NEW YORK CITY**
    - Ex LP.

40. **NEW YORK CITY**
    - Ex LP.
**Disco Merchandising Poses New Problems For Dealers**

(continued from page 7)

In the lunch time hours.

Bill Schumacher, co-owner of the Record Depot in Los Angeles, added that "radio and clubs seem to get product weeks before our customers do. Availability is one of our greatest problems. When disco consumers hear something they like, they want it immediately."

Dealers also cited the discrepancies that exist between the 12-inch single and album versions of certain songs, which anger consumers who are not able to buy the same record they heard in a club or on the radio. (In the past, for instance, artists such as Patti Brooks, Bob McGee, and James Wells have made recordings that were remixed more than once). Furthermore, several retailers reported, demand for the original disco mix has resulted in the proliferation of bootlegged 12-inch promotional records in many cases.

**Disco Millieu**

To supplement label-supplied display materials, some retailers have taken imaginative steps to create a disco milieu in their stores. One such merchandiser is Rick Kamler, general manager of Vibrations in North Miami Beach, who has constructed a special disco section encased in mirrors and highlighted by flashing colored lights.

Disco consumers are a wild group, and anything I can do as a retailer to make them feel like they're part of a scene can make them my customers for life.

"When you sell as much disco product as I do," he continued, "it's got to be something about disco's acceptance as a viable commodity. When Gloria Gaynor outsells Billy Joel, as she did here last week -- you better start thinking about devoting the proper square-footage to your disco product."

**Music Plus is another chain that redesigns the racks in its stores to accommodate disco 12-inchers and 45's. At the same time, the 12-inch single upped its catalog of 12-inch records from 60 to 100 in each store, while creating separate tubs for its disco LPs.**

"We've got to let the disco consumer know that we believe in disco, too," said Fogelman. "It's a matter of letting the public know that you can carry disco product the same as you do rock." One of the ways he accomplishes this is through an ad he runs each week in the Los Angeles Times that features the chain's best-selling disco act.

**Label Shopping To Customers**

Noting that "your personnel have to be as educated as your customers," Wendy Liggins, singles and disco coordinator for the Atlanta-based Emerald City chain, said in a store employee with the foot of the company's seven stores each day, "to get inside the shopper's head and see what they like. Then we get their readers on the turntable, and that's usually all the talking we have to do."

Motivators have cited the use of in-store play to generate excitement for disco product. Ken Dobin, record buyer for the Washington, D.C.-based Maxie Music, said it helps to familiarize the public with new artists. John London, regional director for Peaches in the midwest, has noticed that many retailers want to devote time to disco play each day without altering our image as a full-line retailer. Schumacher of Record Depot invited local area DJs to spin records in his stores on Saturdays. And, of the 20 records that Vibrations' Kamler selects each week for his personnel to play, 16-17 are usually disco-oriented.

Dealers from local radio stations, disco-oriented publications, and trade magazines have also proven to be effective merchandising aids. "You've got to keep the disco audience tends to buy whatever charts," said Cliff Pfeiffer, store manager for Boston's Music City Records. "People like to see what's happening nationally, so when something falls from the charts, it's the equivalent of yesterday's newspaper."

**Dealers Buy Ads**

Because there is a lack of co-op advertising in many areas for disco product, retailers are beginning to spend ad money themselves in a variety of ways. One avenue they've turned to is gay-oriented publications.

Bruce Godwin, manager of the Record Rack in Houston, contends that his store gains valuable exposure for its disco product through ads placed in a local gay-oriented publication. "Our store is located in an interesting location, and not too far away. We get about 25-30% of our business comes directly from the gay community," he said.

Furthermore, several retailers that advertising in publications such as The Advocate can be useful to retailers. "I firmly believe in directing your money where your potential buyers are," he explained, "and The Advocate is one paper that can help me reach them."

In contrast, Lester Temple, disco buyer for Tower Records in San Francisco, noted that the support given to his store for advertising for disco product. "Displays help you with impulse shoppers, but most disco buyers already know what they want because they've heard it in a club," he said.

**NAIRD Convention To Be Held in Boston**

NEW YORK — The National Association of Independent Record Distributors and Manufacturers (NAIRD) will hold their eighth annual convention April 6-9 at the Boston Park Plaza Hotel. The focus of the convention will be survival for the independent distributor and manufacturer in the rapidly changing record market. Five workshops will highlight the convention: On Saturday, there will be a seminar on April 7, "Artist Development" and "Catalogue Sales"; on Sunday, April 8th, "The Future of Independent Distributors," and on Monday, April 9, "Promotion and Publicity" and "TAX Strategies and Paperwork Techniques."

Another highlight of the convention will be the presentation of the Indies, conceived as the small label equivalent of the Grammies. The awards will be given not only for records, but for efforts in distribution (to be voted on by manufacturers) and efforts in manufacturing (to be voted on by distributors). Categories will include pop, rock, and specialized music.

The convention will also feature a trade show, during which manufacturers will display new releases, distributors will shop for new labels and industry suppliers may solicit new clients. The trade show area will be open on April 6 and 7, but the main activity will start on the 8th, from two to five p.m., when local retailer and radio programmers will be invited to attend.

**Arista Inks Players**

NEW YORK — Arista Records has announced the signing of the Ohio Players to an exclusive, long-term recording agreement. The band's first album for the label, "Everybody Up," is being released this month.

At the same time, Phonogram Inc. has filed suit against Arista in New York State Supreme Court to prevent Arista from releasing any product by the group, claiming the band is still contracted to Phonogram.

Phonogram contends that in April 1978, there was a new agreement between the parties granting Phonogram an additional option to extend an existing contract for one year, provided that notice was sent to the Ohio Players by Phonogram at least 30 days prior to the expiration date. Phonogram claims that it met this requirement by mailing a notice of renewal on the same reason. That in late September, the group signed with Arista.

A judge has denied that the court permanently restrain Arista from releasing any Ohio Players product and to deliver to Phonogram any master recording or copies of Players material.

**Kirshner To Co-Host Easter Seal Telethon, Top Artists To Perform** (continued from page 8)

The entertainment industry and the world know we are charitable, feeling people." Kirshner said that he was released with the response he has gotten so far from industry executives and artists contacted in connection with the telethon: "The acts know that this is not a promotional vehicle for them. They're doing it because they want to. Record label executives have been calling me for the same reason. It's all coming from the heart and I know that people will be seeing a credit roll on television during this event," Kirshner commented.

**Local, National Broadcasts**

The telephone will be broadcast nationally from KTIV in L.A. but will be seen in the Los Angeles area over KTLA. Ten minutes of the show have been set aside for local broadcasts. Woody Fraser and Ken Greenberg have been set as executive producers of the telethon with Rick Ludwin as producer.

**McCarrell Named**

(continued from page 6)

He will report to Don Dempsey, senior vice president and general manager of E/P/A. Upon his appointment, Bruce Ludvall, president of CBS Records Division, said, "Ron McCarrell has made important contributions to CBS Records in recent years. The marketing expertise he brought to Columbia Records during the past seven years will now provide additional strength to the fast-expanding E/P/A family of labels." McCarrell was formerly vice president of merchandising for the Columbia label, a post which he had held since last year. In 1977, he was named national director of merchandising for Columbia, and a year later, he was appointed director of east coast product management. Between 1972 and 1976, he had held various marketing and product management positions with Columbia.

Kirshner began his career with CBS Records as a college rep at the Long Beach campus of California State University, where he received a B.A. degree in journalism.

**ASCAP Schedules Its Membership Meeting**

NEW YORK -- ASCAP will hold its semiannual membership meeting on Wednesday, May 28, at the New York Hilton. Stanley Adams, president of ASCAP, and members of several committees of the board of directors will report to members on the organization's recent activities.

**McFADDEN & WHITEHEAD SIGN WITH PIR** — Composers/producers Gene McFadden and Philip Whitehead have signed an exclusive recording agreement with Philadelphia International Records. Pictured at the signing are (l-r): Leon Huff, vice chairman of the board of PIR; John Whitehead and Gene McFadden; and Kenneth Gamble, chairman of the board of PIR.
OCEAN GOES UNDER — Marc Kreiner, Tom Cossie and Ariola Records have mutually agreed to dissolve Ocean Records, the Kreiner/Cossie label which was to be an Ariola custom label. "I have tremendous respect for Jay Lakser," said Kreiner, "but we wanted to be non-exclusive. Ocean will dissolve and then be re-formed under another name as an offspring of MK Dance Promotions." First product from MK is slated to be "Stars" by Ullanda McCullough, which is expected to be released on an as-yet-unannounced label in about three weeks. "It's been crazy," said Kreiner, "now that we are non-exclusive, I have received a lot of calls from heads of companies who are interested." While the Ocean relationship is over, Kreiner and Cossie have indicated that they will continue their relationship with MK Dance Promotions. "MK will continue to work our disco product," says Scott Shannon, senior vice president of the label. "In the future, we may move to a regional promotion concept for the product as long as they do the job. MK will work with Jack Witherby to promote Ariola product." Recently, Ariola sent Tarquin Featherstohn from the L.A. office to set up a New York office. Both men have since left the label and is reportedly headed back to another job in L.A. while Shannon predicts that the Ariola New York office will open in April with a general manager and A&R, R&B. Top 40 and handicapped break openings. "Santana" guitar sound, tambourine, gurro and vocals by Revelation. This LP is worth checking out.

THE DOOBIE BROTHERS — What A Fool Believes — Warner Bros. WBSD 8778 — List: 3/15/76

Incredibly, rock artists who play rhythm music are looking at disco as another avenue of promotion. Such is the case with the Doobie Brothers, whose pop smash "What A Fool Believes" has been remixed by Jim Burgess for disco play. To accomplish this goal Burgess erased the percussion track, and brought in a new drummer. Mid-120 BPM pacing, steady kick drum support and the original excellence of the vocals makes this something that Top 40-oriented crowds would greatly appreciate.

DISCO BREAKS

OCEAN GOES UNDER — Marc Kreiner, Tom Cossie and Ariola Records have mutually agreed to dissolve Ocean Records, the Kreiner/Cossie label which was to be an Ariola custom label. "I have tremendous respect for Jay Lakser," said Kreiner, "but we wanted to be non-exclusive. Ocean will dissolve and then be re-formed under another name as an offspring of MK Dance Promotions." First product from MK is slated to be "Stars" by Ullanda McCullough, which is expected to be released on an as-yet-unannounced label in about three weeks. "It's been crazy," said Kreiner, "now that we are non-exclusive, I have received a lot of calls from heads of companies who are interested." While the Ocean relationship is over, Kreiner and Cossie have indicated that they will continue their relationship with MK Dance Promotions. "MK will continue to work our disco product," says Scott Shannon, senior vice president of the label. "In the future, we may move to a regional promotion concept for the product as long as they do the job. MK will work with Jack Witherby to promote Ariola product." Recently, Ariola sent Tarquin Featherstohn from the L.A. office to set up a New York office. Both men have since left the label and is reportedly headed back to another job in L.A. while Shannon predicts that the Ariola New York office will open in April with a general manager and A&R, R&B. Top 40 and handicapped break openings. "Santana" guitar sound, tambourine, gurro and vocals by Revelation. This LP is worth checking out.

THE DOOBIE BROTHERS — What A Fool Believes — Warner Bros. WBSD 8778 — List: 3/15/76

Incredibly, rock artists who play rhythm music are looking at disco as another avenue of promotion. Such is the case with the Doobie Brothers, whose pop smash "What A Fool Believes" has been remixed by Jim Burgess for disco play. To accomplish this goal Burgess erased the percussion track, and brought in a new drummer. Mid-120 BPM pacing, steady kick drum support and the original excellence of the vocals makes this something that Top 40-oriented crowds would greatly appreciate.

DISCO BREAKS

OCEAN GOES UNDER — Marc Kreiner, Tom Cossie and Ariola Records have mutually agreed to dissolve Ocean Records, the Kreiner/Cossie label which was to be an Ariola custom label. "I have tremendous respect for Jay Lakser," said Kreiner, "but we wanted to be non-exclusive. Ocean will dissolve and then be re-formed under another name as an offspring of MK Dance Promotions." First product from MK is slated to be "Stars" by Ullanda McCullough, which is expected to be released on an as-yet-unannounced label in about three weeks. "It's been crazy," said Kreiner, "now that we are non-exclusive, I have received a lot of calls from heads of companies who are interested." While the Ocean relationship is over, Kreiner and Cossie have indicated that they will continue their relationship with MK Dance Promotions. "MK will continue to work our disco product," says Scott Shannon, senior vice president of the label. "In the future, we may move to a regional promotion concept for the product as long as they do the job. MK will work with Jack Witherby to promote Ariola product." Recently, Ariola sent Tarquin Featherstohn from the L.A. office to set up a New York office. Both men have since left the label and is reportedly headed back to another job in L.A. while Shannon predicts that the Ariola New York office will open in April with a general manager and A&R, R&B. Top 40 and handicapped break openings. "Santana" guitar sound, tambourine, gurro and vocals by Revelation. This LP is worth checking out.

THE DOOBIE BROTHERS — What A Fool Believes — Warner Bros. WBSD 8778 — List: 3/15/76

Incredibly, rock artists who play rhythm music are looking at disco as another avenue of promotion. Such is the case with the Doobie Brothers, whose pop smash "What A Fool Believes" has been remixed by Jim Burgess for disco play. To accomplish this goal Burgess erased the percussion track, and brought in a new drummer. Mid-120 BPM pacing, steady kick drum support and the original excellence of the vocals makes this something that Top 40-oriented crowds would greatly appreciate.

DISCO BREAKS

OCEAN GOES UNDER — Marc Kreiner, Tom Cossie and Ariola Records have mutually agreed to dissolve Ocean Records, the Kreiner/Cossie label which was to be an Ariola custom label. "I have tremendous respect for Jay Lakser," said Kreiner, "but we wanted to be non-exclusive. Ocean will dissolve and then be re-formed under another name as an offspring of MK Dance Promotions." First product from MK is slated to be "Stars" by Ullanda McCullough, which is expected to be released on an as-yet-unannounced label in about three weeks. "It's been crazy," said Kreiner, "now that we are non-exclusive, I have received a lot of calls from heads of companies who are interested." While the Ocean relationship is over, Kreiner and Cossie have indicated that they will continue their relationship with MK Dance Promotions. "MK will continue to work our disco product," says Scott Shannon, senior vice president of the label. "In the future, we may move to a regional promotion concept for the product as long as they do the job. MK will work with Jack Witherby to promote Ariola product." Recently, Ariola sent Tarquin Featherstohn from the L.A. office to set up a New York office. Both men have since left the label and is reportedly headed back to another job in L.A. while Shannon predicts that the Ariola New York office will open in April with a general manager and A&R, R&B. Top 40 and handicapped break openings. "Santana" guitar sound, tambourine, gurro and vocals by Revelation. This LP is worth checking out.

THE DOOBIE BROTHERS — What A Fool Believes — Warner Bros. WBSD 8778 — List: 3/15/76

Incredibly, rock artists who play rhythm music are looking at disco as another avenue of promotion. Such is the case with the Doobie Brothers, whose pop smash "What A Fool Believes" has been remixed by Jim Burgess for disco play. To accomplish this goal Burgess erased the percussion track, and brought in a new drummer. Mid-120 BPM pacing, steady kick drum support and the original excellence of the vocals makes this something that Top 40-oriented crowds would greatly appreciate.

DISCO BREAKS

OCEAN GOES UNDER — Marc Kreiner, Tom Cossie and Ariola Records have mutually agreed to dissolve Ocean Records, the Kreiner/Cossie label which was to be an Ariola custom label. "I have tremendous respect for Jay Lakser," said Kreiner, "but we wanted to be non-exclusive. Ocean will dissolve and then be re-formed under another name as an offspring of MK Dance Promotions." First product from MK is slated to be "Stars" by Ullanda McCullough, which is expected to be released on an as-yet-unannounced label in about three weeks. "It's been crazy," said Kreiner, "now that we are non-exclusive, I have received a lot of calls from heads of companies who are interested." While the Ocean relationship is over, Kreiner and Cossie have indicated that they will continue their relationship with MK Dance Promotions. "MK will continue to work our disco product," says Scott Shannon, senior vice president of the label. "In the future, we may move to a regional promotion concept for the product as long as they do the job. MK will work with Jack Witherby to promote Ariola product." Recently, Ariola sent Tarquin Featherstohn from the L.A. office to set up a New York office. Both men have since left the label and is reportedly headed back to another job in L.A. while Shannon predicts that the Ariola New York office will open in April with a general manager and A&R, R&B. Top 40 and handicapped break openings. "Santana" guitar sound, tambourine, gurro and vocals by Revelation. This LP is worth checking out.

THE DOOBIE BROTHERS — What A Fool Believes — Warner Bros. WBSD 8778 — List: 3/15/76

Incredibly, rock artists who play rhythm music are looking at disco as another avenue of promotion. Such is the case with the Doobie Brothers, whose pop smash "What A Fool Believes" has been remixed by Jim Burgess for disco play. To accomplish this goal Burgess erased the percussion track, and brought in a new drummer. Mid-120 BPM pacing, steady kick drum support and the original excellence of the vocals makes this something that Top 40-oriented crowds would greatly appreciate.
HORIZON SIGNS SEAWIND

Seawind has signed with Horizon Records, which is distributed by A&M. Their first LP for the label is "Light the Light." Shown at the signing (l-r) are: group members Bud Nuanez and Bob Wilson; road manager Blue Johnson; Jerry Rey of Seawind; Dennis Turner of Ken Fritz Management; Pauline Wilson of Seawind; Gil Friesen, president of Horizon Records; group member Larry Williams; Tommy LiPuma, vice president of Horizon Records; Kim Hutchcroft of Seawind; Connie Pappas of Ken Fritz Management, and attorney Barry Menes.

ON JAZZ

After nearly 14 years, there is a change coming in the Thad Jones-Mel Lewis Orchestra. Jones has been spending considerable time in Copenhagen, studying and leading the Danish Radio Orchestra. Thad Mel Lewis now stands out front, and billing for the band will now be Mel Lewis and the Jazz Orchestra.

Jones will continue to contribute arrangements to the band and Willard Alexander will continue as the band's exclusive booking agent. The band recently signed a recording contract with Delarco Records, and its first release projected for September will be done via the digital process.

The concert season is in full swing in New York. Sarah Vaughan will be appearing in three Carnegie Hall concerts. The first will be with Mel Torme and the Gerry Mulligan band, the second with Betty Carter and Eddie Jefferson, and the final concert on March 30 with Count Basie and the Orchestra. April will find Lonnie Liston Smith & His Cosmic Echoes plus Noel Pointer at Carnegie. In a related piece of news, Joseph Papp's New York Shakespeare Festival has been presenting weekend concerts of avant garde jazz at the Public Theatre for over a year. Now some significant results are coming about via grants from NEA and the New York Council On The Arts and the organization's first corporate grant from Warner Communications. "Passion," the latest album by the late Polish violinist Zbigniew Seifert, will be released early next month on Capitol. The album is a tribute to John Coltrane. New from Inner City "Julian" by Pepper Adams with Walter Harris, George Mraz and Makaya Nishoko and "I'm Old Fashioned" by Sadao Watanabe & The Great Jazz Trio (Hank Jones, Ron Carter and Tony Williams) Long Tall Dexter Gordon heads into San Francisco's Keystone Korner next week to be followed by Randy Weston, Air and Tony Williams. Williams' new CBS album contains duo and quartet tracks with Jan Ham-

JAZZ ALBUM PICKS

LIVE IN EMEN HOLLAND — Lionel Hampton & His Giants — Timeless/Muse 303 — Producer: Wim Wixt — List: 7.98
Lionel Hampton continues to play jazz with the enthusiasm of a man half his age. His latest LP has countless examples of his own very special abilities, but on Coltrane tunes like "Moment's Notice" and "Giants Steps," he shines more than anyone might expect. The solo load is mostly Hamp's, but tenor sax man Paul Noen has several solid spots. Timeless, indeed.

SOFT & MELLOW — Herb Ellis — Concord 77 — Producer: Carl Jefferson — List: 7.98
The album is well titled, but there is plenty of inner fire in Ellis' guitar. Ross Tompkins on piano has several splendid moments in the program of seven standards and a blues. Monty Budwig on bass and Jake Hanna on drums round out the group, and their contributions are also stellar. Guitar fans will definitely go for this.

AN EVENING WITH HERBIE HANCOCK & CHICK COREA — Columbia PC 2 35653 — Producer: Hancock & Robinush — List: 13.98
Two pianos for a bit over 90 minutes is best taken a bit at a time, but these two men have accomplished some spectacular standards for any future piano duos to attempt. The final side, running more than 35 minutes, is almost 10 minutes longer than its flip side, suggesting that the sequence should have been altered. Yet, that is minor criticism, and the album will be a landmark for years to come.
Nate Gottlieb Dies
CHICAGO — (Nate) Gottlieb, vice president of D. Gottlieb & Co. and brother of the late David Gottlieb, founder of the amusement game company that grew into the late twenties to become the dominant pinball company for over 40 years. A native of Milwaukee, Wisc., he attended college at St. M. U. in Texas and in the early thirties moved to Chicago to join his brother David in the operation of D. Gottlieb & Co. The 50 year old family business was sold to Columbia Pictures Industries in 1976 with Nate continuing on in the capacity of vice president. He was survived by his wife, Irene; son Sheldon; daughters Susan Stoken and Carol Singer and nine grandchildren. Services were held at West Suburban Temple in River Forest, Ill. March 9.

Vectorbeam Taps Belam
UNION CITY, CA. — Hal Warner, marketing manager for Vectorbeam, announced this week the appointment of R. H. Belam Co., New York, as the exclusive export agent for the company's product line.

'Quite An Asset' Belam has proven to be quite an asset to Vectorbeam, Warner said, and has helped to establish Vectorbeam in the export marketplace through their exposure of 'Speed Freak', a pinball game for 'The ATE Shoe in London.' Warner stated further that a long term agreement was made between the companies.

New $1 Coin Debuts In July
by Joanne Ostrow
WASHINGTON, D.C. — Some 500 million $1 coins are being minted to be released to the public this July. The new coin is smaller than a fifty-cent piece and weighs 1.13 ounces as much as four quarters; it's two-thirds the diameter of the current $1 coin and reportedly will save the government $4.5 million per year in production costs.

In short, the Bureau of the Mint thinks it has come up with a well-designed coin in the Susan B. Anthony dollar, one that will circulate well and win favor from various vending and coin machine operators. A statement released by the Treasury noted that private industry will benefit from the new Anthony dollars due to the faster, easier handling of $1 coins as compared to $1 notes.

A statement issued by President Carter upon signing the bill to change the design of the one-dollar coin said, "I am confident this act, and the new dollar, will substantially improve our coinage system as well as cut Government coin production costs."

The President also praised the choice of suffragist Susan B. Anthony for the coin's design. Miss Anthony was an early crusader for equal rights for women and a pioneer in the drive to win the vote for women. The reversion will be a coin work which culminated in the ratification of the 19th Amendment to the Constitution in 1970.

New Dollar Coin Design

The new dollar coin authorized by Congress will be a likeness of the suffragist Susan B. Anthony. The design emblazoned of the symbolic eagle of Apollo 11 landing on the moon. Frank Gasparro, the Mint's chief engraver and sculptor, executed both the reverse and reverse designs shown on the attached picture of the galvanos of the new dollar coin.

Bally Revenues And Profits Set Records In 1978
CHICAGO — Bally Manufacturing Corp. posted record revenues, net income and earnings for share in 1978, according to an announcement by William T. O'Donnell, chairman and president.

For the year ended Dec. 31, 1978, revenues were a record $312,503,000, 28% above 1977's previous record of $244,980,000. Net income for 1978 rose 64% to a record $31,686,000 compared to $19,372,000 in 1977. Earnings per share in 1978 was $2.56, also a record, was 59% above the $1.61 registered in 1977. Revenues for the three-month period ended Dec. 31, 1978 were a record $80,771,000, an increase of 27% above the previous record $63,737,000 for the corresponding period of 1977. Net income for the 1978 fourth quarter rose 29% to $7,155,000, also a record, compared to $5,536,000 in 1977. Earnings per share for the 1978 period were a record $0.65, up 22% from $0.54 for the 1977 quarter.

Net income for the twelve-month period ended Dec. 31, 1978 includes a net foreign exchange gain of $618,000 ($0.07 per share). The corresponding period of 1977 reflects a gain of $380,000 ($0.03 per share). The fourth quarter of 1978 and 1977 reflect net gains of $709,000 ($0.09 per share) and $480,000 ($0.04 per share), respectively.

O'Donnell noted that "although we are highly gratified by the record revenues and earnings achieved in 1978, it is noteworthy that these outstanding results were achieved while Bally was allocating considerable capital and management resources to the development of new sources of revenue which will be important to the future growth of Bally."

Consumer Division

O'Donnell went on to say that "the results of Bally's Consumer Products Division were disappointing in 1978. Engineering and production problems, in addition to

Atari Inc. Introduces 'Video Pinball,' Its New 'Double Attraction' Game

SUNNYVALE — "Video Pinball," produced by Atari, Inc., brings a new dimension to coin-operated amusement games. It is a pinball game in a video cabinet, geared to appeal to both video and pinball enthusiasts and designed to accommodate the needs of virtually any type of location.

The game offers all of the attractions of a pinball playfield, such as skill shots, drop targets, bumpers, slingshots and rollers, realistically featured through the video simulation and the 3-D playfield. For added excitement, the playfield has a colorful disco theme whereby bright LED lights emphasize the score objectives and multiple game features.

In the play process, the player uses an actual pinball plunger to set the video ball into action and keeps lining with the set of side buttons that control the two sets of video flickers. To add to the realism, the player can nudge the ball in play by pushing down on the control panel and the competition becomes more intense as players try to achieve high scoring objectives for specials, extra balls, replays and bonuses.

Video Pinball accommodates one to four players and operator options include 3 or 5 ball settings, varied replay and special levels, four different coinages, different language messages displayed and more.

Atari's national sales manager, in stressing the many advantages of the unique game concept.

Further information may be obtained by contacting Atari distributors or the Atari factory at (408) 745-2500.

"Video Pinball" national sales manager, in stressing the many advantages of the unique game concept.

Further information may be obtained by contacting Atari distributors or the Atari factory at (408) 745-2500.

(Continued on page 48)
Bally Revenues And Profits Set Records In 1978

(continued from page 47)

delays in deliveries of electronic chips, resulted in lower than anticipated sales of home video products, particularly for the Christmas season. These lower sales levels, together with substantial engineering and marketing costs incurred, adversely affected net income for 1978 and the fourth quarter by $3,000,000 and $1,500,000, respectively. However,” O’Donnell added, “most of the problems in this division are now behind us.”

“For 1978,” O’Donnell said, “Bally once again experienced record revenues and earnings in its flipper pinball division where it achieved a leading position in the industry by virtue of its highly successful electronic flipper pinball machines. Other Bally divisions, especially the slot machine and Aladdin’s Castle divisions also experienced excellent gains that led to record revenues and earnings for these divisions.”

“Most importantly,” concluded O’Donnell, “the outlook for 1979 indicates the likelihood of another record year in revenues and earnings for Bally, especially with the opening of our “Park Place” Hotel and Casino in Atlantic City, which is targeted for July 1, 1979.”

Whittaker LP Is Gold

NEW YORK — “The Last Farewell,” an album by RCA artist Roger Whittaker, has been certified gold.

WILLIAMS IN MONTREAL — Laniel Automatic of Montreal, Quebec, recently sponsored a Williams’ service school which was attended by 80 Canadian operators and service technicians. The two-day session, conducted by Williams’ field engineer Bob Prinzing, was held in the Laniel premises and instruction centered on the factory’s solid state system. In the first photo, Prinzling details the inner workings of Williams games. The second photo shows Prinzling addressing one of the class sessions.

New $1 Coin Due In July; $4 Million Savings Predicted

(continued from page 47)

1920, giving nationwide suffrage to women. She’s the only American woman to be honored by a U.S. coin.

Reverse Side

The reverse side of the new dollar coin will bear an emblem of the symbolic eagle of Apollo 11 landing on the moon. (The Apollo 11 spacecraft was called “The Eagle” and made the first moon landing on July 20, 1969 — this design originally appeared on the Eisenhower dollar coin which was discontinued at the end of 1978).

Coin’s Advantages

In designing the new coin, several matters of convenience reportedly were considered. The Bureau of the Mint notes that the current copper-nickel dollar does not circulate well due mainly to its cumbersome size and weight. The Anthony dollar will be only nine percent greater in diameter than a quarter and only 43 percent heavier. That’s two-thirds the diameter and one-third the weight of the current $1 coin.

The Anthony dollar will mean a 60 percent savings in production: the current coin costs about 8 cents each to produce as compared with the new Anthony dollar which will cost three cents each to produce.

$4 Million Savings

Wear and tear on dollar notes will also be eliminated once the new dollar coins begin to displace the paper. Dollar notes must be replaced after about 18 months at a cost of 1.8 cents each. The Mint estimates the new dollar coin will last at least 15 years — a minimum tenfold service life advantage. Each coin would save over 80 percent of the production costs for the notes replaced, so the government is looking forward to a savings of over $4 million in production and replacement costs.

Retailers should also find the coin easy to handle and distinctive to the touch. Besides the size, the shape is unique; while still round, the Anthony dollar has eleven sides on the inner border on both sides.

Sky’s The Limit In Bally’s New ‘Supersonic’ Pin

CHICAGO — Bally Manufacturing Corp. announced the availability of “Supersonic,” the factory’s latest 4-player pinball machine. A supersonic transport theme is the basis for the exciting graphics and backglass art and the new model offers abundant play action accompanied by seven new “tones and tunes” to further capture the interest of the pinball player.

Supersonic’s challenging playfield allows bonus scoring of from 1,000 to 10,000 points. One-step, three-step and five-step bonus advances can be obtained through drop targets, the bonus multiplier saucer, rollers and a one to five top lane memory sequence. Completing the 1-5 top lane sequence at any time during play scores 25,000 and this sequence incorporates increasing scoring potentials which are adjustable for special. Drop targets are also adjustable for points, extra balls and special.

Free-Ball Gate

Another highlight of the game is the free-ball gate which allows for increased scoring potential.

Supersonic, with its eye-catching graphics, challenging playfield and exciting sounds, has all of the ingredients that will stimulate player interest and induce high earnings, according to Bally officials, and is currently available through the factory’s distributor network.
IN REVIEW: Following is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.

**MIDWAY 'SPACE INVADERS.'** A 1 or 2 player action packed video game, the object of play being to defend earth against 'space invaders.' A top seller. (12/23/78).

**AMERICOIN 'TUG-O-WAR.'** Nostalgic in design and play theme, the game offers the fun and flavor of an old-fashioned tug-o-war. Sound effects accompany play action. (12/23/78).

**LOWEN NSM FESTIVAL.'** A 160-selection phonograph, produced by Lowen of Germany and outstanding for its unique see-through frontal design. Merchandising features are also spotlighted. (1/6/79).

**WILLIAMS (UNITED) 'POMPEII.'** The 6-player shuffle alley, highlighted by the factory's noted electronic sound system and the advance game choice for high scoring levels. (1/13/79).

**STERN 'DRACULA.'** Dramatic graphics symbolize the legendary character for which the model is named and the challenging playfield adds to the appeal of this solid state 4-player. (2/3/79).

**GOTTLIEB 'SOLAR RIDE.'** Abundant playfield action with both a single and dual set of flippers and distinctive horsewoman graphics enhance the Gottlieb pin. (2/10/79).

**IRVING KAYE CO. 'LION'S HEAD.'** This latest coin-op pool table from Kaye is of antique styling with bronze castings and equipped with all of the features of the popular 'Silver Fox.' (2/10/79).

**AMERICAN 'ROADSTER.'** A single player driving game with authentic sound effects and visual simulations. Steering wheel, foot pedal, 4-speed stick shift, et al. (2/24/79).

**ARACHNID 'ENGLISH MARK DARTS.'** The popular game of darts is the theme and one to four can play. Game is microprocessor controlled and has built-in memory system. (2/24/79).

**EXIDE 'STAR FIRE.'** A fully enclosed cockpit and realistic airplane controls provide a total environment in this very popular space combat game. Various player control mechanisms. (3/10/79).

**WILLIAMS 'POKERINO.'** A 4-player, solid state pin game. Williams' second with a wide-body playfield. Many exciting play features including the unique captive ball. (1/6/79).

**WILLIAMS 'POKERINO.'** A 4-player, solid state pin game. Williams' second with a wide-body playfield. Many exciting play features including the unique captive ball. (1/6/79).

**ATARI 'HERCULES.'** A giant pinball machine measuring nearly seven feet long with eighteen square feet of play action and a cue-size ball. Many play highlights. (2/3/79).

**INTERMARK 'POKER MACHINE.'** The first product marketed by the newly formed company. Game theme is draw poker and each card played has its own sound accompaniment. (2/17/79).

**GREMLIN 'ALL STAR.'** This is Gremlin's latest wallgame and the theme is baseball, as illustrated in the colorfully animated design. One or two can play. (3/10/79).
Williams' Crouch Combines Marketing, Engineering Skills

CHICAGO — Ron Crouse, marketing manager at Williams Electronics, Inc., joined the company two years ago as one of the four men who made up the original in-house design team which initiated Williams' conversion to solid state and developed the factory's electronic systems. Other members of this group were Mike Stroll (president of Williams), Dave Poole and Ken Federman.

The first tests of the newly developed system were made in July of 1977. “We built five prototypes of "Grand Prix," using our electronic system, and put these out on test,” Crouse recalled. Not long thereafter Williams went into full production on “Hot Tip,” which was the factory's first product utilizing electronic control.

Subsequently, Williams sponsored a comprehensive service school program for both U.S. and foreign distributors, to help familiarize them with the new system. Crouse coordinated the schools and, along with the factory's Paul Dussault, conducted the various sessions. His background in training and electronics served him well in this project.

Before joining Williams, Crouse was affiliated with Addressograph Multigraph, where he was in charge of electronic training and also involved himself in other service related test programs for the company. “I got into this field of electronics purely by accident,” he said. Crouse studied chemistry at the University of Cincinnati, and was with Haas for four years in the Maryland area, he might have pursued this avenue. As a marine, however, he underwent electronic schooling, ultimately becoming an instructor, and, Crouse felt, gained “a great deal of valuable experience,” he noted.

Better Communication

“Crouse feels that, in his capacity as marketing manager at Williams (a post he took over in April of last year), his background allows him the added advantage of communication between the engineering department and the field, on a more technical level. He is also very much involved in promotion and advertising and was instrumental in creating the company's new advertising campaign, as well as the various promotional efforts keyed to Williams' new image. When asked about the company's future plans, Crouse indicated that the emphasis on innovation would continue. “As far as the future is concerned, the sky's the limit. We have a sophisticated, versatile electronic system that will allow us to do things that have not been done before.”

In May 1978 Williams hosted a distributors meeting in Chicago, during which the factory introduced its dual electronic sound system, its first wide-body pinball machine and its first solid state shuffle alley. “We've come a long way in two years and, actually, we've only scratched the surface,” Crouse said.

During the 1978 AMOA convention, Williams introduced the industry's first "talking" pinball machine. As Crouse explained, "talking is a natural progression from the various sounds the system reproduces. "When you have done everything you can with exotic and unique sounds, the next step is words. This is something we are working on now and will be producing in the very near future," he said.

Flash," which is Williams' newly released pinball machine, reflects what can be done with the sound system; in this case, unique pitched background sounds. This model generated an unsurpassed pre-production demand at the factory.

The company has been gaining steady momentum over the past two years, commencing with the introduction of its first solid state pinball machine and the subsequent innovations in sound and technical development introduced in the marketplace. Innovation and creativity are key words, as Crouse pointed out, and he is proud to be a part of the team that started it all. “We are, indeed, the ‘hot ones’,” Crouse added.

Chicago Chatter

With the big move completed, Game Plan, Inc. is now operating out of its new plant in suburban Addison, Illinois. The 80,000 sq. ft. facility was designed and equipped strictly for the manufacturing of electronic pinball and slot machines. As a priority item in production is the firm's newest pinball cocktail table "Star Trip," which is being very well received — much to the delight of marketing and sales VP Ken Anderson and national sales manager Steve Yorkowski. "I think sales will be another first place winner," to quote Steve. The model's electronic sounds have made quite a hit with owners and managers of cocktail lounges, he said. The system is volume controlled so that the sound can be adjusted to the environment. Crouse pointed out that incidentally Steve reminded us that Game Plan is still gearing up to release "Sharpschooter," its first upright pinball machine, in about 45 days — so, watch for it. With all this activity, marketing and sales manager Ron Crouse is a very busy man. The guys are grateful to have such a capable gal Friday as Bonnie Elchelberg on board to relieve their workload.

DATELINE DES MOINES, IOWA: Tim Higdon, formerly with Advance Automatic Sales in San Francisco, recently joined the staff of Phil Moss & Co. Tim's been in the industry about 12 years and spent most of his time working for the Seattle based Balke brothers. He is now responsible for setting up the factory's office in San Francisco. He was also on staff of World Wide Dist. here in Chicago at one time. Tom's arrival at his new post, however, was a very sad one since it coincided with the tragic death of Phil and Cory Moss and John Nix in a plane crash.

ON THE SINGLES SCENE: "Reunited" by Peaches & Herb (Polydor) is a tartalomed dance number with a very good rhythm track. It was sponsored by Beat and is a crossover hit being played on the radio stations.

This week's "Amateur Hour" on Which was a real hit and incidentally the group's "Long Time Ago" was a hit number.

EASTERN FLASHES

Shaffer Dist. is planning a gala celebration on March 29 in commemoration of its 50th year in business. Festivities will include a sit-down dinner with all the trimmings, as we learned from departed Shaffer salesman John Zadnik, who is now a share owner in the firm.

Among invited guests will be operators and friends from throughout the territory as well as manufacturers represented by Shaffer, who'll be coming in for the occasion and, we understand may have a surprise for the audience.

SPOKE WITH Pat Blotta of Blotta Dist. — Nework and got the good word that "business has picked up considerably." The distro has done exceptionally well, he said, with Game Plan's "Pokerino" and "Frogs" going over like hot cakes.

Crouse indicated that Williams has not done anything for "Star Trip" model, which has electronic sound. Pat's also optimistic about another follow-up piece — namely, Vectorbeam's "Speed Freak" which is expected to arrive soon.

BEHIND THE SCENES: Williams European Coin Machine Trade Show, which is currently underway in the Statler Hilton Hotel, a fact that has not been publicized. Out of town, however, there has been booked and the show is really shaping up. Ben was due back in his office last week after a quickie promo trip to Chicago.

THERE'S A FEELING OF SPRING in the air at Northern Star-Albany, judging from the surge in business the past couple of weeks — and Sid Gordon couldn't be happier about it. His big sellers include Williams' "Phoenix," "Pokerino" and the "Pompeii" shuffler. Gremlin's "Frogs" and Micor's "Lucky Drawer" are also doing well, with the success with the fold up "Star Trip" model, which has electronic sound.

Another Amuse-It is a "Sleeper" game which has not been doing all that well up to this point. Out of town, however, The company is looking into ways to upgrade this model and make it more saleable. Pat Crouse, the company's sales manager, is also looking at the possibility of replacing the fold up "Star Trip" model, which has electronic sound.

"Pokerino" and "Frogs" are key words in the industry these days, according to Pat Crouse, the company's sales manager, who is also looking at the possibility of replacing the fold up "Star Trip" model, which has electronic sound.

CALIFORNIA CLIPPINGS

Hot on the heels of the fantastically successful Superman movie comes "Superman" the pinball from Atari. In order to familiarize the trade with the many technical innovations of the company, it was decided to make the move from "Cosmic Avenger" to "Pokerino" and "Frogs" a slow one, on a trial basis, in order to enhance reliability and player appeal. This one should be as big a hit in the cash box as it is at the box office. Also, look for some creative cross merchandising from the folks at Warner Communications, Inc.

ANOTHER ATARI GAME, "Football," was the subject of a recent service school at Portale Automatic Sales in San Francisco. The sessions were well attended, according to the district's Jerry Monday, who added that the game continues to fantastically well.

"NOW THAT THE NEW DOLLAR COIN is slated for introduction July 1", what will be the impact on the coin business? According to Andy Moss of Andy Moss Coin, who is a leading authority on the new coin, the market will still continue to be very well received, as the new coin begins circulation.

SCHOOL IN SESSION — Midway's service manager Andy Dacy was pictured conducting a service school in Antwerp, Belgium, before a class of 22 students representing 8 different countries. This particular session, which focused on Midway's "Rotation VIII" table, is part of a series of European schools sponsored by the factory from Jan. 29 through Feb. 10. The entire program, which encompassed instruction on the various Midway products, test equipment, et al, was very well received, according to Dacy, who is shown above conducting one of the sessions.

1979 Industry Calendar

Mar 30-Apr. 1, Florida Amusement Merchandising Assn., annual conv., trade show, Marriott Inn, Orlando.
Apr. 6-8, NAMA Western Convention, BEST WESTERN Inn, Las Vegas, Nev.
May 4-6, International Coin Machine Trade Show, Statler Hilton Hotel, New York.
May 11-12, Ohio Music & Amuse Assn., annual conv., Columbus Hilton Inn, Columbus.
May 16-18, Missouri & Kansas Amusement Assn., annual conv., Stevensville Country Club, Swan Lake, N.Y.
June 7-9, Music Operators of Texas, annual conv., Marriott Motor Inn, Austin.
June 14-17, Illinois Coin Machine Operators Assn., annual conv., West Port Sheraton, St. Louis, Mo.
Oct. 25-28, NAMA national conv., McCormick Place, Chicago.
Nov. 9-11, AMOA international exposition, Conrad Hilton Hotel, Chicago.
Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.

50
Cash Box/March 24, 1979
Break the profit barrier with Bally SUPERSOニック
4-player electronic pinball

SUPER SOUND PACKAGE
increases "in-flight" excitement with 7 new flight oriented tones & tunes

STRATOSPHERIC SCORING FEATURES
5 Top Rollover Lanes & 3 Side Targets. Popular Free-Ball Gate, Bonus Multiplier Saucer, Jetstream & Bonus Star Rollovers and Drop Targets

SUPERCHARGED ULTRAVIOLET BACKGLASS
commands attention with new patented artwork process

SOARING PROFIT OPTIONS
Liberal/conservative settings. 3- or 5-ball play convertible to acid-a-ball

PLUS ALL THE THINGS THAT MAKE BALLY FIRST IN PINBALL
Patented Memory & Recall System. Automatic testing switch. Low maintenance. 100% solid-state reliability

Bally makes the games people play.

BALLY MANUFACTURING CORPORATION
2640 W. Belmont, Chicago, IL 60618
312/287-8060
Classified Ads Close WEDNESDAY

COIN MACHINES WANTED

WANTED: Complete antique slot machines, pinball machines, etc. Icard standees, bingos and all type. Seeburg, Williams, 2008, 1975, 1965, 1958, etc. Only $295. 52x. 610 756-3952.

IN THIS ISSUE:

- WANTED: Console antique slot machines, winterbooks. Livingston: Williams, Arrow, Watling, Bally, etc. For sale: All coin machines. Contact: Advertiser. The fastest and most dependable service in the world.
- FOR SALE: Used and restored Coin-Op machines with complete schematics! CAL'S COIN COLLEGE, P.O. Box 810, Elmhurst, IL 60126. Tel: (212) 898-1628.
- WANTED: Maryland super wild for Lets. Call 703-903-4570.
- WANTED: Old Timer parts for sale. "76" and "73". Call 400-600-4277.
- WANTED: 52x. 1975 76, 1980 81. Call 75x.
- WANTED: British parts. Call 71x.
- WANTED: Parts, games, etc. Call 71x.
- WANTED: Information on legalization of games. Call 52x. 153x.
- WANTED: Echo Parts. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
- WANTED: Parts for any pinball machine. Call 74x.
There has been some speculation in New York as to whether or not Ray Barretto, in fact, plans to re-form a Latin band; and as people continue to ponder the question, Ray, being Ray, is being careful not to make any snap decisions.

His immediate plan is to record a Latin album for Fania, but this project will not be until sometime in April. In the meantime, he will continue to accept work in clubs geared to jazz and fusion/jazz audiences. Upon completion of the album for Fania, he will decide on whether or not he wants to form a Latin band as a day to day working organization.

In the past, Ray was emphatic about staying away from Latin gigs while he was attempting to set a new musical course for himself. He felt it would confuse both audiences too much if he played a Latin date one night and a jazz date the next. However, in retrospect, he now feels that perhaps he can work in both musical areas, and have more fun while he is at it.

He has no plans in the immediate future to record another American album. However, several companies have expressed interest in recording Ray without his participation and with his present band, and he will continue to pursue a career in American music whenever possible.

At the present time, Ray’s biggest concern is an injury he suffered several months ago in a boxing match in his right hand. The pain that was so prevalent once the cast was removed from his arm has been somewhat alleviated as a result of acupuncture treatment he has been receiving. Following a two-week engagement in New York, he will lay low for the rest of the month, then perhaps try the Los Angeles market in March.

Fania Records has announced that Lola Flores and two daughters Lola and Carmen Flores will appear at the Felt Forum in Madison Square Garden in New York April 8. The name of the concert will be entitled Contrato De Las Flores. It will be the first time the Flores family have performed together.

Young Mexican superstar Pedrito Fernandez has been breaking all records over the past few months. The Latin critics, Caytronics, have been on top of all the charts for two months. Not bad for an 8-year-old super star.

Salsa’s Latin Fever will have a feature scene in the film “Night of the Juggler,” which stars James Brolin and Cliff Gorman. Filmed on the streets of New York, Joe Papp gave his OK to shoot the band, popping for dancing at the Delacorte Theatre in Central Park. Also, Latin actress Julie Carmen plays a key role as the Puerto Rican girlfriend in the film.

ray terrace

Cuban Music Can Not Sell In U.S.,
Says Fania President Jerry Masucci

by Ken Terry

NEW YORK — In the wake of the recent Havana Jam, Jerry Masucci, president of Fania Records, observed that the festival had helped to “open the door to American music” in Cuba. However, he also noted that the U.S. Latin audience will not automatically accept Cuban music.

Although the instrumentation of many Cuban and salsa groups is basically the same, Masucci explained, the rhythms and style of Cuban music are very different from those of salsa. Partly because of the 20-year gap in communications between musicians in Cuba and those in the U.S., they have evolved in different directions, said Masucci. And, as it happens, Puerto Ricans and other Americans of Latin descent just aren’t used to the Cuban sound.

There is also another bar to the acceptance of Cuban music here. While the whole point of Havana Jam was the idea that music transcends politics, many in Miami’s large Cuban community oppose the mere presence in the U.S. of groups who have changed their native culture under Castro’s regime. Those who feel this way will not be inclined to buy albums by Iraqui or any other group from the island.

Because Iraqui’s debut album is aimed at the entire record marketplace, Masucci feels that its fate may serve as a test for the potential of other Cuban records here. However, he recognizes that Iraqui, with its progressive jazz affinity, is not a typical Cuban group. Other Cuban albums which Fania has licensed from Egrem, the Cuban recording agency, may therefore serve as a better test, at least in the Latin market.

Among the groups whose records have been licensed by Fania are Orquesta Aragon, Originales de Manzanillo, Ruido Orientale, Beny More, Chapotin, Grupo Manguare, Los Compadres, and Enrique Jordan. Although the Orquesta Aragon album, released here in December, has not done too well so far, Masucci said he may be interested in releasing the recording of their Avery Fisher Hall date, if Columbia passes on it.

If none of the licensed Egrem albums becomes a hit, Masucci has an alternative plan. He will go down to Cuba with salsa producers who will try to get a commercially palatable sound from the Cuban musicians.

For now, Masucci concluded, “everything they’re giving us is a question mark. We’ll have to see if the average Latin consumer will buy it.”

www.americanradiohistory.com
Canadian Industry Symposium Slated For May In Toronto

by Kirk LaPointe

TORONTO — A music industry symposium to be held under the auspices of the Canadian Recording Industry Association (CRIA), the Canadian Academy of Recording Arts and Sciences (CARAS) and the Canadian Independent Record Producers Association (CIRPA), has been planned for May 2-6 at the Park Plaza Hotel in Toronto.

The five-day industry gathering, the first to be co-operatively staged by the three organizations, will be divided into a three-day lecture and workshop series covering marketing, promotion, artist management, agent/promoter problems, entertainment law and publishing concerns, plus a two-day in-studio workshop, which will deal with recording and mixing techniques, discussions on arranging, pre-production and post-production.

Bob Morton, president of CIRPA, and chairman of Symposium '79, says the five-day event will be the first of its kind in Canada. "This is a critical step in the development of our own symposiums before we are looking at this meeting as being the first of many more all-encompassing, industry meetings. Although Morton says he has been in a position to confirm guest speakers at the symposium, he is expected that leading Canadian and American industry representatives will be brought in to discuss such divergent topics as independent record label financing, talent acquisition, tour arrangement and sound engineering.

Learning Experience

"More than anything else," Morton said, "it is important that this symposium be a learning experience for all involved." For that reason, attendance将会 be limited to 125 people. "In the CIRPA gatherings, we've found that everyone involved prefers the intimate atmosphere. When we made a pitch to CRIA and CARAS, they also indicated they preferred on-one-on discussions rather than lecture-type sessions."

Registration forms are being made available this week, and are being offered first to CIRPA, CRIA and CARAS members. Five-day tickets are $275 for members, $325 for non-members. Lecture tickets, for the first two days of the event, are $40 for members and $210 for non-members. The two-day workshops for recording, which will be held at Sounds Interchange and one other Toronto recording studio, will be $120 for members, $140 for non-members. While membership to the three organizations far exceeds the supply of tickets, Morton hopes that newcomers and non-industry members will take part in the gathering. "It's almost impossible for anyone to step into the industry and do a good job. We hope that this symposium will act as a training ground for people wanting to be a part of the music industry."

Depending on the success of the May meeting, Morton has stated that the symposium will be held at least once a year in the future. "It's really essential that some exchange of expertise take place, if the Canadian industry is to really grow in coming years," he says.

At similar symposiums in past years, such notable speakers as Pye Records producer Bob Ezrin, Bay City Rollers manager Sid Bernstein, and songwriter-arranger Charlie Calvert have taken part in discussions of international music industry practices with Canadian participants.

Morton says the gathering will be financed by registration fees to break even. He says a tentative deadline for registration has been set for mid-April. Morton expects to have announced speaker guest speaker confirmations.

JPPRA Re-Elects Watanabe Pres.

TOKYO — Japan Phonograph Recording Association (JPPRA) has re-elected Saburo Watanabe as its president at the association's main office in Tokyo. At the same meeting, Shyockin Nametaka was re-named as managing director of JPPRA.

Besides these appointments, the business plan for 1979 and the budget for the year were also discussed at the meeting.

INTERNATIONAL BESTSELLERS

(continued on page 55)
CASH

INTERNATIONAL DATALINE (continued from page 54)
appearances on TV here. Denver will make both TV and concert appearances while in Germany.

Tina Turner will tour Germany and all of Europe, starting out with a visit to Bremen for an appearance on Mike Leckebusch's popular TV show, "Musikladen," which has become a program that has been instrumental in breaking many acts in Germany. Disco group the Village People got their break with the single "Y.M.C.A." on "Musikladen" and have since sold more than a million copies in Europe alone. The Village People are scheduled to premiere their new single, "The Player," during "Musikladen" on March 22, by special arrangement with Metronome Records.

The Lovin' Spoonful's John Fred Augustin

Canada

TORONTO — Toronto Tour appearances by Rod Stewart and Yes are currently being lined up, with the concert scene coming alive again after a months-long drought. The new Max Webster album is being shipped by Capitol, called, "A Million Vacations.

Two television shows are in the works for Canadian TV next year with heavy rock content. One is a CBC show called Canadian Gold, sponsored by the television company of Global. Both will be shopping for high quality videoscapes from record companies. Indeed, some already have plucked some, hoarding them away for the potential market. Surprisingly, the CRTC (the governmental regulatory body for Canadian broadcasting) chastised the CTV and Global two weeks ago for failing to produce qualitative Canadian programming. Now, some want to show more American stars on the tube... Campus radio stations in Toronto are likely heading towards a cooperative venture to obtain a medium power FM license in this city by 1981.

Capitol-EMI hosted a party for Lone Star in this city to announce the release of "Baldry's Out," the veteran British songwriter's new disc. Red Ryder, who is currently the new Capital Canada intimate Top Ten LP artist, is on tour in Europe

TORONTO — Top Ten LPs in Canada, according to an estimated 20 million viewers, was blacked out March 8 due to an industrial dispute. The walkout involved 200 BBC-TV outside broadcast technicians who held all work on the contest because of the suspension of a BBC rigger who had been involved in a fight with a BBC executive a week ago. An outside broadcast crew member said: "We have all come out in sympathy over the unfair dismissal of one of our colleagues.

The cancellation of the Song For Europe contest, the show to select Britain's entry for the Eurovision Song Contest in Jerusalem on March 31st, came just two hours before the show was due to be screened from the Albert Hall. Singers and musicians were gathering on stage for final rehearsals when the crew walked out.

The song for the Eurovision contest was still picked however from the 12 entries. All entries were played on tape to judges in 14 BBC regional studios. The winning song came from a relatively unknown group from Yorkshire called Black Lace with a song entitled "Mary Anne," written by Peter Morris.

The cancellation of the telecast is estimated to have cost the BBC £50,000 pounds (100,000 dollars). The show was to be hosted by disc jockey Terry Wogan.

Jan. Sales Down In Japan Market

TOkyo — The total record and tape sales in Japan were substantially down for the month of January, according to the Japan Phonograph Record Association. The sales decrease could generally be attributed to the lull in the after sales of the holiday season, but the January record sales for this year were also significantly down from January 1978 sales.

$62 Million Gross

The Japanese record industry overall in January grossed $62 million, which was down 33% from the previous month's sales total and also down 11% from January 1978.

The sales of tapes were down by 30% from December. But due to the operation of increased popularity of tapes in Japan, sales were up by 11% over the January 1978 figure. The January 1978 sales total was $28 million.

INTERNATIONAL BESTSELLERS

France

Top Ten LPs

1. Le Freak — Chic — RCA
2. Tonton Mayonnase — Stephane Colin — Barclay
3. Born To Be Alive — Patrick Hernandez — CBS
4. Da Ya Think I'm Sexy — Rod Stewart — WEA
5. John Lennon — "Imagine" — Capitol
7. Starmania — Michel Berger — WEA
8. Papa Mama — Atari Souchon — RCA
9. Dire Straits — Dire Straits — Phonogram
10. Jazz — Queen — Polydor

Europe

1. L'Ecole De La Musique Souelle — Francois Hardy — Polydor

Canada

Top Ten LPs

1. Da Ya Think I'm Sexy — Rod Stewart — Warner Bros.
2. Y.M.C.A. — Village People — Casablanca
3. Tragedy — B Guesses — RCA
4. Le Freak — Chic — Chrysalis
5. Roogie Woogie Dancin' Shoes — Claudia Barry — London
6. Raspoutine — Boney M — Atlantic
7. Fire — Pointer Sisters — Planet
8. Too Much Heaven — Bee Gees — RSO
9. Over The Rainbow — Peter Capaldi — Polydor
10. A Little More Love — More O'Neall — RCA

Italy

Top Ten LPs

1. Tragedy — Bee Gees — RSO
2. Born To Be Alive — Patrick Hernandez — Aquarius
3. Mi Scappa La Pipa — Papa — Popolo Franco — Cotrex
4. Too Much Heaven — Bee Gees — RSO
5. Le Freak — Chic — Atlantic
6. E Tu Come Stati? — Claudio Baglioni — CBS
7. Goldlake — Actarus — Fonit Cetra
8. Ma Come Fanno I Marziali — Francesco De Gregori — Lucio Dalla
10. Io Canto — Riccardo Cocciante — RCA

WEA Australia Honors Rod — Rod Stewart was recently awarded a double platinum album by WEA Australia for sales in excess of 100,000 units of "Blondes Have More Fun" and "Stewart was also awarded for two of his other albums, "Foot Loose And Fancy Free" and "Atlantic Crossing." The veteran rock singer was in Australia for a concert tour. Pictured (r-l) at a reception held in his honor are: Paul M. Turner, managing director, WEA Australia, Stewart and Peter Inko, product marketing manager, WEA Australia.

BROOKS MEETS GRACE JONES — During a recent taping of the "Downright Disco" program in Canada, RCA Canada recording artist Alma Faye Brooks (l) chatted and posed with Island disco singer Grace Jones.

Cash Box/March 24, 1979 www.americanradiohistory.com
THE DISEASE YOU CAN'T SEE.

THE COMMITMENT YOU CAN.

Leukemia, the invisible problem.
You can't see cancer of the blood on the outside. But it usually looks like a killer on the inside. It can appear at almost any time, at virtually any age. But tragically, it's most likely to strike the same demographic group that buys the records and tapes we sell.

The Foundation, the visible solution.
(The Music Business Charity.)
Today, the leukemia fight is at the very fore-front of all cancer research. And today, The T.J. Martell Memorial Foundation For Leukemia Research is THE music business charity. The only such organization totally supported by our own contributions.

A visible return on the donated dollar.
The money we raise to support The Foundation goes right to the fight. Through the generosity of industry-donated services—and the efficiency of Foundation-run solicitation—total fund raising costs are held to 3%. No other national charity performs so effectively.

A visibly-dedicated research staff.
Based in New York’s Mt. Sinai Medical Center, the Foundation fight is led by Dr. James F. Holland—one of the nation’s leading leukemia specialists. His staff of cancer research pioneers includes several internationally-recognized authorities in the field.

Since its opening dedication in 1976, this hard working medical/scientific/technological team has made incredible strides through chemoinmunotherapy—treating leukemia with experimental drugs in a germ-free environment.
A visible investment in the hardware of hope.
The Foundation’s fight continues with the development and deployment of state-of-the-science equipment. Cell-growth incubators and centrifuges. Microscopes in the lab that look up instead of down. The laminar airflow room (an ultra-sterile “bubble” chamber). Examples as expensive to operate as to plan for and purchase.

The commitment and the hope continues...
With your help, for The Foundation’s fight is our fight. The fight against leukemia.
Convention Set For Alta Distributing

LOS ANGELES — Alta Distributing Company will be holding its annual convention at the new La Posada Resort in Scottsdale, Arizona from Sept. 13-15 this year. The meeting is planned to center around new sales and merchandising presentations, combining all personnel from both the Phoenix and Salt Lake City branches. Additionally, manufacturers will be making presentations and top name artists are set to perform. A Mexican fiesta and a moonlight barbecue are also included in the highlights. Reservations can be made through Marsh Petersen, sales manager, at the La Posada Resort, 4949 East Lincoln Drive, Scottsdale, Arizona 85263. The telephone number is (602) 952-0420.

Marketing Push For Child And Rouge Tour

LOS ANGELES — Capitol Records, in support of Desmond Child and Rouge’s forthcoming tour of the U.S., scheduled to last four weeks, has drawn up a major marketing campaign. Banners, posters, in-store displays and other surprises are but some of the features of the program, with a video tape of the group performing its single, “Our Love Is Insane” and “West Side Pow Wow” being made available to retail accounts. Heavy radio buys as well as cooperative advertising will also be utilized in areas coordinated with the group’s appearances.

Heavy Advertising

High trade visibility is expected with a series of four-color ads set to run over the next three months accompanied by heavy advertising in the tip-sheets. Advertising in national consumer publications is also planned.

Sammy Davis, Jr., and Frank G. W. Fareed, Sander, N. P. M. (SANDER), have been named as coordinators of the National Record Service’s special promotion, “Hold That Tune.”

NARM Ships ‘78 Ind. Index, Starts Library Service

NEW YORK — NARM has shipped its 1978 Recording Industry Index, which indexes over 3,000 articles relating to the record industry.

In addition, NARM has compiled a library of the key issue of every magazine listed in the 1977 and 1978 Index. Those publications include Cash Box, Billboard, Music Retailer, Record World, and Variety.

NARM also has obtained copyright permission from each of the publications, allowing NARM to send a copy of any article listed in the Index on request. The service will be provided by NARM free of charge upon request.

The 1978 index, which was compiled by Jeff Ray, former researcher for Cash Box, has been shipped free of charge to all NARM members. Copies of the 1977 or 1978 Index are available for $20 or each or $30 or collected before July 1, 1979 for the set. For those from Recording Industry Index, NARM, 1060 King’s Highway North, Suite 200, Cherry Hill, N.J. 08034. Any comments or suggestions regarding the index should be forwarded to the attention of David Grossman at NARM.

Campaign Set For New Hush Album

LOS ANGELES — ASI Records has planned a major market/promotion campaign in support of the release of the debut LP by the group Hush. The San Jose-based band has already embarked on a nationwide tour in support of the album and the label will be coordinating each date of the tour with merchandising displays, local promotions, in-store tie-ins and a series of contests in a variety of markets.

Hush Single

Additionally, ASI has released a single from the album, entitled “Who Holds The Light.”

Pan Sets Easter Promo

NEW YORK — Peter Pan Records has announced a promotion campaign for Easter entitled: “A Happy Easter Is Peter Pan Children’s Records.” There are 12 titles available as “little LPs” that retail for $7.98 each; 12 for the 7” book and record sets retailing for $1.95, and 12” that retail for $2.98.

Floor display boxes featuring the Easter theme will also be available.

SINGLES BREAKOUTS

New England-“T.S.S.-New York” Single

Bob Welch-“New England” Single

George Harrison-“T.S.S.” Single

Village People-“Can’t Stop The Music” Single

Desolation Angels—Bad Company—Swan Song

TOP SINGLE BREAKOUT OF THE WEEK

IN THE NAVY — VILLAGE PEOPLE — CASABLANCA

TOP ALBUM BREAKOUT OF THE WEEK

DESOPTION ANGELS — BAD COMPANY — SWAN SONG

www.americanradiohistory.com
Henderson Combines Productions And Artist Approaches In One Career

kind of records they wanted. That wasn't what they wanted. And if you produce an album that's an act from the ground up, I decided to produce unknown groups. I like creating breakthroughs.

While Henderson stressed that the technical stigma to jazz must be removed, he does not shirk a precision approach to music.

Communication Is The Key

"To be a good producer you take knowledge of all the forms of music from symphonic to classical and even opera. In the studio with musicians, my goal is to see that they can hear that the player can read music easily, my instructions will be technical and precise. If the player can't handle that, then I show him what I want. The key is communication."

Henderson describes the At Home "sound" as "R&B pop or superfusion." Although the influences are clearly rooted in jazz and funk, Henderson's solution is a unique approach which emphasizes a mixing of verbal and musical elements in such a way that neither overpowers the other.

"I understand that the verbal statement is the easiest music for anyone to communicate. If someone provides every instrument, the listener may not know what they are communicating. But words have simple phrasing and a ground in the music. They can be a symbol as president of the MusicDen retail playing with the need for communications.

Well aware of the recent impact of disco,

Cap-EMI Sets N. Amer. Operations

Canada and reports directly to Menon, who is named vice president of international for the Capito1/EMI America/United Artists Records Group, who will report to Zimmerman.

Divisions Overhauled

Also included under the latest restructuring of the company, the production division and retail music group, as well as EMI-EMI's recording studios, pressing plants and distribution facilities. Verney has been named president, magnetic products division of Capito1/EMI Records in addition to his current s-t as a major division of the MusicDen retail operation.

David Lawhon, who was named president of Capito1/EMI Records' technical resources & manufacturing division, will oversee the technical development, manufacturing and distribution divisions, and the recording studios.

The music publishing wing, Screen Gems-EMI Music Inc., remains the responsibility of Lester Still.

Besides Zimmerman, Khoury, Lawhon and Steel, Mott Johnson, reporting to Zimmerman, adds that Capito1/EMI has an "active and independent approach," as well as explore interesting rhythms. To balance the sound, he uses "vocal cushioning, and make the music and make it more accessible.

More than three years ago, Henderson left The Crusaders and released solo LPs on ABC and Mercury, in addition to pursuing producing a wide range of other artists. At the time, Henderson was a new album by Ramsey Lewis which features Wayne Henderson production on three songs. Based on the success of this album, according to Henderson, is a collection of influences from classical to jazz, rock and funk.

Other current projects for Henderson include producing an album for Father's Children on Mercury and a new LP by Billy Childs in the punk rock genre.

WCI Gives $1 Million For NYU Film Center

NEW YORK — A grant of $1 million has been awarded to New York University by Warner Communications Inc. as a major contribution toward the creation of a modern center for communications studies for the university's School of the Arts. The School of the Arts and the Warner Communications Center, will become a permanent home for the school's Institute of Film and Television, which also offers graduate studies. The $1 million gift, which will accommodate 1,250 students, is expected to cost $3.5 million. A new building for the center will be a theater, whose dedication will be held in March.
HAVANA JAM — American and Cuban artists played before SRO crowds at the 5,000 seat Karl Marx Theater in Havana, Cuba March 2-4. The musically and diplomatically significant event was the result of year-long efforts by Bruce Lundvall, president, CBS Records Division. Through the assistance of Jerry Masucci, president of Fania Records, Lundvall was able to contact Cuban governmental and cultural officials. Lundvall and Masucci made a series of trips to Cuba to develop plans for the festival. Bill Freston, executive assistant to Lundvall, acted as chief coordinator of the event. Pictured (l-r) are: Stan Getz welcomed by Lundvall; the marquee outside the theater; Stephen Stills, and Billy Joel.

BATTLE OF THE BANDS — The mood was anything but combative as the CBS Jazz All Stars and the Cuban group Irakere entertained the eager audience. Pictured (l-r) are: Dex Gordon, Percy Heath, Jimmy Heath, Stan Getz, Arthur Blythe and Hubert Laws of the CBS All Stars; and members of Irakere which has its debut American release on Columbia.

ROCK, FUSION AND CUBAN — Rita Coolidge, who records with A&M was the only non-Columbia artist from U.S. to perform. Pictured (l-r) are: Coolidge and Kris Kristofferson; Weather Report which opened the festival; and a featured soloist from the Cuban group, Tata Guines.

A TOAST TO THE TRANSCENDENCE OF MUSIC — Despite official and unofficial differences between Americans and Cubans, participants in the Havana Jam easily reached the conclusion that peoples of all persuasions like good music. Pictured (l-r) are: Lundvall; Julio Garcia Espinosa, chief assistant to the vice minister of culture; an unidentified Cuban official; Masucci; the Fania All Stars; and Jaco Pastorius, John McLaughlin and Tony Williams who comprised the CBS Jazz Fusion Trio.
<table>
<thead>
<tr>
<th>Week of</th>
<th>No. 1 Song</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/10</td>
<td>&quot;If You Knew Suzi...&quot;</td>
<td>Suzi Quatro</td>
<td>Epic</td>
</tr>
<tr>
<td></td>
<td>&quot;Tyranny&quot;</td>
<td>McCartney, Linda</td>
<td>Capitol</td>
</tr>
<tr>
<td></td>
<td>&quot;Money Money Money&quot;</td>
<td>ABBA</td>
<td>ABKCO</td>
</tr>
<tr>
<td>3/17</td>
<td>&quot; Sanctuary&quot;</td>
<td>Wings</td>
<td>Apple</td>
</tr>
<tr>
<td></td>
<td>&quot;You Just Don't Understand&quot;</td>
<td>Carole King</td>
<td>Casablanca</td>
</tr>
<tr>
<td>3/24</td>
<td>&quot;Take Good Care&quot;</td>
<td>Dad, the</td>
<td>Liberty</td>
</tr>
<tr>
<td></td>
<td>&quot;We're All Right&quot;</td>
<td>Ramblin' Jack</td>
<td>Epic</td>
</tr>
<tr>
<td>4/7</td>
<td>&quot;Sooner or Later&quot;</td>
<td>Randy West</td>
<td>Capitol</td>
</tr>
<tr>
<td></td>
<td>&quot;Sunbeams&quot;</td>
<td>The Rolling Stones</td>
<td>Decca</td>
</tr>
<tr>
<td>4/14</td>
<td>&quot;The Replacements&quot;</td>
<td>Paul McCartney</td>
<td>Apple</td>
</tr>
<tr>
<td></td>
<td>&quot;Do Wah Diddy Diddy&quot;</td>
<td>Manfred Mann</td>
<td>Paragon</td>
</tr>
<tr>
<td>4/21</td>
<td>&quot;Let's Stay Together&quot;</td>
<td>Gladys Knight</td>
<td>Atlantic</td>
</tr>
<tr>
<td></td>
<td>&quot;American Woman&quot;</td>
<td>Winds of Change</td>
<td>Liberty</td>
</tr>
<tr>
<td>4/28</td>
<td>&quot;Hey Jude&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td></td>
<td>&quot;Love Is Here and Now&quot;</td>
<td>Barry Manilow</td>
<td>A&amp;M</td>
</tr>
<tr>
<td>5/5</td>
<td>&quot;Help!&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td></td>
<td>&quot;Blue Suede Shoes&quot;</td>
<td>Elvis Presley</td>
<td>Tiger</td>
</tr>
<tr>
<td>5/12</td>
<td>&quot;As Good As The First Time&quot;</td>
<td>The Rolling Stones</td>
<td>Decca</td>
</tr>
<tr>
<td></td>
<td>&quot;I'm a Believer&quot;</td>
<td>The Monkees</td>
<td>Atlantic</td>
</tr>
<tr>
<td>5/19</td>
<td>&quot;Here Comes the Sun&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td></td>
<td>&quot;The Night We Called It A Day&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>5/26</td>
<td>&quot;This Is My Song&quot;</td>
<td>The Who</td>
<td>Decca</td>
</tr>
<tr>
<td></td>
<td>&quot;The Man Who Sold the World&quot;</td>
<td>Elton John</td>
<td>Jet</td>
</tr>
</tbody>
</table>

**March 4, 1979**
Special Delivery!

"They're Playing Our Song"

Tony Orlando delivers the hit title song from the Hot Neil Simon, Marvin Hamlisch, Carole Bayer Sager new Broadway play They're Playing Our Song

Watch for Tony Orlando's new album "I've Got Rhythm" coming soon on Casablanca Record and FilmWorks

Produced by Hank Medress and Dave Appell

www.americanradiohistory.com
A NEW MUSICAL FORCE
From Randy Bachman
And Tom Sparks
Produced by Randy Bachman

SWEET LUI-LOUISE
The Hot New Single From
IRONHORSE

SCOTTI BROTHERS RECORDS & TAPES
DISTRIBUTED BY ATLANTIC RECORDS