Evelyn "Champagne" King
HEATWAVE'S "HOT PROPERTY." HEATWAVE'S NEW ALBUM FEATURES THE SINGLE "EYEBALLIN'." IT'S ABSOLUTELY GUARANTEED TO FIRE YOU UP ON EPIC RECORDS AND TAPES.

Produced by Phil Ramone Arrangements by Russ Hamm and The Carr Company

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Letters To The Editor

Self-Service Retailing

Dear Editor:

Your "Wanted Self-Starters" editorial was right on the money. Although I'm in the business, I frequently buy records and for the most part find store clerks to be uninformative and with an "it could care less" attitude. Of course, there are many others who do care and continually persuade customers to buy new records because the clerk says they're good. It's aggravating as hell to ask a store clerk a question and know right away they should be the shoe business. I wonder why management is stupid enough to hire these people in the first place. Once and for all, let's rid this great business of people who don't care.

Jon Scott

Vice President, Special Projects
Capricorn Records

Dear Editor:

Regarding your editorial of 5-12 ("Wanted Self-Starters"), you can't expect the same care... to keep selling a boxed out product; a video, once record buying (and listening) is a matter of Personal Taste, you don't have the right to tell 'em what to dig, do? If sh were to disrupt my customers' right to browse in peace, the shop'd be empty of folks in no time.

Andy Simmons

Sun Music

Amherst, Ma.

Promotion Overkill

Dear Editor:

With regard to your editorial of May 19th. As a member of the record community in a time of massive unemployment amongst our numbers, your piece shows intentionally disregard of the facts about promotion as well as offsetting certain attitudes that may be sweet of you to be so concerned about the fragility similarities of programming personal but there are many areas in which you are completely off base. Here are a few:

1. The suggestion that six people from six varying corners of the industry (promotion, management, publishers, etc) put together to communicate and plan strategy is logically impossible, and your comment that we should all choose a role representative to talk to each station is ridiculous. Despite your statement that you are not advocating elimination of promotional force, that is just the kind of thinking that sold out all of us right out of business... particularly independent promotion men who are a viable and valuable adjunct to many compan... own efforts.

2. Most radio people complain more about the time consumption in reporting to countless trades and lists than they do about promotional overkill. The competent programmer teams quickly pique it and is usually appreciative of the information with which we provide them. Only in isolated cases are they angry about bombarding raids.

3. The suitable promotion will back off immediately if it realizes that a radio man has been hassled and that they bring out a point hidden in your own list of those with vested interests. The bombarding raid would be diminished if the producers would produce, the publishers would publish and the managers would manage, leaving the promoters to do what they are paid to do and hopefully are adept at doing. Promoting!

Realizing you have only good intentions, let me sum... by saying that your suggestions are unwieldy and impractical. As far as keeping the programmer in good spirits is concerned I think most of them in continually good spirits. But then the radio format was taking me to lunch every day.

Tony Richardson

Independent Promotion Rep.
### Top 40 Singles Chart May 26, 1979

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Song</th>
<th>Weeks On Chart</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>REUNITED</td>
<td>Peaches &amp; Herb</td>
<td>4</td>
<td>1</td>
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<tr>
<td>2</td>
<td>HOLLIE SMITH</td>
<td>Ain't Love</td>
<td>17</td>
<td>4</td>
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<tr>
<td>3</td>
<td>DEEPER THAN THE NIGHT</td>
<td>Ain't Love</td>
<td>1</td>
<td>7</td>
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<td>4</td>
<td>DEEPER THAN THE NIGHT</td>
<td>Ain't Love</td>
<td>6</td>
<td>1</td>
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<td>5</td>
<td>SHAKE YOUR BODY (DOWN TO THE JUNGLE)</td>
<td>Ain't Love</td>
<td>8</td>
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<td>6</td>
<td>LOVE YOU SIDE WAY</td>
<td>Ain't Love</td>
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<td>7</td>
<td>NAUGHTY NIGHT</td>
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<td>8</td>
<td>JUST WHEN I NEED YOU</td>
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<td>11</td>
<td>10</td>
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<td>9</td>
<td>WE ARE ONLY</td>
<td>Ain't Love</td>
<td>18</td>
<td>12</td>
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<td>10</td>
<td>DISCO NIGHTS (ROCK FREAK)</td>
<td>Ain't Love</td>
<td>3</td>
<td>14</td>
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<td>11</td>
<td>LOVE TAKES TIME</td>
<td>Ain't Love</td>
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<td>16</td>
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<td>12</td>
<td>LOVE IS THE ANSWER</td>
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<td>KNOCK ON WOOD</td>
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<td>14</td>
<td>WHAT A FOOL BELIEVES</td>
<td>Ain't Love</td>
<td>16</td>
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<td>15</td>
<td>AIN'T LOVE A BITCH</td>
<td>Ain't Love</td>
<td>17</td>
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<td>16</td>
<td>WHERE IN THE COUNTRY</td>
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<td>17</td>
<td>DON'T WANT TO BE</td>
<td>Ain't Love</td>
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<td>THE WASHED UP SONG</td>
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<td>19</td>
<td>OLIVIA NEWTONJOHN (MCA MCA-41008)</td>
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<td>20</td>
<td>DON'T WANT TO BE</td>
<td>Ain't Love</td>
<td>22</td>
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<td>21</td>
<td>GERRY GOLDAUGH (Warner Bros 8295)</td>
<td>Ain't Love</td>
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<td>DEEPER THAN THE NIGHT</td>
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<td>23</td>
<td>CHUK E.'S IN LOVE</td>
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<td>24</td>
<td>LOVE TAKES TIME</td>
<td>Ain't Love</td>
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<td>25</td>
<td>Boogie Wonderland</td>
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<td>Boogie Wonderland</td>
<td>Ain't Love</td>
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###专项内容

**Alphabetized Top 100 Singles (Including Publishers and Licensees)**

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<tr>
<th>No.</th>
<th>Artist</th>
<th>Song</th>
<th>Weeks On Chart</th>
<th>Weeks On Chart</th>
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<td>Aretha Franklin</td>
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<td>Barbra Streisand</td>
<td>Guilty Heart</td>
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<td>Bee Gees</td>
<td>Jive Talk</td>
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<td>4</td>
<td>Bette Midler</td>
<td>Think About It</td>
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<td>5</td>
<td>Bob Dylan</td>
<td>Lay Lady</td>
<td>30</td>
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<td>6</td>
<td>Bruce Springsteen</td>
<td>Candyman</td>
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<td>7</td>
<td>Cher</td>
<td>If I Could Turn Back Time</td>
<td>40</td>
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<td>8</td>
<td>Chicago</td>
<td>Baby Love</td>
<td>45</td>
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<td>9</td>
<td>David Essex</td>
<td>Hold Me</td>
<td>50</td>
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<td>10</td>
<td>Daryl Hall/John Oats</td>
<td>I Can Help</td>
<td>55</td>
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<td>11</td>
<td>Diana Ross</td>
<td>Love Is Here</td>
<td>60</td>
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<td>Elton John</td>
<td>I Don't Want To Be There</td>
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<td>Fleetwood Mac</td>
<td>Rhiannon</td>
<td>70</td>
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<td>14</td>
<td>Frank Zappa</td>
<td>Games People Play</td>
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<td>Reach Out For Me</td>
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<td>Harry Nilsson</td>
<td>Close To You</td>
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<td>Early Walker</td>
<td>Just A Little Bit Of Heaven</td>
<td>90</td>
<td>17</td>
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<td>18</td>
<td>The Beach Boys</td>
<td>Stay With Me</td>
<td>95</td>
<td>18</td>
</tr>
</tbody>
</table>

**12" Available For Sale**

*Excusedly heavy radio activity this week*
ELECTRIC LIGHT ORCHESTRA

THE ELO SINGLE

"Shine A Little Love"

Z.88-3087

From The Forthcoming Album

"Discovery"

©1978 & 1979 JET Records & Tapes
PRODUCED BY JEFF LYNNE

www.americanradiohistory.com
CASH BOX NEWS

YOUNGER AND YOUNGER — Colition recording artist Stacy Lattisaw, who is only 12 years old, was recently hosted at a Capitol Hill party in Washington, D.C., by her label and the Congressional Black Caucus. Colition has already released Lattisaw’s debut single, “When You’re Young and in Love.” Her first album is due in June. Pictured (l-r) are: Henry Allen, president of Colition Records; Charles Rangel, a New York Congressman and leader of the Black Caucus, and Everett Smith, national promotion manager for Colition.

Higher Vinyl, Pressing Costs Seen In Wake Of Oil Crunch
by Richard Imamura

LOS ANGELES — While the immediate future appears stable, higher prices for petroleum-based vinyl resins, and ultimately, for records will be the most likely results of the current oil shortage and price escalations, according to a number of record pressing plants and major suppliers of the raw materials.

Price increases between 2-3 cents per pound for polyvinyl chloride (PVC) (used to make records) may be announced as early as June, said Guy Dish, director of marketing/polymer for Tenneco, Inc., one of the largest suppliers of the vinyls. “Our prices are very dependent upon OPEC prices,” Dish added, “and as the costs spiral, the price of vinyl resins has to be affected.”

The Keyser Corp of Sausalito, Calif., another major supplier, has indicated to its customers that it is trying to hold the line on prices at least until mid-July, but it is generally believed that prices will have to go up.

Based upon this prognosis, it is also likely that record pressing plants will eventually have to increase prices to cope with the higher cost of materials. “However, I doubt that we will be able to pass on the price increase immediately,” said Larry Schmidt, member manager of Monarch Records of Sun Valley, Calif.

Monarch, along with Goldisc Recordings of Holbrook, N.Y., and Allentown Records of Allentown, Pa., comprise the Electrosound Group, Inc., a major record pressing company.

While explaining that a 2-3 cents increase in polyvinyl and PVC costs could result in a 1 cent per unit (or $1,000 per month) jump in costs for Monarch, Schmidt hastened to add that the firm would most likely “increase our prices when the market can bear it.”

Materials Up 20%
Already coping with polyvinyl and (continued on page 36)

Criminal Investigation Ends In Disc Industry Antitrust Probe
by Alan Sutton

LOS ANGELES — Federal antitrust officials have dropped their criminal investigation of the recording industry, Cash Box has learned.

Informed sources report that the Justice Department has decided not to seek indictments against record companies, wholesalers or retailers for possible price fixing and other antitrust violations. However, according to these same sources, the government has not indicated whether it intends to proceed with a civil investigation into alleged anticompetitive activity.

Barbara Reeves, chief, antitrust division, Los Angeles field office, confirmed last week that “we will not be filing” indictments, but she declined to comment on the future of the investigation.

Two-Year Probe

The government’s decision to drop its criminal probe comes more than two years after record companies, merchandisers and NARM and the RIAA were ordered to submit almost all of their business records from the last five years, as well as a variety of internal communications, to a Federal Grand Jury that began hearings here March 16.

Based on information from outside sources and on the text of the subpoenas prepared by the four antitrust lawyers participating in the nationwide investigation, the probe involves, among other things, the following major areas:

• Alleged efforts by some labels to fix retail prices and to reduce the industry’s practice of price discounting, which makes retail list prices fictional for most records and tapes.

FDA Fails To Enforce Own Laser Lighting Regulations
by Aaron Fuchs

NEW YORK — Despite the documented evidence that eye damage may be caused by unregulated use of laser beams at rock concerts and discos, an understaffed Federal enforcement agency has failed to keep pace with the booming laser light business.

Although minimum safety standards for laser lights were set forth in February 1978 by the Federal Food and Drug Administration in its “Interim Enforcement Policy for Laser Light Shows,” the FDA division that is responsible for enforcement, the Bureau of Radiological Health (BRH), has a field staff of only three members to enforce regulation of faulty systems throughout the entire country. And, since the issuance of the policy statement, the FDA has been able to provide proof of only one instance of recall of a faulty, non-compliant system manufactured by a manufacturer being fined. The FDA, furthermore, has no figures documenting the number of inspections made or violations cited.

Ironically, this condition exists at a time when the use of laser lighting is growing by leaps and bounds at rock concerts and in the disco field, which has itself exploded within the past year. According to Bob Han- dren, acting chief of the Bureau of Com- pliance of the BRH, “The growth of the use of lasers in rock concerts and discos has made it an area of use our highest priority. And, because of the boom, I would guess that there are at least as many non-compliant systems as there are compliant perhaps more.” But Handren added that “enforcement on our part is very limited in terms of manpower and money.”

“Rampant Disregard”
Dick Sandhaus, president of Science Faction, Inc., a company that has built BRH-approved laser light systems for Manhat- tan’s Xenon disco and for the Kiss tour, is very concerned about the situation. “There is such rampant disregard by laser light companies for BRH regulations that it’s appalling,” said Sandhaus. “And according to our American sales curves, which correspond to those in Europe six months ago, the

continued on page 36
Korvettes’ Lowballing Tactics Begin To Affect Competition

by Leo Sacks

NEW YORK — The developing price war in the New York area trading on its second turn last week when Jimmy’s Music World, a four-store chain, launched a $3.99 pricing policy on selected $7.98 product, apparently to match the Korvettes chain’s recent advertised sale price of $3.99.

Jimmy’s, which established its reputation as the lowest-priced seller in town in 1977 with front-line LPs that ranged from $2.99 to $3.99, and its parent company, Decca, a leading label, filed for bankruptcy that same year after the majority of the chain’s 38 retail stores were closed.

But Jimmy’s was not the first retailer to respond to the move by Korvettes, the 50-unit department store chain whose controlling interest was recently purchased by the Agache-Willot Group, a French retail and manufacturing corporation. Alexander’s, the Alexander’s-Peckham & Herb albums on Polydor earlier this month for $3.99, and last week featured Eric Clapton’s “Backless” at the same price,” although it was unadvertised. The 26-store Record World/TSS chain also dropped some of its $9.99 ist product to $3.99 two weeks ago, but has since increased its price to $4.97.

A spokesperson, advertising director for the chain, said, “There will be no more $3.99 specials this week because we want to give the market a chance to get a hold of itself again. We don’t want to see a repeat of the Jimmy’s syndrome, because it’s bad for business and we’ll be sure to make some money on the products, I hope people will follow our example and bring prices back to where they belong.”

Black Music Month Receives Unanimous Support Of Labels

by Richard Imamura

LOS ANGELES — With a variety of programs ranging from full-blown programs to a quiet nod of approval, understated support, all major domestic record labels will acknowledge June as Black Music Month. At the forefront of the effort are President Carter. Black Music Month will honor the history and heritage of black music, as well as current achievements.

One focal point of label participation will be the Founders’ Conference of the Black Music Association (BMA), scheduled for June 8-11 in Philadelphia. Label activity at the conference will be unanimous, with a special feature being a listening room planed by Polydor to debut the new James Brown LP, “Original Disco Man.”

Such a debut will be appropriate, said Polydor’s Sonny Taylor, in light of Brown’s long history in the music industry.

Overlapping Months

A major promotional campaign in conjunction with Black Music Month will be conducted by Motown. Overlapping with their own “Motown Months” campaign (May 16-June 30), Motown will spotlight releases by Diana Ross, Smokey Robinson, Thelma Houston, Dr. Martin, Patrick Gammon, Gladys Knight, The Pointer Sisters, the Comptons, and new product from Billy Preston, Eddie Hazel and Kenny Luper.

Basic to the promotion is the “Sounds of Young America,” the Motown campaign will also feature in-store appearances by touring artists, including Gladys Knight, The Comptons, and new product from Billy Preston, Eddie Hazel and Kenny Luper.

RADAR LINKS WITH POLYDOR — Radar Records, a London-based label, has signed a long-term distribution agreement with Polydor Records that covers the United States and Canada. The deal will include the first two release covers released under the deal include albums by Bram Tchaikovsky and the Yachts. Pictured at the signing ceremony are (left) Fred Hayman, president of Polydor Records, Ekke Schnabel, senior vice president of business affairs for Polydor; Martin Davis, managing director of Radar; and Bernie Fishbach, attorney for Radar.

Atlantic, RCA Go Head-To-Head On New Disco Single

NEW YORK — A cover battle is shaping up between Atlantic Records and RCA Records over a disco-oriented cut entitled “Married Men,” which was written by Dominic Bugatti and Frank Musker.

Atlantic has already released Betty Midler’s version of the song, which was produced by Arif Mardin, in both 12-inch and seven-inch configurations. But RCA has据了解 been offering a more “aggressive” version of the recording of the song this week, also in both configurations. Tyler’s version, which has already been issued in the U.K., is included in the same issue of the company’s hit parade book, “Pop World is Full Of Married Men.” However, the film will not be shown in the U.K. until May 30, and at press time, it had no U.S. distributor.

A spokesperson for RCA said that Tyler’s single would be serviced, not only to disco stations, but to R&B, soul, and pop stations as well.

Subcommittee Hearings Cover Minority Owners, EEO

by Joanne Ostrow

WASHINGTON D.C. — The House Subcommittee on Communications heard testimony last week on deregulation of radio, equal employment opportunity and minority ownership of radio and TV stations during several days of hearings on H.R. 3333, Rep. Lionel Van Deenin’s (D-Cal.) bill to rewrite the Communications Act of 1934.

Further hearings are scheduled for June 5 to cover the proposed spectrum use fee and other matters.

In several heated exchanges with members of the subcommittee, public interest activists voiced their disappointment with the bill and various government officials and private attorneys suggested areas in which the bill is inadequate.

Minority Ownership

Among those appearing before the subcommittee to oppose the provisions of H.R. 3333 regarding minority ownership was Michael D. Jones, a communications lawyer. The bill, he argued, would extend the license of a broadcast facility to five years for TV, indefinitely for radio, and it provides an “inadequate” fund of $10 million to assist minorities to acquire equity interest in stations.

Also, the substitution of the lottery system for the present commercial hearing process will seriously impinge on minority participation, he said. Currently, challenges to station licenses have the opportunity to demonstrate that they are more qualified and better able to serve the public interest than the existing licensee. The bill would change that to a lottery selection in order to eliminate the lengthy, sometimes years-long litigation process.

The Commerce Department’s Office of Minority Business Enterprise counsel, Barry K. Robinson, also complained about the bill’s provisions for minority ownership. The Department of Commerce, Robinson stated, believes the bill “does not go far enough to correct the obvious marketplace deficiencies as regards minority participation, minority programming and minority media ownership.”

Robinson testified that the enforcement
LAST week, the Epic/Portrait® and CBS Family of Associated Labels hit a new landmark: the most adds ever in E/P/A history, at Top 40, AOR, Black Radio, Country and Adult Contemporary Radio.

We'd like to salute the people who put us there: our entire field promotion staff, (local, regional, national) and of course our friends at radio. We're hot now—getting hotter all the time—and it's outstanding efforts like yours that make it happen. We give you the product, but you're the ones who take it over the top.

Again, well done, and here's to more of the same!

**Epic/Portrait/and the CBS Family of Associated Labels.**
DISCO NIGHTS: the big disco-pop crossovers of the year so far: Q, the roster, and most romance crossover with rhetoric, "Well, compact selves could that evening, playing. vice, and picked we, even that whole image development."

"At that point, I knew that I really wanted to continue to write songs and take a nother place for the first time in a ring called Fatback. Shortly thereafter, they changed their name to Target and played up and northeast seaboard for six to nine months.

Fannon and Waldo struck out on their own briefly, joining Annie McLoone as a city. They get the band back together and the Fannon and Waldo parted ways with McLoone.

"We all just barely got by but that was what we wanted to do," said Fannon. "From the beginning, we planned to make a demo tape and send it out to a few label executives. While the feedback on our first demo was positive, we knew that it wasn't as polished as it could be. The Fannon was working on the road, but we were looking for people to freak out over the band and we needed that kind of thing to get anywhere. Our third tape did just that."

A friend of the band's played the tape for Rick Alberite of Acoupectrum Management, which handles the group's current manager, and after seeing the band perform, was eager to sign them. From that point on, things rapidly fell into place. The band rehearsed constantly, as much eight as nine hours a day, while she and Waldo both drove cabs to make ends meet.

Fannon assumed most lead singing and the band rehearsed constantly, including the one next to the group's record company. "We were decided to break the Manhattan scene. We did and made quite a few connections. And out of all that, we got a call from management, Tony Lopez, at a club we were playing. Although we didn't talk business that evening, a mutual friend later told him that we were looking for a manager we could trust. Between his show business connections - he would bring people like Roberta Flack down to hear us - and the lessons we had learned in the business, we were able to really grow and shape ourselves up; even taking on the name "Q was part of that whole image development."

How was Q going to accomplish the type of company that evokes so much orchestral R&B-disco arrangements with just four pieces? "Do you remember the battles of the bands?" asked Fannon rhetorically. "Well, we used to battle with jocks, and, by going up against all those live records, we learned to pick songs apart, take the parts that would grab the audience the most, and concentrate on getting it down. And we got over. Even though we were only using four pieces to play parts that had been written with horns, people would say, 'Hey, these cats played the record.'"

"We also used to play six sets a night, forty on, twenty off, and we learned to give the audience a good, compact set of tunes, mixing and segueing them the same way that a DJ would. As far as the record goes, I also have to credit the sound to Jimmy Simpson, who did the mix."

This dyes playing has enabled Q to tour immediately, and most recently, for the first time, they have been able to transcend being categorized as a disco band. "We've been getting that mixture of the old and the young out there," said Fannon. "And I think that the young and the old are ready to party together yet, at a concert level everybody can enjoy. You can find something you like in all that and more than anything else," concludes Lane "we want that crossover, we'd really like to make that impact on the pop market."

NEW ENGLAND

New England is more than just a regional phenomenon. The group, as seen by Fannon, who before their self-titled Infinity debut album and single, "Don't Ever Wanna Lose You," have taken on the rollicking classic British pop sound which has inspired and influenced the group's music.

Group founder and guitarist John Fannon and bassist Gary Shee are both natives of the area, meeting up when they were both in De-Lite Records for a deal I was already on the roster, and we formed a group called the Rhythm Makers. Four years ago, we picked up our current drummer, Paul Service, and we've been together ever since.

"Unfortunately," continued Lane, "we were the hard ticket on our label. They put us on the shelf, and when they did cut a record on us we saw nothing. But we kept on playing, we came even though we were from the Bronx, we were determined to break the Manhattan scene. We did and made quite a few connections. And out of all that, we got a call from management, Tony Lopez, at a club we were playing. Although we didn't talk business that evening, a mutual friend later told him that we were looking for a manager we could trust. Between his show business connections - he would bring people like Roberta Flack down to hear us - and the lessons we had learned in the business, we were able to really grow and shape ourselves up; even taking on the name "Q was part of that whole image development."

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Pop-Jazz Performer Franks Prefers Songs Of Bygone Era
by Joey Berlin

LOS ANGELES — The Warner Bros. jazz division is headquarters for Michael Franks right now, despite the fact that the verbal jazz artist enjoyed considerable success on the pop charts with his last few albums and singles like "Popscroll Toes," "Tiger in the Rain," which climbed into the 50s on the Cash Box Top 100 Albums chart and made it on the jazz chart, featuring the seductive Brazilian-flavored jazz rhythms and the sophisticated lyrics that have made Franks successful — but difficult to copycat.

While he loves being referred to as a jazz artist, Franks firmly believes in his ability to cross over into the pop market. And he's not the least bit surprised that people have trouble trying to place him in the current genre. "I feel removed from contemporary music trends," explains Franks. "I'm influenced by the late greats more than any contemporary artists. Songwriters and composers like George Gershwin, Irving Berlin, Cole Porter and Harold Arlen are still unexcelled in my eyes. They're my Mt. Rushmore, my inspiration."

Touring By Disco Groups Is Becoming Commonplace
by Charles Paikert

NEW YORK — Disco groups going out on extensive national concert tours have begun to constitute the latest music industry growth area spawned by the disco phenomenon. For example, Frankie Valli and Gloria Gaynor, who are currently on a 40-city national tour which includes dates in 20,000-seat indoor arenas like the Greensboro Coliseum, Kemper Arena in Kansas City, and McEnrich Auditorium in Denver. And Donna Summer, Chici, Sister Sledge, and the Village People have played in several different kinds of venues, including theaters in the round, college campus parking lots, sporting arenas, plush mid-size indoor sites like the Omni in Atlanta, and the small rock halls like the Palladium in New York.

In addition, such disco groups as First Choice, K.C. and the Sunshine Band, and the Three Degrees have been playing the increasingly competitive disco club circuit. The venues are comprised of major disco clubs in large cities, including the Paradise Garage in New York, Rare Cherry in Cleveland, Trocadero's transfer in San Francisco, Valentine's in Cherry Hill, New Jersey, and Studio One Backlot in Los Angeles. The acts usually sing live over an instrumental acetate of their hit records.

Competitive Scene

According to Rich Walters, booking agent for Norby Walters Associates, an agency that has been involved in booking disco acts for over four years, "the competition is becoming increasingly fierce for booking disco acts into clubs. I can't even tell you some of the clubs we're booking now because someone will try to take them away from us if I do."

One key reason for the surge in disco tours, according to Rick Stevens, vice president of A&R for Polydor, has been increased record company commitment. "As record companies are seeing artists develop from disco more and more," Stevens said, "they are wishing to work with managers and put acts on the road, and even lose money, to prove that disco is more than just a record, it's a live entity."

And, according to other influential ex-

MILLS AT STUDIO ONE — 20th Century-Fox recording artist Stephanie Mills recently completed an engagement at the Stardust Ballroom in Los Angeles, where she performed songs from her new LP. "What Cha Gonna Do With My Lovin'?" Featuring (L-r) are: Chuck Thagard, division vice president of national field promotion for RCA; Dave Parfields, vice president of promotion for 20th Century-Fox; Mills; and Neil Porthoven, senior vice president of 20th Century-Fox Records.
CASH BOX: BLACK MUSIC SPECIAL

CELEBRATING JUNE • BLACK MUSIC MONTH IN CONJUNCTION WITH THE BMA FOUNDERS CONFERENCE

MAY '79: SPACE RESERVATIONS

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EXECUTIVES ON THE MOVE

**Singer**
- **Singer Appointed at Atlantic** — Carole Singer has been appointed to director of national secondary pop promotion for Atlantic Records. Prior to this new appointment, she had been regional sales manager for Elektra/Asylum Records, based in Cleveland, since October 1975, prior to which she was Elektra/Asylum’s local promotion rep in St. Louis from October 1977.

**Collison**
- **Collison Named At Tentmakers** — The appointment of Edna Collison to vice president has been announced by Tentmakers. She was most recently western regional director of promotion at Motown. She has been with Tentmakers since May, 1978.

**Tashjian**
- **Hayden Promotes Tashjian** — Tom Hayden & Associates has announced that Ralph Tashjian has been promoted to vice president with the company. He has previously served as national promotion director with such labels as Motown and 20th-Century-Fox Records.

**Palmer**
- **Palmer Upped At Polygram** — Polygram Distribution, Inc., has announced the promotion of Harry Palmer to national marketing development manager. He has been with Polygram Distribution for the past year serving as manager, marketing development for the Phonogram family of labels. Prior to joining Polygram Distribution, he was promotion director for Sam Goody in New York for four years.

**Climan**
- **Climan Named At Superscope** — Superscope’s Board of Directors has appointed David A. Climan, senior vice president and chief financial officer, to president and chief operating officer. Before joining Superscope in February of this year, he was vice president for finance of Phelps Dodge International Corporation.

**Barte To Atlantic**
- **Helene Barte has been named associate director of national publicity for Atlantic Records. She was previously general manager of the Howard Bloom Organization and has also been involved in a number of freelance projects in the publicity field, including serving as a writer for the Newsweek/Starship radio syndication service.**

**Colombo Resigns**
- **Bobby Colombo has resigned as vice president of Epic A&R West Coast. He will continue his relationship with CBS Records as an independent producer. His first project for CBS will be a production of the next album by Pages, an Epic recording act.**

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**Schulman Named VP, Advertising At Atlantic Label**

NEW YORK — Mark Schulman has been appointed vice president of advertising at Atlantic. In his new position, he will be responsible for all consumer and trade advertising, as well as the coordination of Atlantic’s participation in various WEA advertising campaigns and programs. He will report directly to Dave Glew, senior vice president and general manager for Atlantic.

In announcing the appointment, Glew said, “Mark has become one of our most experienced and knowledgeable executives in his 12 years with Atlantic, and I am very pleased to be able to announce this much-deserved promotion.”

Prior to the appointment, Schulman had served as director of advertising for Atlantic since October, 1974. His other positions at the label included director of album product, director of packaging, and executive assistant to Nesuh Erelgün.

**Huddy Paich Dies**

LOS ANGELES — Huddy Paich, 51, wife of Los Angeles producer/arranger/musician Marty Paich, mother of Laurie Paich, and son David Paich, of the recording group Toto, died April 30 in Houston, Texas, from cancer.

Funeral services were conducted May 7 in Los Angeles. The family has requested that any donations be sent to The John Stelhin Foundation for Cancer Research, St. Joseph Professional Bldg., #777, Hollywood, Calif. 91601.

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**Nerlinger Named VP, Promotion For U.S. Virgin**

NEW YORK — Kurt Nerlinger has been appointed vice president of national promotion for Virgin Records, Inc. in the U.S.

Nerlinger was formerly New England promotion manager for Elektra/Asylum Records, where he was instrumental in helping to break the Cars as one of the major new bands of 1978. Nerlinger also won the E/A “promotion man of the year” award for two consecutive years. Nerlinger will be responsible for coordinating all of Virgin’s promotional activities in the United States.
Here's Esther

...are you ready - Esther Phillips - List:

Her eyes become big as she is so young and small...

...are you ready - Esther Phillips - List:

The Crusaders epic hat into the rhythm disco kick, which cries out for some fine hard dancing.

Toots And the Maytals - List: 7.98

The Maytals are one of the most professional and skillful vocal units in popular music. And almost any MOR producer would be a fool to pass up their perfect mix of style and substance.

Mary Travers... - List:

...are looking for some fine hard dancing...

Barry Manilow's majestic vocal...
SRO FOR WEISBERG AT THE ROXY — A full house greeted MCA recording artist Tim Weisberg during his one night only performance at the Roxy in Los Angeles. Pictured backstage offering congratulations to Weisberg are (l-r): Beth Rosengard, MCA national album promotion director; Larry King, MCA vice president of promotion; Bob Buziak, of Weisberg's management; Weisberg; Denny Rosenzweig, MCA vice president of A&R, Bob Siner. MCA Records president; Norman Glenn, senior vice president, programs and marketing, Dallas/Ink, Russ Shaw, MCA vice president of artist development; Santo Russo, MCA vice president of product development; and David Jackson, MCA vice president of business affairs.

Skaff Named To Executive VP Post At Cream Records

LOS ANGELES — Phil Skaff has been named executive vice president of Cream Records.

The appointment marks the reunion of Skaff and Cream president Al Bennell, whose association began in 1964 when Skaff joined Bennell's Liberty Records in a similar capacity. Skaff stayed with the company until 1967, after it had become Libe-

ry/United Artists.

Begun With MS

Skaff began his music industry career with MS Distributing in the 1950s as vice president and later joined Kapp Records as vice president. Prior to his Cream appoint-

ment Skaff most recently held the post of vice president, operations for United Artists Records.

In his new position, Skaff will be in charge of all Cream Records Inc. operations, which include the home offices in Hollywood, Cream Publishing Group, the Memphis-based Cream/MR Records and the distributed jazz label, Xanadu.

Raided Net $3 Million Worth Of Equipment And Tapes In Georgia

NEW YORK — More than $3 million worth of allegedly pirated tapes and the equip-

ment used to make them were seized by FBI agents and deputies of the Douglas County Sheriff's Office recently in raids at two locations in Douglasville, Ga., following a four-month investigation.

Benjamin Cooke, special agent in charge of the FBI's Atlanta office, said a search of a Douglasville residence uncovered a master duplicator, 232 master recordings, 2,000 pirated tapes, and other manufactured equipment.

A second raid was staged at the Yall Store-all Mini-Warehouse on Highway 78, where additional manufacturing equip-

ment, as well as two vans used to transport the finished pirated tapes, were seized.

Information gathered in the investigation will be turned over to a Federal grand jury.

Wings 45 Goes Gold

NEW YORK — Goodnight Tonight," the first single by Wings on Columbia Records, has been certified gold by the RIAA.

NEW STARSHIP UNVEILED — Opening with "Ride The Tiger" and closing with "Volunteers," the New Jefferson Starship lineup made an impressive debut in a sur-

prise guest appearance with Greg Kihn at San Francisco's Grace Cathedral on Mother's Day. The only surviving member from the Airplane days on stage was Paul Kantner, who was joined by Pete Sears, Craig Chaquico, David Freiberg and new-

comers drummer Ainsley Dunbar and vocalist Robbie Kaukonen, Jack Casady and Grace Slick (in a blond wig, while sunglasses and cow-

boy boots) were all spotlighted during the show, but resisted the temptation to join in. But the new Starship crew put on a well-received high-energy show to the edge of the seats, including a lot of new material. Many of the new songs will be on the group's next RCA album, with studio work to begin in L.A. shortly. A national tour is a definite possi-

bility later this summer. ... The only problem with the Golden Starship was the mess left behind after the show. An irate caller from the Parks Commission complained to Starship offices early the next morning about the trash, so Kantner, group publicist Cynthia Bowman and other crewmen tossed a party to clean up the mess left to the problems themselves. By noon the park was clean, and the debut could be called a total success.

L.A. CONCERT SCENE HEATS UP — The local concert scene had been a bit slow this year, waiting for the summer venues to bring in an overdose of top talent. But last week, Angelinos able to find gas were treated to a couple of outstanding shows by some veteran performers. The return of the Allman Brothers was one of the most impressive shows of the year, with guitarist Dickey Betts and Dan Toler zigging, Greg Allman, growing, and a powerhouse rhythm section pounding through an impressive mix of Allman classics and songs off the band's current "Enlightened Rouges." LP Bonnie Bramlett's support vocals helped out on a couple of tunes and there was even a sur-

prise appearance by Mrs. Greg at Allman during the finale. Even though she's now going through divorce proceedings, Cher was hanging onto Greg at the post-concert party. Eric Clapton and Billy Preston both stopped by to con-

gratulate the Brothers on a triumphant return to L.A. ... Steve Goodman also scored a major triumph at his May 14 Royce Hall concert. Playing one song with each side of six each encore, a guest appearance by Goodman's pal John Prine, Goodman stepped on the gas and together they managed to achieve the commercial success to go with his critical acclaim, but he'll get the same response when he steps on the gas of his own prowess.

The Lesher were highlighted by a Beatles cover, a welcome surprise with Greg Kihn's book "... And Keep On Running." brush Paper and keyboardist Wendy Haas playing with real enthusiasm.

THE RUMOR MILL — Reports indicate Bkserekis Records is about to sign a marketing and distribution deal with Elektra/Asylum, following the expiration of their deal with GRT this summer. The first Bkserekis-E/A-LP is expected to be Greg Kihn's next album, which is due out from the band at LARKS through a three-night stand in the USSR. A lot of the new songs were written for the film "Saturday Night Fever," and were selected by the producers after the band was introduced to them by a mutual friend. The album was recorded in New York, and is expected to be released in May.

The band was formed by Greg Kihn and Bkserekis in 1968, and has been a major force in the L.A. music scene for the past few years.
THE WEEKLY TOP 30 — Drake-Chenault is now making its “Weekly Top 30” show available to radio stations throughout the country. The show, which features artist interviews and lifestyle pieces, is a countdown beginning with the Number 30 hit of the week and building to the week’s most popular song. “The purpose of the new show is to provide an alternative to the programming that is already in existence,” said Jim Kefford, Drake-Chenault’s executive vice president and general manager. “We have all the respect in the world for “American Top 40,” but we feel that the time is right for two US stations to be out there.” The positioning of the hits is based on Drake-Chenault’s counterculture computer which analyzes and organizes the vital information of America’s leading music publications. The three-hour weekly special is hosted by Mark Elliot and employs several new production techniques. The musical themes and imagery of the new Drake-Chenault show are the work of OJO award-winner Olis Conner. The music of the “Weekly Top 30,” which is geared toward an adult contemporary audience, is hit LP influenced by features important cuts from today’s most popular artists. Drake-Chenault has said that the people at Drake-Chenault feel that by limiting the show to 30 records the series will feature the strongest music on the charts, and that the amount of songs on their off the charts to be kept at a minimum. “Our research shows that the most popular - three-hour prime listening time show, and 30 songs fit just right,” added Kefford.

WRKO/AM-Boston, WFYR-FM/Worcester, WAXY-FM/Ft. Lauderdale, WOW/Omaha, KSTP-Minneapolis, WQXI/Atlanta and CKLW/Detroit are some of the stations that have already signed on to “The Weekly Top 30.”

NAB NEWS — The NAB Medium Market Radio Committee has passed a resolution urging the FCC to examine “with a very critical eye” a National Telecommunications Information agency proposal which could redistribute the FM allocations standards. During a meeting, members noted that spectrum changes, although handled with discretion, can be damaging to the present electronic broadcasting system. The committee also heard a report on radio deregulation under consideration at the FCC. “The move is one which would formalize an earlier, more general, national regulation” looking toward reducing burdens under which they operate. The members of the NAB Medium Market Radio Committee are: chair-nan Arnold Lerner, president; William (Mike) Lott, vice president and general manager; KMRG/Tulsa; Danz, Sterling Recreation Organization, Bellevue, Wash.; Lareau, executive vice president and general manager, Wood Broadcasting, Inc.; Philr Collins, Colo.; Crow, executive vice president and general manager, KQW/Columbia, S.C.; Michael O. Crow, executive vice president and general manager, Wood Broadcasting, Inc.; Grand Rapids, Mich., and Jack Miller, general manager, KQW/Columbia, Colo.

SYNDICATION INDICATIONS — Dr. William F. Libby, a Nobel prize winner, is one of the featured guests set for Westwood One’s public affairs radio feature, “Spaces and Places.” He is noted as a “scion of the family of Kemet” and has studied the Minoans of Crete and ancient Egypt. Lawford Blair, UFO authority Dr. J. Allen Hynek and record-setting sailor Naomi James are also heard on 120 stations throughout the U.S. The show deals with today’s lifestyle with emphasis on environment and outdoors. Also appearing on the show are: Olympic swimming gold medalist Bruce Funnell, author Ray Bradbury, oceanographer Jean Michel Cousteau, sports doctor Robert Mandell, psychiatrist Margarete Period of History, David Perry, sales manager before becoming general manager, WQXI/Atlanta.

STATION TO STATION — The Marc Tanner Band set up its equipment at the corner of South and 7th in Philadelphia recently, and continued to deliver a zesty rock n roll. The surprise streetcorner symphony also featured an appearance by Southside Johnny and the Asbury Jukes. Although unannounced, the show was sponsored by WMWR/Philadelphia KISW/Seattle’s afternoon drive personality, Gary Crow, was visited by Yes-rick Wakeman on May 8. Wakeman stopped by to give away tickets for that night’s Yes concert. Rick gives away concert tickets by offering them to the winners of a game that he calls “dirty call letters.” The game requires listeners to call in with a perverted saying made from the station’s call letters. After a half-hour barrage of phone calls with non-printable combinations beginning with KISW, Wakeman had several new entries for his “dirty call letters” hall of fame. The six best were given pairs of tickets for that night’s concert by the progressive rock heavyweights.

PROMOTION IN MOTION — An airplay version of the newest chart single by KC and the Sunshine Band, “You’re Never Alone With A Schizophrenic.” Pictured (l-r) are: Hunter and Bob Hamilton. KTHG program director.

Bouloukos Named New VP at WLS

LOS ANGELES — Don P. Bouloukos has been named vice president and general manager of WLS, AM 810. Bouloukos will be in charge of the station in Chicago. Bouloukos had been general sales manager for WLS and replaces Martin Greenberg, recently appointed president of the ABC-owned FM stations.

ABC-owned AM stations president, Charles A. Deppen, who made the announcement, said: “Don Bouloukos has compiled an outstanding record of achievement in his many positions in broadcasting. He is expected to be able to recognize his continuing contributions to the station and to ABC.”

The new VP has been with WLS for just over five years. He started there in March 1974 as an account executive. Bouloukos was later promoted to national sales manager before becoming general sales manager in 1978. A resident of Elk Grove Village near Chicago, Bouloukos holds a marketing degree from De Paul University.

NBC Launches AOR Network

NEW YORK — NBC Radio, which recently formed a network geared toward the 12-34 age demographic, will debut its six daily newscasts on May 26. The two minute broadcasts will be aired 15 minutes after the hour from 3-8 p.m. EDT.

Jim Cameron of WCOZ/Boston will act as the network’s news director and also anchor the shows. Burkhardt-Abrams will be the new network’s consultants.

In response to the youth oriented network that KRO Radio intends to launch, an NBC Radio spokesman offered, “We’re different than KRO in that we will be on the air live. We’re very much a wire network.”

The network will make its debut on 21 stations throughout the country. The newscasts will be put through a test period until August at which time it expects to have round-the-clock newscasts. The network also hopes to begin airing commercials, mini programs and AOR music specials by January.

“We’re not going to call ourselves an FM network for the sake of being one,” said the NBC Radio spokesman.

Markets where the new network will be testing include Boston, Baltimore, Dallas, Detroit, Cleveland, Columbus, Denver, Detroit, Indianapolis, Louisville, Madison, Miami, Minneapolis, Phoenix, Portland, Providence, Rochester, San Diego, Seattle, Tampa, Wichita and Worcester.

NCCB Questions Equal Time Rule

(continued from page 14)

In a “dear station manager” letter sent to almost 250 radio stations, NCCB and Johnson noticed broadcasters who air Regan’s syndicated program of the pending “no escape” rule. “As you probably know,” the letter states, “when you allow one candidate to broadcast over your facilities, you must afford equal opportunities to all other qualified candidates seeking the same nomination or office. Because Mr. Regan has not announced that he intends to run for President, you may have thought that his commentators would not have to be matched up with equal time for his opponents. We disagree.

In its filing of a request for declaratory ruling with the FCC, the NCCB, the national media owners group headed by John Johnson, a former FCC commissioner, blasted Regan’s extensive use of the media while failing to declare his candidacy. They called the situation a “flagrant abuse of Section 315 of the Communications Act.” That section provides equal time for opponents, once a candidate has been given access to the airwaves,” so no candidate will be at a disadvantage and so the public will be able to make informed choices when they vote.

According to Johnson, “Ronald Reagan has shown that the current FCC rules are a sham. If by simply refusing to say magic words, Reagan can continue to broadcast what is essentially campaign propaganda, then the system needs to be changed.

The current hearings on Capitol Hill on the rewrite of the Communications Act may make the NCCB request obsolete by the end of the year. Under Rep. Lionel Van Deenin’s bill, H.R. 3333, the equal time standard would be thrown out of the broadcast and phased out over ten years for television as part of the general deregulation of the industry.

Reagan’s daily commentaries have been broadcast since mid-1976, expressing his views on controversial public issues. It has been estimated that his syndicated program earns him $500,000 to $750,000 a year.
### EAST

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<tr>
<th>Most Active</th>
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<td>1. B100 10-4, B100 10-4</td>
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<td>2. RING MY BELL — Anita Ward</td>
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<td>2. WOW 28-30, WABC 28-30</td>
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<tr>
<td>2. WE ARE FAMILY — B100</td>
<td>2. WOW 28-30, WABC 28-30</td>
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<td>1. B100 10-4</td>
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<td>3. SHOULD I BE IN ME — B100</td>
<td>3. WOW 28-30, WABC 28-30</td>
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### RADIO ACTIVE SINGLES

1. **HOT STUFF** — **DONNA SUMMER** — **ASYLUM** | 1. **SHINE A LITTLE LOVE** — **ELO** — **Jet/CBS** |
2. **RING MY BELL** — **Anita Ward** — **Juaan/TK** | 2. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |
3. **SHOULD I BE IN ME** — **B100** | 3. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |
4. **WE ARE FAMILY** — **SRC** | 4. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |

### SECONDARY RADIO ACTIVE

1. **THE LOGICAL SONG** — **SUPERTRAMP** — **A&M** | 1. **SHINE A LITTLE LOVE** — **ELO** — **Jet/CBS** |
2. **YOU TO** — **CASABLANCA** | 2. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |
3. **FAMILY** | 3. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |
4. **LITTLE LOVE** — **Abba** | 4. **DOES YOUR MOTHER KNOW** — **ABBA** — **ATLANTIC** |
Jazz 'Legends' Revived by MCA

LOS ANGELES — MCA currently has more than 80 jazz albums in catalog. In order to manage this larger size and broaden awareness of its jazz repertoire, MCA is launching a month-long campaign, entitled "Legends," which is being rediscovered," adds John Cotrone, VA president and chief marketing executive. "This is the beginning of an extensive on-going commitment by us to the jazz community," and MCA's product vice president, Larry Brown, is highlighting the definitive word on jazz of both yesterday and today.

Advertising support in major trade publications and on the radio level through use of four jazz disc acts comprise part of the campaign. In addition, a whole new generation of jazz enthusiasts will be introduced to MCA's jazz product by way of advertising in campus and college radio stations.

Campaign For King LP Features Sampler EP

LOS ANGELES — A special, limited edition four-song sampler from Carole King's new "Touch The Sky" LP is being serviced to key radio programmers and members of the press for pre-release listening and review consideration. The album has been scheduled for release on May 29 on Capitol Records.

The LP features ten new compositions from the singer-songwriter and was recorded with Jerry Jeff Walker's band in Austin, Texas. In addition, it was co-produced by King and Mark Hallman. "The singer-songwriter, which features "Move Lightly," 'Dreamicker,' and "Crazy," is part of an extensive promotional campaign," said Capitol's marketing campaign. "Capitol is mounting to support the LP. 25,000 special 12" x 24" "on sale now" posters, which will be used for mail-in requests for Capitol's distribution centers for packaging as retail orders are filled in addition. The album also reaches the LP's cover art, will be utilized in the campaign. A major trade and consumer advertising campaign has just begun.

WEA Looks Forward To Record Sales in 1979

LOS ANGELES — Projections of another record-breaking year were heard when over 125 management executives from the Warner-Elektra-Atlantic organization gathered for their Spring Marketing Managers Meeting, May 4-11, at LaCosta, CA.

In his keynote address, WEA president Henry Droz presented an overview of the first third of the year, reviewed the company's role within the industry and looked ahead to the rest of the year.

"Nothing has altered our projection that 1979 will be our eight successive record-breaking year," said Droz. "Notwithstanding sluggish industry reports, we have delivered and will continue to deliver product excitement and sales.

In addition to the normal fare of seminars and workshops, the meeting also introduced new product from WEA's three labels, Elektra and Asylum product previewed on May 8, Atlantic product and May 9 and Warner Bros. product on May 10.

Nathan Forms A&R Firm Between The Ears

LOS ANGELES — Marc Nathan, most recently vice president of promotion for Warner-Chappell, has formed an independent A&R firm, Between The Ears. The main function of the new company will be matching existing artists with existing product that has previously exhibited potential on the radio level.

"The purpose of this venture is to marry the artist who has been having trouble in choosing the proper outside material to record with songs that have proven to be valid radio hits, but did not "come home" due to whatever circumstances prevented it," Nathan said. Nathan began his career in the record industry in 1971 with Ampex Records, moving to Bearsville Records in 1972, where he held the post of national promotion director for four years. He has also held national promotion posts with Casablanca, Playboy/Beserkley and Mushroom. New offices for the firm are located at 3290 Carse Dr., Los Angeles, CA. 90068 and the telephone is (213) 876-8179.

"Tragedy" Platinum

LOS ANGELES — "Tragedy," the second song recorded on Bee Gees 'Spirits Having Flow'n' LP, has been certified platinum by the RIAA. It is the group's fifth consecutive number one single.
DO YOU THINK I'M REXY? — Peaches & Cream/Cleveland hosted and contained about 1,000 screaming and streaming 18-year old girls. It was a Peaches hit but New York's Rolling Stones did not get the attention they had in a recent appearance. Numbers had to be unloaded so the girls could buy the album and get in line for autographs. Sales reports on the Rex Smith album were not very good, and the girls who came from Wesley Chapel, and others who arrived until a week before the appearance. Because Rex was a half-hour late, the girls got a little restless and attacked Peaches manager Tony Bonamarenko when he appeared from behind the backdoor. When Rex showed up about 4:30, the screams were described by one level behind comprehension by decibel expert and night manager, Tom Back. The in-store also attracted local TV coverage.

STRAIGHT NEWS — Peaches & L.A. and Denver stores both ran Rick James "Bustin' Out" promotions. Records, T-shirts, and local radio. In L.A., it was advertised to watch ten couples attempt to bust out of a straight jacket in the least amount of time. Three team couples were awarded $100, $50, and $25 worth of merchandise in the store, respectively.

HOT SPOT — The thirty-sixth TV commercial for Olivia Newton-John's "Totally Hot" LP has been selected as a finalist in the 1979 Clio Awards. The spot was produced by Allan Miter Inc. and directed by Allan Miter and Owen Rosenman.

COLOR SCHEME — Anola had announced the decision of the two "12" singles by Amil Stewart and Three Degrees will be pressed on colored vinyl as a limited edition. "The Runner" by Three Degrees will feature blue vinyl, a custom Three Degrees label, and clear sleeve. Stewart's "Light My Fire" will be pressed in fire engine red.

EVERYBODY UP — Not only did Everybody's Records of Portland change offices recently, they also shuffling around their management team. John Fakenstein has been promoted to VP of advertising and promotion alongside John Schwartz, who was VP of personnel and systems. Michael Reff is now in charge of all operations. Also, Deb Flanigan is advertising, Regina Manahan to accounts manager, and promotion assistant. Don Crouch is now releasing new records, programs, and cut-out.

MORE MEACHES — Michael Murphy stopped off at Peaches/Okahoma City recently for an in-store/concert appearance. There he met Peaches "Oke City" LP head buyer. Lyle Middleton who played a little more with Michael in the back room. Later, Murphy surprised everyone by bringing Middleton onstage for his Oklahoma City concert appearance later that week. He also praised the store that opened its 38th store in Omaha. Well actually it's "Peaches Plaza." It consists of four different businesses: Stereo Studio, Mid City Music, Sport Fords, and Shiska's Deli, with Peaches being the drawing store. The plaza is expected to attract and offer a promotion along with John Schwartz cut the ribbon. But Matthews also appeared and Bad Company made their only in-store showing anywhere this year. Radio tie-ins and other promotions were also featured.

YOU GET WHAT YOU WORK FOR — Heads retail sales followed up Sound Guard's recent sponsorship of a live Rolling Stone concert on the King Biscuit Flower Hour. A four-color Stones poster was available free with each purchase of a Sound Guard kit. The promotion was supported with counter cards, ad slicks, and window streamers. Sound Guard national sales manager Steve Osemann stated that dealers can expect to see more of these tie-in concert and dealer promotions.

BOMBS, ROCKETS AND RSO — Retailers and some wholesalers will be eligible to "rockets" to Disney World with RSO with their Rockets display contest. One grand prize winner will be chosen from four separate regions. Cash prizes will be awarded for the most original display in a John Stewart "Bombs Away Dream Babies" contest. REGIONAL WILLIAMSBURG and Eddie Rabbit out of Texas ... Rows in New York. Hoyt Axton's independent single on Jeremiah Records breaking heavy in Portland ... And Pere Ubu in Boston

GOTTA HAVE A FATHER'S DAY ITEM — In L.A., Bullocks, Thrifty's, and Big 5 department stores are all using "Pops We Love You" by the Motown Family as an integral part of their tribute to Father's Day. The promotional campaign will tie the song in with give-aways, T-shirts, and buttons starting a week before Father's Day. By the way, "Pops We Love You" has been introduced in 1979 Father's Day Song of the Year by the Father's Day Committee Headquarters.

ENDS AND ODDS — National Record Mart of Pittsburgh has received a platinum record for "Ced Choc." Congratulations to Odyssey Records/Santa Cruz head buyer Stuart Click and wife Sharon on their first, home-owned and born, baby girl. Disc Records is planning a June opening for their fifth store in Austin.

SINGLES BREAKOUTS

Camelot — National
CHERYL BARNES
OCHOA BROTHERS
DOUG SAVAGE
TOM MYERS
BILLIE JOE BALDWIN
BILLY JOE BAILEY
NEW ENGLAND
RAY CHARLES
JEFFREY TAYLOR
FRANK ZAPPA
FLAMING LIPS
TAKA BOOM
MCFADDEN & WHITEHEAD
POCO
LUCE
KING
MIKE MCKINNON
ROSS "SKEETER" DOUGLAS
ONO
QUEEN
Peaches — Orange
TICKLER
ANTA WARD
ANITA WARD
NEW ENGLAND
RAY CHARLES
JAY FERGUSON
ANTA WARD
JAGUAR
AGGRO
ANCIENT
CHICKEN ROEBUCK
ANTA WARD
TICKLER
ANTA WARD
RAY CHARLES
JOE JACKSON
RICK ROCKETT
HARRY PAUL RICK
RICK ROCKETT
JAMES TAYLOR
DONNA SUMMER
BRICK
SUPERTRAMP
TICKLON

ALBUM BREAKOUTS

Handelman — National
RICK ROCKETT
JOE JACKSON
BANDY VAN GOWER
BANDY VAN GOWER
WALL OF WATER
WASHINGTON
MID-CITY RECORD BAND
FACE DISCO
ROB JONES
JIMMY REED
RICK ROCKETT
DONNA SUMMER
TICKTON
All Records — Oakland
RICK ROCKETT
JIMMY REED
BANDY VAN GOWER
BANDY VAN GOWER
WALL OF WATER
WASHINGTON
MID-CITY RECORD BAND
FACE DISCO
ROB JONES
JIMMY REED
RICK ROCKETT
DONNA SUMMER
TICKTON
Pickwick — National
RICK ROCKETT
JIMMY REED
BANDY VAN GOWER
BANDY VAN GOWER
WALL OF WATER
WASHINGTON
MID-CITY RECORD BAND
FACE DISCO
ROB JONES
JIMMY REED
RICK ROCKETT
DONNA SUMMER
TICKTON
Peaches — Columbus
BABYS
SLO
CARRIE LUCAS
NEW ENGLAND
Spec's — Miami
LEB KNARR
CIRCLES
ARITA WARD

CARS A SMASH AT KORVETTES — Elektra/Asylum recording group. The Cars made an in-store appearance at Korvettes in Manhattan, recently, meeting fans and autographing copies of their debut LP. Their second album, "Candy-O," will be released in June. Priced standing here from left are: Maxanneorton, E/A east coast A&R director. Ralph Ethier, E/A east coast general manager; Mitch Kanner, E/A east coast artist development director and production; Mark Donato, Phil, and William Barto, count executive; Irwin Beer. Korvettes record department manager; Brad Simons, Korvettes regional manager; and Irving Brusso, E/A northeast regional sales manager. Seated are Richard Robinson, Ben Orr, Elliot Easton, Greg Hawkes and Ric Ocasek. The Cars.

AMERICAN RadioHistory.com
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<tr>
<th>Weeks</th>
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<tr>
<td>1</td>
<td>GREATEST HITS OF WAYNE JOHNSON (RCA APL 1-2378) 15 1</td>
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<td>2</td>
<td>MUSICAL CLASSICS - KENNY ROGERS &amp; DOTTIE WEST (MCA A-1346-H) 2 8</td>
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<td>3</td>
<td>THE GAMBLER KENNY ROGERS (United Artists UA 834-H) 3 24</td>
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<td>4</td>
<td>THE ORI-GINALS THE STA-LER BROTHERS (Mercury SRM 1-0168) 7 6</td>
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<td>5</td>
<td>THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA AY-1133) 4 8</td>
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<td>6</td>
<td>NEW KIND OF FEELING WILLIE NELSON FAMILY &amp; FRIENDS (Columbia KC-3 23642) 6 25</td>
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<td>7</td>
<td>WILLIE AND FAMILY LIVE WILLIE NELSON FAMILY (United Artists UA 752-05) 8 55</td>
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<td>WHEN I DREAM TANITA TUCKER (MCA-2068) 10 24</td>
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<td>9</td>
<td>ROSE COLORED GLASSES NANCY SINATRA (Warner Bros. BSK-3528) 12 6</td>
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<td>SWEET MEMORIES OF GOLD KENNY ROGERS (United Artists UA 567-08) 16 67</td>
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<td>EVERY WHICH WAY BUT LOOSE ORIG VALUES SOUNDTRACK (United Artists UA 752-05) 9 21</td>
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<td>LEELA LEWIS ELVIS (MCA-1118-R) 17 6</td>
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<td>BEST OF THE MELANIES OF ELVIS ELVIS PRESLEY (MCA APL-13270) 20 12</td>
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<td>EXPRESSIONS DON WILLIAMS (MCA AY-10566) 18 34</td>
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<td>15</td>
<td>BEST OF BARBARA BARBARA MANDRELL AND HER FEAT. (MCA AY-1138) 19 18</td>
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<td>HEART TO HEART MADONNA (MCA-1187) 22 4</td>
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<td>17</td>
<td>JIM ED &amp; HELEN JIM ED BROWN &amp; HELEN CORNELIUS (Columbia KC-3346) 21 11</td>
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<td>18</td>
<td>TOTALLY HOT THE KENDALLS (Capitol ST-1179) 26 24</td>
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<td>19</td>
<td>MOODS GARY STERLING (MCA A-13288) 29 12</td>
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<td>20</td>
<td>ARE YOU SINCERE THE KENDALLS (MCA SRM-1-0315) 31 12</td>
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<td>IT'S A CHEATING SITUATION THE KENDALLS (Columbia KC-35779) 14 10</td>
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<td>THE BEST OF THE STA-LER BROTHERS THE STA-LER BROTHERS (Mercury SRM 1-01371) 30 74</td>
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<td>23</td>
<td>LEGEND POOGO (MCA AA-1098) 15 13</td>
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<td>24</td>
<td>PROFILE/BEST OF EMILY LOUISE RICH EMILY LOUISE (RCA APL 1-3388) 23 25</td>
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<td>25</td>
<td>KEEP IT THAT WAY ANNIE MARIE (Capitol ST-1179) 27 65</td>
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<td>26</td>
<td>GARY STERLING (MCA A-13288) 29 12</td>
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<td>ARE YOU SINCERE THE KENDALLS (MCA SRM-1-0315) 31 12</td>
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<td>ARMED AND CRAZY DONNY KNOTT (Columbia KC-35779) 32 66</td>
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<td>29</td>
<td>REFLECTIONS DONNY KNOTT (Capitol SW 11805) 38 9</td>
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<td>30</td>
<td>OUTLAW IS JUST A STATE OF MIND LYNN ANDERSON (Capitol SW 11805) 33 9</td>
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<td>31</td>
<td>JUST LIKE REAL PEOPLE THE KENDALLS (RCA APL 1-12372) 25 24</td>
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<td>LARRY GATLIN'S GREATEST HITS LARRY GATLIN &amp; THE GATLIN BROTHERS (Columbia KC-35779) 35 28</td>
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<td>33</td>
<td>HEARTBREAKER THE KENDALLS (Capitol APL 1-2797) 34 40</td>
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<tr>
<td>34</td>
<td>ONLY ONE LOVE THE KENDALLS (Capitol APL 1-2797) 36 44</td>
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### Ovation Plans Media Center, Joins Video Disc Movement

By Jennifer Bohler

NASHVILLE — Ovation Records recently sponsored an artist showcase, plus a series of meetings here designed to familiarize the Capitol staff with its Nashville branch and with the local music community.

The primary purpose behind the event, emphasized Ovation president Dick Schory, was to illustrate the total commitment of Ovation Records to country music and Nashville. During an industry-wide luncheon sponsored by Ovation, Schory outlined a basic game-plan for the label concerning its role in country music.

One of the most ambitious undertakings of the Chicago-based label is planning is the construction of a multi-media center in Nashville, which will house Ovation’s Nashville recording and publishing branches. Also the center will include recording studios and a film and television production facility.

A primary reason for the construction of the facility in Nashville, Schory said, is Ovation’s commitment to the development and marketing of video discs.

“We are committed to the video disc and will probably be one of the first independent labels to produce the video disc,” said Schory, who founded Ovation Records in 1969. "After a highly successful career as a musician, composer, arranger, producer and conductor. "The Kendalls will probably be our first release on video disc — we already have product done on them. We plan on releasing it as soon as there is enough hardware out there for the market to accept it.”

One factor that will allow Ovation to become more involved with the production of video material is their recent affiliation with Aurora Productions, a major motion picture and film production outfit.

“Aurora Productions is an affiliate company that is in the motion picture and film production business,” Schory explained. “Ovation Productions has been primarily involved in television production, although we do film work for industrial accounts. Now, some projects will be done by Ovation, and some by Aurora, depending on the nature of the project. “ Aurora will not be involved too heavily in country music, except in the motion picture end of it," Schory said. Values' recent success time I know of five films we have in production now in Aurora, with budgets in excess of $50 million dollars, and these do not in-clude a country product. However, Ovation Productions, in co-operation with Aurora, is in the process of producing a television special that will emanate from the Illinois

### FAMOUS MUSIC APPOINTS FICKS

Bill Ficks has been named creative director of Famous Music’s Nashville office. Ficks, director of operations for Famous Music in Nashville two years ago, moved last year to Famous’ Los Angeles office as creative director. Pictured (l-r) are Judy Gotti, director of operations for Famous in Nashville, Marvin Cane, president of Famous Music, and Ficks.

### MCA Launches Williams Promo

NASHVILLE — Chic Doherty, vice president of marketing, MCA Nashville division, has announced a major multi-media campaign for Don Williams’ new album, “Best of Don Williams, Volume II.”

Print advertising in support of the new album will begin immediately with ads aimed at the country music market in major national publications. MCA has scheduled national print in a half-dozen magazines in the first 90 days of the album’s release. Radio spots will also run in 35 national markets.

Merchandising aids will include, among other promotional items, 3 x 3 soft posters of the album’s artwork.

Williams was named Male Vocalist of the Year last fall in the Country Music Association nationally televised Awards Show, and his single, “You’re My Best Friend,” was named the all-time country record in Great Britain Williams’ album, “Best of Don Williams, Volume II,” is #14 bullet this week on the Cash Box Country Album chart after two weeks.

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**OAK RIDGE BOYS PERFORM IN MARYLAND** — MCA recording group The Oak Ridge Boys are greeted backstage by MCA promotion staffers following their recent concert at the Capitol Centre in Landover, Md. The Oak Ridge Boys single, "Say, I Got Money," the recent award winners in Los Angeles. Shown back stage (l-r) are: Richard Stratman, Oak Ridge Boys; Frank False, MCA promotion; Sherry Raines, MCA office coordinator; Joe Bonsall, Oak Ridge Boys; Duane Allen, Oak Ridge Boys; and Bob Walker, MCA Midwest regional promotion.
DOLLY PARTON (RCA PB-11577)
You're The Only One (3:23) (Unchappell Music/Begonia Melodies/Fedora Music — BMI) (C. B. Sager/B. Roberts)
Dolly again comes up with a song that, with her unique delivery, will appeal to all formats of radio. Programmers should be eager to add this one to her upcoming album, "Great Balls Of Fire." Produced by Dean Parks and Gregg Perry.

HANK WILLIAMS, JR. (Elektra E-46046)
Family Tradition (4:00) (Bocephus Music — BMI) (Hank Williams, Jr.)
This song was truly written in the tradition of Hank Williams. From the mournful vocals to the sorrowful lyrics and crying steel guitar, there is a ghostly feel of Hank Sr.'s presence on this exceptional record.

LEON EVETTE (Orlando 103)
Don't Feel Like The Lone Ranger (2:08) (Magic Castle/Blackwood Music — BMI) (Roger Murrah)
This Foster/Pierce production on Evette may lean to the pop/rock side, but has easy to remember lyrics and a catchy sound track. This should be Leon's highest chart record to date.

SINGLES TO WATCH

JOHN WESLEY RYLES (MCA-MCA-41033)
Liberated Woman (3:30) (Posee Bridge — BMI) (Wayne Carson)

JOHNNY PAYCHECK (Little Darlin 'L-D-7918)
California Dreams (2:18) (Chez Music — BMI) (Audrey Mayhew)

DON GIBSON (MCA-MCA-41031)
Forever One Day At A Time (2:09) (Milene Music — ASCAP) (Eddy Raven)

BOBBY G. RICE (Republic REP-01)

LOUISE MANDRELL and R.C. BANNON (Epic 8-7208)
Reunited (3:35) (Perren-Vibes — ASCAP) (D. Fekars/F. Perren)

BILLY THE KID (Cyclone CYS-103)

DAVE KIRBY (Monument 45-268)
Gas (Wish I Had A Friend In Iran) (2:48) (Tom Pad — BMI/Cross Keys Music — ASCAP) (Dave Kirby/Danny Morrison)

WYNN STEWART (Win's Records Wi-127)
Could I Talk You Into Loving Me Again (3:32) (Pat Hand Pub/Big Swing Pub. — BMI) (Wynn Stewart/Lenn Green)

EARL THOMAS CONLEY (Warner Bros. WBS-8798)
Middle-Age Madness (3:27)

(ETC. Music/Easy Listening Music Corp. — ASCAP) (Earl Conlee)

CAROL ANN BAKER (Sound Factory SF 412)
Born In The Country (3:12) (Area Code 615 Music — ASCAP) (Carol Anderson)

RAY FRUSHAY (Western Pride NR 100)
Devil On My Mind (2:51) (Larry Robinson Music/Western Pride Music — BMI) (Mack Jackson/Charles Stone)

Chumley Productions Providing Recording Help To 'The Little Guy'
by Jennifer Bohler

NASHVILLE — Pat Chumley, owner of Nashville-based Chumley Productions, says business has quadrupled since the company's inception two and a half years ago. The company's service involves "processing a record from tape to the finished product," according to Chumley.

"Anything the artist needs to take his record from the master tape to the finished product, I can do for him," said Chumley, who has the distinction of being the only woman to run a business such as this in the Nashville area.

"BIG" AL DOWNING AT CASH BOX

"Big" Al Downing came by the Cash Box office in Nashville recently. Downing is currently on a promotional tour of the Southeast for his single, "Touch Me ('I'll Be Your Fool Once More')," which is #37 bullet this week on the Cash Box Nashville Country Singles Chart. Showed in the office are (l-r): Ken Woods, chart coordinator, Cash Box, Nashville; Downing; and Jim Sharp, director of operations, Cash Box, Nashville.

CROSS WINDS — Conway Twitty — MCA-3086
Producer: David Barnes and Conway Twitty — List: 7.98
All it takes is one close look at the cover graphics to figure out this album is a step in a direction for Conway Twitty. The music is still country, but the production, arrangements and general feel of this record are refreshing and more modern than anything Twitty has recorded in some time. And Twitty's vocals are still familiar. "In This Corner," "Love Takin' Me Away," "Love Comin' Down" and "Happy Birthday Darling" stand out on this exceptional LP.

SERVING 190 PROOF — Merle Haggard — MCA-3089
Producer: Fuzzy Owen and Jimmy Bowen — List: 7.98
This new album by Merle Haggard is one of his best. In spite of his previous success, Haggard has always had a strong sense of country music's roots that seem to be thrown together, but his latest LP is produced well and features tasteful and inspired guitar and fiddle work throughout the album. Nine of the 11 songs were written by Haggard. Two brilliant songs are included — Haggard's "My Own Kind Of Hat" and Red Lane's aching "I Must Have Done Something Bad."

RODRIGUEZ — Johnny Rodriguez — Epic KE-3614
Producer: Billy Sherrell — List: 7.98
Here is a fresh look at Johnny Rodriguez. This is his first album recorded "The Nashville way," and he is currently working with famed country songwriters. Rodriguez wrote all the songs except one, and the record is a cohesive, direct musical expression from Rodriguez. The high visibility of 'Epic's Nashville division should add a strong lift to Rodriguez's career.

Lester Flatt Dies At Age 64

last appeared at The Grand Ole Opy in April. He was rehomed to a hospital April 23.

Flatt is survived by a daughter, Mrs. Brenda Green of Hendersonville, Tenn., and his former wife, Mrs. Edna Clark, and Mrs. Clara Poston, all of Sparta.

Sixth Music City Tennis Tourney Gets Underway

NASHVILLE — The Sixth annual Music City Tennis Invitational Tournament kicks off this week at the Nashville Rad- 

quet Club. Recording artists Larry Gatlin, Joe Bonsall of The Oak Ridge Boys and Steve Walsh and Phil Chant of Kansas are among the celebrities expected to par-
ticipate in the tournament which benefits Vanderbilt Children's Hospital.

The annual social event is sponsored by the Nashville Symphony Orchestra and the symphony's music director, maestro James Conlon.

Honorary Chairperson Helen Farmer of the Country Music Association, "We've grown from a one night event with about 60 players and 30 teams our first year to better than 180 players and 90 teams last year and the amount of money we have been able to raise each year has increased."

Honorary Chairpersons Preston B. Williams of BMI said, "This tournament has not only become the premier event for the Music City tennis community, but the annual social event as well. There are few other occurrences where such a diverse cross-section of our industry congregates for a non-business function. It is really great fun."

John Lomax Appointed CMF Oral Historian

NASHVILLE — The Country Music Foundation has announced the appointment of John Lomax III as head of the foundation's oral history project.

As coordinator of the project, Lomax will interview performers, businessmen and other personalities from the country music industry to strengthen the oral records of the music industry. He will also conduct 400 taped interviews with members of the country music industry who are now in the foundation library.
Gas Crunch Spurs Protests

by Bob Campbell

NASHVILLE — Protest records are generally about as popular as yesterday's newspapers, but the recent sharp rise in oil prices and the subsequent drop in the value of our personal currency stations across the country have thrown the public into a nasty mood. And a new country single, "Cheaper Cruze Or No More Food?" has been on the Billboard Country Singles chart at #73 for two weeks, gaining that prickly spot.

The current line-up of protests is a diverse one, ranging from folks like Wally Haynes, who has been hammering on the need for a crude-oil embargo, to the newly-reunited John Conlee, who has been releasing his record in this year, "The Exorcist," which features songs from Eddie Rabbit, Billie Sherrill, and Roy Cash Box.

Denny Johnson, president of the VFMA, which annually honors Virginians who have received the VFMA Award, will also be on the list of protest-records this year.

"Cheaper Cruze Or No More Food?" will be released with the first single, "I Found A Rainbow," which is likely to be the first single released this year. The song was written by a young Virginia writer and has become a hit in the South, where it has been played to death. The song has been re-recorded by several artists, including Dolly Parton, who has released a new version of the song titled, "No More Cruze, No More Food."
THE COUNTRY MIKE

COUNTRY RADIO

GAMble for INdY 500 — WIRE. Indianapolis has pulled together an Indy 500 race package for the pre-race, post-race, and race day festivities. The Indy 500, which is to be run May 27 in Indianapolis, will feature the 500 Festival Parade and WIRE will carry pre-race coverage featuring interviews with the participating drivers and planners of the parade complete with in-depth coverage of the parade from start to finish. WIRE's helicopter will be the hub of the traffic control system with ten mobile units strategically located around the city to provide motorists with up-to-the-minute traffic information for the 500 parade and the Indy 500. WIRE's programming will be broadcast from the WIRE studio and live from the parade route with "500 of Yesteryear," a five-minute program highlighting the historical moments of previous 500 mile races.

MUSIC FACTOR PROFILE — Bob Jones, MD for KIKK/Tucson. He has been in radio only part-time since 1974. Bob's full-time job was that of being district manager for a paint distributor in the Tucson area. He graduated from Pima College in Tucson with a degree in business administration. Bob has wanted to be in radio since the 12 years old. He started out at KCU/Tucson and worked on and off there several different times in between working for KHOS/Tucson, KIX/KX/KJ/KLJ/LJ/Phoenix and finally going to work full-time for KIKK/Tucson in 1977. Bob was named MD in 1978 for KIKK.

Cash

WAGG OF TOWN

PARADE COVERAGE

PD/MD Mark Thomas. John came in at WHK's Morning drive and took over for KJW at the end of Johnson WWOL/ Buffalo Shadows with Liz. Howard of SHW's special party for the citizens of the city. Have you gotten your parade tickets yet? Vice President Johnson (Johnson WWOL/ Buffalo) gave the keynote address and spoke about the importance of the event. The parade is scheduled for May 19, 1978.

Liz Jones

WIRA Announced

WIRA and RCA TEAM UP FOR ATLANTA BRAVES PROMO — WIRA/West Palm Beach and RCA Records teamed up recently to send two lucky listeners to see the Atlanta Braves play baseball. Listeners were asked to register at the Record Shop and the winner was drawn from the entries. Other prizes included new releases from the RCA record catalog and WIRA Country K baseball caps.

KERE/Denver is trying to help solve the nation's energy problem. The campaign is called "KERE's Little Energy Pills," and revolves around asking listeners for energy-saving suggestions. The most original and creative suggestions, in the opinion of experts from the regional office of the U.S. Department of Energy, will receive prizes from KERE. Then all the tips received will be packaged in giant capsules and sent to President Carter with instructions to take two pills a night and call Denver when he needs help.

REMEMBER — Press releases and publicity photos to Country Mike, 21 Music Circle East, Nashville, TN, 37203.

PROGRAMMERS PICKS

Don Walton

WIRA/West Palm Beach

What're We Doing, Doing This Again — Nick Nixon — MCA

Terry Wunderlin

Shadows in The Moonlight — Anne Murray — Capitol

Terry Stevens

Sarah / Shadow in The Moonlight — Anne Murray — Capitol

Johnny Steele

KRAM/Las Vegas

You Can Have Her — George Jones/Johnny Paycheck — Epic

Blenda Maraden

WKMF/Flint

When A Love Ain't Right — Charley McClain — Epic

Ken Johnson

WOB/West Palm Beach

Shadows in The Moonlight — Anne Murray — Capitol

Jenny Pond

WDD/DD/Chattanooga

Save The Last Dance For Me — Emmylou Harris — Warner Bros.

Country Joe Flint

KOS/Old Salt Lake City

Cheaper Crude Or No More Food — Bobby "Sofine" Butler — IBC

Dan Williams

WCMS/Norfolk

Shadows in The Moonlight — Anne Murray — Capitol

Ron Jones

KZ/Len/ Denver

Nadine / Freddy Weller — Columbia

Liz Miller

KHTZ/Los Angeles

What Am I Gonna Do — Kim Carnes — EMI

King Edward IV

WS/LR/Washington

(Ghost) Riders In The Sky — Johnny Cash — Columbia

MOST ADDITIONAL COUNTRY SINGLES

1. SHADOWS IN THE MOONLIGHT — Anne Murray — Capitol

2. SINCE I FELL FOR YOU — Con Hunley — Warner Bros.

3. YOU CAN HAVE HER — George Jones/Johnny Paycheck — Epic

4. BREAKIN' IN A BRAND NEW BROKEN HEART — Debby Boone — Warner Bros.

5. CHEAPER CRUDE OR NO MORE FOOD — Bobby "Sofine" Butler — IBC

6. NOBODY LIKES BAD SONGS — Ronnie Milsap — RCA

7. YOU FEEL GOOD ALL OVER — T. Sheppard — Capitol

8. JUST LIKE REAL PEOPLE — The Endlands — Fantasy

9. DICK CLARK HOSTS WHN SHOW — Introduced by his old American Bandstand theme.

"The Bandstand Boogie." Dick Clark recently spent an hour at New York's station WHN playing records and telling anecdotes about many of the stars he has worked with over the years. Among those in the WHN studio were Mike Fitzgerald, WHN personality, Robbie Roman, assistant program director, and Jessie, WHN air personality. Shown seated are (l-r): Clark and Ed Salamon, WHN program director.

www.americanradiohistory.com
GORDON PLAYS THE ROXY — RCA recording artist Robert Gordon recently performed at the Roxy in Los Angeles. Pictured after his show there (l-r) are: Ken Redemske, regional operations manager for Pickwick International; Gordon and his friend, Snookie; John Brown, western region sales manager for Pickwick; Dan Burkheimer, division vice president of artist development for RCA; and Bill Graham, director of western region field marketing for RCA.

**Muscle Shoals Active On Tenth Anniversary**

LOS ANGELES — Muscle Shoals Sound Studios celebrates its 10th anniversary this week with a schedule of production activity by artists and producers from across the country. Studio co-owner Barry Beckett is producing a new band from Atlanta called Whiteface on Mercury. Miami’s Brad Shapiro just wound up work on James Brown’s new album for Polydor with an assist from the Muscle Shoals Rhythm Section. From Nashville, Ron Haffke will produce a new album by Dr. Hook and a solo LP for the group’s vocalist, Dennis LorCerre. Both are for Capitol.

**RCA Introduces New Video Recorder Line**

NEW YORK — RCA has introduced a new line of video cassette recorders, including the industry’s first three-speed model that can record up to six hours on existing tape cassettes. This comes on the heels of Sony’s introduction of a Betamax machine with a four and one-half hour recording time (Cash Box, May 12).

The new “SelectaVision” line features three two-speed modes which can record up to four hours on a single cassette and a new compact portable model designed to record with new color cameras for one hour on a single built-in battery.

**ATV Music To Handle Cherry Lane In Canada**

LOS ANGELES — ATV Music will be administering the catalog of Cherry Lane Music in Canada under the terms of a joint agreement. Included in the Cherry Lane/ATV agreement will be the compositions of John Denver, Kenny Rogers, Tom Paxton, Bill & Taffy Danoff, Jeffrey Commenor, Mentor Williams and Lee Holdridge.

Also included in the Cherry Lane/ATV arrangement will be the affiliated Cherry Lane companies, including Third World Music. Tangied Web Music. The Crystal Jukebox catalog. Golden Age Music and the compositions of British rock band, Pearly Spencer and new artists, Avalon. The Cherry Lane/ATV Canada agreement is the first one set by ATV Canada since the Toronto office, headed by Bernie Solomon, opened its doors several months ago.

**Shankman De Blasio Signs Three Talents**

LOS ANGELES — Shankman De Blasio recently signed Atlanta’s Sister Sledge, Philip Bailey and Tom Vicari. Bailey, Earth, Wind and Fire’s lead vocalist, and recording engineer and producer Vicari have just formed a music publishing company. Holy Sounds. Shankman De Blasio will represent the two as a production team.

**Media Seminars To Hold ‘Rock To Reel’ Program**

LOS ANGELES — A one-day seminar will be held June 9, at the Studio Group in Hollywood, to bring people from all facets of the music and recording industries up to date on the latest advancements in recording and exploiting music through video tape and film.

The seminar, entitled “Rock To Reel,” is being sponsored by Media Seminars, Inc. of Beverly Hills. Among the topics discussed will be: how to bid, budget and produce rock promos; new techniques in exploiting contemporary sound; latest trends in creating special video effects; the legalities of rock shorts from management, record companies and the artists; and the effects of in-store video promotion of consumer products.

Representatives from major management, law and video production firms are slated to speak at the seminar, in addition to record retailers and label executives. The cost of the program will be $65.00 per person. For further information, contact Ann Johnson at (213) 550-1944. Media Seminars, Inc., 9348 Santa Monica Blvd. Beverly Hills, Ca. 90210.

**BMI Set To Honor Writers, Publishers**

NEW YORK — Broadcast Music, Inc. (BMI) will honor the writers and publishers of today’s pop songs at an invitational dinner to be held at the Beverly Wilshire Hotel, Los Angeles on June 5. The following day, at the same location, BMI will hold a similar affair for the cream of scores for television and feature films.

The June 5 pop awards ceremonies will single out writers and publishers of the most performed songs in the BMI repertoire during the 1978 calendar year. The highlight of the evening will be the presentation of a glass plaque saluting the single most performed song in the BMI catalogue during 1978.

**Peri To Be Sentenced On Counterfeiting Rap**

NEW YORK — Joseph Peri, owner of Creative Disc Inc., a pressing and tape duplicating plant in Mount Vernon, N.Y., and Dynasty Graphics, Inc., a graphics plant in the city, have been ordered to appear for sentencing in Federal District Court on May 24 after pleading guilty to a two-count indictment of mail fraud and copyright infringement. It was also said that he has been involved in a six-state raid last December by the FBI and the Eastern District Organized Crime Strike Force on alleged piracy and counterfeiting operations.

Peri faces a maximum sentence of six years in jail and/or a fine of up to $25,000 for allegedly duplicating the Andy Gibb recording of “Shadow Dancing” on RSO Records. He was also charged with counterfeiting such albums as “Bat Out of Hell” by Meat Loaf and “Mr. Magic” by Grover Washington, and with making color separations for the graphics for counterfeited albums by Lynnyrd Skynyrd, the Village People, John Denver, the Bee Gees, Kiss, the Who, and Linda Ronstadt.

**DeVito Forms Company**

LOS ANGELES — Tommy DeVito, former member of the singing group The Four Seasons, has formed the Las Vegas-based Gold Sound Productions. Gold Sound will be involved with all facets of production from producing and management to writing and publishing.

The firm is headed by Brian Baggs and Scott Fitzgerald. Product produced through Gold Sound will be released via production deals with various major labels. Gold Sound Productions, Inc. and Gold Sound Music, Inc. can be contacted at (702) 385-2251.
Nonesuch Maintains Quality Despite Escalation Of Costs

By Ken Terry

NEW YORK — Currently celebrating its 15th year in existence, Nonesuch Records is still a self-sustaining operation devoted to quality recordings at a budget price. But in many ways, it is substantially different from the label that Jac Holzman founded in 1964.

At that time, there was a vast amount of material on European labels that had never been released in this country. Holzman sensed that there was a market in the U.S. for much of this material, especially in the areas of baroque and early music, which was becoming very popular with college students during the 60's. And, since there were no production costs involved if the recordings were licensed, they could be released here at a low price that would be especially attractive to young people.

So Holzman, who had started Elektra in 1950 and had made it into one of the most successful folk music labels of the 50's, added Nonesuch Records to his list of burgeoning enterprises. By the time he hired Teresa Sterne as director of A&R for the fledgling budget label in the fall of 1965, Nonesuch had released 100 titles, most of them licensed from European sources, and Nonesuch was starting to become a money-maker.

Recalling those halcyon days, Sterne told Cash Box that Holzman used to blow away the money he made from Nonesuch into his early rock productions. "He said the money from Elektra if it hadn't been for the profits from Nonesuch."

In the late 60's, however, the situation changed. Stiff competition sprang up, with a number of other budget labels imitating Nonesuch's formula for success: the small European recordings, with titles, plus... the label that Jac Holzman started were released here for much lower prices, and it made a contribution and is not just filling up grooves," she said.

One measure of Nonesuch's contribution is the outstanding service that it has rendered to contemporary classical music. Among the modern American composers whose work has had on record, and in many cases, commissioned by Nonesuch are Elliott Carter, George Crumb, Milton Babbitt, Jacob Druckman, George Rochberg, William Bolcom, Charles Dutoit, Morton Subotnick, Kenneth Gabbi, Peter Maxwell Davies and Charles Wuorinen. The latter composer's "Time's Encomium," a Nonesuch commission, won the 1970 Pulitzer Prize for Music.

The careers of a number of fine performers, likewise, have been advanced by their Nonesuch recordings. Prominent...
BRUCE CAMERON: SLEEPER OF THE YEAR? — With a little luck and, of course, a lot of airplay, that might be the name by which the Bruce Cameron Jazz Ensemble on Discovery Records may turn out to be one of the biggest surprises of 1979. At the moment, however, "With All My Love" is the best kept secret in town. Although airplay is developing in key west coast markets such as Los Angeles, San Francisco and San Diego, the problem, according to Discovery's Mark Smith, is that stations haven't kept pace with radio activity. "It's a question of getting into the stores at the grassroots level," according to Smith, who, along with veteran jazz producer Albert Marx, resurrected the L.A.-based label about a year ago. "Managers, buyers and clerks should realize that this is quality music with widespread appeal." Smith's assessment of the record was echoed by Monica Riordan, music coordinator at Los Angeles radio station KKO. "The group has a fresh, catchy sound," she says, "and all the singles went on the record right away. It's exciting because everybody got behind the album because the music and talent shine with question NEW NPR Parker Memorial Kansas City Jazz of HAS has RECENT Arnett LIVE Amphitheatre album, primarily Recorded which Hollywood Bowl," Mangione's first UPCOMING is strong "Take Tatum, with people like Hawkins, with people like Art Sanborn. Upcoming "This Masquerade" highlights the debut album for A&M, was released on May 18. Recorded last July, the album features both new and familiar material — the latter drawn primarily from his "Feel So Good" LP and "Children of Sanchez" soundtrack. On the album, Mangione plays flugelhorn and piano and conducts a 7-piece orchestra. Mangione's own quartet also features: Chris Vadala on sax, flute and piccolo; Grant Gissmann on guitar; Charles Meeks on bass; and James Bradle on drums. On June 30, Mangione begins a 40-date tour that will include appearances at the Universal Amphitheatre in Los Angeles July 19-22 and several big outdoor festivals in the east.


JAZZ ALBUM PICKS

THE SMOOTH ONE — Johnny Hodges — Verve 2-2523 — List: 8.98

A pair of previously unissued sessions from 1956 and '60 find Hodges in top form. The cast is strongly Ellingtonian, with Ben Webster, Shorty Baker, Lawrence Brown and Ray Nance on board from time to time. The program is less familiar who will debut on his tour, than normal, but there are plenty of ballads and blues for the essence of Hodges. Good notes and superb mastering, as is customary with this series.

KANSAS CITY FIVE & SIX — Lester Young — Commodore 41937 — List: 8.98

Small ensemble dates from 1938 with Buck Clayton, Eddie Durham and the Basie Rhythm section. Of major interest here are a multitude of alternate takes which have never appeared on LP before. Good notes and superior remastering make this an auspicious addition to a strong new Commodore release.

CHOCOLATE DANDIES - LEONARD FEATHER ALL-STARS — Coleman Hawkins — Commodore 14393 — List: 8.98

Early Hawkins dates, with people like Roy Eldridge, Benny Carter, Art Tatum, Sid Catlett, Cootie Williams and Oscar Pettiford. Some truly classic swing in these grooves, with the leader standing out. Some alternate takes that are new to LP. Should be a strong performer in an exceptional release of mainstream Commodore LPs.
Dear Norman,

Back in September of last year, Lenny and Stanley Lewis approached me about handling a new line of records. They described the company and sent me test pressings of the first four albums to be released.

I must admit, that even though I was impressed by the records, I was less than enthusiastic about handling "another new line." The thought of setting up to handle a new company not very heavily financed, and a predominantly jazz line at that, was not very appealing. But and it's a very big but, I have known and dealt with Lenny and Stan for over 20 years and I regard them as my closest friends. This fact combined with my previous experience with the quality of your past records, and a very strong feeling for the kind of music that you stand for, left me no real way out. So I took the line.

It is now eight months later, we have eight albums in the catalogue, and I understand more coming. I am truly overwhelmed. This is not as I originally thought, "just another line" or "another new company." I believe that Gryphon is a "major" in every way.

Everyone in this company looks forward to the new albums with anticipation. At a time when the record business seems to be generally dull, we are experiencing total acceptance of your product in every area of sales and my promotion people also tell me about the warm reception they receive at the radio stations when they present the albums.

I would like to take this opportunity to congratulate you on the consistent quality of each release, and also to tell you that my respect for the way Stan and Lenny conduct the business is very well founded.

I feel certain that all of your other distributors feel the same as we do. I want you to know that you have our total cooperation and support. Do not hesitate to let me know if there is anything we can do for you.

Very truly yours,

Sid Talmadge

May 9, 1979
SOMETHING'S ALWAYS OPENING IN S.F. — Chops on Market Street in the heart of San Francisco recently opened to rave, practically screaming, reviews. Larry Cotton dishes up deliciously hot food in the popular stand-up style, along with decor and hot customers ensure its continued popularity. Opening next month, Studio West on Front Street is planned as an after-hours bar. DJs Michael Keys and Bob Miro will do the honors.

GEE, IT'S SOMETHING NEW — The Palace, a unique combo of disco and film production facilities, will open this summer in L.A. It's just off the legendary corner of Hollywood and Vine in the heart of Tinselvania. The five-million-dollar, seven-story complex is the original site of the Hollywood Palace, which flourished as a legit theater just about the time silents were Space Age and talkies were lap dancing in. In addition to its Jet Age video and film production facilities, the structure will house a beauty salon, haute chic boutique and a continental restaurant. Owner Dennis Linkle cites the project as part of the massive effort to revitalize the Hollywood area.

ROCK GOES DISCO — The legendary Fillmore East will reopen this fall as a disco. The theater will be extensively remodeled by the owner, St. Mark's Baths.

GUESS WHO'S BACK? — Marty Croft has come out of retirement with his new Zebra label. Bambu’s 12” “I Don’t Wanna Lose It,” but last month from Zebra, will also be featured on the group’s forthcoming album, “Sacifice.”

LIVE IN NASHVILLE — TK/Clouds’ artist Steve Gibb will be performing at the Tennessee Theater on May 25 along with “Bieber than Blue.” Michael Johnson Gibb will sing his self-penned “She Believes in Me” and selections from his debut album, “Let My Song.” SIGNING OFF — Disco duo Dalton and Dubarri were crowd pleasers at the Close Encounters disco in L.A. May 17. Of the autographed letters for their new Hit List “Choice” album at the KACE radio-sponsored event.

CARRIE-ING ON — That’s what an enthusiastic gang of Carrie Lucas fans did last week at Studio One in West Hollywood. The disco artist performed her hit single “Dance With You,” while a few ensemble of the club’s lead and King T.Y. Featherstone played at the door, greeting absolutely everybody.

ATLANTIC CITY MOVE OVER — The Flamecon opens May 25 in Wildwood, N.J., descending from Atlantic City. The club has 1,000-person capacity and the design is by FSa. Direct Current will make a “surprise” appearance and perform their TEK 12. “Everybody Here Tonight Must Party.” DJ honors will be shared throughout the summer by Frank Sestito, Tony Gatta, Valentine and Frank Goodman, all from the Pocono Pocono. Says Sestito, “A lotta bucks have been poured into the club. There’s new club action all up and down the Jersey coast, not just in Atlantic City.”

REVIEWS

BAMBU — I Don’t Wanna Lose It — Zebra Z-500 — 12”

Spirited back up singers support a strong lead vocalist. Conga-dominated intro is sure to get disco patrons out on to the dance floor. Rousing finale features sassy chorale arrangement, wailing horns and eerie flutes all competing for the listener’s attention. Bambu and Zebra are both new, but you’ll be hearing a lot more from them if this first single is any indication of future efforts. Times: (A) 9:32 and (B) 5:15.

NUGGETS — New York — Mercury MX-93 — 12” — Promo

Although the lead singer sounds suspiciously like the Village People’s, the song belongs solely to Nugget. Long break showcases sophisticated synthesizer work. While muted horns pay homage to the Big Band era, this song is contemporary as any. The (B) side is edited for radio airflow. Times: (A) 7:13 and (B) 3:17. BPM: 124.

PRINCE ELLIS — Disco Girl — 20th Century TCD-71 — 12”

Lynette tells a bittersweet story of a lonely girl who hangs out at the disco. Sassy interplay between lead and backup vocals makes the song’s theme. Mellifluous horn solo provides more proof that that instrument is becoming disco’s best friend in helping shape the style enter the musical mainstream. Times: (A) 4:05 and (B) 4:55. BPM: 118.

Compiled from audience response as reported from top Disco programming outlets. **12” available for sale.

PROGRAMS PICKS

CAN’T MISS

Peter Wickiewicz

Chicago

Spend The Night

Bob-A-Relia — Channel

Born to Be Alive

Patrick Hernandez — Columbia

Paul Curtis

Seattle

When You Wake Up In The Morning

Patricia Stanger — Warner Bros

Boogie Woogie Dancin’ Shoes

Claudia Barry — Chrysalis

Bill Sandor

Pittsburgh

The Runner

Three Degrees — Ariola

Spend The Night

Bob-A-Relia — Channel

Manny Stahl

Los Angeles

What You Wake Up In The Morning

Candi Staton — Warner Bros

Bad Girls

Donna Summer — Casablanca

Tony Smith

New York

Love Magic/Holler

John Davis — SAM/Columbia

Born to Be Alive

Patrick Hernandez — Columbia

Frank Sestito

Philadelphia

Let Me Be Your Woman

Linda Clifford — Casablanca/RSO

Double Cross

First Choice — Salsoul/RCA

Jeff Bortman

Houston

Sorcerer

Norma Jean — Bearsville

More Than Meets The Eyes

Stainless Steel — Warner Bros

Jon Randazzo

San Francisco

Night Dancin

Taka Boom — Ariola

Ring My Bell

Ariane Ward — T.K.

Steve Smith

Cuba

Los Angeles

Gibson Bros — Mango

One More Minute

St. Tropez — Butterfly

Sam Meyer

Houston

Sorcerer

Norma Jean — Bearsville

Get Lo Go

Kathy Patterson — Shady Brook

Chuck Weissmuller

Boogie Business

Candy & The Doozer — Warner Bros

When You Wake Up In The Morning

Rick Anderson — Warner Bros

Mark Rosenberg

Washington, D.C.

When You Wake Up In The Morning

Candi Staton — Warner Bros

Ring My Bell

Ariane Ward — T.K.

Loul Coupe

Las Angeles

Disco Circus

Martin Circus — Prelude

Bad Girls

Donna Summer — Casablanca

Kevin Mills

Washington, D.C.

Disco People

Mike Theodore — Westbound

Get It Up For Love

Tanya Tate — Motown

Bob Anderson

Washington, D.C.

Undercover Lover

Debbie Jacobs — MCA

Dancin

Todd Foster — Midsong

MUST SPIN

Cash Box/May 26, 1979
CARRIE ON...

On TV...

SOUL TRAIN — May 19

AMERICAN BANDSTAND — May 26

KICKS — June 1 — Chicago area
       June 30 — Los Angeles area
       July 7 — New York, Memphis area

DINAH — June 11 — Los Angeles, New York area
       June 25 — Atlanta area
       July 2 — Memphis area

Check local listings for time and channel.

CARRIE LUCAS IN DANCELAND

Back after her hot "Street Corner Symphony," Carrie Lucas, accompanied by the mellow voices of Lakeside, will have you on the floor once again with her newly released album, "Carrie Lucas In Danceland."

From silky, sensuous ballads like "Sometimes A Love Goes Wrong" to the disco beats of "Dance With You," Carrie gives you an album filled with music for everyone.

Carry on Carrie, carry on!

Produced by Dick Griffey

Manufactured and distributed by RCA Records
FDA Fails To Enforce Own Laser Lighting Regulations

Continued from page 7

laser light business is going to explode. By 1980 there may be more laser light systems than there are now.”

Reliable figures indicate that there are currently about ten thousand discos operating in America, and that seven per cent of these use laser light systems.

According to Sandhaus, “when you consider that the BRH has only three field inspectors to cover the whole country, and that includes for all laser installations, not just discos, it is clear that we need a department that’s been run ragged.”

Can Damage Eyes

What makes this lack of enforcement a critical problem is the medical evidence that suggests that exposure to a laser light can cause damage to the human eye. In a letter to the Journal of the American Medical Association, dated July 28, 1978, Doctors Milton J. Milne and Norman C. Telles reported that several ophthalmologists, in documenting eye tissue damage by laser lights, it read, in part, “Laser devices are being used increasingly in artistic and entertainment displays, such as . . . discotheque displays . . . and as accompaniment to musical concerts, especially nationally televised concerts. This has raised serious concerns about hazards to the public and users of laser devices. The purpose of this communication is to alert medical practitioners, specifically ophthalmologists, and request their help in locating and evaluating any cases of injury that may have resulted from exposure at a laser show.

For visible laser radiation, biological damage has not been established for power levels below .39 microwatts. For power levels up to 1 milliwatt, damage from long exposure is possible. For power levels above one milliwatt, injury is possible from brief direct exposure. Power levels from two to 17.5 milliwatts can cause retinal lesions in test animals after one second exposures.

According to most estimates, the power level of the average laser light installation at a disco exceeds one watt, or one thousand milliwatts.

Sandhaus further explained that “in darkened auditoriums or discos, the danger of injury is heightened because eyes are fully dilated. Add to that the possibility of concert audience members using binoculars or cameras with telephoto lenses and you have the potential for serious, permanent injury resulting from laser light being focused and magnified through an optical system and right into the eye.”

Federal Standards

According to Federal standards the use of a stationary, continuous laser beam may not exceed one milliwatt, unless the BRH grants what is called a “variance,” which permits a manufacturer to exceed the limit if he proves that the product will not directly expose people to laser radiation in excess of one milliwatt.

On April 10, the FDA exercised what was described as “the only recall of a laser light show in our history” when Bill Graham Presents, Inc. (BGP) of San Francisco voluntarily took back a sound system that it had loaned to the Old Chicago disco in Chicago, Ill. In addition to a series of minor violations, the FDA cited BGP for “exceeding the acceptable emission limit” for entertainment systems. While BGP submitted a corrective action plan, Old Chicago elected not to take the system back.

In September, 1978, the FDA fined Laser Physics, Inc. a firm that manufactures and installs laser light systems, the sum of $1,000 for a number of infractions, including shipping non-compliant products and failing to correct non-compliant products. According to the FDA, Laser Physics’ systems exceeded proper emission levels.

The firm’s laser systems had been installed at various locations, including the New York, New York Discotheque in New York City; Loew’s Orpheum Theatre in Boston; and the Rafter’s in Saratoga Springs, New York. While a spokesman for the New York, New York club claimed that the equipment had been approved by the FDA, the spokesperson for the Orpheum, the Rafter’s, and Laser Physics were unavailable for comment. In addition, it could not be ascertained from the FDA whether follow-up inspections have been made.

Korvettes’ Lowballing Tactics Begin To Affect Competition

Continued from page 8

prices has been recently offered in the Goody Stores.

The Harmony Hut chain, whose stores are located along the eastern seaboard from Virginia to New Jersey, is a competitor of Korvettes in several markets. But Clyde McElvene, general merchandise manager for Harmony Hut, said, “I’m not going to let Korvettes or anybody else panic us into reducing our prices for the sake of competition. We’re in this business to make money, not give away product. We don’t have to make any adjustments in our pricing, because we’re not in business to battle Korvettes.” The chain has been advertising some $7.98 product for $4.99, but McElvene said that $5.29 is the average sale price.

Philly Price War.

One chain that plans to match Korvettes’ price of $3.99, should it continue to price LPs that low, is Wall-To-Wall Sound, a Philadelphia-based retailer that offered a sale price of $3.60 on $7.98 list product when one of its stores was in direct competition with an area lowballer in 1977.

Jim Henry, record and tape buyer for the chain, told Cash Box, “We have a policy of not being undersold, and if the situation continues we will probably have to match Korvettes. We’ll keep a close watch for the next couple of weeks, and if it really starts affecting my business, I’ll have no recourse but to follow suit.” The chain, which operates Top 200 record departments with 1500 catalog titles in seven of its 17 locations, is currently selling $7.98 list product on sale for $4.99 and $5.99.

Ben Karol of King Karol said that he

would never consider lowballing because “I’m planning to stay in business for a long time, and that’s the way that I do it to operate efficiently, conventionally, and intelligently, and that means making a fair markup on what you sell. You can’t buy records for $4.08 and sell them for $5.99 and expect to stay in business. Our sale price for $7.98 is $5.99, and if we sold it for anything lower, Elliott Setton, director of retail operations for Jimmy’s, explained, that “a lot of retailers are trying very hard to stimulate a sale and it’s just doing it by price, which is something I’m not too familiar with.” He added that Jimmy’s would not do that at any time because “but we’re in the midst of a very crowded competition, and you can’t let them get any kind of edge on you. We’re merchandising and promoting anyway we can to maintain the volume we think we should have.”

Higher Vinyl And Pressing Costs Seen In Summer

Continued from page 7

PVC price increases from April (when price jumps of between 2 cents and 5 cents per pound resulted in Electrosound increasing their price by 1c per LP and 1/2c for singles), the total number of LPs and singles pressing this summer is expected to result in material costs climbing significantly in the last year. “The going price for bulk purchases (40,000 pound minimum) is about 45c per pound on the west coast and about the same on the east coast,” Schmidt explained, “but last year about this time, it was around 40c per pound.”

Another 2-3c increase per pound would mean an overall price jump of nearly 20% over the same time last year.

“We (Electrosound) have discussed the possibility of vinyl shortages,” Schmidt added, “that company officials had looked to the oil crisis of 1974 for guidance.

Gas Crunch Scenario

“Back in the 74 gas crunch,” Schmidt explained, “it didn’t hit nationwide until January or February. Then, six months later, there was a supply shortage. This time, it doesn’t look as though the crunch will go nationwide until May or June. If things work like they did in ’74, then maybe at the end of the year we might have a problem.”

This potential shortage also has plant officials and distributors particularly concerned. Producers of special editions, limited editions and classical music records, the Allenton plant uses a higher grade of vinyl and is concerned that a shortage may make these materials harder to get.
THE RHYTHM SECTION

A MONDAY NIGHT SPECIAL — The first release on Tom Cossie and Mark Kreiner's Oceans Records will be a re-make of the old Honeycombs hit, "Want Ads." Ullinda McCullogh, the debut artist on the label, was back-in-back up for Ashford & Simpson, Carly Simon and Diana Ross, to name a few. The title cut from her upcoming album "Love Zone" was written by Ashford & Simpson. The single will be re-released next week.

OPERATIONS MANAGER PROFILE — Joe Fisher has been an entertainer since his high school days in West Palm Beach, Fla. He recorded his first record with a group called the "Chanteers" when he was 15 years old. At 19, Shelby Singleton produced Fisher's next record, which was released by Mercury Records. The group managed to become popular in some southern markets, but Fisher went to the service for two years, and they eventually disbanded. While in the service, Fisher became interested in broadcasting, and took several courses in that field while he was in the Army. After the Army, Fisher took a job at WRBD as a sales representative and newscaster, and he also had a dream ofshing. He was promoted to program director of WRBD in 1967, and in 1969 he was promoted to program director of the FM, WCKO, then in 1971 he was promoted to operations manager. Fisher attributes some of his success at the station to his desire to be as professional as possible. "A few years ago I started taking managerial and business administration classes at night to broaden the knowledge I gathered on the job," he notes. Fisher cites Jerry Boulding, Jim Maddox and Rod McGrew as real professionals who set a good example for many in the broadcasting field, and particularly black radio.

BLACK MUSIC TRIBUTE AT THE WHITE HOUSE — Chuck Berry, Ashford & Simpson and Ella Fitzgerald have been slated to perform at a tribute dinner for Black Music Month, being proclaimed by President Carter June 7.

MUTUAL BLACK RADIO NETWORK HELDS REGIONAL MEETINGS — Mutual Black Network will hold its first annual regional gathering in May in Missouri: Atlanta, Georgia; Jackson, Mississippi; and Washington, D.C. After the meeting, the network will implement a two-day work of assessing and panel discussions to inform affiliates of present and future plans at the network.

RODG McGREGOR SCHOLARSHIP FUND — The Rod McGrew Second Annual Scholarship Fund dinner will be held July 21 at the Century Plaza Hotel in Los Angeles. Diahann Carroll will be the chairperson and Helen Reddy will be the honorary chairperson. This scholar- ship fund is a non-profit organization designed to provide a scholarship for university students with their education. This year's theme will be "I Am Woman."

RADIO ACTIVITY — An Arbitron study developed in cooperation with a committee organized by the National Black Network points to methodology that will improve the accuracy of measuring the black audience. The study was conducted in 1978 in Norfolk, Virginia and Atlanta. Georgia, testing various techniques, including the telephone retrieval method and the expanded sample frame. Both methods showed improved accuracy in measuring black audiences. The Arbitron survey said Arbitron plans to work on improving the mailing list with the sample frame.

ARTISTS ACTIVITY — Los Angeles Mayor Tom Bradley is declaring May 21 through May 27 "United Negro College Fund, World Greatest Funk Festival Week." There will be daily events during that week, including a parade led by Boots Collins down Hollywood Blvd., and of course the Funk Festival concert which will include Parliament-Funkadelic, Boots Collins, Rick James, Mothers Finest and others. Proceeds from the concert will be the first donation received by the United Negro College Fund. The concert will also include a special way to implement the mailing dialog system to measure black listening habits. The FACC has approved the sale of KJLH in California to Taxi Productions Inc., which is wholly owned by Motown recording artist Stevie Wonder, for $2.2 million. WUPB has been licensed to go 24-hours.

PROGRAMMERS PICKS

Jerry Boulding  KDDA/Oakland Turn Off The Lights — Teddy Pendergrass — Phila. Int'l/Epic
Steve Woods  KDAY/Los Angeles It's Too Funky — James Brown — Polydor
Hardy Jay Lang  WSOX/Savannah Happy Radio — Edwin Starr — 20th Century/RCA
Eddie Jordan  WKNJ/Hartford It's Too Funky — James Brown — Polydor
Brute Bailey  WIGO/Atlanta Chase Me — Confucion — Mercury
Doug Blakely  WUFO/Buffalo Chase Me — Confucion — Mercury
Reg Henry  WXEL/New Orleans Eyeballin' — Heatwave — Epic
David Lombard  WOWL/Nashville Bad Girls — Donna Summer — Casablanca
Tom Joyner  WJPC/Chicago Ring My Bell — Anita Ward — Juan/TK
James Alexander  WBXM/Chicago Say Won't Cha — Chocolate Milk — RCA
And they're not just talking about these spectacular young ladies—they're playing them, on stations coast-to-coast.

Sisters Shirley, Valorie and Brenda are creating a sensational buzz at R&B and disco format radio, and top-40 crossover is sure to follow on the strength of the single, "You're Gonna Make Me Love Somebody Else." Current markets include New York, Philadelphia, Boston, Chicago, Los Angeles, Detroit, Miami, Baltimore/Washington, D.C., Memphis, St. Louis, Pittsburgh, Cleveland, New Orleans, Atlanta and San Francisco with more coming in all the time.

Add to this appearances this summer, bullets for their single all across the board (Cash Box 45*, Billboard 54*, Record World 41*), and an album that's about to explode on radio and charts alike. You'll find that keeping up with The Jones Girls means moving very fast indeed.
**DISCO BREAKS (continued from page 24)**

**CIRCUS OF THE STARS** — Jane Fonda and Jon Voight hosted a “disco picnic” May 20 at West Hollywood’s Orpheum Theatre. In an exclusive interview with Bobby Haden’s Campaign for Economic Democracy. Proceeds benefited the El Monte Citizens for Fair Housing. This year’s Best Actor/Actress winners helped raise funds by posing for photos with disco patrons. Carlos Palominio, former wailer/chant, and Dana Magnin were also on hand to lend support.

**DISCO’S OSCARS** — The Music Academy of Arts and Science will hold its fourth annual disco awards night June 11 at Roseland in N.Y.C. Awards will be given in more than 20 different categories, including best artist, best album, best disco and best radio. Winners will be chosen by a public vote. Ballots are available in discos, record stores and pools throughout the N.Y. area. 99X-FM DJ Bobby Messina will host, with a live performance by Instant Fusions.

**MORE FROM ROSELAND** — San Francisco’s “favorite son,” Sylvester, makes his very first New York appearance this Memorial Day on the same bill with Le Clique. The Phriscos Phenomenon’s New York debut is being promoted by Ralph Mercado and Ray Aviles, who used to be partners.

**SHE WILL SURVIVE** — Although it’s hard to figure out how she does, Gloria Gaynor, along with those People from the Village, swings through five cities in as many days this week. After a two-day stop in New Orleans, it’s one day each in Houston, Fort Worth, St. Louis and Kansas.

**THE BREEZE FROM THE LAKE** — Chicago’s Coconuts threw an opening party May 11. The club is right on the boundary line between New and Up Town. Wall-to-wall people provided the decor, according to Stuart Kahn, who took the night off from DJ duties at Sweet Beginnings to attend.

**DO IT AGAIN, IT HURTS** — Earlier this month N.Y.C.’s Buttermilk Bottom was the scene of an old fashioned, knock down, kick ‘em in-the-shins brawl. It seems that rate fans, displeased with DJ Nicky Siano’s record-scraping performance, stormed the DJ’s booth. Drinks, then punches were thrown. No bones, but quite a few discs were broken.

**PHANTOMS IN MY CISTERN** — In an exclusive interview with Bobby, a question else he would talk to her, Off Tone lead singer Judy revealed plans to form up a back-up acrobatic act, tentatively called, “Off Balance.” Judy says the new act juggles as well as the Off Tones sing.

**BIG CROWD, BIG PRIZES** — Radio WKYS in Washington, D.C., held a “Disco Extravaganza” benefit for the Arlington Dance Theater at the Mazza Galerie last weekend. DJ Bob Anderson of the Plumb pinch hit for the scheduled but ailing DJ. Guests Gloria Gaynor, Carol Douglas (her 12” “I Am the Answer” bowed this week) and Wardell Piper performed. The $7.98 ticket included a Datson 280ZX (the “x” stands for x-pensive), second prize was a thousand bucks.

**KISS, BUT DONT TELL** — This quote from the promo people at Casablanca. “Although no debut date for the Love & Kiss tour has been announced, group member, Marie Churn has been taking daily Spanish lessons and hanging around Mexican restaurants. If you read between the lines, it’s obvious that Carol Anne is really into Latin culture and cuisine.”

**COMING SOON TO YOUR NEIGHBORHOOD DISCO** — Laura Taylor’s “Dancing in My Feet” album features her hit single of the same name. It’s also the theme song on the syndicated TV show, “Disco Magic.” The versatile artist penned seven of the tunes for the LP which is on the TK/Good Sounds label... Singles from the Inception/TK label include Daddy Dew Drop’s “The Real Thing” with mix by Randy Sills and Mary Love’s new “Turn Me, Turn Me, Turn Me.” Coming up on the same label are “Take Me to Paradise” a 12” by Katie Mary, the Chi Lites single “Higher,” and a new LP from Daddy Dew Drop, “Meet the Beat.” Just out is John Tropea’s “To Touch You Again” on Marin. The artist penned five of the cuts. Anita Ward, who’s been asking fans to “Ring” her “Bell” on the 12” TK single, has a new album, “Songs of Love.” Scheduled for a June release, Hodges, James & Smith’s LP “Dancing in the Street” will feature the title cut, which is already out as a single.

**Rick Summer’s “Born to Be Alive” single is due any day now on the Brass label. Vanguard will debut The Ring’s 12 inch “Savage Lover” The first mass release from Sylvester’s “Dancing in the Street” was expected to be the hit song “Make Me Feel Mighty Real.””

**MUSEXPO To Have Strong Disco Focus**

**NEW YORK** — Because of the growing importance of disco to the international music industry, MUSEXPO ’78 will feature a panel of leading industry executives, radio programmers, and record company execs to attend the five-day annual convention convenes in Miami Beach Nov. 4-8. Much of the overseas disco presence at the forthcoming convention will be spearheaded by a number of German-based companies and producers, according to Roddy Shashoua, president of MUSEXPO.

**Pendergrass, Gaye Top San Diego Kool Festival**

**LOS ANGELES** — Teddy Pendergrass and Marvin Gaye will highlight the 5th Annual San Diego Kool Jazz Festival on Friday, June 8 and Saturday, June 9 at San Diego Stadium. Both performances begin at 8 p.m.

**Featured Artists** — On Friday, the act will be Pendergrass, Natalie Cole, The Bar-Kays, Rick James and B.B. King will also be appearing. On Saturday, The Emotions, Chic, RoseRoyce and Family will perform in addition to Marvin Gaye. Tickets for the Festival are priced at $11.90, $9.90, $8.90 with all seats reserved and can be purchased at all Ticketron outlets throughout southern California. For further information, call the special information line (714) 297-KOOL (5665).

**Labels Hike List Of 12” To $4.98**

Atlantic began the move to a $4.98 list 12” single disc several weeks ago its “disco oldie” series that featured previously released disco singles by artists including The Trammps, The Spinners, The Rolling Stones and Cerrone. Bette Midler’s “Married Men” will be the first new 12” release marketed with a $4.98 list price.

Capitol has released “Radiation Level” by Sun and Rico Live with Reddy at $4.98 list 12” singles. In addition, the Capitol-distributed UA label released Shirley Bassey’s “This Is My Life” and Theresa Wailer’s “Once and For All” at $4.98 single discs. However, Ariola Records, also distributed by Capitol, will retain a $3.98 list for Aimi Stewart’s 12” version of “Knock On Wood.”

Cher’s “Wasn’t It Good” and Donna Summer’s “Bad Girls/Hot Stuff” represent Casablanca’s entries in the $4.98-52” single sweepstakes. Polydor declined to name its forthcoming $4.98-5“ singles.

**Midsong Signs Foster**

**NEW YORK** — Tod Foster has been signed to Midsong Records, and his debut single, “Dancin’,” produced by Bobby Orlando, has been released by the company in both seven-inch and 12-inch configurations.

**Foster portrayed “Disco Danny” on the Tender Sugarless Gum television commercial.**

**CRI IN DISTRIBUTION Pact With Louisville**

**NEW YORK** — Composers Recordings, Inc. (CRI) has become the exclusive distributor for Louisville Orchestra First Edition Records. Both companies are devoted to contemporary classical music and both are tax-exempt, nonprofit organizations.

The distribution deal with CRI marks an exclusive operation for Louisville’s sales team, which until now consisted mostly of subscription sales. To increase its retail appeal, Louisville has abandoned its stock-in-jacket format in favor of abstract cover designs in color. Judith Lerner has been named art director for the label.

**Catalog Info**

CRI’s sales strategy encompasses distribution of review copies, mailed announcement of all new releases, listing in its book-style catalog and inclusion in its dealer sales campaign.

Louisville product lists for $7.98. Its catalog includes approximately 650 titles.


**Hernandez LP On Columbia** — Columbia Records will release Patrick Hernandez’ upcoming album, “Born To Be Alive,” which includes this current disco single of the same title. Hernandez’ debut album, signed to Columbia by A-Tom-Mik Productions, headed by Michael Stewart and Tom Hayden. Pictured at bottom are (I-r): Michael Stewart, co-president of A-Tom-Mik Productions; Jean Vanilo, producer; Hernandez; and Bruce Lundwall, president of CBS Records Division. At top are (I-r): Jean Claude Peligrin, previously did back up chores for Aretha Franklin, Dionne Warwick and Elvis Presley. Scotty Mann for Molly Stahil’s remix of Linda Clifford’s 12” “Don’t Give It Up.” A long, danceable intro has been added by Stahil, who also does the mix at Studio One.

**Frank Sanello**
Coin Machine Income Up In 1978, AMOA Survey Indicates

CHICAGO — Amusement games income increased in 1978 over the previous year while jukebox earnings remained the same, according to The Cost of Doing Business Survey conducted by AMOA. It was further revealed that operators bought more new games than they did new jukeboxes last year.

The association conducted the poll among AMOA members in October of 1978, with a 6.3% return by the time the results were tabulated in February of this year.


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United's 'Taurus' Shuffle Alley Now In Production At The Williams Factory

CHICAGO — "Taurus", the new United six-player shuffle alleys, is currently in production at Williams Electronics, Inc. It is highlighted by the new game feature, "Line-Up," which provides competition and challenge for come from behind wins. The model also offers the play choices of regulation, flash, 800 and strike 90.

In Line-Up, making a strike wins a bonus frame and scoring in the bonus frames progresses to higher values as the frames advance. For example, scoring in the bonus frames starts at 300 for a strike and 100 for a spare in the first two frames and advances to 800 for a strike and 500 for a spare in the 9th and 10th frames.

Williams' versatile electronic sound system is another outstanding feature of this model. There are trumpets and sirens, pins crashing and whistles plus, an optional feature for a blown frame, the familiar "raspberry" sound.

Bally Shareholders Offered Stock In Its Atlantic City Subsidiary

CHICAGO — Bally Manufacturing Corp.'s Atlantic City, New Jersey subsidiary, Bally's Park Place Inc., recently filed with the Securities and Exchange Commission a Registration Statement to offer to holders of Bally common stock a minority interest in the subsidiary amounting to approximately 17% of the subsidiary's stock.

In announcing the offering, Bally stated that shares of its Atlantic City Park Place Inc. subsidiary are non-transferable and will be offered only to stockholders of Bally Manufacturing Corporation.

The offering tentatively will give Bally Manufacturing stockholders the right to subscribe to one share of Bally's Park Place subsidiary for each 3-1/4 shares (or 7 shares after the recent 2-for-1 stock split) of Bally Manufacturing common stock held.

Williams Adds Distribrs

CHICAGO — Williams Electronics, Inc. announced the addition of two new distributors to its network. They are Video Electronic Games in Carasco, Italy and Goddard Novelty in Sydney, Australia. These distributors join two other recent appointments in Europe, namely, Ruffer & Deth (London) and Salmos S.A. (Paris), to further enhance Williams' worldwide network of factory authorized distributors representing the full Williams line of pinball games, wide body pinball games and the United shuffle alley.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. WE ARE FAMILY SISTER SLEDGE (Columbia 40212)
2. AIN'T LOVE A BITCH ROD STEWART (Warner Bros. 68110)
3. CHUCK E.'S IN LOVE RICKIE LEE JONES (Warner Bros. 68255)
4. MINUTE BY MINUTE DOBBIE BROTHERS (Warner Bros. 68280)
5. BOOGIE WONDERLAND EARTH, WIND & FIRE WITH THE EMOTIONS (ARC/Columbia 3-10956)
6. SHAKEDOWN CRUISE JAY FERGUSON (Asylum 48541-A)
7. SHINE A LITTLE LOVE ELECTRIC LIGHT ORCHESTRA (Capitol/CBS 2585057)
8. WISH I COULD FLY (LIKE SUPERMAN) KINKS (Arista AS 4010)
9. GOLDF UNJOHN STEWART (RSO R8551)
10. CAN'T KEEP A GOOD MAN DOWN EDDIE MONEY (Columbia 3-10981)

TOP NEW COUNTRY SINGLES

1. NOBODY LIKES SAD SONGS RONNIE MILSAP (Arista PB-1-1555)
2. JUST LIKE REAL PEOPLE KENDALLS (Classical GV 1125)
3. MY MAMA NEVER HEARD ME SING BILLY "CRASH" CRADDOCK (Capitol P-4707)
4. AMANDA MAYLON JENNINGS (Capitol 1-1156)
5. I CAN'T FEEL YOU ANYMORE LORETTA LYNCH (Columbia MCA-41021)
6. IF I GIVE MY HEART TO YOU MARGO SMITH (Warner Bros. 88896)
7. PLAY TOGETHER AGAIN AGAIN BUCK OWENS (Warner Bros. WBS 8830)
8. WHEN A LOVE AIN'T RIGHT CHARLY McClAIN (Epic E-50708)
9. SHADOWS IN THE MOONLIGHT ANNE MURRAY (Capitol P-4716)
10. YOU CAN HAVE HER GEORGE JONES & JOHNNY PAYCHECK (Epic E-50708)

TOP NEW R&B SINGLES

1. MINUTE BY MINUTE DOBBIE BROTHERS (Warner Bros. WBS 8828)
2. SAD EYES ROBERT JOHN (EMI America/NJA 6015)
3. SHADOWS IN THE MOONLIGHT ANNE MURRAY (Capitol P-4716)
4. CHUCK E.'S IN LOVE RICKIE LEE JONES (Warner Bros. WBS 88255)
5. SAY MAYBE NEIL DIAMOND (Columbia P-3-10963)

TOP NEW MOR SINGLES

1. MINUTE BY MINUTE DOBBIE BROTHERS (Warner Bros. WBS 8828)
2. SAD EYES ROBERT JOHN (EMI America/NJA 6015)
3. SHADOWS IN THE MOONLIGHT ANNE MURRAY (Capitol P-4716)
4. CHUCK E.'S IN LOVE RICKIE LEE JONES (Warner Bros. WBS 88255)
5. SAY MAYBE NEIL DIAMOND (Columbia P-3-10963)

CHICAGO — "Taurus", the new United six-player shuffle alleys, is currently in production at Williams Electronics, Inc. It is highlighted by the new game feature, "Line-Up," which provides competition and challenge for come from behind wins. The model also offers the play choices of regulation, flash, 800 and strike 90.

In Line-Up, making a strike wins a bonus frame and scoring in the bonus frames progresses to higher values as the frames advance. For example, scoring in the bonus frames starts at 300 for a strike and 100 for a spare in the first two frames and advances to 800 for a strike and 500 for a spare in the 9th and 10th frames.

Williams' versatile electronic sound system is another outstanding feature of this model. There are trumpets and sirens, pins crashing and whistles plus, an optional feature for a blown frame, the familiar "raspberry" sound.

(continued on page 44)
IN REVIEW: Following is a photographic lineup of some of the new amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

 WILLIAMS 'FLASH'. Factory's exclusive triple sound, flashing lights and exciting play action enhance this popular 4-player. Model also marks factory's introduction of front end programming. (3/17/79)

 EXIDY 'RIPCORD'. A 1 or 2 player video game where the player guides an animated parachutist through a tricky jump from an airplane, amid challenging obstacles along the way. (3/17/79)

 CINEMATRONICS 'STARNAWK'. A space combat video game for 1 or 2 players. Player uses a joystick for control and must face the challenge of a randomly appearing "killer" ship. (3/17/79)

 BALLY 'SUPERSONIC'. Numerous scoring options and one, three and five step bonus advances make for exciting play. Artwork reflects a supersonic transport theme. (3/24/79)

 VECTORBEAM 'SPEED FREAK'. A single player 4-speed driving game utilizing the Vector monitor for some dramatic 3-dimensional visual effects like exploding crash scenes, shattered windshields, etc. (3/31/79)

 STERN 'TRIDENT'. Playfield highlights include an innovative "programmable/resetable drop target bank" which gets more difficult to knock down in the play process. A popular seller for Stern. (3/31/79)

 GAME PLAN 'STAR TRIP'. A 4-player cocktail table pin game from one of the industry's noted innovators in this category of product. Game Plan intro'd electronic sound on this model. (4/7/79)

 GOTTLEIB 'COUNT-DOWN'. A key feature on this outstanding 4-player is the "Count-Down" bonus which allows the bonus to be tallied while the ball is in play, permitting additional bonus build-up. (4/14/79)

 VALLEY 'SPECTRA IV'. A sit-down pinball game with manually rotated playfield, accommodating 4 players. High score, match play and lots of pinball action. A Valley first. (4/14/79)

 ATARI 'SUPERMAN'. Named for one of the most famous fictional heroes of the century, this popular 4-player abounds in challenging play action, distinctive sounds and numerous extras. (4/14/79)

 MIDWAY 'SPACE INVADERS'. Here is the cocktail t a b l e version of one of the industry's all-time best sellers, complete with the theme and features that made the upright an international phenomenon! (4/21/79)

 BALLY 'STAR TREK'. The artwork and design as well as various playfield features of this 4-player are themed after the popular t v. series (and now Paramount film). Exciting sounds and visual effects. (5/5/79)

 GREMLIN 'GEE BEE'. A fast action game for 1 or 2 players. Object is to keep the ball in play and light 5 Gremlin rollovers for double bonus; hitting all targets in side pockets earns free ball. (5/5/79)

 GREMLIN 'HEAD ON'. The sounds of screeching brakes, roaring engines, gear changes, etc. accompany the action as the player maneuvers through a collision course. (5/5/79)

 MIDWAY 'BLUE SHARK'. Game theme is an undersea hunt with creatures of various point values as prey. Player's weapon is an electronic harpoon gun and the obstacle a randomly appearing skin diver. (5/12/79)

 Cash Box/May 26, 1979
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GO WITH THE ATARI PROS.

Cash Box/May 26, 1979
Bally Shareholders Appoint Stock Split

CHICAGO — William T. O'Donnell, chairman and president of the O'Donnell Group Corp., announced that at the company's annual meeting stockholders approved a two-for-one common stock split, in the form of a 100% stock distribution (one additional share for each share outstanding). The additional shares will be mailed to stockholders on or about June 7, 1979, to stockholders of record on May 10, 1979. The stock split will also affect the company's $25 million convertible subordinated debentures. Upon the effective date of the stock split, the conversion price will become $1.31 per share as compared to $26 at present.

O'Donnell also announced that the $10 per share annualized cash dividend now paid by Bally would be maintained on the split shares, effectively increasing the cash dividend by 50%.

CHICAGO CHATTER

Bally's field service manager Bernie Powers is just about wrapping up the factory's May schedule of service school and field trips set to firm up the June, July and August program. Early in the month Bernie conducted a class at Kentucky Coun in Louisville, following which factory engineer Arnie Aarstad did two schools for Bally Northeast in Buffalo and Syracuse, N.Y. By mid-May Bally was sponsoring by Benjamin Vending in Birmingham, with Gene Williams conducting for Bally and Andy Ducay for Midway. In between times the factory was represented at two major state associations, Roomba's Music & Amusement Assn. convention in Columbus (by Felicia Tornabene) and the Wisconsin Music Merchants Assn. convention in Wisconsin Park, with Bernie himself on hand throughout the run of the show.

ICMOA TOURNAMENT — With a total of 129 participating locations, the fourth annual ICMOA 8-Ball Pool Tournament came to a rousing climax on April 29 at the Continental Regency Hotel in Chicago. The tournament director and tournament chairman was ICMAO vice president Walt Lowry. Pictured above are (l-r): men's first place winner Jim Celii; ICMAO president Kem Tholl; Celii, women's division champion Mary Seligcoulie; Ethel Huberty, manager of Hiltop (sponsoring location), and AMOA president Wayne Hesch, whose A. H. Entertainers was among the active participants in the tournament. Other participants came from across the state.

CALIFORNIA CLIPPINGS

Three new games — Allied's "Clay Champ," U.S. Billiards' "The Driver" and Bally's "Star Trek" — are very much in the spotlight at C.A. Robinson distribs. Also recently arrived at C.A. Robinson's Pico Boulevard showroom are Gremlins' "Gee Bee" and Atari's giant size pinball game, "Hercules." Commenting on the abundance of exciting new product on the scene, distriub vice president Iras Bettieman said: "It appears that the manufacturers are hustling to get new product out for the peak summer season when all the kids are out of school." Iras went on to say that Los Angeles area ops are split on the question of whether the standout game of the year is affecting business. Neighborhood locations are doing quite well, he said, as patrons are electing to stay close to home at the local tavern or bowling alley, while some of the theme park locations are reporting lower collections because, with the gas shortage, people are reluctant to pack the family in the car for a weekend outing. PETER BETTI of Portale Automatic Sales told Cash Box that business at the distib has been better than brisk and that Cinematronics' "Star Hawks" and Gottlieb's "Pinball Pool" was doing better than any game in the arcade with the exception of "Superman." Betti added that the distib was looking forward to receiving the new Rock-Ola phonograph and that Portale would probably have showings on it in Los Angeles, San Diego and San Francisco. "It's a 160 selection phonos with probably the same components as the 478, but less expensive," offered Betti. "It will put life back into the phonograph business." TALKED BRIEFLY WITH Circle's John Scavardia who told us that "Superman" and "Flash" continue to sell well. The distib also has a new salesman in Bernie Skoboloff. 1979 State Association Calendar

May 11-12, Ohio Music & Amusement Assn., annual conv., Columbus Hilton Inn, Columbus.
July 14-17, Illinois Coin Machine Operators Assn., annual conv., West Port Sheraton, St. Louis, Mo.
Aug 16-19, Music Operators of Michigan, annual conv., Boyne Mt. Lodge, Boyne Falls.
Oct. 5-6, Amusement & Music Operators of Virginia, annual conv.., John Marshall Hotel, Richmond.
Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.
Oct. 14, Deutsche Wurlitzer Distributors Meeting, Hotel Croatia, Dubrovnik, Yugoslavia.
Oct. 25-26, NAMA national conv., McCormick Place, Chicago.

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**WALLACE LEAVES BMA:** ILarry Alipace, no longer associated with BMA, is looking for a job. He can be reached at BMA Records, 101 Gedney St., N.Y.C. 10014, (212) 383-3866.


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**FOR SALE: North Carolina Vending and Amusement**

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**COIN MACHINES FOR SALE**

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Subcommittee Hearings Cover Minority Owners, EEO

provisions in H.R. 3333 should be strengthened and the FCC (to be reorganized in the new bill) should retain power to revoke or deny station licenses. Similarly, Robinson stated, his agency opposes the random selection process to award licenses because it denies minorities "a rational basis for the implementation of important affirmative action policies.

As to the bill's proposed investment and loan guarantee programs, Robinson said the amendments are "realistic" and would not affect the allocation of funds to or the acceptance of applications, but do not help when it comes to operating costs.

EEO Authority

As it stands, Van Deenin's bill would eliminate the FCC's authority to enforce equal opportunity opportunity requirements for broadcasters. It would eliminate the bill's authority immediately for radio and after 10 years for TV broadcasters, leaving all enforcement to the Equal Employment Opportunity Commission.

Among those to testify on the EEO implications of the bill was Hon. J. Clay Smith, Commissioner of the EEOC and former deputy chief of the FCC Cable Television Bureau. Smith said broadcasters should be subject to EEO regulation by the renewed FCC as well as by the EEOC. "If H.R. 3333 deregulates radio in connection with EEO, it is likely to create yet another barrier to minority ownership," he said. And increased minority ownership wouldn't diminish the need for continuing EEC authority, he argued.

Smith added an observation regarding equal time rules for political aspirants: "Elimination of the equal time provision in radio may have an adverse impact on minority candidates," he noted.

Kathy Bonk, head of the media reform committee of the National Organization for Women, also challenged the bill's proposed changes in employment enforcement. NOW wants to see more success at the FCC with petitions-to-deny station licenses and with objections to license renewals on Atlantic, RCA Go Head-To-Head

Atlantic and R&B radio stations, but also to country radio, "because of Bonnie's popularity in that field." It was unclear whether the 45 would be included on Tyler's next album, although most of the material for that LP has reportedly been recorded, no release date has been set for it yet.

Bette Midler's rendition of "Married Men" will appear on her next LP, which may be out by July 1, according to an Atlantic source. Bette's LP was previously with Century Records, but Atlantic has since released the U.S., the source added, the cover battle will probably be over.

Black Music Month Receives Unanimous Label Support

Further Warner participation in Black Music Month will be an effort to promote through the radio a tie-in between black youth and black heritage. It is planned that numerous sets of a 10-volume Afro-American encyclopedia will be distributed through radio and in-store promotions.

The LP will be marketed in a heart-shaped "candy box" bearing the BMA logo in a prominent spot.

ASCAP SALUTES POCO — ABC Records group Poco recently released plagues from ASCAP saluting the group on the success of its single, "Crazy Love." Shown at the presentation ceremony are (l-r): Michael Gorlance, ASCAP west coast director of contemporary reperatory; Poco's Rusty Young and Steve Chapman; and John Mahan, ASCAP western regional executive director.
Pop-Jazz Performer Franks Prefers Songs Of Bygone Era

(continued from page 10)

“A while ago sophisticated lyricists were more popular,” notes Franks. “Today they are very rare.”

Rare, indeed. How many writers refer to Zen, Freud, Coltrane, Cezanne, Burchfield and geographic settings all around the world in their songs? Indeed, does anyone mention the serene starlit heaven of New York City’s Central Park? Franks has scored the soundtrack to the film “Zandy’s Bride.”

Lipuma Protege

Frank’s musical talents got rolling when he got together with Warner Bros. staff producer Tommy Lipuma, now vice president of Horizon Records. He had been brought in house to work on the Franks album, and it was on the LP “The Art Of Tea.” Lipuma got Franks an all-star band to play with, including Crusaders Wilton Felder, Joe Sample and Larry Carlton on guitar. He also worked with Michael & David Sanborn. The album included “Pop-Sicle Toes,” which went Top 40 as a single. The same arrangements also played on Franks’ second album, “Sleeping Gypsy,” which was partially recorded in Brazil! Franks’ Brazilian influence is largely traced to Antonio Carlos Jobim, one of South America’s musical giants and a close friend of Franks. The two have written together all their music and covered an album together sometime in the future.

Franks switched to New York for his third album, retaining Lipuma as producer but going with a completely new musicians’ lineup. But “Burchfield Nines” continued Franks’ use of name jazz players, this time featuring Steve Gadd, Ralph Macdonald, John Tropea, Bud Shank and Ernie Watts. The sales figures declined with each new album.

“Tiger In The Rain”

“Tiger In The Rain,” Franks’ first album without Lipuma, Franks has only nice things to say about Lipuma, but he glows when talking about his new album’s producer, Tommy Lipuma, a JoJo studio assister.

“I had never worked with a single producer/arranger before and I was amazed with the spectacular job John did,” says Franks. “We kept all live vocals on the LP, with the horns and strings recorded live with the rhythm and vocals.

“Tiger In The Rain” is my favorite of all my albums. John’s arrangements are incredible, transparent and yet powerful, and we made great use of all the musicians we used.”

BMPs Student Composer Awards

(continued from page 16)

ON THE ROAD — James Taylor has been added to the Greek Theatre schedule, August 10-14. As a result, The Tubes performances are now set for August 24-25. The Universal Amphitheater has extended the Beach Boys dates to June 4-10 and Boz Scaggs from August 27 through Sept. 3. ...The Amphitheater has also added Dottie West to the Kenny Rogers bill, Sept. 14-16. Anne Murray, who recently gave birth to her second child, Dawn Joann, will kick off a national tour Sept. 1 in Allentown, PA. To support his upcoming “Teddy” LP, Philadelphia International Teddy Pendergrass has set a 46-city tour, to begin June 1 in Sacramento. One of the gigs will live up to Teddy’s “For Women Only” tag. June 9 she’ll play at the Chino Institute For Women. The Average White Band will be on the road in June, including a date on the 11th at the Roxy in L.A. ...MCA’s John Hiatt will play with the Henry Paul Band at the Ford Theatre in L.A. June 10. Hiatt will also headline the first BAM-sponsored free concert at UCLA on Ackerman Plaza May 31. ...The Grape, formerly Moby Grape, is now on a Pacific northwest mini-tour. A few dates into its tour with Bad Company, Carillio lost $400,000 when its equipment truck was stolen. SHORT TAKES — Stig Anderson was in L.A. last week to talk to Atlantic staffers about the new ABBA album, “Voulez-Vous.” An international supergroup, ABBA will be trying its first American tour in the fall. And the television networks are reportedly interested in having the group host a series. Herb Alpert, Jeff Bridges and Wally “Famous” Amos will be on hand to introduce Rozzell Sykes of St. Elmo Village when he preview his exhibition of paintings at the A&M Sound Stage May 24. Caprice has signed the Potato and Rumpus, a quartet that has been performing its “TrIBUTE To The Beatles” for four years, to record the soundtrack for the TV and theatrical project Clark is calling “The Birth of the Beatles.” Tom Petty and the Heartbreakers have finished pre-production work on an album that a lot of labels have expressed interest in. Milton Ruth is the new drummer with the Reggie Knighton Band. Mit was formerly with Etta James and the Jay Kesslar Band.

Melba at Studio One — Epic recording artist Melba Moore recently performed at Studio One’s Backlot Theatre in Los Angeles. Several CBS and Epic executives were on hand for the event. Pictures are (1-1): Ron McCarrill, vice president of marketing, Epic, Del Costello, vice president western region, CBS; Don Dempsey, senior vice president and general manager, Epic, Portrait and Associated Labels; Melba Moore, Stan Morone, vice president, marketing, ETP/West coast; and Lenny Petry, vice president of A&R, Epic Records.
The Corso, aka "The Home of Latin Music," will be the scene of a special tribute to the late Arturo Franchu. May 17. Franchu was a major Latin promoter during his lifetime, and now the Latin music industry will be presenting this tribute as a way of honoring and perpetuating his tremendous contribution. The tribute is being coordinated by Ralph Mercado and Ray Aviles.

The bands who will perform that night are Tito Puente and his Orchestra, Hector LaVoe and his Orchestra and Jose Fajardo and his All-Stars.

Guests will be dropping by, all of whom worked for Franchu at one time. They include Ray Barretto, Angel Canales, Willie Colon, Larry Harlow and Kako, La Lupe, Machito, Johnny Pacheco, Eddie Palmiere, Ismael Quintana, Bobby Rodriguez, Pete "El Conde" Rodriguez, Adalberto Santiago and Francisco Valdes. They will be getting together for a major jam session before the night is over.

Paco, Polito Vega and Roger Dawson will act as encores. The music will start at 10:00 p.m. and will run until 4 a.m.

Ray Barretto will be the central character of a play being written by Miguel Algarin, the founder of the Nuyorican Poets Cafe. It is expected to open at the Cafe in June and run for at least four weeks. The play will depict the struggles of a Latin musician who happens to play the congo drum. The idea for the story was born out of an interview Ray did several years ago with Miguel at the Cafe.

Ralph Mercado and Ray Aviles have formed Rainbow Productions, Inc aka "The Rainbow People." Their show with Sylvester at Roseland will be presented under "The Rainbow People" banner as will the Julio Iglesias concert at Madison Square Garden on Saturday, June 16.

The Tito Puente Roast, which was taped April 30, is being edited for showing on Channel 41 in New York. Joe Guzman and Joe Conzo deserve congratulations for the magnificent job they did for producing the show, which included on the dais such people as Ray Barretto, Eddie Palmiere, Charlie Palmieri, Felipe Luciano, Ralph Mercado, Izzy Sanabria, Roger Dawson, Cindy Rodriguez, Jose Cupelo and Myra Silva.

The event garnered enough interest to land Tito's face on page 3 of the New York Post the following day.

In its continuing involvement with the Latin music market, the American Society of Composers, Authors and Publishers (ASCAP) has sent a delegation to Puerto Rico for a ten-day visit. The announcement was made by Paul S. Adler, director of membership for the Society.

Paul Wadkovsky and Willie Hernandez, who have visited the island on several previous occasions, are there contacting potential new members and meeting with writers already signed. Also on the agenda is a meeting with Nydia Caro, famed Puerto Rican writer/performer, to discuss her possible future association with ASCAP.

As part of its membership program aimed at Latin music, ASCAP has signed contracts with award winning Latin writers as Ruben Blades, Angel LeBaron, Eddie Benitez, Justo Betencourt, Charlyn Goyo, and Oscar Palma. ASCAP has also signed the Latin Soul and Disco writer Vince Montana.

Among Latin publishers signed are Vaya Publishing Co. (Fama Records) and Trina-Jill Music (Caytronics).

Ray Barretto has decided to re-sign with Ralph Mercado Management for representation in the Latin field. He had been approached by several other agencies prior to his decision.

The use of the trade name "Saoco" is the subject of a suit in state Supreme Court in New York involving former members of the salsa group, Americanas Records, Salsoul Records and Eyeglass Industries.

Henry Fiol, who claims the right to use the name of the act, filed suit against the labels and his former partner, Millan, but the court denied his petition for an injunction on the grounds that Millan wasn't available to be served with a summons in the action.

The court also denied a cross-claim by the defendants for a preliminary injunction preventing Fio from using the name. The court says the various parties can file suit again if Millan can be found and served.

ray terrace
Chrysalis' Ellis Encourages Independents At Symposium

by Kirk La Pointe

TORONTO — “There’s an enormous future, and it probably begins with you,” he said. “That was the message imparted by Chrysalis Records president Perry Ellis at an address he gave at the five-day “Symposium ’79” music industry gathering in Toronto, May 2-7.

“If you have an idea, and it doesn’t seem to fit,” he said, “don’t assume you’re wrong. I was asked to speak on the role of independents in the future of the music industry. What is the role of independents in the future of the music industry? The independents are the future of the music industry.”

Ellis told the conference (held at the Park Plaza Hotel in Toronto) that the industry is busy with numerous problems, but cited the inefficiency of the majors as a prime reason for the heightening of the crisis in coming years.

“Disco shattered the conservative ideals of radio,” he said. “I don’t really see disco lasting that long. It’s boring. But it shook up the industry.”

Maximize Returns

The independents, he says, can still thrive, primarily because they can now their marketing focus to promote a select few artists and maximize returns.

Chrysalis was an early success because of Ellis’ deep personal commitment to an artist “no one thought would succeed,” Jethro Tull. “But because I had the time, he (Ian Anderson) succeeded.”

“I’m sure CBS had no idea of the possibilities they had with Meat Loaf. But there were a few persistent workers at Clevelad/International Records. Their success is a tribute to what can be done, if you believe in yourself.”


Chrysalis also struck gold with its first Canadian signing, Nick Gilder. With local singer Claudia Barry, Ellis feels he also has a career artist to work with. “We believe in the single, “Googie World” from the Dan- cing Shoes” (now platinum in Canada on London Records), but also in Claudia her- self.

“With Blondie, it was the same. We signed Blondie because I really felt she (Deborah Harry) was a star. The thing that gave her American success was no doubt, was disco. But she is a star in Europe already.”

Leader in Britain

In terms of a British track record, Chrysalis has been a proven success. “Last year, we were the number two singles label and number four album label in Britain. Blondie was a large part of that success. Indeed, she was tailor-made for the U.K. market, which is heavily press-oriented. She also came along at the height of the punk/new wave thing. Punk may be a dirty word in America, but it’s very hip in Europe.

“Blondie has given us our second num- ber one single in six months (the last being Nick Gilder’s “Hot Child In The City’),” commented Ellis.

“We’ve pleased with Business”

Of the company’s Canadian operations, Ellis told Cash Box that “with the limited strengths in the U.K. market, I’m terrified pleased with the way our business is con- ducted. Blondie is on the verge of double platinum in Canada, which led the way in North America. While it’s working, I’m ex-ceptionally satisfied.”

Polygram Canada Reorganizes Staff

MONTREAL — One departure and three newcomers highlight the recent staff changes at Polygram Canada by president Tim Harrold. Michael chop has gone to a new post in Hamburg, while Larry Mayson, Derek Steede, Michael Theriault and Graham Fowler are now based in Montreal.

Hoppe was promoted to the post of director of the popular repertoire division of Polydor International, left for Germany on April 20.

The new Montreal staff positions were filled as follows: Mayson (A&R manager), Theriault (A&B staff/Steede) (portfolio manager) and Fowler (promotion depart- ment).

Mayson was most recently involved with concert promotion (Dire Straits’ April tour of Canada), while Steede was the founder of the publication, the “Steede Report.” Theriault and Fowler were promoted from other divisions of PolyGram.

COMMODORE GOLD IN BRAZIL — Motown licensee Top Tape of Brazil presented a Gold Record recently for the hit single “Three Times A Lady.” Pictured above at the awards ceremony are (l-r): Myran Avanzi, Top Tape international vice president, Lionel Richie of the Commodores, Lee Armstrong, Motown’s international director, Jose Sobrino, Top Tape president, and Benjamin Ashiumi, manager of the Commodores.

INTERNATIONAL DATINGLINE

Australia

SYDNEY — Of 55 has signed a worldwide recording contract that could cause the band to undergo some drastic changes in the fitsie image that has been so suc- cessful to date. The deal with Phonogram Records International, which has budgeted $500,000 for five albums over the next three years, may make an image change necessary. “The record company wants us to be a straight rock outfit,” said Of 55 manager Robert Manvell. “They want us to drop the fills.”

The Russell Morris Band will tour with the wild man of rock, Joe Cocker, when he makes his fourth tour of Australia in May. Backed by the American Standard Band, Cocker’s bookings opened this week with a healthy sales figure, auguring well for this tour. Cocker’s recent efforts include both “The Fourth Coming” and “The Calm Before The Storm.” One confirmed date is May 19 at the Horden Pavilion. The Sports will play Sydney from May 15-21, following the con- clusion of their European tour with Graham Parker.

PETER BLUNDEN UNITED KINGDOM

LONDON — CBS recording artist Garfunkel, whose current single “Bright Eyes” is at #1 in the UK charts along with his LP “Fate For Breakfast” — which has char- ted at #89 — has arrived in UK to continue the filming of Nicholas Roeg’s “Illusions.”

Garfunkel plays the part of a young American love-avant-garde Theresa Russell.

ABBA’s first LP in over a year was released on the Epic label May 4. Titled “Voulez-Vous,” the LP was written and produced as usual by Benny Anderson and Bjorn Ulvaeus.

The famed London actor/singer David Essex is scheduled to start filming May 27 in the starring role of a new movie by the Rank Organization called “Silver Dream Racer.” It will be Essex’ first film since he starred in “Stardust” five years ago. The story of the $5 million film is set in the world of international motorcycle racing with Es- sax taking the role of a racer. Island’s Steel Pulse embark on a UK tour at the end of the month, highlighted by a concert at London’s Hammersmith Odeon. A 25 minute documentary on the band will be screened as part of BBC’s-2’s “A World In The Future,” slated for release July 1.

New appointments at Aristar Records have resulted in Marquin Goldchip becoming A&R manager and Simon Polsinelli previously with Anchor Records promotion depart- ment, joining the staff responsible for Lon- don radio promotion.

nick underwood

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. Chiquitita — ABBA — RCA
2. Top Much Heaven — Bee Gees — RSO
3. Hold The Line — Toto — CBS
4. Up On The Roof — Simon & Garfunkel — Stewart — WEA/Music Hall
5. YMCA — Village People — RCA
6. Music — John Miles — EMI
7. Laughing Heads — Flush — EMI
8. Tonto Amor — Manolo Galvan — Macdon
9. You Make Me Feel — Sylvester — RCA
10. Le Freak — Chic — WEA/Music Hall

TOP TEN LPs
1. Spirits Having Flown — Bee Gees — RCA
2. Los Exilos Del Amor — soundtrack — Mictzon
3. Superman — various artists — RCA
4. Nicole Ponderosa — various artists — EMI
5. Picando Exitos — various artists — Epic
6. Paralelo Líneas — Blondie — Festival
7. Spirits Having Flown — Bee Gees — Polydor
8. The Bob Segur Collection — EMI
9. Breakfast At Sweetharts — Cold Chisel — WEA
10. Tele — CBS — Roulette

Australia

TOP TEN 45s
1. Lay Your Love One Me — Racey — EMI
2. Heart Of Glass — Blondie — Festival
3. Baby It’s You — Prometh — EMI
4. Knock On Wood — Slim Harbert — RCA
5. Will Survive — Georgia May — Polydor
6. Hit Me With Your Loving — Ian Drury & The Blockheads — festival
7. Making The Way — Village People — RCA
8. On The Inside — Lynne Hamilton — RCA
9. There’s A Wheel In My Head — Atlantic
10. I’m Coming Home — Britte Britles & Graham Goble — EMI

TOP TEN LPS
1. Breakfast In America — Supertramp — Festival
2. Paralelo Líneas — Blondie — Festival
3. Spirits Having Flown — Bee Gees — Polydor
4. The Bob Segur Collection — EMI
5. Breakfast At Sweetharts — Cold Chisel — WEA
6. Tele — CBS — Roulette
7. Prometh — EMI
8. Go West — Village People — RCA
9. Minute By Minute — Doobie Brothers — WEA
10. Against The Grain — Pruebe Show — CBS

Kent Music Report

Japan

TOP TEN 45s
1. Miserarete — Judy Oga — CBS/Sony
2. Hashiwake Elly — Southern All Stars — VMI
3. Beautiful Name — Godavidyo — Columbia
4. Mora Yori Onna — Twist — Canyon
5. Yumeyoizake — Jiro Asumi — CBS/Sony
6. Hit Me With Your Loving — Shimizu — Shochiku
7. Young Man (YMCA) — Hideo Saijo — RCA
8. Mabo — Chiharu Matsuyama — Canyon
10. Dance Ni Muchu — Leif Garrett — Warner/Pioneer

TOP TEN LPs
1. Yume Waku — Masashi Sada — For Life
2. Sugawo No Watashiki — Junko Yaqami — disco Mate
3. Shinayi Naru Monogai — Miyuki Nakaima — Canyon
4. 15 Numbers — Carat — Southern All Stars — VMI
5. Twist II — Canyon
6. Kasen — Godswagen (soundtrack) — Nippon Columbia
7. Kayi Band Story — Toshiba/EMI
8. A Face In A Vision — Momoe Yamaguchi — CBS/Sony
10. Blondes Have More Fun — Rod Stewart — Warner/Pioneer
Anniversaries To Highlight Upcoming Music Festivals

LOS ANGELES — Anniversary celebrations will highlight two major foreign music festivals planned for the latter half of the year. Japan's World Popular Music Festival will be celebrating its 10th anniversary and the Canadian International Jazz Festival will be marking its 20th year. Both events will attract artists from around the world and provide an opportunity for the Japanese and Canadian music industries to showcase their talent to the rest of the world.

The World Popular Music Festival will be held in November in Tokyo, Japan, and will feature performances by some of the biggest names in the music industry. The festival will include concerts, workshops, and exhibitions, and will attract thousands of music lovers from around the world.

The Canadian International Jazz Festival will take place in July in Ottawa, Canada, and will feature a diverse lineup of jazz musicians from around the world. The festival will include concerts, workshops, and competitions, and will provide an opportunity for local musicians to showcase their talent to a wider audience.

Both festivals will be highlighted in the international press and will attract a significant amount of media coverage. The festivals will also be a significant boost to the local economies, providing a much-needed boost to the tourism industry.

In conclusion, the upcoming music festivals in Japan and Canada will provide a significant opportunity to highlight the talent of local and international musicians, and will provide a much-needed boost to the local economies. The festivals will be a significant event for music lovers around the world, and will provide a much-needed boost to the music industry.

CHRIS DEBURGH COPS PLATINUM IN CANADA — A&M recording artist Chris de Burgh was presented with a platinum album for Canadian sales of his record, “Spain Train & Other Stories.” After his performance at the Forum in Montreal, pictures II are Chris de Burgh; Gerry Lascoursire, president of A&M in Canada; and Dave Margerrison of Mismangement.

INTERNATIONAL DATEDLINE

(continued from page 50)

Forman movie “Hair,” is in Paris for TV and Press interviews. She will be present for the opening of the film at the Cannes Film Festival in Paris. She will be returning to New York soon to prepare her next album. She is the new President of Phonogram, President, Jacques Caillard is keeping his promise so far in giving Goldberg Records every week. This time it was Serge Gainsbourg’s new LP “Aux Arms et Caetera” that got it. It is Serge’s first gold record in 21 years and Jacques Caillard’s second in two weeks since his election as a president of Phonogram France.

The Palace discotheque hosted Phoenix (Barcelona) on May 20. It featured a new show with laser beams and sonorisation inspired by science fiction movies. Canada’s Diane Dufresne participated in the musical “Starmania” at the Palais des Congres. “The Runner,” the recent Eurodisco single by the Three Degrees, is establishing itself well in the discotheques.

Gregg Smith Singers will be preparing a performance at the American Cultural Cen- ter on May 29 at 8:30 p.m. This group has brought a new dimension to a concept of “Concert.” On the stage they place themselves at different attitudes and in different spots to achieve a natural stereophonic sound.

diklok

WHERE IN THE WORLD

The Who (MA) are set to perform at the upcoming Cannes Film Festival. Chris de Burgh (A&M) is currently in the midst of a 15-city tour through Canada, which has already been highlighted by four SRO engagements.

Rachel Sweet, Stiff Records’ new 16-year-old star, is currently on tour in England with a new band, Fingerprint.

Following the completion of their successful tour through Germany, Passport (Atlantic) will begin a 14-city American tour with an appearance in New York on May 20. The tour will conclude June 17 in San Diego.

GEORGE DUKES (CBS Records international) is set to tour Brazil in August. Also slated for the tour are Brazilian artists Milton Nascimento and Simone.

Elton John’s upcoming (May 21-30) tour of the U.S. will also feature a live radio broadcast from the concert. The concert, at New York’s Palladium Theater, will be broadcast on May 28, on Radio One, Britain’s biggest radio station.

Roger McGuinn, Gene Clark and Chris Hillman will embark for the Far East for the first of May for six headlining concerts in Tokyo and Osaka, with another set for Honolulu on June 17. Playing in Japan from May 26 and Manila on June 3, these dates comprise the next leg of McGuinn, Clark & Hillman’s World Tour ’79.

In the wake of their current successes on the European record market, the Average White Band (RCA) is currently on a tour that will include television and concerts in England, Scotland, France, Spain, and the Netherlands.

RCA recording artist Richard T. Bear has just signed for a second tour of western Europe and Great Britain, to begin in June.

New Zealand

TOP TEN LPs

1. Don’t Walk Boogie — Various artists — EMI/CBS
2. Breakfast In America — Supertramp — CBS
3. A New Beginning — Aretha Franklin — Polydor
4. Live At Budokan — Cheap Trick — CBS
5. Only The Lonely — Various artists — RCA

New Zealand

TOP TEN LPs

1. Don’t Walk Boogie — Various artists — EMI/CBS
2. Breakfast In America — Supertramp — CBS
3. A New Beginning — Aretha Franklin — Polydor
4. Live At Budokan — Cheap Trick — CBS
5. Only The Lonely — Various artists — RCA

Cash Box/May 26, 1979
www.americanradiohistory.com
BMRB
Touring By Disco Groups Is Becoming Commonplace

(continued from page 10)

eecutives involved in disco music, the trend
towards live disco will continue in the future. The acts will want to sign disco acts
that can go out on the road," said Arthur
Joseph, national disco director for Arista
Records. "Those that can't will be at a
disadvantage."

Tom Cossie, co-principal for MK Produc-
tions commented, "I know that we're trying to develop artists, and more and
more record companies are also. Perfor-
mances are an integral part of this process.
We want our acts to go out and try to
project themselves in the best possible
way."

Reproducing Studio Sound

However, several questions are
necessarily raised by the prospect of a
disco act going out on tour. For instance,
how can the act reproduce the sound of
their hits, which often are the result of
elaborate studio mechanization?

"It's almost impossible to totally
reproduce the sound," claimed Chuck Wither-
bee, national director of disco promotion
for Arista Records. "But if you're going to
try, expenses are the major factor." Joseph
agreed. "You just can't reproduce the
sound," she stated. "You try, and you have to hire the equipment to do it."

According to Stevens, the cost of
properly equipping a disco band for con-
certs is "astronomical. It's a question of
recording," Stevens continued. "It's ex-
pen$ive to recreate the sound, sometimes
less expensive. But generally you can do it if
you try hard enough.

In order to reproduce their studio sound,
a disco group often faces expenses in the
area of sound equipment, such as mics,
synthesizers and a drum attachment called
a drum kit, and hiring extra musicians,
such as additional drummer, vocalists, a
string section, and, in some cases, an entire
orchestra. While the high costs involved
were frequently cited, it was also noted that
these costs were on a par with costs in-
curred by touring rock bands.

Two other factors regarding sound
reproduction were noted by Joseph. "The
disco sound is becoming more basic, mak-
ing it easier to reproduce," she said, "and
for the complicated sounds, technology is
becoming so advanced that we can now
recreate sounds onstage that we couldn't
touch two years ago."

Urge To Dance

The other question raised by disco acts
touring is whether their audience will be
content to sit and listen to them without hav-
ing the room to dance. "At this point,"
answers Roxy Myzal, national director of
disco radio promotion for Atlantic. "I think
it's been proven that, yes, people will pay
to sit and listen to their favorite groups.

Parenti, national parent disco promo-
tion director for Salsoul, agreed, adding
that "people are willing to sit down, in con-
cert, and not just dance along, as they can on
the acts in a club where you have the best of
both worlds. People have the sound, they
can dance, and they can also see their
favorite act. It personalizes the ex-
perience."

As the demand for live disco rapidly in-
creases, Myzal noted, some clubs find
themselves ill-equipped to accommodate
live acts. In addition, she said, there have
been problems with inexperienced (or un-
scrupulous) promoters who are trying to
sell tickets in a quick buck. Yet, she points
out, "in many ways, the problems all the
way down the line are the same rock and
roll faced in its developmental stage."

And the rock axiom that tour exposure
builds record sales also has to be em-
braced now by the disco community, too.
As Stevens reiterates, "I think you have to
tour and be visible to make it to the top."

Cream Takes Over Tape Manufacture

LOS ANGELES — Cream, Hi and Xanadu
tapes, previously sold through GRT Cor-
poration, are now being produced and dis-
tributed by Cream Records, Inc., effective
immediately. Cream decided to take over
its own manufacture and marketing in or-
der to more effectively penetrate the 8-
track and cassette tape field. All tapes
previously marketed by GRT prior to May 1
will still be available through GRT Corpora-
tion.

Vanneli Bros. Fed

TORONTO — A&M Records singer Gino
Vannelli and his brothers Ross and Joe
were recently honored with Juno Awards,
signifying Male Vocalist and Producers of
the Year in Canada.

Nonesuch Maintains Quality Despite Escalation Of Costs

(continued from 12)

among these performers are the Com-
posers Quartet, the Concord String Quar-
tet, the American Brass Quintet, violinist
Paul Zukofsky, trumpeter Gerard Schwarz,
platoon leader of the National Wind.

Joshua Rilkein, mezzo-soprano Jan
DeGaetani and Joan Morris, the Contem-
porary Chamber Ensemble, and Speculum
Musicae.

It always works with performers who are
deeply involved in their music, who have
almost made it a missionary kind of thing," commented Sterne. "And at the point
where Nonesuch is involved with recording
them with, with few exceptions, of course
the story will be that they have been perfor-
ing that for special audiences who have
been going bananas over it. As an exam-
ple she named Sergiu Luca, who recently
recorded Bach's Cello Suites to the
partis for Nonesuch. Although these works
aren't "exactly offset," Sterne noted.
Luca used baroque strings and tun-
ing and had something new to say in these
works that had been exciting his audiences.

Generally, of course, Nonesuch avoids
standard works that are continually recor-
ded by the major labels. "I personally don't
see any great need for it," said Sterne. "The
motives of these recordings sometimes
comes out of exactly that need of hearing
music that hasn't been heard that way or
hasn't been heard at all or hasn't been
heard at all."

And, also, keeping it at that
budget price has quite a bit to do with it. I'd
love to do a work that requires a full
symphony orchestra. As a matter of fact, it
isn't really there for opera. It's a huge
propulsion, and it does get involved with
the star system, the classical stars and
names."

Continuous Sales

Bill Berger, national sales manager for
Nonesuch, explained that, unlike superstar
releases on the major labels, Nonesuch's
new records tend to sell slowly at first,
and then rise to a stable level of sales. "A
new Nonesuch album may begin to sell
three weeks after it's released," he said.
But, even though there may be no initial rush
on a new title, he added, there are virtually
no returns on such products.

Although there are no trained classical
specialists at the WEA branches which dis-
tribute Nonesuch records, said Berger,"We
try to make it as easy for them
(salesmen) as possible. I spend a lot of time
in the field, talking to the salesmen, sales
managers and branch managers, trying to
explain the fine points of selling
Nonesuch."n

At present, most of the label's sales are
on the east coast and west coast and in
Chicago, virtually all of its accounts are
specialty record retailers. Berger pointed
out that racked accounts aren't especially
interested in budget classical lines because
they already have large quantities of any one
title. In addition, he said, classical customers
aren't oriented to shopping in self-service
departments. "They want help; they want
time; and I'm not sure the racked account is
ready to deal with that."

Original Stuff

Although it is part of a huge group of
record companies, Nonesuch operates
with a very small staff. Sterne has three
assistants, who are full-time, who assist
on international business affairs and interna-
tional promotion. Berger, who reports to Stan
Marshall, vice president of sales and Asylum
is the only full-time salesman for Nonesuch.
The label also employs a part-time
musicologist to contract orchestras, choirs,
medieval and renaissance music scholar
who directs a recording group called
Pompeii, and a personal assistant.

Nonesuch's cover art was originally done
by Elektra's art department, the original
concept for the label's famous baroque
music covers, in fact, by Bill Harvey.
Elektra's art director in the mid 60's. Today,
however, the artwork is done by an outside
firm.

From the outset, Nonesuch's original
recordings have been engineered by Elite
Recordings in New York, headed by Marc
Aubort. Since 1969, Joanna Nickrenz has
co-supervised the production of most Non-
such recordings. Occasionally, though, when
a record has to be made in England,
musicologist and conductor Denis Stevens
supervises the production.

Sterne pointed out that, despite the
budget price of Nonesuch product, the
label doesn't stint on mastering, artwork,
liner notes, or pressing quality. Berger
described that manufacturing costs are
about 30% higher for Nonesuch than they are
for Elektra on a per-unit basis. The reason is
that Nonesuch demands that records be
pressed more slowly to ensure high quality.

Upcoming Releases

Meanwhile, Nonesuch is continuing to
release new recordings that maintain its
high standards. Scheduled for August
release, for example, are four albums that
fully the label's approach. One is a recording by pianist Paul Jacobs of Debussy's "Images" and "Estampes," in-
cluding recently discovered additions to the
score of "Images. There will also be a
recording of Frederic Rzewski's "Song And Dance" and John Harbison's "Flower-Fed Buffaloes,"
either work has been recorded before. Early
music will be represented by a new
Pomerium Musices album entitled "Music Of
Dufay." A fourth album licensed from Caledon, a Franch label will feature a little-
known Berlioz piece for wind band called
"Symphonie Funebre et Triomphale."

With costs escalating at a rapid rate, of
course, it becomes more and more dif-
ficult to make recordings that are not expected to yield substantial sales. A good percentage
of Nonesuch's records, however, do sell
well, especially those that fall into the
category of Americanana. Nonesuch has
done surprisingly well with such records as
Rilkein's Joplin LPs, an album of Stephen
Foster songs featuring Jan DeGaetani, bar-
itone Leslie O'Connell, and the current
chorus and the current
Jean Morris/Wilson Colaboration."Songs By Gershwin"
are. A good percentage.

Summarizing her label's fight to balance
rising costs with its artistic goals, Sterne
said, "There are some things that you know
you're not going to hit any charts with, but
you still believe enough in it and you know
that it's important. It's a contribution."
<table>
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<td>1 BREAKFAST IN AMERICA</td>
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<td>33 ROCK ON</td>
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JUST ESCAPED!

"BUSTIN' OUT"

THE NEW SINGLE BY
RICK JAMES

WANTED EVERYWHERE!
ON MOTOWN RECORDS

MEANWHILE!

"BUSTIN' OUT OF 7 SEVEN," RICK'S NEW ALBUM, HAS GONE SOLID PLATINUM