WINGS

BACK TO THE EGG

On Columbia Records and Tapes.
EDITORIAL

Cash Box Debuts SoundViews

In the past few years, the rapid advancement of technology in both the audio and video electronics industries has brought about new and exciting developments making a profound impact upon the field of recorded music.

The need to keep abreast of such developments in all facets of the record industry is an increasingly important one, and to this end Cash Box is proud to debut SoundViews, a bi-weekly column featuring up-to-date information pertaining to the audio and video fields.

Video has already spawned a burgeoning cottage industry, bringing us a most effective and unique promotional and sales tool, the video cassette featuring the recording artist. The “Video Clips” segment of SoundViews will let the retailer in on what’s “in production” in terms of new cassettes.

Now, with the birth of the vid disc, the potential use and sale of new video software is almost limitless for the retailer.

Audio breakthroughs, such as digital recording, also bring important ramifications to bear on our industry, and we’ll be keeping an eye on those developments as well.

In an open letter to attendees at the recent Consumer Electronics Show in Chicago, Joe Cohen, executive vice president of NARM stated, “It is very encouraging to see the interest and cooperation between our two industries grow stronger, and the channels of communication continue to strengthen.” Through SoundViews, we hope to provide at least one channel for that communication.

NEWS HIGHLIGHTS

- WEA hikes wholesale prices in U.S., selected retail prices in Canada (page 7).
- In-store play found to stimulate retail sales (page 7).
- WKTU and KMET top New York City and Los Angeles music stations in latest Arbitron poll (page 7).
- Donna Summer scores with two singles in the top five (page 7).
- 20th Century-Fox Records realigns roster, staff under Neil Portnow (page 8).
- “We’ve Got Love” by Peaches & Herb and Earth, Wind & Fire’s “After The Love Is Gone” are top Cash Box singles picks (page 15).
- Queen’s “Live Killers” and the “Music For UNICEF Concert/A Gift Of Song” are the top Cash Box album picks (page 18).

TOP POP DEBUTS

SINGLES

RING MY BELL
Anita Ward
Juana/TK

R&B SINGLES

RING MY BELL
Anita Ward
Juana/TK

COUNTRY SINGLE

AMANDA
Waylon Jennings
RCA

JAZZ

STREET LIFE
Crusaders
MCA

NUMBER ONES

MARTIN SOROL

DARKIES

EYES

BANANARAMA

RECORDED

MCA

AMERICAN RURAL PROGRESS

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THE INTERNATIONAL MUSIC RECORD WEEKLY
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Nana Mouskouri's new single, "Nickels and Dimes" (CS4-4500) from her debut American album "Roses and Sunshine" (CL3-3000) on Cachet Records.

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September 1979

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Sat. 8 SAN JOSE, Cal. Centre of the Performing Arts
Sun. 9 SAN DIEGO, Cal. Univ. of San Diego
Mon. 10 LOS ANGELES, Cal. Greek Theatre
Wed. 12 DETROIT, Mich. Music Hall
Thu. 13 MINNEAPOLIS, Min. Orchestra Hall
Fri. 14 MILWAUKEE, Wisc. Performing Arts Centre

Sat. 15 CHICAGO, Ill. Orchestra Hall
Mon. 17 WASHINGTON, D.C. Kennedy Centre
Tue. 18 HARTFORD, Conn. Bushnell Theatre
Wed. 19 ALBANY, N.Y. Palace Theatre
Thu. 20 PHILADELPHIA, Pa. Academy of Music
Fri. 21 BOSTON, Mass. Symphony Hall

Sun. 23 NEW YORK, N.Y. Lincoln Centre-Avery Fischer
Mon. 24 NEW YORK, N.Y. Lincoln Centre-Avery Fischer

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Price Hikes Unveiled By WEA In Both The U.S. And Canada

WEA Boosts Canadian Retail List To $9.29 On Selected LP Releases by Kirk LaPointe

TORONTO — With the release of the Cars’ second album, “Candy-O,” and the soundtrack for the film “Voices” on Elektra and A&M, respectively, to “The Muppet Movie” on Atlantic, WEA has begun what it terms a “selective pricing” system, hiking the suggested list price of certain new releases 3.3%. WEA has increased the price of its LPs in Canada from $8.98 to $9.29.

And, while most sources within the industry deny they have plans to raise disc prices in Canada, some admit they will be evaluating WEA’s success with the new pricing marks, which could lead to them following suit by the fall.

Don Grant, WEA’s vice president, marketing, in Canada, emphatically stated that “we have no plans” to raise prices. “There are costing factors,” he added, “of the inflationary inflation which are enabling us to raise costs steadily. And, in addition, the recent WABC decision to drop their 1270 AM鄉Weah, an important sales outlet, will also go up from $6.50 to $7.75 with a list price increase to $1.49 from $1.29.

“With this premium, coupled with the high prices of most other releases, we will be out of step with the cassette market, which is being sold for $2.99,” he said. “In all, however, we believe that our Canadian business has continued to absorb increased costs related to artist development, manufacturing, promotion, selling, recording and distribution among others.”

Explanations in WEA’s letter to customers announcing the price hike.

WEA Raises Wholesale LP, Tape Prices By 3%; Singles Lists To $1.49 by Joey Berlin & Richard Imamura

LOS ANGELES — Warner/Elektra/Atlantic Corporation has notified its customers of its intention to raise wholesale album and tape prices 3% across-the-board, effective June 29. Prices of most sales will also go up from $6.50 to $7.75 with a list price increase to $1.49 from $1.29.

In all, however, the company has continued to absorb increased costs related to artist development, manufacturing, promotion, selling, recording and distribution among others.”

The letter noted that authorized requests for returns will be issued at the original purchase price through Sept. 30.

Wait And See

Major retail chains, rack jobbers and one-stops are as yet unsure of how to react to the price hike, but most indicated a 3% increase is too much to absorb without raising shelf prices. The retailing community appears to be waiting to see if other manufacturers will follow WEA’s lead and raise wholesale prices before reacting.

According to a Cash Box survey, merchandisers hope the other majors won’t raise prices, but most expect they will if we are to continue to offer our services and quality product.

In-Store Airplay Stimulates Record Sales, But Has Little Impact On Radio Playlists by Frank Sanello

LOS ANGELES — In-store record play probably isn’t the determining factor in sales, according to Stan Goman, regional VP for the Bay Area. In fact, the only time the clerks at Tower are not allowed to play what they want is when a recording group shows up to do promotion at an outlet. Then, that group’s latest release is played in the store.

Tower Records probably employs the most laissez-faire playlist practice, with playlist policy set by “whichever clerks happen to be working the cash register,” according to Stan Goman, regional VP for the Bay Area. In fact, the only time the clerks at Tower are not allowed to play what they want is when a recording group shows up to do promotion at an outlet. Then, that group’s latest release is played in the store.

Regardless of who chooses what to play, one general rule prevails when composing a playlist: cater to your customers’ tastes. Or, as Chris Stewart, VP retail sales, Record Bar, succinctly puts it, “If you see a mob of customers hanging out at the classical LPs, you do not put Dolly Parton on the PA system.”

Executives and managers alike unabashedly follow their own instincts when picking what to play at their store.

In-Store Airplay Stimulates Record Sales, But Has Little Impact On Radio Playlists

WEA boosts Canadian retail list to $9.29 on selected LP releases

by Kirk LaPointe

WEA raises wholesale LP, tape prices by 3%; singles lists to $1.49

by Joey Berlin & Richard Imamura

In-store airplay stimulates record sales, but has little impact on radio playlists

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by Frank Sanello
Robertson, which also currently produces soundtrack recordings man of the CBS time, the deal Antilles network 5,000 domestic records product been reached, the label that holds the contract on the LP and/or the artist who recorded it will have the option of reclaiming their product and placing it through their normal distribution system.

JEM, the biggest importer of rock/pop product in the U.S., sells both imports and domestic records on its PVC label to over 5,000 retail record outlets nationwide. This network is supplemented by distribution through all the major rock jobbers, and where appropriate, by independent distributors.

The first two labels to take advantage of JEM's FARM team will be Island Records' Antilles label and Virgin Records, which recently signed a U.S. distribution deal with Atlantic (see separate story). The Antilles deal has already been firm, but, at press time, the Virgin pact had been concluded only in principle.

According to Ed Grossi, vice president of CBS Inks Lorimar In Distribution Pact

NEW YORK — Lorimar Productions, an independent film and television production company, has formed a record division that has been signed to a distribution pact by CBS Records.

Walter Yetnikoff, president of CBS Records Group, and Merv Adelson, chairman of the board of Lorimar Productions, announced the deal, which will include soundtrack recordings as well as albums by individual artists.


Atlantic Signs Virgin Label For American Distribution

NEW YORK — Virgin has signed an agreement with Atlantic Records for American distribution.

The British-based label previously had a successful association with Atlantic from 1973 to 1975, which, among other things, resulted in the multi-million selling "Tubular Bells" album by Mike Oldfield.

More recently, Virgin product has been imported into the U.S. by Jem Records. Jem and Virgin have concluded an agreement in principle under which Jem will handle certain new and catalog releases for Virgin (see separate story).

Virgin's first releases under the new agreement with Atlantic will be a single from The Records entitled "Starry Eyes," which will be followed by their debut album in mid-July.

In making the announcement of the pact, Ken Berry, president of Virgin Records in America, said "Virgin has been involved in U.S. distribution for a number of years. However, the major difference with this new agreement is that Virgin will be here in the United States, with fully-staffed offices, offering a total commitment to Virgin artists and their music. I am confident that this new association between Atlantic and Virgin will create the best environment for our company to both break new acts and further develop our already established artists. I have a very high regard for the expertise Atlantic has shown in the marketplace.

Atlantic President Jerry Greenberg noted, "I have always had the greatest respect for Virgin Records and its artists. Virgin is, and always has been, an innovator and leader in Great Britain and Europe, and I know that our association will be both rewarding and exciting."

Virgin's American offices, based in New York, already have full operation promotion and publicity departments, under the direction of Kurt Nerlinger and Sue Byrom respectively. The label's U.S. arm is expanding rapidly by opening marketing and production departments. Virgin and Atlantic staffs will be working closely together to ensure the greatest coverage for each artist.

Each release will be backed by a substantial merchandising campaign, and, following European practice, we will continue to emphasize packaging," said Berry. In most cases, the artists will follow up releases by touring.

"Virgin is continuing to pursue an aggressive A&R policy which is beginning to focus more on the United States," Berry added. "Among our early releases will be records from such new artists as The Records, Shooting Star and Interview, as well as new releases from Mike Oldfield and the Motors."

Two updated and discofied classics — Cropper's "Knock On Wood" and The Doors' "Light My Fire" — are respectively for Amii Stewart's sudden rise to fame. The other reasons for her overnight success are her sexy, soaring vocals and a great deal of luck.

It was only a little over a year ago that Stewart was a singer-actress-dancer and choreographer in the London production of "Bubbling Brown Sugar." Today she has a gold-selling album and a platinum-selling single to her credit with "Knock On Wood." In addition, after barely a month on the charts, her "Light My Fire" single is bulging the Cash Box Black Contempo Singles chart at the 852 position.

Intregued by her performance in "Sugar," producer/songwriter Barry Leng had Stewart's version of the Cropper and Floyed Touch Me/Closet Thing To Heaven." Leng took the master to Manhattan producers and Stewart had her first British single. After a quick European promotional tour, she returned to England and recorded The "Knock On Wood" LP with Leng producing.

When Ariola Records executives heard Stewart's version of Cropper and Floyd standard, they immediately signed the 23-year-old singer.

On the subject of disco, which is where she is receiving larger exposure, Stewart says, "I find disco to be very innovative. The rhythm patterns are fabulous. The whole world was just waiting for something different and Vann McCoy started a whole new movement. Now each artist is taking it another step forward."

"However, Stewart does not consider herself exclusively a disco act. "I'm a total artist," she says. "I don't just use all the experience from dance and theater in my music."

Stewart got her start as a dancer in Washington, D.C., working with the D.C. Repertory Company for five years. She worked her way up to dance captain and her big break came when she was asked to join the cast of "Bubbling Brown Sugar." Beginning her career at 16, Stewart has also worked in such movies as "Kung King," and "Return Of The Pink Panther." She most recently performed her song hits on Dinah. Meri and Soul Train.

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A TASTE OF HONEY "Boogie Oogie Oogie" their way to #1 on the Pop, Soul and Disco charts last year. Both the single "Boogie Oogie Oogie" and the self-titled album went platinum. A fresh and totally original group, they literally caused a sensation on the music scene. Their prestigious accolades included a Grammy Award as “Best New Artists Of The Year” and when they performed “Boogie Oogie Oogie” nobody at the Grammy Awards ceremony or amongst the millions of television viewers could sit still! Now A TASTE OF HONEY is back with ANOTHER TASTE, an infectious album guaranteed to dance your feet right off.

Contains the new single DO IT GOOD 4744

Produced by LARRY MIZELL and FONCE MIZELL “Sr Skyhigh Productions. Co-produced by A TASTE OF HONEY.
Bram Tchaikovsky

Most rock bands to have emerged from the British Isles in recent years have embodied some sort of new wave spirit, and one of the most promising of these new groups is Bram Tchaikovsky, whose "Strange Man, Changed Man" LP on Polydor possesses both style and substance.

Although the name of the band might suggest that it is inspired by classical music, this is not the case. The group plays with admirable technical polish, but also knows how to blend elements of 60's pop-rock, progressive rock, and even some jazz-rock. The clever, aggressive result is dispatched with fluent professionalism and suggests real commercial possibilities in the States.

The group came together in July of 1978 when Tchaikovsky, who had previously played with the Motors, recruited Micky Broadbent, a boyhood friend from Lincolnshire, England, who played guitar, bass, and keyboards, and Keith Boys, a drummer from the ill-fated Heavy Metal Kids, for a series of club dates under the name B.T., as did fellow guitarist Andy McMaster. (This was one's girlfriend, according to Tchaikovsky).

After changing the name of the group to Bram Tchaikovsky, the trio entered the studio with Nick Norman, who had previously produced Hang on Sloopy, to record three songs that were eventually released as a one-shot single for Criminal Records. During that period, the band was conceived and the first album was dispatched to several European countries in late last year, the tracks were re-recorded and now appear on the group's album, which is the first LP to be distributed by Polydor under the terms of its recent distribution agreement with Radar. "Strange Man, Changed Man" was co-produced by Gary Kief, Peter Kent, and Damon Hall, who recently added a fourth member, guitarist Dennis Forbes from Gary Kief's old group, in preparation for the band's upcoming tour of Europe. Among the dates the band will play are festivals in Germany, Holland, Belgium, Finland, and Switzerland. They will make their U.S. debut in September.

After two successful albums with the Motors, who gave us such songs as "Airport," "Dancing The Night Away," and "Forget About You," why did Tchaikovsky leave the group? He explains that because the band was conceived as a vehicle for the songs of Carvey and Andy McMaster. "I never really got a say in the organization of the material. I was just supposed to be the rhythm guitarist." He says he was also distressed by the pop direction that the Motors took with their second album. The first album was rock and roll, which is the kind of music that I like to play. But then we turned into this studio monster that turned out a pop LP, and I wanted nothing more to do with it.

Speaking of his own musical background, Tchaikovsky, who was born Peter Bramall, says that his parents tried to force-learning the piano, forcing him to do it properly, but piano lessons were a real pain. His mother was an older woman with a huge geometric pattern and a 90 degree angle of view, and with her was a truly horrific experience." He turned instead to the music of the Every Bros, Eddie Cochran and Elvis Presley that his brother was bringing into the house at the time, and from those records, he says, "I got hooked."
THE STATLER BROS. ARE THE PEOPLE'S CHOICE

IN COUNTRY MUSIC'S ONLY CONSUMER POLL:
THE MUSIC CITY NEWS COVER AWARDS

VOCAL GROUP OF THE YEAR
THE STATLER BROTHERS

ALBUM OF THE YEAR
"ENTERTAINERS... ON AND OFF THE RECORD"
EXECUTIVES ON THE MOVE

Katzen
Berg
Thomas
Schmierer

Katzen Named At TK — TK Productions has announced the appointment of Bud Katzen as president of the company. Katzen, who has been with TK since 1977, will be responsible for all aspects of the company’s operations, including finance, marketing, and creative.

Ochs Named At CBS — CBS Records has announced the appointment of Don Ochs as general manager of the company’s west coast region. Ochs has been with CBS for over 20 years, most recently as regional manager for the west coast.

Weinschenk Named At MCI — MCI Communications has announced the appointment of Jeff Weinschenk as chief marketing officer for the company. Weinschenk, who has been with MCI for over 15 years, will oversee all aspects of the company’s marketing strategy, including advertising, promotions, and partnerships.

Changes At A&R — A&R has announced the appointment of Mike Schiff as vice president of artist relations. Schiff, who has been with A&R for over 10 years, will be responsible for the company’s relationship with recording artists, including touring, promotion, and marketing.

NARM Looks At Expansion Into Canadian Market
TORONTO — With an eye towards eventual expansion into this territory, the National Association of Recording Merchandisers (NARM) will stage regional meetings here Sept. 13.

Patrick Gorlick, NARM’s director of special projects, was in Toronto to huddle with top retail and A&R executives, as well as principals of music companies, attending particular sessions in the Canadian market as part of planning for the Sept. 13 conference at the Sheraton Centre here.

“In certain areas, I think NARM will be able to help retailers and merchants in Canada,” said Gorlick. “We’re looking at a market that’s growing, with a retail base that’s strong, and a market that’s looking for new products.”

NARM’s Canadian membership is substantial enough to merit the September gathering, Gorlick added. “We’ll be conducting panel discussions, and hope to implement one-on-one rotating meetings,” he said, before leaving the hotel for a half-hour part of the one-day session to face-to-face encounters.

Gorlick intends to consult with the CRA (Canadian Recording Industry Association) and other industry organizations to plan the meeting.

Nevada Named GM
LOS ANGELES — Joe Owens has been named general manager of Mushroom Records. Previously the album promotion director for the label, Owens’ appointment comes in association with newly sponsered Mushroom president Wink Vogel.

A veteran of ten years in the industry, Owens has had that CMA/RWR and Island Records in their Canadian branches, and was the co-owner of Charles-Dunne & Owens Ltd., an entertainment publicity firm.

Albums release approved
Upon accepting the appointment, Owens stated: “I have been a friend of Mushroom Records for nearly seven years, and I have always known that it would be an aggressive and dynamic independent label. With the support of a very capable staff, an extremely talented artist roster and president Wink Vogel, I intend to continue the enviable success of Mushroom Records.”

Atlantic To Distribute Emerald City Label
NEW YORK — Charles Greene and Brian Stone have formed Emerald City Records, a new record company whose product will be manufactured and distributed by Atlantic Records. Under the terms of the three-year agreement, Emerald City will produce a minimum of nine artists and 15 albums. The label’s debut release is scheduled to ship in the fall.

Background
During the ’60s, Greene and Stone signed and produced such artists as Sonny & Cher, Buffalo Springfield, The Troggs, and Iron Butterfly for the ATCO label. In 1969, the pair parted ways to pursue separate careers outside the music business, but last year they met to discuss the possibility of working together again. Commenting on the new association, Ahmet Ertegun, chairman of Atlantic said, “Jerry Greenberg, Doug Morris, and I are thrilled to be working with Charlie and Brian once again. Their past association with us produced such major artists as the Buffalo Springfield, Sonny & Cher, and Iron Butterfly, and ten years later, I think Emerald City will give us equally exciting new artists and music.”

In the U.S., the staff of Emerald City will work closely with Doug Morris, president of Atlantic & Custom Labels, and his staff. Outside of America, the label will be distributed by WEA International. Speaking of the signing, Morris commented, “It is a thrill to be able to work with two of the most important artists in the record business today. In the past, they were responsible for numerous hit records around the globe, and now that WEA International has its own companies in every major market, I am confident that we will see a strong impact from their new artists.”

Emerald City Records will be headquartered in New York at the offices of Atlantic and WEA International, 75 Rockefeller Plaza.

Ochs
Jones
Barrett
Weinschenk

Changes At Arlotta — Rosalind Chase has been named west coast regional disco promo director for Ariola Records. She was most recently working with JDC. She replaces Howard Holben who has taken a position at MK

Anthony Appointed — Don Anthony has been appointed national director of marketing for MusicVision. He was most recently a promotion representative for Warner Brothers Records, and prior to that held the same position for 20th Century-Fox

Quality Appt Fmacrce — Quality Records has announced the appointment of Larry Macrce to national promotion manager. He was formerly Ontario promotion representative for the company.

Moreno Promoted — Marilyn Moreno has been named disco promotion manager for Jewel-Paula Records. She has been with the company for two years assisting in promotions.

Santiago To Delos — Marian Tilm/wp has been appointed director of marketing and promotion for Delos Records. She was formerly director of Columbia Records’ education department in New York.

Stroh Named — Preferred Sounds has announced the selection of Joseph L. Bakuiles, CPA, to corporate controller. Before joining P$ he was treasurer of multiple manufacturing plants in the garment industry for over 14 years. Prior thereto he was assistant treasurer of Cole Schutte & Co.

Eisenberg Joins Boulweh — Scott Eisenberg has joined Boulweh, Inc. as director of tour merchandising. He was formerly retail sales manager for The T-Shirt, Inc., Atlanta.

Spinosa Returns To Peters — Peters International, Inc., has announced the appointment of Chris Spinosa as national sales manager. He returns to this post at Peters International after a two-month period.
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ROSELAND DISCO DANCE CONCERT SMASH SUCCESS — Maybe, just maybe, June 20, 1979 will be remembered as the start of a new era in concert promotion. That’s the night that CBS sponsored “One Hot Summer Night” at the Roseland Ballroom. The idea was popular enough to invite thousands of people to perform a series of shows live, with disco music playing in the background. The event was a huge success, with a reported 12,000 people in attendance, and the major artists who performed included Chaka Khan, Donny Osmond, and Kool & the Gang.

EAST COASTINGS

AMY CARTER MEETS STACY LATTISAW — Colleen recording artist Stacy Lattisaw, a 12-year-old vocalist, met President Carter’s daughter, Amy, in a recent visit to the White House. Stacy gave Amy a copy of her debut single, “When You’re Young And In Love.” Later, pictures were taken of the first lady and the young singer.

CONTINENTALS — Summer, of course, is the time to get your act on the road. This year, it seems that more and more American artists are touring in Europe during the summer months, and the list continues to grow with the proliferation of new talent. This year, the Tennessee-based band, the Roseland All-Stars, will be touring in Europe, including stops in Montreux, Switzerland, Finland, Holland, Spain, and Italy.

SEEDS OF SORTS — Australia is also a continent, don’t forget, and the folk at Jem imports have reminded us that there’s a bit of an Australian invasion going on right now. They’re carrying imports of new records by Split End, Skyhooks and Sports, some of the more obscure new wave Aussie groups, but let’s talk about the clients that are carrying the Little River Band, AC/DC, Flash and the Pan and John Paul Young, all of whom have major label deals.

SOME VERY INTERESTING ALBUMS COMING OUT SOON — Everybody’s been complaining about the lack of albums out in the stores, but there are plenty of new releases coming up. July and August are loaded with hot new artists. There’s even talk of a Bob Seger being ready by the fall, but folks at Capitol are not taking any bets on it. Weather Report is definitely set for a double album live release, with the title, “8:30” and “The Rumour.” The Rumour may have the title of the year wrapped up with “Frogs, Sprouts, Clogs and Krauts.” The Kinks, who recorded their recent album in the USA, are touring the UK and will be in Europe in the fall. The Rolling Stones are also touring Europe, including stops in Montreux, Switzerland, Finland, Holland, Spain and Italy.

DADDY’S LITTLE GIRL — Elektra recording artist Neil Sedaka (r) recently brought his daughter Dana to the New York, New York disco, Sedaka, of course, penned the hit, “Happy Birthday, Sweet Sixteen.”

Charles Palinko
PEACHES & HERB (Polydor/MV/PD 14577)
We've Got Love (3:17) (Perren/Vibes Music Co. — ASCAP) (D. Perren, F. Perren)
The writing team of Perren and Perren serve up another fine cut for Peaches and Herb, via a
duo vocal treatment. Clicking cowbell, flute, steady bass beat and swirling strings add just
the right touch to the well-defined melody, making this another irresistible Top 40 selection. Hit
bound.

ALTON McCLAIN & DESTINY (Polydor PD 14574)
A sleek, luscious R&B-dance number, with an
elegant string section, tuneful percussion and
high
twangy vocals and harmonies pulling everyth-
ing together. The vocal group made an impres-
sive showing on B/C lists last time around and this
should give them substantial pop presence.

ENGELAND DAN & JOHN FORD COLEY (Big Tree
Music Corp./First Concourse Music Corp./Turtle
Music Corp./J.B. Music)
Different Worlds (2:15) (MCA MCA-41056)
The vocal duo last scored with "Love Is The Answer," but unlike the slow, fully-textured feel of
that song, this one is an out and out rocker, with
steamy guitar licks, clever vocal work, and
strong, punchy male vocals. AOR and Top 40 will both check this out.

ROCKETS (RSO RS 935)
Oh Well (3:09) (Sonheath Music — ASCAP) (G. Fekaris, J. Sallitt)
Rockets add a hot 'n' rocky flavor to this
Fleetwood Mac original. An edit of the album
version, virtually all of the spicy guitar runs
intact. The tune has already gathered a lot of FM
play and Top 40 lists will find this to be a very hot
add and a great summer song. A winner.

BLACKJACK (Polydor PD 14572)
Gruff, aggressive lead vocals jump out of the
mix of ringing guitars and a rough and tumble
rhythm section, to make this a strong entry into the
hard rock sweepstakes. Blackjack has every-
thing that's needed to land on a solid sense of melo-
cy. Top 40, check this one out.

GREG ADAMS (RCA PB-1156)
Produced by Barry Beckett, this silky selection is
powered by Adams's light, MOR-ish vocals and an engag-
ing southern swing beat, as congas and strings
combine for a full, stylish sound. For A/C and pop formats.

RUTH WATERS (Millenium JH-117)
Nevers Getting The Same (2:34) (Midtown Music/Mon-
teros Music/Robaiba Music, Inc. — ASCAP) (J. Davis)
Serene, smoky vocal intro into pulsing, disco beat,
backed by congas, bass drums and lush but
lyrical strings. Waters has a raw, powerful voice, making
this a distinctive disco or pop add.

TRIPLE'S CONNECTION (20th Century TC-2413)
A bright, energetic re-working of the Stevie Wonder
classic, the disco beat stands out but does not dominate the
song. Touches of syncrdum, strings, high hat and jazz- 
guitar are augmented by a smart horn arrangement, with
a trumpet solo midway through.

THE DRAMATICS (MCA MCA-41056)
From the "Any Time, Any Place" LP, this soft, tuneful R&B
numbers add to a gently swaying beat, an
pleasantly light instrumentation, finger snaps and nice
combination of lead and back-up vocals are
highlighted. For B/C formats.

CAPTAIN SKY (AVI AVI-273)
Dr. Rock (3:38) (Upper Level Music — BMI) (D. Cameron)
"Captain Sky" aka Captain Sky, plays an intriguing
classic funk commando here, adding fuzzy, throbbing elec-
tonic touches to this Parliament-inspired outing. Funk
followers should groove on this one. For B/C formats.
**ROCKET RETURNS TO MCA** — Look for Rocket Records to return to the MCA fold this week, a year after leaving with RCA Records. The label has re-registered man for London Records and distro for last year. Rocket had been with MCA prior to the RCA deal. The current Rocket roster includes Kiki Dee, Cliff Richard, Colin Blunstone, Lulu, Blue and Judie Tzuke, but at presstime it was not known if the entire roster would be picked up by MCA.

**INCUMBENT FOR LABELS: QUALITY FOR CONSUMERS:** Asserting that its "Original Master Recordings line" is less than a year old, and the Chatsworth-based company is finding a very receptive market for what the L.A. Times calls "today’s ultimate in the realistic reproduction of recorded sound," Rounder Records released last November its 17th album, Pink Floyd’s "Dark Side Of The Moon," to 1,500 audio shops and a few mass retailers such as Music Plus and Liconce Pizza, with Gordon Lightfoot’s "Sundown," Al Jarreau’s "Fly Home" and Poco’s "Legend" due later this summer. The super high fidelity sound is achieved through the use of half-speed re-mastering and high quality pure vinyl pressings manufactured in Japan. According to Bob Miller of Mobile Fidelity, original master tapes are run at half speed as well as half-hi-fi during mastering. Finger re-mastering is also carried out as head are greatly reduced and the sound frequency drops one full octave. High frequencies take a lot of power and the process leaves a lot of power to draw on. For example, 20,000 cycle frequency becomes 10,000 cycle, and once cutting late lifetimes are normally set at 15,000 cycles hi-fi sounds can be accurately reproduced. The resultant product, which lists for $15.98, is incredibly rich and distortion free. Mobile Fidelity makes license agreements with the labels, giving them substantial royalty payments that are a fresh after-sales income source. So far, 10 labels have asked for production masters from such artists as Fleetwood Mac, Supertramp, George Benson, Grateful Dead, Steely Dan, John Klemmer and Emmylou Harris, while only two companies have refused to grant licenses; labels that are a fresh after-sales income source. 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Playboy Jazz Festival

HOLLYWOOD BOWL, L.A. — In a triumphant debut just one week before the beginning of the Playboy Jazz Festival emerged as one of the best and most successful gigs of this type seen in Los Angeles in years. Featuring an all-star lineup gathered to celebrate the 25th anniversary of Playboy magazine, the two-day festival drew over 30,000 fans and an estimated 4,000 to the Playboy publisher Hugh Hefner, to promise the make the event an annual one.

Beginning Friday with a jam session featuring Joe Farrell & Co., followed by a Charlie Mingus tribute by folksinger Joni Mitchell, the festival put to rest any notion that jazz can’t make it in Los Angeles. Mitchell’s set was followed by one of the real highlights of the festival — a mind-blowing set by Benny Goodman. Fired with an enthusiasm that was said to be reminiscent of his work during his peak years, Goodman not only showed the phenomenon that made why he was crowned the "King of Swing," but also, that he hasn’t yet abdicated the throne.

Following his set, Goodman was brought back for one encore, the last time this happened on Friday.

A further trip down memory lane was provided by the Village People, a band whose shows have been incendiary and whose music isListening to the crowd, the group provided a perfect blend of theatricals and Armatrading’s smoldering solo talent.

But the show had to go on, and "The Night," which wowed the crowd, was further proof that Armatrading has a magnetic star quality which is on the verge of coming fully realized.

Unfortunately, Armatrading’s voice was a bit strained in Washington, so she wisely decided to allow them to stretch out on numbers like "Let Me Get Away" and "Fun Fun Fun." The musicians, made up of Little Feat’s Richard Hayward on drums, Red Young on keyboards, Ricky Hirsch on guitar, Bill Bodine on bass, and Lon Price playing horns, responded splendidly, laying down tasteful rock riffs behind Armatrading’s sensitive lyrics.

Perhaps the most distinctive aspect of Sky’s performance was its passionate intensity on stage and the intelligence of her lyrics, which seemed to accurately capture an elusive feminine sensibility. Her second encore of "The Night," reflected both these qualities, and was a rousing conclusion to an evening of extraordinary musical quality.

Beginning in the afternoon, Saturday’s show didn’t disappoint.

The internationalism of jazz could have been the theme for the early portion of Saturday’s schedule. The sounds of Woody Shaw and Airto and Flora Purim filled the air, especially on "Five Hundred Miles High." "Next in line" was urban soul with keyboard perversion/singer/songwriter Willie Bobo as smooth as ever with the energetic sounds from south of the border.

But they are up there on another microphone.

More five minutes were devoted to chaotic, hard-to-do-his-own-thing booking until suddenly, on cue, the group launched into a tightly choreographed selection from their first, lesser known LP. The audience at the Greek, however, didn’t care about the obscurity of the song. The strobe, the drums, and the lascivious, suggestive dance movements were too involving, even mesmerizing.

The second selection, the title track from the platinum "Go West" album, placed the group in its familiar, accessible territory. By the time the VPs got into "San Francisco," which "Hollywood" nicely sequenced and played with its feet, dancing and singing the lyrics which were re-created on a screen in a sort of multimedia answer to the bouncing ball of yesteryear’s cartoons.

"Macho Man" gave the VPs the chance to showcase their supermasculine dance routines which are in turn a satire of the ultra-feminine movements of such '60s groups as the Supremes, etc.

The curtains closed while the stage was prepared for the finale, "In the Navy." Gloria Gaynor opened the act, performing a set of hits and singing "Goodbye" and "Honey Bee" along with stellar selections from her platinum "Love Tracks," "LP. A fairly solid pit orchestra helped duplicate what is to a great extent a studio act.

S
ty

ROYAL ALBERT HALL, LONDON — The rapidity with which new band Sky has been formed and marketed is indicative of the success-certainty that which a near-perfect musicianship formula can achieve. In only a few weeks, the group was formed, the material written, created and recorded and a contract signed with Ariola Records.

Sky is no ordinary new band, but a disguised band of songwriters, producers, arrangers, and producers, all around in the music business today. With classical guitarist John Williams, Herbie Flowers on bass, and two guitarists, Tristan Fry handling production and Francis Monkman on keyboards, presenting the creme-de-la-creme of contemporary pop and classical talent.

During the first half of the show Sky performed the A-side of their first album, titled "Sky," launching into "We’re Going through to ‘Carrillon’, ‘Danza’, ‘The Erik Satie classic ‘Gymnopédie’ and a fiery rock-synthesizer piece, ‘Cannibal’! Aside from the obvious mastery of each individual musician, the magic of Sky’s appeal is in their ability to fuse classical and popular music in a way that has yet to be explored on an electronic rock idiom without any stage theatricals usually associated with classic rock and roll.

With power and ease Sky changed moods from the melancholic and ethereal, with "Cannibal", into the sexy, boogie mood with "Cannibal!". Flowers thumped out bass rhythm lines with all the mana of a well-seasoned disco d.j.

The second half features the B-side of their album, "Such A Man," an entire complete piece titled "Whereopposites Meet." During this piece the band captured almost every musical mood and style that has yet to be explored in the last ten years, from an essence of Genesis, Yes, and Mike Oldfield, to a jazz-oriented piece heavily laden with disco textures and motifs, all fused and categorized. Sky’s expertise seems unlimited and if they stay together as a group and capture the American market, their destined as one of the 1980’s "greats" seems clearly set.

John Stewart

CELLARDOOR, WASHINGTON, D.C. — It’s been announced that the Kingston Trio are retiring, but that fact only adds to the respect due this former trio member. John Stewart. With his trio and his solo career, Stewart on his comeback trail was too young to have vivid memories of the early 60s music offerings. But they are tuned in to Stewart’s "Bombs Away Dream Babes" LP and, primarily, his hit single "Gold."

His style has evolved into space, driving music and high-intensity rock. After warming up with a couple of songs not included in the just-released album, Stewart launched into "Lost Here in the Sun." His voice is husky and he is interesting to watch, a mature stage presence that is encouraging in light of so many youngsters on their way up for the first time.

Both "Gold" and "Midnight Wind," from the "Bombs Away" album, got a lavish round of applause. The tone of the evening suggested that Stewart will make his comeback with grace, carrying a new musical message and a new LP.

For openings, comedian-folksinger Larry Rand had the house roaring on a couple of his compositions, besides some drug-related lyrics and a brutal Joni Mitchell joke. Rand ticked the D.C. crowd with a: "a song I wrote in Brussel's — funny if you live here.

Joanne Ostrow

John Stewart
LIVE KILLERS — Queen — Elektra BB-702 — Producers: Queen — List: 12.98

This is the long awaited double live LP from one of rock's most majestic heavy metal forces. Although the cherry bombs and the dry ice are missing, Freddie Mercury supplies the vocal fireworks and Brian May handles the guitar pyrotechnics with his usual aplomb. A relentlessly rocking LP, it should skyrocket to the top of the pop album charts.

THE MAIN EVENT — Original Motion Picture Soundtrack — Columbia JS 36115 — Producer: Gary Le Mat — List: 8.98

The showcase of this interesting soundtrack LP is the title tune which is written by Paul Jabara and Bruce Roberts. Streisand interprets it both as a ballad and a disco tune, and once again shows her enormous vocal range and versatility. The other standout performances on the record are "Big Girls Don't Cry" by the Four Seasons and Loggins and Messina's "Angry Eyes." Streisand is sure to receive across the board attention for "The Main Event."


Some of the greatest players in modern jazz have assembled with poetess/songwriter Mitchell for this beautiful tribute to late great bassist, Charles Mingus. Members of Weather Report and pianist Herbie Hancock are perfectly suited to Mitchell's new lazy jazz style, and the four Mingus compositions are handled with loving care. This is an album for anyone who can appreciate jazz or the best in popular music. Jaco Pastorius' bass lines are as poetic as Ms. Mitchell's words.

MIRRORS — Blue Oyster Cult — Columbia JC 36009 — Producer: Tom Wexman — List: 7.98

Although they are still a Godzilla of a rock 'n roll band, Blue Oyster Cult is becoming more melodic as time wears on. One listens to "In These," and you'll find yourself having trouble believing that this is the same black leather and chain gang that did "Hot Rails To Hell." The spectral "Vigil" is the album's showcase piece, and AOR will pick up on this one.


Mama Carol's presence is felt throughout the LP, but this is a stunning debut album parentage aside. The record abounds with memorable ballads and well crafted L.A. rockers. Lots of session heavyweights play on the LP and Toto too. However, any way you slice it this is too much sand California rock, and Louise Goffin is going to be around for a long time to come.


Many of the songs on this album have that breezy feel that made Larson's "Lotta Love" so engaging. Gold's pretty vocals are perfectly suited to the sunny ballads and up tempo MGR-oriented songs that this LP is rife with. All of the compositions were written by Gold and Albert Hammond. The feature cuts are "Tell Me What's Goin' On" and "Just One Look."


Those famous funky Brown raps give way to some nice disco and steadily moving R&B tunes on the new album from the self proclaimed original disco man. Strong female backing vocals enhance some of those fabulous Brown raps up. He is still a master at creating sheer R&B frenzy. For disco and R&B programmers.

FICKLE HEART — Sniff 'n' the Tears — Atlantic SD19242 — Producer: Salvoni, Lipson, Bazaar and Roberts — List: 7.98

This band specializes in those sneaky light rockers ala Dire Straits. Spearheaded by the gruff vocals and acoustic guitar rhythms of Paul Roberts, and the winding lead guitar runs of Oz Netto and Mick Dyche, Sniff 'n' the Tears is destined to make a lot of noise AOR wise. "Driver's Seat," "New Lines On Love" and "Looking For You" are the LP's standout cuts.


Don Nix's Muscle Shoals vocals are augmented by Memphis Horns and hot 'n' spicy guitar licks, making out a pleasant southern rock affair as well as a musical geography lesson. Nix has a singing style that is reminiscent of old' buddy Leon Russell, and he is backed by a gospel oriented chorus. The whole affair makes one realize that the south is still one of our most fertile musical regions.


This album is a documentation of the Jan. 9, 1979 concert featuring some of the music world's most prestigious stars and held at the United Nations Assembly Hall of The United Nations. Standout performances include those by Rod Stewart and Earth Wind and Fire, but this album is full of great music for a great cause, as all profits from this LP will benefit the disadvantaged children of the world. An exciting album from start to finish.

BLACKJACK — Polydor PD-1-6215 — Producer: Tom Dowd — List: 7.98

This is a loud and auspicious debut album, by a band that is banking on its around awhile. Blackjack is a graduate from the "crank it up" school of rock 'n roll, and the album, which is full of song hooks that grab a listener and throw him out of his chair, earns the group a doctorate degree for playing loud and proud rock with brains. Lead by Michael Bilotin, who possesses one of the most powerful and gritty voices around, the band should become an AOR staple.

GOING THROUGH THE MOTIONS — Hot Chocolate — Infinity INF 9010 — Producer: Mickie Most — List: 7.98

Hot Chocolate has a great formula. They take a steady rhythm kick, a driving funky bass line, mix in some surreal synthesizer embellishments and sprinkle it all lightly with engaging choruses. It's sort of a spacey funk/rock brew, and "Going Through The Motions" is the group's most fully realized work. "Going Through The Motions" and "Dance (Get Down To It)" are winning cuts.

THIS BOOT IS MADE FOR FUNKIN' — Bootsy's Rubber Band — Warner Bros. BSX 1295 — Producers: Starr-Mon and Dr. Funkenstein — List: 7.98

Bootsy Collins is the craziest member of Brion's contingent, and this LP is a absolute funk madness. The wild horn arrangements, comical bass lines and chaotic vocals are once again present, and this is sheer parly of an album. The LP comes replete with an 8-page coloring book, and the album graphics are as psychedelic as they come.

CONFESSIONS OF A SINNER — Terry Mace — Mercury SRM 1-3773 — Producer: Mike Hurst — List: 7.98

The LP is enhanced by the early songs of Peter Gabriel and Steve Harley. Terry Mace has come up with an album that makes their type of progressive sound commercial. Mace has an impassioned vocal delivery and a feel for great song hooks. Songs like "Love Receiver" and "Never Fight With A Lady" will have pop and FM programmers humming and tapping their toes all day.


This album should garner the Kihn Band a multitude of new fans. Its brand of spirited Bay Area pop is what rock 'n' roll abandon is all about. The group is a tight knit foursome and it's version of Springsteen's "Thunderous" and Richman's "Roadrunner" would even make the composers stand up and cheer. Should gain a lot of FM exposure.

OPEN YOUR EYES — Maria Muldaur — Warner Bros. BSX 3335 — Producers: Patrick Henderson and David Nichtern — List: 7.98

That sexy, wiggly vocal inflection that led so many people to her oasis on Maria's debut album is more arresting than ever on "Open Your Eyes." She runs through a variety of styles on the LP including some R&B smokers, lazy jazz ballads and a few gooey shaded tunes. Maria, along with Bonnie Raitt and Karla Bonoff, remains one of California's folk/rock queens.

COUNTERPOINT — Ralph MacDonald — Martin 2229 — Producers: MacDonald, Salters and Eaton — List: 7.98

This fine jazz percussionist has been crossing over into pop for some time now, but this is his most accessible LP yet. The album is a collection of tight dancin' tunes, R&B oriented numbers and sweeping jazz flavored workouts. All of the tunes are highlighted by MacDonald's percussive rhythms. For a variety of lists.


Phillips puts forth a stunning collection of progressive rock tunes that are at the same time the most accessible. His sound possesses qualities of mid-period Beatles and Genesis and melds them with today's production techniques. The LP features noted British sidemen and inane as well as introspective lyric content. The album is an obscure but shining star in the ever darkening skies of progressive rock.

Cash Box/June 30, 1979
“Frannie.” Her debut album on Portrait Records and Tapes. Featuring the single “Here I Go.”

Produced by Karl Richardson and Althy Galuten.
In-Store Airplay Means Big Plus For Record Promotion

(continued from page 7)

imously agree that in-store record sales are an immediate link to stimulating record sales. National Record Mart manager Maurice Simon enthuses, "I get a response from absolutely anything I play. I can put Benny Goodman in a hard rock store, and customers will come up to the turntable and want to know who it is and where they can find the album.

Quantitative Proof

Musicland has quantitative proof of the direct relationship between in-store play and sales. The releases featured on the packaged eight-track tapes for use in in-store play have specially coded tickets on the packages that serve as key to correlate sales and playlist effectiveness. Only George Levy, president of Sam Goody, would qualify his promoters' enthusiasm by saying that the company's earlier "Buy 'Em, Try 'Em" campaign, which consisted of a seven-day trial purchase of 10 new releases, was much more successful than in-store play.

Specific records which have benefited from such in-store promotion include Molly Hatchett's self-titled album, which played at Musicland outlets. Tower's Stom Goldman adds that in-store play is seemingly helping catalog product, "sort of refreshing the public's memory."

Recording group Blondie got an unexpected boost at one National Record Mart store when the employees happened on a little surprise. A group of representatives for CBS, MCA and Infinity all say they'll hold the line at $9.98 for the forementioned polyvinyl chloride (PVC) as factors contributing to the 31 cent price hike. "Back a few years ago, Canadian suggested list prices were always higher than American ones. We were at $4.29 when Americans were at $3.98, and at $5.29 when they were at $4.98. I think we're gravitating towards the 29 cent over the dollar point (in pricing). But I have to reiterate, is this no means an across-the-board-pricing revision, but more a reaction to the PVC. We'll continue to evaluate albums, and make pricing decisions on the basis of costs. If those costs increase, then we'll likely be forced to do the same," he said.

Initial reaction to the price increase has been minimal. Most retailers were dis- couraged the Cars album considerably, having placed substantial advanced orders for the highly-anticipated release.

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Recording group Blondie got an unexpected boost at one National Record Mart store when the employees happened on a little surprise. A group of representatives for CBS, MCA and Infinity all say they'll hold the line at $9.98 for the forementioned polyvinyl chloride (PVC) as factors contributing to the 31 cent price hike. "Back a few years ago, Canadian suggested list prices were always higher than American ones. We were at $4.29 when Americans were at $3.98, and at $5.29 when they were at $4.98. I think we're gravitating towards the 29 cent over the dollar point (in pricing). But I have to reiterate, is this no means an across-the-board-pricing revision, but more a reaction to the PVC. We'll continue to evaluate albums, and make pricing decisions on the basis of costs. If those costs increase, then we'll likely be forced to do the same," he said.

Initial reaction to the price increase has been minimal. Most retailers were dis- couraged the Cars album considerably, having placed substantial advanced orders for the highly-anticipated release.
JUKEBOX RESEARCH IN RADIO—Jukebox research is a valuable tool in radio programming that is not used very often. Most jukebox operators are willing to cooperate with radio stations. Radio stations can trade information available from request lines and can also alert jukebox owners to new releases which they will be programming in the near future. In general, people have to make a monetary commitment to play them. This indicates the most popular songs from one week to another, and in the case of taverns, indicates an active response from individuals who may neither buy music or request songs at a radio station. This information is taken from The Secrets of Programming Power, a book written by Pat Malbush, program director at WSPT/Stevens Point. Martin explained that 5 to 7 records on his playlist getting good phone response are also cited by jukebox programmers as some of the most played. Similarly, with jukebox operators, it is an early indication to remove a record from heavier rotation or even off the playlist. Steve Sesteher, music director at KFMD/Dubuque, finds jukebox research very helpful in a couple of areas. Besides usual mainstay oldies like the Beatles, Beach Boys, jukeboxes are stocked with familiar popular records and with brand new records, usually a follow-up to a hit, or by established artists like Barry Manilow, Donna Summer and the Bee Gees. “Roughly 5 to 10% of the top box plays are records that I am considering adding to my playlist,” Sesteher noted. He also pointed out jukeboxes’ value in researching demographics. Records played in a college bar, an ice cream shop or penny arcade will be noticeably different from those played in an establishment frequented by the 35+ crowd. Again, from Martin’s book, “You need to look for a common denominator in the songs that get played.” Record companies should note the importance of jukebox/radio activity as well. If a PD or MD recommends new records that coin operators should buy, then this is generating more sales. Over a million jukeboxes in the country, the sales potential on a single can be enormous.

SOB DEPARTMENT—“The Devil Wears Prada” originated with the soap opera. By the Charlie Daniels Band is showing some incredible action, 27 to 1 at WOR/New York, 10 to 1 at WERQ/Cincinnati, 3 to 1 at WNSP/Knoxville, 7 to 1 at WBCN/Boston, 10 to 1 at WLSA/Chicago; Joey Granati and David Granati of the group, Robert York, promotion, and Marko Granati and Bill Granati of the group, Robert York, promotion, A&M Chicago, Joe Granati and two tents of a pool, and Bill Johnson, promotion, A&M Chicago. Pictured in the front row are (L-R): Rich Totolian, rational FM director, A&M; Marko Babeau, assistant FM director, A&M; and Bob Guim, WXRT radio.


WBLS/NY, KMET/LA Are Big Winners in Spring Book

(continued from page 7)

Cash


WBLS/NY, KMET/LA Are Big Winners in Spring Book

(continued from page 7)

SMITHS, Cheap Trick, Van Halen and Ted Nugent.

The only station that KMET didn’t beat out in the April/May Los Angeles ABB was talk radio/Dodger station KABC, which jumped from a 6.8 to a whopping 8.9 with the start of the new baseball season.

The closest contemporary music station rival to KMET is KMPC. The station, which was purchased by Los Angeles Times publisher Pat Sheehy for $2.7 million, made a jump from a 2.6 in the Jan./Feb. book to 3.4 in the April/May issue.

A left field success in this Spring’s ratings race is KRLA, programmed by veteran Art Laboe. The rock/lights formatted station which fell to 2.1, soft 3.5 to a KKFW formatted station, automated adult contemporary/oldies station KTH, slipped ten points of a percent, but still remains at a respectable 3.3.

Ratings for other contemporary music stations in the L.A. market include: AOR KLOS which slipped from a 2.8 to a 2.6; Top 40 lame duck KTNQ up a tenth at a point 2.4; Top 40 KJLH at 2.2; soft 3.9 to a KKFW formatted station, automated adult contemporary/oldies station KTH, slipped ten points of a point from 1.4 to AOR/New Wave WKOJ jumping two tenths of a point to 1.2.

The disco market in L.A., which showed definite signs of growth in the Jan./Feb. Arbitron, has thrived on a bit of a AOR/KEKT went from 3.6 to 3.1 and XHL-FM plummeted from 2.9 to 2.6.

Black contemporary music has also been experiencing a slight decline. Powerhouse KDAY, headed up by PD Bob May, lost some ground as it went from a 2.7 to 2.5. KJUL sat still at 1.1.

Country mainstay KLAC moved up a tenth of a point to 2.8 in the April/May book, and L.A.’s jazz station, KGKO, which is benefiting from the public’s desire for jazz crossover artists, inched up two tenths of a point from 2.8 to 2.9.

Streisand Special Airs

NEW YORK—An ABC Entertainment Network special entitled “The Barbra Streisand Special” aired on 394 stations June 24, 3 to 4 p.m. The show, which was sponsored by Michelob and 51 minutes in entirely without commercial breaks, was a profile of Streisand and her career. Near Perfect Audio

The show was distributed on radio stations on disc tape, and first generation master tapes from Columbia Records were used so the audio was near perfect.

JUNE 24—In the past ten years in the industry, Streisand has served on both sides of the mike in Honolulu, Sacramento, Houston and Santa Rosa, Calif.

KNX-FM Taps Sheehy

LOS ANGELES—Michael Sheehy has been named program director for KNX/FM, CBS Radio Network’s Los Angeles, the music director of the station since 1976, Sheehy will immediately assume the responsibilities of his new position, said station vice president and general manager Robert L. Nelson.

A native of ten years in the industry, Sheehy has served on both sides of the mike in Honolulu, Sacramento, Houston and Santa Rosa, Calif.
**FM Station Reports – New Adds/Hot Rotation**

**KWIT-AM – ALBUQUERQUE – BOB SHULMAN**

- **ARTIST:** Cars, Wings, Chopper, Jon Mitchell, Jeremy Spencer, Cate Bros., Nick Lowe, Mick Taylor.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**WJXL-AM – ELGIN – TOM MARKER/WALLY LEISINGER**

- **ARTIST:** Aviator, Pure Prairie League, Ace Frehley. Sniff 'n' The Tears, Bram Tchaikovsky, Mick Taylor, Woody Shaw, Art Pepper, Cal Tjader, Jackob Magnusson.
- **LABEL:** Sunny Fortune, Ron Carter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**WAVY-FM – HARRISBURG – BILL RUSSELL**

- **ARTIST:** Cars, Nick Lowe, Knack, Louise Goffin.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**KLOF-AM – HOUSTON – SANDY MATHIS**

- **ARTIST:** Cars, Nick Lowe, Knack, Louise Goffin. Cars, Nick Lowe, Knack, Louise Goffin.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**KTXT-FM – KILGORE/Longview – Jim Hodo/Dal Sanders**

- **ARTIST:** Cars, Nick Lowe, Knack, Louise Goffin. Cars, Nick Lowe, Knack, Louise Goffin.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**WBLM-AM – Lewiston/Portland – Jose Diaz**

- **ARTIST:** Cars, Nick Lowe, Knack, Louise Goffin. Cars, Nick Lowe, Knack, Louise Goffin.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.

**KNAC-AM – LONG BEACH – Paul Fuhr/Denise Westbrook**

- **ARTIST:** Cars, Nick Lowe, Knack, Louise Goffin. Cars, Nick Lowe, Knack, Louise Goffin.
- **LABEL:** Supertramp, Van Halen, Cheap Trick, ELO, Ted Nugent, Bad Co., Peter Frampton, Ian Hunter.
- **TOP 100:** Arista, Columbia, Atlantic, ELO, Epic, Polydor.
- **PRIME CUTS:** Cheap Trick, Van Halen.


FM STATION REPORTS - NEW ADDS/HOT ROTATION

**WLT-FM - LONGBORD - DENIS McMANARA/LARRY KLEINMAN**


**KNX-FM - LOS ANGELES - MICHAEL SHEMY**

**ADDS:** Supertramp, Tom Petty, Eric Gagnon, John Hiatt, Mike McCready, Paul Simenon, Lou Nasti.

**HOTS:** John Hiatt, Dire Straits, Lachiusa, Delbert McClinton, Albert King, James Taylor.

**KWS-FM - LOS ANGELES - PAUL NEECE**

**ADDS:** Carly Simon, Ron Sexsmith, Lou Nasti, Nick Lowe.

**HOTS:** Carly Simon, Ron Sexsmith, Lou Nasti, Nick Lowe.

**WNEW-FM - NEW YORK - SCOTT MUNI/RICHARD NEER**

**ADDS:** Jim Capaldi, Carly Simon, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**HOTS:** Jon Hiseman, Big Country, Carly Simon, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**WPX-FM - NEW YORK - MEG GRIFFIN**

**ADDS:** Knack, Sniff 'n' The Tears, The Cars, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**HOTS:** Knack, Sniff 'n' The Tears, The Cars, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**KZTA-FM - ORLANDO - BILL MIMS**

**ADDS:** America, Nantucket, Carly Simon, Sniff 'n' The Tears, Mick Taylor, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**HOTS:** America, Nantucket, Carly Simon, Sniff 'n' The Tears, Mick Taylor, Lou Nasti, Sniff 'n' The Tears, The Cars, Dire Straits.

**KROQ-FM - PASADENA - RICK CARROLL/LARRY GILLIES**

**ADDS:** Cars, Nick Lowe, Mick Taylor, Lene Lovich, Blue Oyster Cult, The Cars, Dire Straits, Lachiusa, Delbert McClinton.

**HOTS:** Cars, Nick Lowe, Mick Taylor, Lene Lovich, Blue Oyster Cult, The Cars, Dire Straits, Lachiusa, Delbert McClinton.

**WIOQ-FM - PHILADELPHIA - HELEN LEICHT**

**ADDS:** Chopper, Cars, Jon Mitchell, Mick Taylor, Nick Lowe, The Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**HOTS:** Chopper, Cars, Jon Mitchell, Mick Taylor, Nick Lowe, The Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**WKFL-FM - PITTSBURGH - MIKE KIRVEN**

**ADDS:** Nantucket, Blue Oyster Cult, Nick Lowe, The Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**HOTS:** Nantucket, Blue Oyster Cult, Nick Lowe, The Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**WHFS-FM - WASHINGTON - DAVE EINSTEIN**

**ADDS:** Chopper, Cars, Ron Sexsmith, Warren Zevon, Nick Lowe, Peter Frampton, Dire Straits.

**HOTS:** Chopper, Cars, Ron Sexsmith, Warren Zevon, Nick Lowe, Peter Frampton, Dire Straits.

**WKNR-FM - WESTCHESTER - GARY AXELBANK**

**ADDS:** Abba, Jon Mitchell, Peter Frampton, Dire Straits, Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**HOTS:** Abba, Jon Mitchell, Peter Frampton, Dire Straits, Cars, Sniff 'n' The Tears, Lou Nasti, Blue Oyster Cult.

**WAAF-FM - WORCESTER - PAUL LEUMIEUX**

**ADDS:** Cars, Chopper, Cars, Ron Sexsmith, Warren Zevon, Nick Lowe, Peter Frampton, Dire Straits.

**HOTS:** Cars, Chopper, Cars, Ron Sexsmith, Warren Zevon, Nick Lowe, Peter Frampton, Dire Straits.
SOUTHWEST

297 — DALLAS — GARY MACK, PD/MD

KLX — DALLAS — RON CHAPMAN, PD
2-1 — A. Spot, Jumper, 20, 10-0. Earth, Wind & Fire, 14-0. To 12 — 10. E. Vanmeter, 12 — J. Ferguson.

KLF — DALLAS — HARRY NELSON, PD
1-1 — Superump, Jumps, 10-0. 45 To 39 — 12. J. Jackson, 38 — J. Ferguson.

KREB — HOUSTON — CLAY GISH, PD/MD
1-1 — A. Spot, Jumper, 20, 10-0. 25 To 26 — 12. R. Ferguson, 25 — J. Ferguson.

KAAY — LITTLE ROCK — DAVID C. HAMILTON, PD/MD
3-1 — A. Spot, Jumper, 20, 10-0. Earth, Wind & Fire, 12-0. 17 To 18 — 12. J. Ferguson.

WNBO — MEMPHIS — JOHN LONG, PD
1-1 — A. Spot, Jumper, 10-0. 20 To 21 — 12. E. Ferguson, 20 — J. Ferguson.

WTIX — NEW ORLEANS — TERRY YOUNG, MD
1-1 — A. Spot, Jumper, 20, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

WQOE — NEW ORLEANS — WAYNE WATKINS, MD
1-1 — A. Spot, Jumper, 30-0. 36 To 37 — 12. J. Jackson, 36 — J. Ferguson.

WKY — OKLAHOMA CITY — SANDY JONES, MD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

KXO — ST. LOUIS — LEO DOLLGASS, PD/MD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

KELP — SHREVEPORT — HOWARD CLARK, MD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

WINN — CANTON — RICK SINGER, PD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

WLS — CHICAGO — ALAN BURNS, PD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

WZZP — CLEVELAND — JIM BYRD, PD
1-1 — A. Spot, Jumper, 10-0. Earth, Wind & Fire, 13-0. 17 - 18 — 12. E. Ferguson.

NWC — COLUMBUS — STEVE EDWARDS, MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

92X — COLUMBUS — MIKE PERKINS, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WING — DAYTON — KEN WARREN, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

KIOA — DES MOINES — GARY STEVENS, PD/MD
2-1 — A. Spot, Jumper, 20, 10-0. Earth, Wind & Fire, 12-0. 17 - 18 — 12. E. Ferguson.

CKLW — DETROIT — ROSALIE TROMBLEY, MD
1-1 — A. Spot, Jumper, 20, 10-0. Earth, Wind & Fire, 12-0. 17 - 18 — 12. E. Ferguson.

WDBQ — DUBUQUE — CHUCK BAILEY, PD/MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WEC — DULUTH — STEVE OLIVER, MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WEDE — INDIANAPOLIS — BILL GARCIA, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

KREE — KANSAS CITY — MARSHA LERENBERG, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WHB — KANSAS CITY — AL CASEY, MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WAY — LOUISVILLE — MIKE MCVAY, MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WZIM — MADISON — JON LITTLE, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WZUW — MILWAUKEE — CHRIS CURTIS, PD/MD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

WZMN — MINNEAPOLIS — DAVE THOMPSON, PD
1-1 — A. Spot, Jumper, 20-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

KSTP — MINNEAPOLIS — DON CHAMBERS, PD
1-1 — A. Spot, Jumper, 10-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

KIM — DENVER — CHUCK BUELL, PD
1-1 — A. Spot, Jumper, 10-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

KYTK — DENVER — PAUL MATTHEWS, MD
1-1 — A. Spot, Jumper, 10-0. 25 To 26 — 12. J. Ferguson, 20 — E. Ferguson.

Cash Box/June 30, 1979 www.americanradiohistory.com 25
KYN - FRENSO - CHRIE CAMP, MD

KENO - LAS VEGAS - JIM FLETCHER, PD

KJO - ORLANDO - DOC HAMPTON, PD

KIU - LOS ANGELES - CHUCK MARTIN, PD
3:1 - D. Summer "Hot." JUMPS: 28 to 25 - Abba, 24 to 21 - B. Stewart, 22 to 18 - Blondie, 20 to 16 - Mccafden & Whitehead, 13 to 10 - J. Stewart, 11 to 8 - P. Frampton, 7 to 5 - R. Jones & T. Stephen, 4 to 3 - B. Stewart, 1 to .5 - R. Sondin, A.D.S. Add: Abba, Ex to 29 - Kiss, Ex to 26 - P. Frampton, 7 to 5 - R. Jones & T. Stephen, 4 to 3 - B. Stewart, 1 to .5 - R. Sondin, A.D.S. Add: Radoy, M. Nightingale, C. Simon, E. Raptis.

KLO - SAN DIEGO - JOHN TAYLOR, PD

KOG - PORTLAND - RICHARD HARKER, PD

KPAM - PORTLAND - BILL MAYNE, PD

KRD - K بشة ALBERT WALKER, PD

KRSP - SALT LAKE CITY - LORRINE WINNEBAGO, MD

B100 - SAN DIEGO - C. McCARTY, PD

KFCR - SAN FRANCISCO - DAVE SHOLIN, PD

KYA - SAN FRANCISCO - RICK SCOTT, PD
THE JACKSONS. THEIR "DESTINY" IS PLATINUM.
On Epic Records and Tapes.

"Through the ages, the peacock has been honored and praised for its attractive, illustrious beauty. Of all the bird family, the peacock is the only bird that integrates all colors into one, and displays this radiance of fire only when in love. "We, like the peacock, try to integrate all races into one through the love of music."

– Michael and Jackie Jackson For Peacock Productions.
**Gospel Notes**

Peter Yeager of Messianic Records, Inc. recently flew to London to tie up final negotiations for Lamb’s English tour and their performance at the annual Greenbelt Festival there this summer. Yeager also was involved in negotiations with Greenville Film Production Ltd for Lamb’s performance at the Greenbelt Festival, to be used in a documentary film.

Roland Lundy, vice president of sales for Word, Inc., recently announced the promotion of Tom Ramsey from regional manager to east coast sales director for Word, Inc. He will continue to be based in Atlanta, where he has served as regional manager and sales representative for the past seven years.

Doug Oldham was recently honored by Impact Records at a reception celebrating the release of his new LP, “Special Delivery.” The reception was held at the Benson Company Studios in Nashville.

**The Kol Simcha album (Messianic Records) is the final printing and pressing stages at KM Records, Inc. in Burbank, Calif. Kol Simcha will be released at Messian 78 this summer at Grantham, Pennsylvania. Messianic Records is now turning over its entire catalog to KM for production.**

**Rick ‘Ley’ Coghill and Joel Charnoff (Lamb) will be teaching this year at Messiah 78. The conference on Messianic Judaism.**

Greenstreet recording artist Shara Lee recently returned from a 10-day tour of Europe where she performed before the Christian Bookkeepers Convention in London and in concerts in Guiltford, Bristol and Amsterdam.

**Found Free, a contemporary Christian band from Philadelphia, recently performed with Andre Crouch in his Nashville concert.**

Tim Pincher Recording will take over monthly production of the “Arts Alive”-syndicated concert series, according to Jack Bailey, head of GME Radio Productions, the Nashville-based producer. Previously produced in the studios of Be Jay Recording in Orlando, the series will now be produced by Pincher in affiliation with Be Jay, and will begin to feature on-location recording of live concerts by contemporary gospel artists. The change is scheduled to begin in July.

**The Archers will be performing at several festivals this summer, including the Sonshine Music Festival in Hamilton, Ohio June 22, and the Rocky Mountain Jesus Festival in Denver, Colo. July 19.**

Andrews’ “Back in the Studio in June-July revamping his tenth album, as well as recording new songs.**

With the final mix-down in progress, Tramaine Hawkins’ first Light Records album, as yet untitled, is scheduled for mid-summer release.

Ralph Carmichael, president of Light Records and Lexicon Music, has been signed as musical director for Billy Graham’s 90-minute Christmas TV special. He has also recently completed the musical score for the film “Joni,” to be released by Graham’s World Wide Films.

Shirley Caesar has been named the most popular gospel artist among black college broadcasters. In recognition of this honor, Black College Radio, a division of Collegiate Broadcasting Group, Inc. presented an award to Caesar at the first Black College Radio Convention in Atlanta April 6.

Sweet Comfort Band will record their second album for Light Records at Caribou Studio June 4-22 prior to the reported arrival of Paul McCartney and Wings.

The Bill Gaither Trio is celebrating its tenth anniversary this year.

The Regeneration have just completed recording their 27th album, “Class,” with founder Derrick Johnson. The LP will be released on the Dawn label by Zondervan.

The fourth in a series of “Music Encounters” is scheduled June 24-29 in Hildago, Va. In cooperation with CSB University, the program will allow choir and music directors to come together in one place for the latest information in their field.

Radio station KMIG requests any Christian and music releases, as well as starter packages to be sent to them at the following address: P.O. Box 5946, Tucson, AZ 85703. jennifer bohler

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**Moser Appointed To Word VP Post**

NASHVILLE — Stan Moser has been appointed senior vice president and chief operations officer for the record and music divisions at Word, Inc. according to Jarrell McCracken, president. Moser was formerly vice president of marketing and has been with the Waco, Texas-based company for nine years.

"Challenging"

“I’m very happy at Word, and the position is challenging,” he said. “I have chosen to remain at Word despite potential offers elsewhere because of the efforts we have all put in over the last five years to build gospel music and Word in particular. I have declined any serious conversations with other companies.”

He also commented on the reported purchase by several major recording labels to move into the gospel market.

“We are certainly prepared for the competition,” he said. “However, any company planning on a gospel label should clearly understand that they must not only produce records but serve the spiritual needs of record buyers through recorded materials.”

With his promotion effective immediately, Moser has realigned his staff to shorten turnaround time in every department.

**ACTS** — Buryl Red & Ragam Courtney — Triangle TR 122 — Producer: Phil Keaggy — List: 7.98

Brilliantly written, produced, arranged and performed “Acts” is a masterpiece of musical drama. The Buryl Red Chorus and Orchestra with soloists Cynthia Clawsdon, David Ford, and Rusty Youneman and narrative cast retell the miracle of events after Jesus’ resurrection. The setting is a secret meeting of believers who become so caught up in the recounting of the series of phenomena that each occurrence comes to life again with added intensity and emotional impact. This double album could constitute an entire radio worship service as well as offering selected cuts, i.e., the awesome finale of “All Hail The Power.”

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**REVIEWS**

THE MASTER & THE MUSICIAN — Phil Keaggy — New Song NS0006 — Producer: Phil Keaggy — List: 7.98

“The Master & The Musician” is the embodiment of a master craftsman. Phil Keaggy not only plays various instruments (guitars and percussion), but he also produced and arranged this instrumental album of old English melodies, classical, jazz and rock. Keaggy is the voice behind “Do Wnt,” the very exciting, high energy, melodic, and beautiful instrumental album with heavy acoustic guitar, bass, drums, keyboards, and percussion. This is a true masterpiece of musical talent. (Birdwing RG2 102)


“Rehe,” the call” (Brethren BDWG 2004) 11 66

LOOKING FOR A CITY — Tim R. M. — List: 6.12

HEED THE CALL — The Imperial (DaySpring/DST 4011) 13 8


MANSION BUILDING — The 2nd Chapter of Acts (Word WSB 8286) 10 4

MOTHER’S EYES — Amy Grant (Word MWS 6625) 16 6

COSMIC COWBOY — DJ Wagens (Word WSB 8286) 15 36

ALL THINGS ARE POSSIBLE — Dan Peck — List: 10.12

NEW SONG REVIEW — Word WSB 8286

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**RECORDS**

**TOP 20 ALBUMS**

**Spiritual**

1. LOVE ALIVE II
   Walter Hawkins & The Love Center Choir (LPH 15720) 1 34

2. I DON’T FEEL FEEL AT NIGHT
   Rev. James Cleveland & the New Jerusalem Baptist Church Choir (SSN 14990) 6 24

3. Legendary Gentlemen
   Jackson SouthernHarbor (R3534) 3 12

4. EVERY THING WILL BE ALRIGHT
   Rev. James Cleveland & the New Jerusalem Baptist Church Choir (SSN 14990) 5 102

5. PUSH FOR EXCELLENCE
   Various Artists (Word MWS 6611) 10 8

6. More Than Alive
   Slim & the Supreme Angels (Word 7203) 7 24

7. From the Heart
   Shirley Caesar & THE HILL 101B (Word 7201) 4 40

8. I’VE GOTTEN A HOME
   Marcus Brothers (SSN 14990) 9 8

9. The Gospel Keynotes
   Salute Paul Bealey (Word 7201) 15 4

10. Everything Will Be Alright
    Dr. JESUS
    THE SWAMEE QUINTET (Crest 3088) 12 30

11. Come Let’s Reason
    Tonya ALREON
    FATHER’S HOUSE CHORUS (Word 7201) 11 16

12. Changing Times
    Noble of the Creation of Joy (City Lights/Eve J 3396) 5 16

13. Together 34 Years
    Angelic Gospel Singers (Word 7201) 16 6

14. You Light Up My Life
    Rev. Sam DOUGLIS (Word 3090) 8 14

15. Live In London
    Andre Crouch & The Disciples (LPH 15711) 12 50

16. For The Wrong
    Willie Banks & The Messengers (Word 7201) 14 30

17. Gospel Fire
    Gospel Keynotes (Word 7201) 18 40

**Inspirational**

1. Dallas Holm & Praise Live
   (Robert Han) (Word WSB 804) 1 30

2. Happy Man
   B.J. Thomas (Myrh MWS 6593) 2 42

3. The Very Best of the Very Best
   Billy Ocean (Word WSB 804) 3 32

4. No Compromise
   Kathy Lewis (Word SP 1074) 4 28

5. Home Where I Belong
   B.J. Thomas (Myrh MWS 6574) 8 102

6. Mirror
   Special Delivery (Word WST 8375) 7 102

7. Praise III
   Various Artists (Christian MM 0048A) 5 12

8. Never the Same
   Delight (Word WSB 8806) 2 5

9. For Him Who Has Ears to Hear
   Kenny Green (Word SP 1015) 9 102

10. His Last Days
    Dallas Holm & Praise Live (Robert Han) (Word WSB 804) 10 14

11. Music Machine
    Carlettes (Birdwing BDWG 2004) 11 66

12. Looking for a City
    John R. Ford, Jr. (Word WSB 8286) 12 10

13. Heed The Call
    The Imperial (DaySpring/DST 4011) 13 8

14. The Lord’s Supper
    John R. Ford, Jr. (Word WSB 8286) 14 8

15. Forgiven
    Don Francisco (New PAX NP 33042) 6 28

16. Gentle Moments
    Live Together (Word WSB 8286) 16 102

17. Mansion Building
    The 2nd Chapter of Acts (Word WSB 8286) 17 58

18. Father’s Eyes
    Amy Grant (Myrh MWS 6625) 16 6

19. Cosmic Cowboy
    DJ Wagens (Word WSB 8286) 15 36

20. All Things Are Possible
    Dan Peck — List: 10.12
Cash Box, June 30, 1979

MCA Tops Country Divisions With Active Roster Of 33 Acts

by Bob Campbell

NASHVILLE — MCA Records, with an active country roster of 33 acts, has the most country acts of any major record label, a Cash Box survey has found. MCA also leads all labels with the greatest number of country acts signed for the year so far — since Jan. 1. In addition the MCA roster includes 10 women, the most female acts on any label.

The survey of recorded country artists with offices here also revealed that 164 acts are signed to major labels, of which 43 are women. And since Jan. 1, 22 artists including eight women, have been signed by major labels. Eight of these artists have never recorded previously for a major company.

The eight artists signed by MCA this year are Kim Charles, Micki Fuhrman, Rainey Hayes, Brenna Lee (announced last week), Nick Nixon, Ray Pillow, Faron Young and Rate Von Howe. Charles is a new artist from Florida who has charted with two singles since January. Fuhrman has been regular on The Louisiana Hayride in Shreveport for four years. Her first major single, “Blue River Of Tears,” is due for release this month. Hayes is a new artist whose first single, “Hello Love. Goodbye,” is due June. Nixon is a writer for Tree Publishing and an album produced by Ron Chace should be delivered this fall. Nixon, Pillow and Young have all recorded before for major labels.

CBS Runner-Up

The CBS roster, which includes Columbia and Epic, contains 29 acts, making it the second largest country roster. Following CBS is RCA with 28 acts, Capitol with 21, Warner Bros. with 19, Elektra with 14 and Mercury with 11. United Artists with nine acts. While MCA has signed MCA has never recorded previously for a major company.

Mary K. Miller. Guerley was formerly an artist on ABC and Miller was formerly an artist for Incon Records. Cochran’s first RCA single, “Don’t Treat Me Like A Stranger,” was released this month. Miller this year has had one charted single for RCA.

CBS has signed two best-selling artists since the first of the year: Crystal Gayle and Johnny Rodriguez. Also, Larry Gatlin is reportedly due to sign a long-term artists’ contract soon with CBS. Gayle and Rodriguez.

TRIBUNAL FETED AT LUNCHEON

Washington’s five-member Copyright Tribunal met recently in Nashville and attended an ASCAP-hosted luncheon. Pictured at the luncheon are (l-r): Doug Coulier, Tribunal chairman; Tennessee Senator Dave Plazek and She, ASCAP executive regional director.

Nelson Dissolves Lone Star Label

NASHVILLE — Willie Nelson has dissolved the three-year-old label venture, Lone Star Records. Trouble in the Austin-based label was evident in April when Nelson announced the departure of label president Guerry Massey and secretary-treasurer Wes Day. In the April announcement, Nelson said he would temporarily oversee the label’s operation and be assisted by Larry Trader, former Lone Star vice president; Ed Hamilton, former national promotion manager for the label and Buster Doss, former national publicity director.

Program/Marketing, the label’s former distributor, ceased distributing the Lone Star label on June 1, after working with the label for one year.

Lone Star’s roster consisted primarily of country performers, including Larry G. Hudson, Ray Wylie Hubbard, Don Bowman, the Geezinslaw Brothers, Steve Fromlott, Coober Brown and Jeanie Seely.

Mark Rothbaum, Nelson’s manager, said there was no comment and Nelson was unavailable for comment.

AUGUST/BLACKWOOD CELEBRATES ANNIVERSARY — April/Blackwood Music recently completed two years of operation in Nashville. The office is hoping to gain more attention with its local staff writers, as well as cover songs by nonconventionally known writers like Laura Nyro and Billy Joel. Getting together to perhaps discuss these possibilities are (l-r): producer Norro Wilson; producer Billy Sherrill; Judy Harris and Rick Smith. April/Blackwood, and producer Rick Hall.
WILLIE NELSON & LEON RUSSELL (Columbia 3-11023)

Heartbreak Hotel (3:00) (Tree Pub. — BMI) (M. Axton)

It takes a lot of confidence for a major artist to cover Elvis Presley on any song, much less a signature record like "Heartbreak Hotel." But Willie Nelson and Leon Russell have rearranged this standard with a bright Western-Swing tempo, and their version sounds like a brand new tune with hit stamped all over it.

KENNY ROGERS & DOTTIE WEST (United Artists UA-X1299-Y)

Til I Can Make It On My Own (3:15)

(Alisco Music/Altam Music — BMI) (G. Richey/T. Wynette/B. Serrill)

A hit by Tammy Wynette a few years ago (and one of her personal favorites), this touching ballad is perfect for Kenny Rogers and Dottie West. All the ingredients are here for a #1 country single and a possible crossover hit.

NARVEL FELTS (MCA MCA-41055)

Tower Of Strength (2:30) (Famous Music — ASCAP) (B. Bacharach/B. Hilliard)

Narvel Felts has achieved a great deal of chart success in country music with his cover versions of old R&B and pop hits, and his new record is exceptionally strong and should chart well.

JOHNNY RODRIGUEZ (Epic 8-50735)

Fools For Each Other (2:38) (Hailnote Music/Bus Ride Music — BMI) (J. Rodriguez/B. Boling)

This medium-paced ballad is the second release off of Johnny Rodriguez’ first Columbia LP, and it is also co-written by Rodriguez. Production by Billy Sherrill is exceptional, and the record is as strong or stronger than his prior single.

JOHN ANDERSON (Warner Bros. WB-8863)

Low Dog Blues (2:50) (Al Gallico Music — BMI/Cypress Music — ASCAP) (John David Anderson/Lionel A. Delmore)

John Anderson is a young, upcoming artist who is unfamiliar to most country audiences, but this bluesy single proves he is a real talent with a clear future. Programmers should listen closely to this record.

SINGLES TO WATCH

THE STATLER BROTHERS (Mercury 55056)

Here We Are Again (2:45) (American Cowboy Music — BMI) (Don Reid)

SONNY JAMES (Monument 45-288)

Lorelei (3:03) (Pedro Music — BMI) (Fred Foster/Gunther-Eric Thoner)

JACKY WARD & REBA MCENTIRE (Mercury 55054)

That Makes Two Of Us (2:53) (Blackwood Music/Fullness Music — BMI) (Jerry Fuller)

TOMMY CASH (Monument 45-286)

When The Lovin' Starts (2:15) (Tree Pub. — BMI/Cross Keys — ASCAP) (Curly Putman/Sonny Throckmorton/Don Cook)

BILLY LARKIN (Mercury 55065)

Every Night (2:47) (Ray Stevens Music — BMI) (Layne Martine, Jr.)

AVA BARBER (Ranwood RAN-1098)

Even A Fool Would Let Go (2:55) (Unichapel Music — BMI) (Kerry Chater/Tom Snow)

RAY PILLOW (MCA MCA 41047)

Super Lady (2:16) (Twisty Bird Music — BMI) (Ray Pillow/Larry McFaden)

BILL PHILLIPS (Soundwaves SW-4587)


LEON RAUSCH (Derrick DRC-124)

Put Me To The Test (2:22) (Acutt-Rose — BMI) (Jimmie Ryan)

SONNY WRIGHT (Door Knob DK-9-100)

You Make Me Feel Brand New (2:26) (Door Knob Music — BMI) (Mack Jackson)

JIMMY McMILLAN (2Part NR 10603)

Faded Pictures And Memories Of Gold (2:30) (Lingle Music — BMI) (Jimmie McMillan)

CHARLEY WHITE (NSD NSD-22)

Rocket 'Til The Cows Come Home (2:24) (Hikkit Music — BMI) (C. White)

THE TWO AND ONLY — The Bellamy Brothers — Warner/Curb


The Bellamy Brothers have developed a pleasing, soft, country-rock sound which is right in tune with modern country radio programming. Their new album contains 10 bright, well-written songs which are particularly suited for summertime. The best cuts are "If I Said You Had A Beautiful Body (Would You Hold It Against Me)," "May You Never" and "Blue Ribbons." Coming off of #1 country single, The Bellamy Brothers should chart well with this album.

HOUSTON SIGNS WITH DERRICK RECORDS — Singer David Houston signed with Dallas-based Derrick Records, June 14. According to Steven D. Newell, vice president and general manager of the label, Houston's first single for the label, "Let Your Love Fall Back On Me," a John Conlee penned tune, will be released shortly. An album, produced by Ray Baker, is scheduled to follow in about five weeks. Pictured during the signing at Opryland are (l-r): Timman Franks, Houston's manager; Newell; Houston; and producer Ray Baker.

Hometown Honors Ronnie McDowell

NASHVILLE — The first annual I Love You Ronnie McDowell Music Festival has been scheduled for July 14 at Memorial Field in Portland, Tenn. Officials anticipated attendance in excess of 5,000 people. McDowell, who is a native of Portland, is coordinating the festival with city officials and plans to make it an annual affair to benefit his hometown.

In conjunction with the festival will be the grand opening of McDowell's new office building and recording studio.

THE MOODY MOBILE sung by

BILLY EARLE

Gold Coast International

(GCI-1109)

Ralph Moody's great new automobile is a diesel, but Billy Earle's record about it is a gas! The record has not been EPA rated yet but we're road testing it now and it looks like it's gonna' get great mileage.

Feel like smiling? Listen to the B-side "Use A Telephone Pole."

Sold Nationally by

Cash Box/June 30, 1979

(615) 385-2704

KLAC BROADCAST FEATURES DUNCAN — Columbia recording artist Johnny Duncan was recently featured in a live broadcast on radio station KLAC in Los Angeles during his one-night stand at the Palomino Club in North Hollywood. Pictured backstage are (l-r): Sammy Jackson, KLAC air personality; Duncan; Jack Lameier, CBS regional country marketing manager; and Stuart Levy, KLAC vice president and general manager.
### Castbox Top 100 Country Singles  
**June 30, 1979**  

**A**  
1. **AMANDA**  
2. **OBNOBESCour CRADLE (Iron Blossom/Wolfhound/Fell)**  
3. **RED BANDANA**  
4. **YOU FEEL GOOD ALL OVER**  
5. **T.G. SHEFFER (Ward)**  
6. **SEVERIN SOLO**  
7. **THE KENDALLS (Gayle/Case)**  
8. **YOU'RE THE ONLY ONE**  
9. **SHADOWS IN THE MOONLIGHT**  
10. **IF LOVE HAD A FACE**  

**B**  
11. **JONI LIKES PEOPLE**  
12. **I LOST MY LOVE**  
13. **HOLD ME**  
14. **WILLIAM JONATHAN (van)**  
15. **I WISH THIS WAS OVER,**  
16. **I WISH THIS WAS OVER**  
17. **DOLLY PARTON (RCA)**  
18. **ISLAND IN THE SKY**  
19. **DON'T BLOW THAT GOODTH**  
20. **WORLD'S MOST PERFECT WOMAN**

**C**  
21. **CASH BOX**  
22. **TRADITION (Bccephus Music)**  
23. **(Mullet/Darson/Overstreet)**  
24. **31 OIGHOST)**  
25. **OLIBERATED WOMAN**  
26. **ROLLING STONE**  
27. **BROKEN HEART**  
28. **OLIBERATED WOMAN**  
29. **YOU**  
30. **JUST LIKE**  
31. **JOHN WESLEY RYLES (MCA MCA 41033)**  
32. **33 MINERS/KING (Briar)**  
33. **THREE STEPS BACK**  
34. **I'M NOT**  
35. **I'M NOT**  
36. **I'M NOT**  
37. **I'M NOT**  
38. **I'M NOT**  
39. **I'M NOT**  
40. **I'M NOT**  

**D**  
41. **BABY MINE**  
42. **BABY MINE**  
43. **BABY MINE**  
44. **BABY MINE**  
45. **BABY MINE**  
46. **BABY MINE**  
47. **BABY MINE**  
48. **BABY MINE**  
49. **BABY MINE**  
50. **BABY MINE**

**E**  
51. **FREDY RUDY (Stetfox ZSB-49032)**  
52. **FREDY RUDY (Stetfox ZSB-49032)**  
53. **FREDY RUDY (Stetfox ZSB-49032)**  
54. **FREDY RUDY (Stetfox ZSB-49032)**  
55. **FREDY RUDY (Stetfox ZSB-49032)**  
56. **FREDY RUDY (Stetfox ZSB-49032)**  
57. **FREDY RUDY (Stetfox ZSB-49032)**  
58. **FREDY RUDY (Stetfox ZSB-49032)**  
59. **FREDY RUDY (Stetfox ZSB-49032)**

**F**  
60. **BILLY CRASH CRADDOCK**  
61. **BILLY CRASH CRADDOCK**  
62. **BILLY CRASH CRADDOCK**  
63. **BILLY CRASH CRADDOCK**  
64. **BILLY CRASH CRADDOCK**  
65. **BILLY CRASH CRADDOCK**  
66. **BILLY CRASH CRADDOCK**  
67. **BILLY CRASH CRADDOCK**  
68. **BILLY CRASH CRADDOCK**

**G**  
69. **SOMEDAY WHEN YOU BECOME A MAN**  
70. **SOMEDAY WHEN YOU BECOME A MAN**  
71. **SOMEDAY WHEN YOU BECOME A MAN**  
72. **SOMEDAY WHEN YOU BECOME A MAN**  
73. **SOMEDAY WHEN YOU BECOME A MAN**  
74. **SOMEDAY WHEN YOU BECOME A MAN**  
75. **SOMEDAY WHEN YOU BECOME A MAN**  
76. **SOMEDAY WHEN YOU BECOME A MAN**  
77. **SOMEDAY WHEN YOU BECOME A MAN**

**H**  
78. **DOLLY PARTON (RCA)**  
79. **DOLLY PARTON (RCA)**  
80. **DOLLY PARTON (RCA)**  
81. **DOLLY PARTON (RCA)**  
82. **DOLLY PARTON (RCA)**  
83. **DOLLY PARTON (RCA)**  
84. **DOLLY PARTON (RCA)**  
85. **DOLLY PARTON (RCA)**  
86. **DOLLY PARTON (RCA)**

**I**  
87. **BLUE SKY SHINING**  
88. **BLUE SKY SHINING**  
89. **BLUE SKY SHINING**  
90. **BLUE SKY SHINING**  
91. **BLUE SKY SHINING**  
92. **BLUE SKY SHINING**  
93. **BLUE SKY SHINING**  
94. **BLUE SKY SHINING**  
95. **BLUE SKY SHINING**

**J**  
96. **MADE UP**  
97. **MADE UP**  
98. **MADE UP**  
99. **MADE UP**  
100. **MADE UP**

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**ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)**

**A**  
1. AMANDA  
2. AMANDA  
3. ANNA JENNINGS ( RCA 7b-1156)**  
4. ANNA JENNINGS ( RCA 7b-1156)**  
5. ARTHUR LYNDE ( RCA 7b-1156)**  
6. BARSTOOL MOUNTAIN (Rose Bridge)**  
7. BARSTOOL MOUNTAIN (Rose Bridge)**  
8. BARSTOOL MOUNTAIN (Rose Bridge)**  
9. BARSTOOL MOUNTAIN (Rose Bridge)**  
10. BARSTOOL MOUNTAIN (Rose Bridge)**  

**B**  
11. BARSTOOL MOUNTAIN (Rose Bridge)**  
12. BARSTOOL MOUNTAIN (Rose Bridge)**  
13. BARSTOOL MOUNTAIN (Rose Bridge)**  
14. BARSTOOL MOUNTAIN (Rose Bridge)**  
15. BARSTOOL MOUNTAIN (Rose Bridge)**

**C**  
16. CASSADY (Iron Blossom/Wolfhound/Fell)**  
17. CASSADY (Iron Blossom/Wolfhound/Fell)**  
18. CASSADY (Iron Blossom/Wolfhound/Fell)**  
19. CASSADY (Iron Blossom/Wolfhound/Fell)**  
20. CASSADY (Iron Blossom/Wolfhound/Fell)**  

**D**  
21. CASSADY (Iron Blossom/Wolfhound/Fell)**  
22. CASSADY (Iron Blossom/Wolfhound/Fell)**  
23. CASSADY (Iron Blossom/Wolfhound/Fell)**  
24. CASSADY (Iron Blossom/Wolfhound/Fell)**  
25. CASSADY (Iron Blossom/Wolfhound/Fell)**  

**E**  
26. CASSADY (Iron Blossom/Wolfhound/Fell)**  
27. CASSADY (Iron Blossom/Wolfhound/Fell)**  
28. CASSADY (Iron Blossom/Wolfhound/Fell)**  
29. CASSADY (Iron Blossom/Wolfhound/Fell)**  
30. CASSADY (Iron Blossom/Wolfhound/Fell)**  

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**12* Available For Sale**

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*Effectively heavy radio activity this week*
THE COUNTRY MIKE

WEEP PRODUCES SPECIAL TRIBUTE TO JOHN WAYNE — WEEP/Pittsburgh recently produced and aired a special, “Pittsburgh’s Tribute To The Duke/John Wayne.” The program, produced by WEEP PD Joel Raab, featured material compiled locally. Pittsburgh area dignitaries, including Pittsburgh Publisher Bob Bost, were interviewed by Richard Caliguiri, commented on how Pittsburgh felt about the Duke. WEEP correspondent Jeff Gilbert took his microphone all over Pittsburgh to gather reactions of fellow Pittsburgh residents. According to WEEP PD Joel Raab: “This is not only a radio show but a television show that do a job that radio can do as well or better with a little effort. To the country music fan the death of John Wayne leaves a scar as deep as that of Elvis.” According to Raab the special was a huge success.

MUSIC DIRECTOR PROFILE — Country Charlie White. MD for WVOJ/Jacksonville, has been in radio for the past 13 years. Charlie began his broadcasting career at KCRB/Ohio while still in high school. In 1970, he went to KSBB/Panama City and on to WHOD/ORlando in 1971. Charlie got his first taste of being a music director at KOOD/Ohio in 1973 and went to KOIL/Ohio as the news director in 1974. Charlie came to WVOJ/Jacksonville in 1977 and moved into the MD slot in 1978. In addition to this music duties at WVOJ, Charlie also has recorded some of his own records.

Bob Wood of WKMJ/Fl. Dodge has been promoted to full time production manager at the station, according to KJWT MD Dale Elchor. Taking over Bob’s afternoon show drive is Carol Ratcliff, from sister station KCEK. The rest of the rock line-up goes as follows. P.J. Winn does the morning drive with MD Dale Elchor taking care of middays. Then there is Carol with afternoon drive and Tom Edwards finishes out the day at the station.

Mike Edwards has left as MD at WFAI/Fayetteville to become the MD and afternoon drive personality at KNIN/Wichita Falls. PD Terry Jordan will handle the music until a replacement is found for Mike.

JOB OPPORTUNITIES — WFAI/Fayetteville is in need of an afternoon drive air personality and music director for the station. Send tapes and resumes to the attention of PD Terry Jordan, WFAI-FM, 124 S. School St., Fayetteville, AR 72701. Please enter your name and address on the tape and tape in a self addressed, stamped envelope.

Razzie Bailey Broadcasts Land Mark Show Over KLAC — Razzie Bailey was featured on a remote broadcast from the Glendale Club and the radio, press, accounts and label personnel present at the show. According to the story, the broadcast was on KLAC Los Angeles. Razzie served as master of ceremonies for the broadcast that was produced by KLAC PD Don Langlord and engineer Steve Thrapp. Jay Phillips of WSLU/Jackson replaces Frank Friskello as the PD at WDQJ/Jackson.

Steve grill takes care of afternoon drive with Bill Templeton in charge of the 6-midnight slot. Kim Holloway handles the all night show at the station.

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WAXX MD Tim Wilson has been promoted to the PD slot. Tim will continue to handle the music and will take calls all day except Wednesday from 1-4.

KJNO’S ROD HUNTER GOES OUT ON THE WING TO PROMOTE AIR SHOW — KJNO PD Rod Hunter walked on the wing of a Stearman bi-plane recently to promote the San Diego National Air Festival 1979, a benefit for the Aerospace Historical Group. Hunter became one of several people who walked on the wing to support the top of the Stearman, piloted by Joe Hughes, during a flight over San Diego’s Clairemont Mesa area.

PROGRAMMERS PICKS —

Bob Jones
KIXX/Tucson

Lee Shannon
WIRE/Indianapolis

Jonathan Frick
WSAI/Cincinnati

Dave Beadles
KSSS/Colorado Springs

Charlie White
WVOJ/Jacksonville

Liz Miller
KHTZ/Los Angeles

Willis Williams
WLAS/Jacksonville

Dianne Brennan
WBM/Montgomery

Ron West
KSD/San Diego

Paul Adams
KBT/Treno

Dale Eichor
WKM/T/Ft. Dodge

Lee Ranson
WXCL/Pearl

Jack Wilkerson
WSD/Yonkers

Jim Bell
WPXN/Columbia

34

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Charlie White
WVOJ/Jacksonville

Liz Miller
KHTZ/Los Angeles

Willis Williams
WLAS/Jacksonville

Dianne Brennan
WBM/Montgomery

Ron West
KSD/San Diego

Paul Adams
KBT/Treno

Dale Eichor
WKM/T/Ft. Dodge

Lee Ranson
WXCL/Pearl

Jack Wilkerson
WSD/Yonkers

Jim Bell
WPXN/Columbia

34
Parton/Wagoner Lawsuit Continues

NASHVILLE — In an affidavit filed last week in response to Porter Wagoner's $3 million lawsuit against her, Dolly Parton claims that Wagoner has been operating Firestone Studio, a subsidiary of Owepar Publishing Co., "for his own pleasure and benefit" rather than to profit Owepar.

Her attorney, Stanley M. Chernau, went on to say that the Firestone Studio has not paid rent to Owepar since August, 1978. Owepar is owned by Parton and Wagoner, with Parton owning 51% interest, and Wagoner owning 49%. Chernau said in Chancery Court that Parton gave Wagoner his 49% interest as a Christmas gift in 1974, before the singing duo broke up. Parton said in her affidavit that she originally formed Owepar in conjunction with her uncle, Bill Owens, not with Wagoner.

Universal Music publisher Robert S. Brandt grants Wagoner's request for a injunction against it, Parton will proceed to redraw the company's board at a stockholders meeting June 25.

Chernau said he notified Wagoner last January that Parton planned to amend the Owepar bylaws so that she could resign from its board and elect Chernau and musical arranger Greg Perry to succeed her.

Wagoner disagrees with the action, stating in his filing that he feels "she (Parton) plans to use the new director to railroad through her ideas about running the company, and to distribute to herself out of the corporation the songs she wants."

Wagoner charged in his lawsuit, filed March 21, that Parton has breached a 1970 management contract with him and has removed some 130 songs from the Owepar catalog and released some of them on her albums without consulting him.

Wagoner's attorney offered to withdraw his request for an injunction if Chernau would agree not to "dispose of or tamper with" Owepar's assets while the lawsuit is pending.

No decision was reached on that basis, pending Brandt's decision on whether to block the meeting.

Parton Tour Set

NASHVILLE — Dolly Parton, in support of her current RCA LP release, "Great Balls of Fire," will begin her first Far Eastern tour July 7 with a concert in Honolulu, Hawaii. A continuation of her world tour begun last fall in Europe, Dolly will play several dates in Japan, Australia and New Zealand before returning to the U.S. in late August.

In addition to concerts, Parton is slated to appear on several television programs in Australia and Japan. Her European tour included stops in Ireland, England, Norway, Sweden, Denmark, Germany, Belgium, The Netherlands and France.

LeDoux Signs With Jupiter Label

NASHVILLE — Chris LeDoux has become the first country artist to record for Jupiter Records, a division of Siegel Music Companies in Germany. The label has announced plans to release a double album by LeDoux as a follow-up to his current German single "Lean, Mean and Hungry."

"Ralph Siegel and I first heard Chris music at Muzexpo in Miami last November and we both liked it very much," said Joachim Neubauer of Jupiter Records. "The longer we listened, the more interesting we found his product to be. Upon return to Germany from Miami we found a specific market for his western-country music in Europe. We then made immediate plans to release his product over there."

Promotion Plans

Jupiter is planning an extensive publicity campaign in conjunction with the album release, including a promotion worked with Germany's country music magazine, "Rock'n'Roll Wunderkasten." The album cover will have a reprint of a story already published in Hiljibilly on the back jacket, as well as numerous photos of LeDoux and information on the inner sleeve.

HALL OF FAME RECEIVES LUMAN MEMORABILIA — The guitar and stage costumes once worn by the late country music artist Bob Luman, who died last December of pneumonia, were donated to the Country Music Hall of Fame recently by Mrs. Barbara Luman of Nashville. Mr. Luman, father of Luman also recently inducted Luman into its Walkway of Stars. Pictured at the Hall of Fame Museum in Nashville are (l-r): Bill Ivey, director of the Country Music Foundation; Mrs. Luman; Luman's daughter Melissa; and Diana Johnson, the Foundation's deputy director.

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THE COUNTRY COLUMN — According to Cachet Records, some 100,000 advance orders were placed for Ernest Tubb's album, "Ernest Tubb: The Legend and the Legacy," which featured Tubb plus more than a dozen major country artists joining the legend. And Tubb will be joining one of these artists when he appears at Willie Nelson's 7th annual Fourth of July Picnic in Austin, Texas. This year, if all goes as scheduled, Willie plans on holding the Texas tradition on the grounds of his own country club, the Pedernales Country Club. Also featured will be Don Bowman, Cooer Browne, Steve Fromholtz, Ray Wylie Hubbard and the Geesezans Brothers.

Award Records recording artist Sarah McKenzie is being booked in several concert appearances with L.A. artists, and promoter Paul Donnell, brother of Alan Donnell, will be releasing McKenzie's new single in the next few weeks.

Ronn McDowell has just finished taping a guest appearance on the Porter Wagoner show, which was filmed in the park at Opryland.

Mick Lloyd and Scott Spinka, festival directors for the 1979 Music City Country Festival announced that Ron Chancey and Pam Tannen will be included among the final judges for the festival. Chancey is vice president of A&R for MCA Records, Nashville, and Tannen is vice president, director of professional activities for New York's Screen Gems-EMI Music.

World International Group (WIG) will be handling the exclusive promotion and distribution of the new 50 States record by Ruby Falls.

While negotiating for a new U.S. record contract, Ray Griff has recorded and released an album dedicated to his Canadian homeland. Entitled "Canada," the LP is currently #1 on the Canadian charts. Griff is also currently producing a trio of record acts in Canada: Sheila Anne, Sharon Lowness and Jack Holland.

Bill Hanks participated in his first Fan Fair recently, dividing his time between the Music City Country Festival booth with producer Mick Lloyd and the booth of his distributor, Nationwide Sound.

Robby will release his second "Greatest Hits" package in July.

Johnny Paycheck has signed with Buddy Lee Attractions, Inc. for exclusive booking representation internationally.

Several Warner Bros. artists acted as guest DJs at WHN Radio in New York during June. Donna Fargo made her appearance hosted by WHN's Lee Arnold. Buck Owens, who was once a DJ at a small station near Tacoma, Washington, put his experience to work for the station June 15. The following week, Rex Allen Jr. and Con Hunley filled the slot behind the mike.

Among the performers at the Princeton Country Music Festival June 23 were Roy Clark, Larry Gatlin, Janie Fricke, the Oak Ridge Boys, Rex Allen Jr., and John Conlee.

Joe Zinkin, Rachel Bowman, Cooer Browne, Steve Fromholtz, Ray Wylie Hubbard and the Geesezans Brothers.

Barbara Mandrell has been added to the Roy Clark/Oak Ridge Boys line-up July 12 at the Dominion Theatre in London. The former Country Music Hall of Fame & Museum’s 2020 Concert Series will feature Mandrell, the Oak Ridge Boys, and Ray Benson’s Asleep at the Wheel. The concert will be held on the museum’s outdoor lawn and is open to the public.

Hank Williams Jr. and his band, Hank Williams Jr. and His Band, are scheduled to perform at the festival.

Lee Lemus recently completed his second album for Elektra, which should be released in September. Bones Howe produced the LP in L.A.

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### The Rhythm Section

**REV. CLARENCE FRANKLIN IN COMA — REV. C.L. Franklin is in coma following a robbery attempt at his home last week. Police have arrested four men and charged them in connection with the shooting of Rev. Franklin, who is the father of Aretha Franklin. Ms. Franklin has canceled all her dates and is in Detroit with her family.**

**MUSIC DIRECTOR PROFILE — Ty Miller, music director of WEAL in Greensboro, North Carolina says, "I was bitten by the 'ham' bug at the tender age of 16, when I was listening to an announcer calling himself Prince Ike, on WEAL." Miller went to the station to talk with Ike, who let him do an hour on the air, after which, Miller admits, he was hooked. He got a part-time job with WEAL for two years, and then was drafted into the service. After leaving the service, Miller worked as a film engineer for CBS News station WTOP in Washington, D.C. for a year and a half. Still wanting to be in radio, he heard of a position in North Carolina at WMBE at a 100,000 watt FM, which he applied for and got. Miller stayed at the station for two years, when he left the station to take an afternoon drive slot at WEAL. He was promoted to music director three years ago. Though Miller has an extensive background in film, he says he will not change from a career in radio, "I feel like I have something to offer radio, and I just enjoy filling up the day, just making everyone enjoy the scenes as opposed to being the front person," he says.**

**STAGE ON THE MOVE — Backstage Management has signed David Ruffin, who will have an album coming out during the summer, produced by Don David. The firm also manages Leon Ware, who will be on Russ Regan's label which will be distributed by TK. Jimmie Ruffin will be making some announcements concerning his involvement with the firm.**

**NABOB MEETING — The National Association of Black Owned Broadcasters recently held its annual business meeting in Atlanta. The organization discussed new ideas, and the changing of its Washington, D.C. chapters. New officers were elected for the coming year, with Ragan Henry being the new president and Percy Sutton becoming new first vice president. The next meeting will be held in September 19-20 in conjunction with the National Association Of Broadcasters meeting scheduled for Washington, D.C.**

**MINORITY ENTERPRISE — The FCC has set up a new division that will specifically deal with minority broadcast businesses. Ed Cardona and Barbara Moran will head that division, whose first number is (202) 632-7533.**

**Radio Activity — Seven former radio and broadcast reform groups have filed a petition asking the FCC to extend its equal job regulations to cover the networks and headquarters of broadcast groups. The petition was filed last week in an attempt to prohibit radio and television stations from affiliating with any network that doesn't comply with the rules. The U.S. Department of Commerce made its first loan to a minority firm for the purchase of a broadcast station recently when $500,000 was earmarked for a minority-owned company to purchase KZXE-AM and KBG-FM in Phoenix, AZ from the bankrupt Southwestern Media Corporation.**

**MILLIE JACKSON GOES COUNTRY — Spring Records recording artist Millie Jackson played before what many would feel is an entirely foreign market for her when she performed recently at the Lone Star Lounge. The Jacksons said they did not have Jackson's show in the club, but the show was also broadcast live over WNH, which is New York's hottest country station. Ed Salamon, program director at WNH, says, "I had been talking with Jackson, who is a constant listener to the station, and I learned that she had acquired her affinity for country music as a child, when her parents who were very religious only allowed her to watch The Tennessee Ernie Ford show because it had gospel hymns sung during the show." During her recent show, Jackson covered several different styles from disco, country, R&B and country rock on a Merle Haggard song. Jackson has always included at least one country song on all her albums, including covers of songs previously recorded by Barbara Mandrell, Merle Haggard Kenny Rogers and Kris Kristofferson, to name a few.**

**NEW PROMOTION COMPANY — Clay Clay, who has been doing national independent promotion for over 20 years, has organized an independent promotion company, International Promotions Ltd. Clay, who will be based in Los Angeles, says he will do more than just give away records, but will also serve as a national product consultant and include marketing and trade liaison services.**

**ARTISTS' ACTIVITY — D.J. Rogers will sing the theme song for television movie "Fremont Road" starring Muhammad Ali and Kris Kristofferson... Chaka Khan & Rufus will get together for one show June 29, at a radio conference being held in Los Angeles... MCA Records will be releasing a soundtrack album called "Nocturna," which is based on the activities of a female vampire who likes to disco. The movie soundtrack will include songs from Giora Gaynor, Vicki Sue Robinson, Moment of Truth, Heaven & Hell and Jay Segal... The Jacksons are getting involved in doing a movie about roller skating."**

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### PROGRAMMERS PICKS

<table>
<thead>
<tr>
<th>Programmer</th>
<th>Station</th>
<th>City</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alonso Miller</td>
<td>KACE/Los Angeles</td>
<td>Los Angeles</td>
<td>boss - motown (entire lp)</td>
</tr>
<tr>
<td>Joe Fisher</td>
<td>WBRD/FL Lauderdale</td>
<td>All The Way</td>
<td>George Kerr - Tod</td>
</tr>
<tr>
<td>Bob Long</td>
<td>WCIN/Cincinnati</td>
<td>Cincinnati</td>
<td>Bootsy Get Live - Bootsy Collins - Warner Bros. (LP Cut)</td>
</tr>
<tr>
<td>Wall Love</td>
<td>KKT/Los Angeles</td>
<td>Los Angeles</td>
<td>Dance 'N Sing' = L &amp; M - A&amp;M</td>
</tr>
<tr>
<td>Reg Henry</td>
<td>WXEL/New Orleans</td>
<td>New Orleans</td>
<td>That's My Favorite Song - Dramatics - MCA</td>
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<tr>
<td>Brute Bailey</td>
<td>WIG/Walt Disney</td>
<td>Walt Disney</td>
<td>That's My Favorite Song - Dramatics - MCA</td>
</tr>
<tr>
<td>Doug Blaskey</td>
<td>WUFU/Chicago</td>
<td>Chicago</td>
<td>White Heat - Casual Saturday Night - C &amp; C - Casablanca</td>
</tr>
<tr>
<td>Billy Love</td>
<td>WORL/Orlando</td>
<td>Orlando</td>
<td>Why Leave Us Alone - Five Special Elektra</td>
</tr>
<tr>
<td>James Alexander</td>
<td>WBWX/Chicago</td>
<td>Chicago</td>
<td>Sing Along With Me - Freedom - Malaco/TK</td>
</tr>
</tbody>
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**www.americanradiohistory.com**
L.A. HELLO — Claudia Barry swooped down from Canada this week, making numerous radio and disco appearances in the Los Angeles area. Next stop is San Francisco, with Atlanta, Miami and NYC to follow. In September, she'll go back into the studio to cut another LP. Born in Jamaica, Claudia spent most of her life in Canada except for a period of classical music training in New York. This week's "Boogie Woogie Dancin' Shoes" on Chrysalis recently bulleted into the Top Ten on the Cash Box Disc chart and a similarly-titled album has just been released. Of disco's oft-criticized sameness of sound and over-produced quality, Claudia says, "I love recordings where the vocalist is so distinctive from the backing music that you can hum along with the music.

SPLASHES IN THE POOL — Reports from those attending the recent Seattle Disco Awards were unanimously favorable. Special honorees at the June 16 event were Ray Williams, T.G. Featherstonhaw and Casablanca's Michelle Hart. Seattle's Electric Canary Record Pool cited the two promoters "for being there when the going got rough. A friend like you is hard to find." Sally Lacaci has left DJs Unlimited in L.A. to take up disk jockeying at the New Pasta House in East Los Angeles... Southern California Disco DJs Association President Brian Blair, who used to disc at Studio One, is departing the pool to do west coast promotion for MCA Records... Donna Summer and Dan Hartman received top honors as international disco artists of the year at the June 3 Ontario Disco Pool Awards Show. Claudia Barry took second place in the Top 40 Artist category... The Miami Sound Machine has set up shop in New York, planning a disco extravaganza for September 1. They'll be among many acts featured in the heavy beat and the libido-tugging disco sound this summer.

THIS WEEK'S "UNLIKELY PROMOTIONAL FAVORITE" AWARD — The prize in this first and continuing weekly award goes to the Fantasy/WMT label for its unusual promotion of "You're the Best", by The Sylvers. The full orchestra, including ethereal harp arpeggios, back up this earthy singer. Funky, piano-dominated break is so enchanting, it should be listened to in the quiet of one's home. Flip side's "Coca Cola" features a gutsy, sexy interpretation of the Banana Man hit. Time: 8:37.

T.M. & HEAT — Isby Bitty Teenie Weenie Yellow Polkadot Bikini — Blue Star — B.S.-174 — 12" — Promo

This week you may remember as this rock and roll hit of the early '80s. The original tune is barely discernible beneath the heavy beat and the chorus moans repetitively, "She was afraid to come out of the water." The novelty of disco-ifying such a quintessential rock song could make this release the surprise hit at disco this summer. Time: (A) 6:13 and (B) 4:30.

REVIEWS

SHIRLEY BASSEY — This is My Life — United Artists — UA-P5007-D — 12" — Promo

Unusually long, danceable intro followed by Bassey's Signature style — spoken vocals. A full orchestra, including ethereal harp arpeggios, back up this earthy singer. Funky, piano-dominated break is so enchanting, it should be listened to in the quiet of one's home. Flip side's "Coca Cola" features a gutsy, sexy interpretation of the Banana Man hit. Time: 8:37.

HIGHLIGHTS

BORN TO BE ALIVE — PATRICK HERNANDEZ

PRIME MOVIE: KXT.C, KJLA, KUTE, KIS-FM, 96X, WDAI, WDRQ, WCAU-FM, WQKZ, KIRL

CRANK IT UP — PETE WILBERT

ADD: WYPS, KUTE PRIME MOVIE: KXT.C, KJLA, KUTE, KIS-FM, 96X, WDAI, WDRQ, WCAU-FM, WQKZ, KIRL

H.A.P.P.Y. RADIO — EDWIN STARR

ADD: WDRQ PRIME MOVIE: KXT.C, KJLA, KUTE, KIS-FM, 96X, WDAI, WDRQ, KIRL, KFTM

HEAVEN MUST HAVE SENT YOU — BONNIE POINTER

ADD: WQKZ PRIME MOVIE: KXT.C, KJLA, WDRQ, WQKZ, KIRL, KFTM

HERE COMES THAT SOUND AGAIN — LOVE DELUXE

ADD: KJLA, KLLA, WCAU-FM, WDRQ, WQKZ, KJLA, KJTL

I'VE Gotta HEAVEN NEXT DANCE — DENICE WILLIAMS

ADD: WQKZ, WMAK PRIME MOVIE: KXT.C, WCAU-FM, WQKZ, KIRL

LET ME TAKE YOU DANCING — BRYAN ADAMS

ADD: WDRQ PRIME MOVIE: KXT.C, KJLA, WDRQ, WQKZ, KIRL, KFTM

MAIN EVENT/FIGHT — BARBRA STREISAND

ADD: WQKZ, KIRL, WDAI PRIME MOVIE: KXT.C, WQKZ, WCAU-FM

MARRIED MEN — BETTE MIDLER

PRIME MOVIE: KJLA, WCAU-FM, WQKZ, KIRL, KFTM

THE BOSS/NO ONE GETS THE PRIZE — DIANNA ROSS

ADD: WQKZ, KIRL, KJLA PRIME MOVIE: KUTE, KIS-FM, WCAU-FM, WQKZ

THIS TIME BABY — JACKIE MOORE

ADD: WQKZ, WDAI PRIME MOVIE: WCAU-FM, KIRL, KFTM

TOP 40 DISCO

May 26, 1980

21 DANCER/DANCE TO DANCE

(Columbia/WBCN/WACR/WACR/980-LP)

22 SPEND THE NIGHT

BOB-A-RELLA (Channel — LP)

23 I'VE Gotta HEAVEN NEXT DANCE

DENICE WILLIAMS (ARC/Westreel/WACR/980-LP)

24 DISCO CHOO CHOO

GORDY (Casablanca — LP)

25 BOOGIE WONDERLAND

SATURDAY NIGHT (MCA)

26 LET ME TAKE YOU DANCING

DENICE WILLIAMS (ARC/Westreel/WACR/980-LP)

27 COMES THAT SOUND AGAIN

LOVE DELUXE (RFC/Warner — LP)

28 THIS TIME BABY

JACKIE MOORE (Columbia — LP)

29 NIGHT DANCIN'

JACK O'MOON (Atlantic — LP)

30 H.A.P.P.Y. RADIO

EDWIN STARR (20th Century — LP)

31 PUT YOUR BODY IN IT/ YOU CAN GET OVER

STEVEN MILLER BAND (MCA)

32 GOOD TIMES

BEE GEES (Atlantic — LP)

33 DANCIN' AT THE DISCO

NUMBER ONE RECORDS (RFC/Warner — LP)

34 WORK THAT BODY

LADY GAGA (West End — LP)

35 RIDE THE LIGHTNING

NEIL YOUNG (Reprise — LP)

36 LOVE SICK

BARTY BROWN (Casablanca — LP)

37 LET ME BE YOUR WOMAN

ALL THE LITTLE LADIES (RF/BW/LP)

38 GROOVIN' YOU

THERE I Go Again (Motown — LP)

39 WANT ADS

Diana Ross & The Supremes (Motown — LP)

40 FOBIBIDARE LOVE

MAD, ENE KANE (Warner Bros. — LP)

ADD: www.americanradiohistory.com

PRAGRAMMERS PICKS

MUST SPIN

TJN Smith

New York

Get Up And Boogie

Freddie James — Warner Bros

Debbie Jacobs — MCA

FRANK SESTO

Philadelphia

First Time Around

Sky — Salsoul

Here Comes That Sound Again

Love Deluxe — RFC/W.B.

SCOTT TARALICO

Fl. Lauderdale

Over & Over

Disco Circus — Columbia

Get Up And Boogie

Freddie James — RFC/W.B.

V. BITTERTILL

San Francisco

Ish — Clouds/T.K.

New York

Nuggets — Mercury

WILLIAMSMULLER

Chicago

Love Is On The Way

Sweet Inspiration — RSO

Dancin & Prancin'

Candido — Salsoul

JOSE BONILLA

Brooklyn, N.Y.

Here Comes That Sound Again

Love Deluxe — RFC/W.B.

The Boss

Diana Ross — Motown

J. BERTMAN

Houston

The Main Event/Fight

Barbara Streisand — Columbia

This Time Baby

Jackie Moore — Columbia

CHUCK PARSONS

Baltimore

Disco Choo Choo

Nightingale United — Casablanca

Here Comes That Sound Again

Love Deluxe — RFC/Warner

JON RANDAZZO

San Francisco

Get Up And Boogie

Freddie James — Warner Bros.

Super Lover

Rena Scott — Buddah

J. WALDOW

Phoenix

Crank It Up (Funk Town)

Peter Brown — Drive/T.K.

Come And Get It On

Soul — Motown

BILL STOKOE

Boston

The Boogie Train

Bohanon — Mercury

Freak Your Boom Boom

Hank Ballard — Le Joint

LUIS LOUCAS

Los Angeles

Crank It Up (Funk Town)

Peter Brown — Drive/T.K.

Over & Over

Disco Circus — Columbia

PAUL CURTIS

Seattle

Here Comes That Sound Again

Love Deluxe — RFC/W.B.

Never Gonna Be That Same

Ruth Waters — Millenium

STEVE NADER

Detroit

Want Ads

Ullanda — Ocean

Born To Be Alive

Rick Summers — Brass

GARY TIGHE

San Francisco

Super Sweet

Wardell Piper — Midsong

Never Gonna Be That Same

Ruth Waters — Millenium
JUNE BOOM — It has been quite a long time since so much optimism has emanated from the retail end of the business. Nearly all reporting accounts this week had some positive comment to make on the deluge of new releases that has just hit the market. Every label seems to be drawing out at least three of these guns this first summer month. 18 new releases were added to the Cash Box Top 200 LP chart this week, and five out of the six high-end debut album releases carried an $8.98 list. Happy sales to you.

GREEK O D — Anyone who has donated 10,000 copies of The Many Faces Of Greek Town” by David Ostin to the L.A. Free Clinic. Some of the records have been dropped off at L.A. record stores in exchange for a small donation. However, most of the records still remain. Anyone willing to help the clinic with this “overstock” problem is urged to call Ron Mariner at 655-1829.

A&M REORGANIZING — A&M Records has announced the dissolution of the position of regional merchandising director. All merchandising efforts will be handled now through local sales and promotional representatives. A&M is making the move in order to concentrate merchandising needs in specific cities rather than just five general regions. Under the new plan, merchandising materials will now be distributed by the regional sales managers in association with their local representatives. A&M contends that a local, rather than regional effort will result in more benefits for all involved in retail and radio.

REGIONAL BREAKOUTS — Iron City Houserockers is a solid #1 in Pittsburgh ... Tim Eyrman on Judande Records breaking in DC ... Special is strong in Detroit ... Nick Lowe on the west coast ... Morningstar from KC doing well there as well as St. Louis. And The Knack is top three in L.A. out of the box.

TWO MORE SLICES — Licorice Pizza Records has announced the openings of two new stores in the L.A. area, bringing the chain total up to 26. The new locations are Huntington Beach (964-2656) and Canoga Park (844-8234).

KISS PROMO — Casablanca Records, 26 Favya Shoe Stores, and 293 in Atlanta are all combating promotion coinciding with the new KISS album and tour. Prices to be given away include thousands of KISS singles, tickets for the Atlanta shows, satin tour jackets, and over 100 admission tickets for a Six Flags Amusement Park disco party.

HONEY STUFF — The concert line at Co-op Records and Tapes in Springfield, Ill. is (2) $4.98 albums plus $1000 in premiums. This past week featured a special concert report for the hard of hearing.

WHO IS NEW: LAUGHING DOGS (Columbia) — The group appeared on “Live At CBGB’s” sampler, and are now in the west coast on a real gem. This past week featured a special concert report for the hard of hearing.

MADCATS (Arista) — A five piece unit that hauls from Canada. Grant Fullerton was formerly with Lighthouse and John Erdman has played with Pacific Gas & Electric as well as J.C. Jounn. TROJAN (Capitol) — Group led by Domenic Troiano. Domenic has done extensive session work and has played with Ronnie Hawkins, Mandala, Bush, James Gang, and Guess Whip.

EMIRE (Cystral) — This Canadian production team has credits from the THP Orchestra and The Hamilton Symphony Orchestra, among others. They include Will Morrison from the U.S. and England’s Ian Guenther. Formally with Fraser & Deboit and Lighthouse. ANGEL PRICE HIKE — Starting with the June releases, all Angel LPs will be listing for $4.98. The price of the June releases will remain at $7.98. The $8.98 releases will carry a special “SZ” prefix. Also, all Seraphim albums are now listing for $4.98.

WATTS (ATLANTIC) — A five piece unit that plays in Canada. Grant Fullerton was formerly with Lighthouse and John Erdman has played with Pacific Gas & Electric as well as J.C. Jounn. TROJAN (Capitol) — Group led by Domenic Troiano. Domenic has done extensive session work and has played with Ronnie Hawkins, Mandala, Bush, James Gang, and Guess Whip.

CUSTOMER QUOTE OF THE WEEK: “I can’t find your quad section.”

ENDS AND ODDS — The f-b-side to the new Cars’ single is called “That’s It!” and is not available on the new LP. Janus Records is recalling all of its Al Stewart catalog. Look for Arista to release “Year Of The Cat” very soon. No word yet on the remainder of the catalog and a Record Theatre store is rumored to be moving into the Baltimore area.

MARY SOBO

![Image of a record store]

**WHAT’S IN-STORE**

**SINGLES BREAKOUTS**

**ALBUM BREAKOUTS**

**TOP SINGLE BREAKOUT OF THE WEEK**

**TOP ALBUM BREAKOUT OF THE WEEK**

**MERCHANDISING**

**MCFADDEN AND WHITEHEAD STOP AT BAD — Philadelphia international recording artists MCFADDEN and WHITEHEAD recently conducted an in-store promotion for their split-titled debut gold album at Bad Records #2 in Detroit. Picture (l-r) are: Andre Morgan of Simpson’s One-Stop; Harold Preston, Philadelphia International Records; Gene MCFADDEN and John Whitehead, Dead Hat, Simpson’s, Clarence “FINDY” Rome, local promo man for CBS Records, and Eloy MCFADDEN of PIR Records.**

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**Cash Box | June 30, 1979**

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**www.americanradiohistory.com**
**Future Of Black Music In Disco Environment Debated**

(continued from page 14)

only 10 are black. “There have to be more black DJs reporting,” he said. He also doubted that “disco is the pop music of the future,” and he added that “clubs and radio stations that constantly play disco and nothing else won’t be in business too long.”

In one of the seminar’s most eloquent speeches, Logan Westbrook asserted that “disco to me is a marketing tool. I’m in business to make money; and prior to disco, black music could not cross over. It had these names like R&B and soul which had restrictions and limitations. All of a sudden, disco which was in many cases black music, but white programmers felt comfortable playing it. As a record company owner, I very much like the fact that one of my records may reach more buyers. But what disturbs me,” continued Westbrook, “is the racism that is again rearing its head in the marketing and promotion picture. In some circles we now have a separation between black and white disco, so we’re right back where we started from.”

“I see this organization,” concluded Westbrook, “as an activating force to the white major record company structure. I appeal to the black-owned companies to support us, because the white companies will eventually cut off our funds.”

‘Have To Come Down’

Vince Pellegrino said that “while disco has in the past hurt love ballads, disco programmed Peaches and Herb’s ‘Reunited.’ Sometimes,” he added, “people have to come to us as a result of our funds.”

Ravyno, who to some, seemed to symbolize the whiteness of disco, asserted that “four out of the five artists that R&B and soul disco black music that should say something about my commitment. Still, the discrimination that has been applied to disco can go the other way, too. I was quite frustrated by the fact that ‘Dancer’ by Gino Soccio was number one discio for seven weeks and didn’t cross R&B.”

**Surviving And Achieving**

Jerry Butler capped the seminar by observing, “We’ve always had to change to survive but there’s a difference between surviving and achieving. Every time a white artist is played on a black station, it becomes much more difficult for a new black artist to get exposure, because black radio is the only place we have to build our base from. I wouldn’t care if Rod Stewart gets on, black radio if I can get played in Montana. The BMA must also direct its focus to the general market stations, whose playlists are shrinking and those are giving everyone less of a chance. But R&B need not fear,” concluded Butler, “because disco is just another extension of what we’ve always been about. When Nor- man Whitfield was making those classic Temptations records, you can be sure he didn’t need a stopwatch to check the beats per minute.”

**MCA Has Biggest Country Roster**

(continued from page 31)

formerly with United Artists, will release Columbia product this summer or early fall. Rodriguez, formerly with Mercury, has recorded one album, “Rodriguez,” with Epic and his second single, “Fools For Each Other,” shipped last week. His first Epic single was “Down On The Rio Grande.” Both singles are from his Epic album.

Phonogram/Mercury and United Artists have both signed one artist each for their respective labels. Dickey Lee, formerly with RCA, has signed with Mercury with an album due to be released in July, Crispy Lane, formerly with LS records, has been signed by United Artists. Her current single on LS records is “Ain’t this week on the singles chart, but it will be pressed this week on the United Artists label.

Warner Bros. and Capitol have not signed any new artists since the first of this year.

Monument Records is the largest active independent label in Nashville with a roster of 14 full and part-time artists. Sonny James was signed by Monument in January. The three other independent labels who are active on the charts are Republic with seven acts, Con Bro with five artists (although Don King’s contract is up July 20 but he is planning to sign with a new label), and Ovation with four acts, including The Kendalls and Joe Sun.
TRIBUTES, HONORS & AWARDS — Disneyland hosted a series of festivities June 18 in honor of Count Basie's 75th birthday, which actually falls on Aug. 21. Basie, a Disneyland regular for the past 16 years, joined old friends and band members past and present during an evening that included a private dinner at the park's Hungry Bear restaurant, tributes by such speakers as Sammy Davis Jr., Quincy Jones, Nat Pierce and the mayor of Anaheim as well as a fireworks display. A surprise concert at the Plaza Gardens. Inner City. / Inner City is currently touting the recently released Urszula Dudziak album, "Future Talk," and has had recent winners with the group Dry Jack and last year's surprise sensation, The Jeff Lorber Fusion. Nice going, Irra Kratka. / Sam Pollen. / Street faves because Street faves June 25 as the first sidewalk plaque is unveiled. / Dizzy Gillespie, Charlie Parker, Billie Holiday, Lester Young, and Coleman Hawkins are first to be honored. The "Frez" awards issued last year to these four (and to Kenny Clarke, Roy Eldridge, Miles Davis, Thelonious Monk, Sarah Vaughan, Coleman Hawkins, and Art Tatum) were the inspiration behind the plaques, and this year's awards go to Errol Garner, Fats Waller, Oscar Pettiford, Red Norvo, Ben Webster and Slam Stewart. The actual ceremony gets underway about noon between Fifth and Sixth Avenue near the CBS building. Friends of the late trumpeter Blue Mitchell paid respects June 18 at The Village Gate. Among those appearing, Cedar Walton, Milly Jackson, The Heath Brothers, Dexter Gordon, Woody Shaw, Frank Foster, Bill Hardman and Junior Cook. / ON THE ROAD: Sammy Lewis has an extensive summer schedule, including joint appearances with Johnny Mathis at The Greek Theatre in L.A. (July 5-8), the Garden State Arts Center in New Jersey (Aug. 6-11). The O'Keefe Center in Toronto (Aug. 13-14) and The Pirenob Pavillion in Detroit (Aug. 23-25). / With their new LP, "Mello O' Day," due from GNP/Crescendo any day now, the latest LP, "Street Life," currently topping the Cash Box Jazz chart, MCA Records' group the Crusaders will open the Newport Jazz Festival in Hampton, Va. June 29. On the following day the Stix Hooper, Joe Sample, Wilton Felder-led outfit will appear at the Newport Jazz Festival. / NEW PRODUCT — MF Productions has issued several handsome jazz boxes in its American Masters series. The first release was the John Coltrane — Live at Birdland (Fantasy SR-2077). Coltrane has been widely reported as a recording artist but only recently has he really started to make a name for himself as a bandleader. His latest LP, "A Love Supreme," has been called "the most visionary recording of the year." Coltrane is joined by his regulars, including Pharoah Sanders, Elvin Jones, Jimmy Garrison, and Patrice Quinn. / The album is also notable for its cover design, which features a photograph of Coltrane taken by the late Bill C. Graff. / WARNE MARSH QUINTET — Storyville 4001 — List: 8.98 / A December 1975 meeting in Denmark featuring Marsh, Lee Konitz and a solid Danish rhythm section. Sparks fly when these two meet, and this LP is no exception. One time each by the leaders, two by Lennie Tristano, a standard and a blues make up the program. More than 50 minutes of music here, and all of it is dynamic. / CHAIN REACTION — Pat Longo — Townhall — ACRM 168ST — Producers: Pat Longo and Lincoln Mayorga — List: 7.98 / Although Pat Longo has only been involved with jazz full-time since 1974, his 20-year involvement on an informal basis is amply demonstrated in this swinging, big band album of mainstream as well as pop-flavored jazz selections. Side one is all mainstream with standards like "Sweet Georgia Brown" and "O Sole Mio." Stephanie Caravella delivers sterling vocals in "The Very Thought of You." Side two is pop-oriented with a particularly sassy rendition of "Ease on Your Mind." Longo's percussion and the band's dramatic percussion into disco, "Manhattan Disco," just might break jazz into dance clubs. / SHERMAN SHUFFLE — Bob Wilbur/Buddy Tate — Sackville 3017 — Producer: Norris Smith — List: 8.98 / A couple of doubling, mainstream horn players from different parts of town get together with a pair of bebop rhythm men to make music. Results: a very fine LP that shows everyone off quite well. Tate is especially impressive on baritone and Wilbur on alto, but there are few dull moments here. A nice job all around.
Int'l Disco Exposition
Oriented To Consumers

NEW YORK — Over 70 retail exhibitors participated last week in the first Int’l Disco Exposition at the New York Coliseum June 21-24. The four-day event, promoted by Stephen Metz, who is hoping that U.S. consumers the chance to spend an entire day at the Coliseum for $5 to view “everything that in any way pertains to the disco phenomenon” and杭巍. Special four-day tickets were made available for $15 and sold through record retail outlets in the tri-state area.

Some of the highlights of the exposition included disco fashion shows, beauty and makeup demonstrations, and displays of stereo and in-home lighting, paraphernalia, as well as the latest in audio, video, photo, and camera equipment. Live entertainment was provided by such artists as Machine, Brainstorm, Wardell Piper, Carol Dollars, The Bombers, Taana Gardner, Crown Heights Affair, Lolita Hollaway, Mantas, Bionic Boogie, and Platinum Hook.

Two of New York’s premier disco stations, WKTU and WBLS, played music from the major artists throughout the weekend. WKTU’s booth was constructed on a 20x20 foot stage on which three young performers, playing a disco roller rink, dance floor and stage for the performing artists.

Top charted disco LPS and 12-inch singles for sale were also on display through the auspices of Korvettes, which was the only retail disco retailer at the exposition, that was built in 5 stepsdowns and a variety of merchandise adds to promote disco product by such artists as the Village People and the Pointer Sisters. Prices were consistent with the chain’s store prices for the week, with price for 12-inch singles running from $8.99 to $9.99, and with 7-88 and 8-98 list price on sale for $4.99 and $5.99 respectively. The chain occupied some 400 square feet of the 80,000 square feet devoted to the event.

David Rothfield, divisional vice president of merchandising for Korvettes, told Cash Box, “This was the first time an event like this was ever held, and we felt it was important that we show our support of it. Also we felt we should have our support of this kind of endeavor, and hopefully the success of the event will inspire other better ones in the future.”

Other promotions used by Korvettes included autograph sessions with some of the artists that entertained the public over the four days and nights.

Donna Summer Lands Two New Top 5, Wings Album Debuts At #21

(continued from page 1)

(continued from page 2)

the royal samba recordings that Thom Bell and I were producing, I gradually started making inroads to black radio and began picking up more accounts.

Ray began the TAR operation in 1975, and, after a year, was working with 26 records on the R&B Top 100. “I started TAR in 1975 and this was the year of Psychedelic Black Pan," Ray said. "And frankly, it wasn’t that difficult breaking in; there was literally no independent who was specializing in black promotion.

Yet Ray did not reach what he felt to be the turning point in TAR’s operation until he had signed to his roster two of the most well-known black, inc luding Baby’s "Baby Come Back" and Andy Gibbs’ "Let Me Be Your Everything." And this record was not only that breaking in; there was literally no independent who was specializing in black promotion, as Andy Gibbs was ideal for us because he followed with "Shadow Dancing," which was one of the prospects. Ray says, "Player was nothing from the rest of their material that had any kind of black music.

Ironically, Ray perceives that the resentment towards him has grown along with his reputation for breaking records R&B, "I know that I’ve reached the peak in my career," adds Ray. "And instead of welcoming TAR, they get mad. The resistance is especially strong among independent booking people. But I believe that we’re the only company that’s looking for the same thing, namely, to establish an artist and get big dollars.

There is one point that I would especially like to make clear," adds Ray. "This organization couldn’t happen without my partners and associates. First time anything like this has happened, and now it’s not necessary to have a record company. It’s not necessary to have a record company. It’s just necessary to have a good deal and a good deal to be made with the right people.

"All you have to do is stick up for what you love," concludes Ray. "And for me that would be the act of making records. Eventually I would like to make the transition from having the best black promotion company in the world to the best black record company in the world.

The Legal Sons also made it into the pop singles Top Ten.

The slick 12” "Sexy Cream." Fantasy’s Nat Freedland describes the song as “early Donna Summer.” The lyrics are also reminiscent of Summers’ original "Love to Love You Baby" ("The Love to Love You Baby" with a full body rubdown with "sexy cream" lotion. To promote the single, which will soon be followed by another, Fantasy is distributing a skin care lotion, "Sexy Cream," named after the runner. Runner-up honors was given to Atlantic Records and S.O.G., who released "Reach Up and Touch the Stars." The song was written by Joe Tex and produced by the Bob Seba. "We've succeeded in putting the Sports Arena on the map as a great place to hold concerts.

- "Studio 92" a disco radio show airs Fridays from 11 a.m.-12 a.m. on WKTY-FM in NYC. Produced by Alante Enterprises, the DJ’s program spotlights the New York area playing uninterrupted, three-hour programs. Anita Ward, the former school teacher, who is better known as the K.C. of the Sunshine Band and is on the Midnight Special June 29, Vickie Sue Robinson sing her RCA hit "Nighttime Fantasy" in Compass International Pictures Nocturna, a comedy/horror film about the granddaughters of Dracula visiting Manhattan. The soundtrack will be released on MCA... Disco Band’s K.C. making guest appearances at the popular, lavishly decorated club.

- Mark Moro, a former jock at New York’s Les Jardins, has been named assistant to Dave Rodriguez, national disco promoter for Keylock Records... Look for gorgeous Julie Fanson, a former disco promoter, as a consultant on "Nighttime Fantasy." Her act, produced by Sabrina Sossun, has a disco-fed 40s big band sound, and her costumes reflect the same period. She vowed the Backlot Crowd at Just L.A. magazine’s Pretoria’s "Music Scene One," with a seductive rendition of "My Year’s Over" by the Blue Parrot. The other big story is the way in which the Sun was able to sell the tour.

- TSF’s The Le S.O.G. was the top station in the survey. The Station's top stations were:
  - First Choice is replacing GLAY GAYNOR as the opening act for the Village People tour with six dates scheduled.
  - QUICKIES - Hodges, James and Smith, whose hot new 12” “Dancing in the Street” will continue to be played by LP on London, continue their peregrinations through the clubs of Los Angeles with stops at Probe and the Blue Parrot. The attractive trio plans to stick with its name even though Hodges has been replaced by Audrey Madison, who fills from San Francisco, while the rest of the lineup was unchanged.

ANYBODY WANNA PARTY? — Apparently quite a few celebrities wanted to do so at Paramount’s recent “Hollywood’s Greatest Night” party, which was held at the popular nightclub, where the DeSaria’s debut LP on Casablanca Enthushes K.C. “Every track is an ‘A’ side release.” Le Clique threw a party entitled “Circus Magic” at the Electric Circus, June 22, in NYC. The Le Clique was joined in the celebration by such famous names as the Pointer Sisters, The Doobie Brothers and others.

WHAT ELSE SHOULD YOU FIND TIME TO BREATHE? — The peripatetic Dee Bridgewater just finished up a nationwide promo tour with stops in San Francisco, New York, Chicago, DC and Miami. Badda threw a party for her at S.F.’s City Club. In NYC, she did guest DJ chores on WLS/KM radio. Dee Deee makes her TV debut with an appearance on McDonald’s commercial to be aired in late July. Reports are she will sing a disco version of “You Deserve a Break Today” for the commercial.

MR. RENAISSANCE — Warner/RFRC artist Gino Soccio demonstrated his versatility recently by co-producing remixes of Otis Redding songs for Gotham Flasher at Muscle Shoals Studios. Soccio reportedly spent up to 32 hours at a time in the studio during the three-week-long project. It wasn’t Soccio’s first excursion into pop culture. The 23-year-old musician also produces a London, England, based “War Dance,” for Kebekelk Kickoff, a terrific group which actually consisted of Soccio playing more than 20 instruments and overdubbing them on 48 tracks.

Upcoming Soon To Your Neighborhood Disco — A recently shipped test pressing of Ruth Waters’ “Never Gonna Be the Same” is creating a lot of favorable anticipation for the eventual release of a 12” on RCA’s Millenium label. “Put Your Body In It” has broken away from Stephanie Mills’ “What Cha Gonna Do With My Love?” on the R&B charts. The single has broken the top 8 on the R&B Chart, breaking through the motions of the top BPM LP on Hot Chocolate on Infinity, 12-inch inches from the Warner/RFC label include Freddie James’ “Get Up ‘n’ Boogie,” Ashford & Simpson’s “Give Me Love,” and Donny Hathaway’s “The Night Bass.”

Candi Staton’s album “Change”... Polydor has a 12” “Panic Save Me Style” by French Kiss (see reviews) along with the Roy Ayers single, “Love Will Bring Us Back Together” and the MC5’s “Mystic Adventures.” No. 1 LP along with a 12” breakaway “Hypnosis/Keep It On Ice”... DJ and publicity on which side of Carol Douglas’ “Love Sick”/Got the Answer is superior seems to be so evenly divided that Midson’s Steven Ostrow is inviting Douglas fans to call at (213) 465-6241. The label also has Carol Douglas’ LP on MCA, distributed by RCA, with Frank Hooker & Positive People’s 12” “Rock Me,” Gian קטוס does the mix... LPs from RCA included Edwin Starr’s “Happy Holiday” on 20th Century along with Montell’s and Maurice’s self-titled albums and Cory Daye’s “Cory & Me”...
**TOP 20 ALBUMS**

**LOS ANGELES SALSA**

1. **EMOCIONES**
   - JULIO OLEVAS (Alhambra 3129)
2. **LA VOZ RANCHERA**
   - VICENTE FERNANDEZ (CBS 850)
3. **VERONICA CASTRO**
   - (Peerless)
4. **ROBERTO CARLOS**
   - (Cayronicas 1540)
5. **COMO TU**
   - (Cayronicas 1540)

**LOS ANGELES POP**

1. **SALSA FEVER**
   - (Th-2043)
2. **SOLID GOLD**
   - (Dimension Latin 79, Lad 305)
3. **EL PROGRESO**
   - ROBERTO ROJENA (International 936)
4. **FUERA DE ESTE MUNDO**
   - JOSE LOPEZ (Coral 142)
5. **PODER MUSICAL**
   - WILFREDO VARGAS (Karen 40)
6. **RED HOT**
   - MONGO SANTAMARIA (C-1-3598)
7. **AQUI ESTOY O SEGUIR DE LEQUI (Th-2036)
8. **SALSA ENCENDIDA**
   - TIPICA 73 (Inca 1063)
9. **COMEDIA**
   - HECTOR LAVOE (Fania 502)
10. **SALSA MAYOR**
    - (Vevel 8011)
11. **YAMBU**
    - (Cheetoe 3011)
12. **SAOCO ORIGINAL**
    - (Saco) (Sateur 4121)
13. **EN LAS VEGAS**
    - EL GRAN COMBO (EGC 015)
14. **EDDIE PALMIERI**
    - (EPC JE 35523)
15. **LOS FELLINOS**
    - (Musart 1736)

**LATTIN PICKS**

**ANDREA — Andrea Brochfeld — Latina Records LTS-102**
**Producer: Joe Madera**

Andrea Brochfeld is a flautist who excels time and again in her debut for Latina Records. Andrea is no newcomer to the Latin music scene; she was part of Charanga 76 for sometime and freelanced with top orchestras before going on her own. In this package she back is by a strong horn and string section. Honorable mention goes to Barry Rogers for his trombone solos. The arrangements and production of this album are superb. The best cuts are “Chandange,” “Quiseria,” “Si Se Acabe El Mundo,” “No Me Abandon,” “Aqui Estoy Yo” and “Tuna Mas.”

**CHARAN SOUL — Arturo Campa — Libre ALIS-2001**
**Producer: Miguel Estival**

Charan Soul is the name of this swinging modern Charanga Orchestra. Usually a charanga band is in the bag of Cuban sounds, but here they demonstrate their modernistic sounds with violins and flute and chorus backgrounds. Special recognition goes to the piano player and rhythm section. Each cut is a gem in its own right. With good promotion it should go to the top.

**MIGUEL BOSE — CBS — Spain S-86063**
**Producer: Fernando Arbeix**

Multi-talented singer Miguel Bose has reached the peak of his career with this outstanding album of love songs. Bose himself contributed three compositions to this album, on which he excels in English and Spanish. The recording was done in Europe. Most of the arrangements take on a rock feel to his style of singing. All nine cuts are excellent. The cut “Anna” could be the sleeper on a crossover in the states.

**LATIN BEAT**

“Urban Ensemble. The Music” of Roland Vazquez features seven Vazquez compositions and includes musicians like Dave Grusin on synthesizers, Jim Colle on saxophone, Patrice Rushen on piano, Ralph Rickert on trumpet, Ken Wild on bass, Larry Williams on keyboard and leader Vazquez on drums.

The idea for the Urban Ensemble was ironically born in Utah. The California native describes the concept like this: “There are a lot of specific things happening in the music; like jazz, funk and latin rhythms... band ensemble sections and solo playing. The music can be sophisticated and complex and still be improved on as well as have feeling. Feeling is what makes the music communicate. Balance is the key word.”

Roland realized he wanted to be a musician on his thirtieth birthday when he saw Mongo Santamaria at the Lighthouse. Playing with Mongo’s band at the same time were Hubert Laws, Bobby Carlton and Carmele Garcia, and as Roland tells it, “I saw a whole room full of people just grooving.” But being around music was not a new experience for Roland. He had grown up in a musical environment from the beginning — his sister was a blues singer and had gotten the family on light with Lightin’ Hopkins. At home the jazz station was always on. Roland worked as a dishwasher to save money for a first drum set, proceeded to teach himself and began playing with rock groups to make money.

Vazquez then suffered a temporary setback with a motorcycle accident and was confined in the hospital for a long period of time. But he looks it philosophically. “It was the biggest thing that happened in my life to get me really focused in terms of writing music.” So Roland spent eight weeks with a harmony teacher who ended up telling him, “Listen, get out of here. Until you start writing, there’s nothing more I can teach you.”

At a point Vazquez went back to work with some friends from East Los Angeles who flew him to Las Vegas to do an audition which resulted in his first professional writing assignment. But Vegas didn’t agree with Roland. He felt that people were more concerned with dress than creativity. The turning point came one night in 1971 when Roland happened to go up to a club in Sacramento. Weather Report was playing, and he realized this was the combination of writing and improvisation that was the future.

In 1977 Vazquez applied for a grant from the National Endowment for the Arts. The application was accepted and Vazquez played in eleven cities. This was a very special moment for Roland... it was his music, his band, his concept and the audience reaction was great.

**ROLLAND YAVAZQUEZ**

The next step was sending demos to various record companies, but at this point a contract eluded him. Once again, Roland kept a level head throughout this difficult period. “I thought, you fool. Here you have this music and you’re just worried about the means of getting it out there. Most guys have the means and don’t have the music. So be grateful.” As fate would have it, he heard an Earl Klugh album and was so impressed with the clarity of the production and the musicianship that he submitted a tape to producers Dave Grusin and Larry Rosen. The music hit them immediately. Grusin and Rosen had just started their own record label and Roland and the Urban Ensemble found a home.

The works of Vilma Maldonado Reyes will be exhibited in the AHA Gallery at 200 E. 87th St. from June 15-July 6. This exhibition is in collaboration with Talier Boricua. The theme of this exhibit of drawings and paintings is the continual search for the internal, the wild imagination of the artist, which makes our eyes stop at a certain point that gradually unfolds into limitless possibilities.

Vilma was born and raised in Hato Rey, Puerto Rico. She studied at the University of Puerto Rico, San Juan’s Art Student League and the Alasrn Workshop given by Antonio Martorell. She was also involved for six years in the theatre and was a member of the Colectivo Nacional de Teatro. Vilma completed her graduate studies at N Y U in 1977; and at present works at El Museo del Barrio as a museum educator. New York County Supreme Court Judge J. Heller ruled that Merciana/Salsoul Records and William Millan have exclusive rights to the “Saoco” name. This court order has restrained Henry Flol from performing under the name “Saoco.”

www.americanradiohistory.com
Japanese Record Sales Jump 14% During 6-Month Period

by Kozo Otsuka

TOKYO — In the six months from the beginning of October, 1978, to the end of March 1979, the 15 leading Japanese record companies registered a 14% increase in sales revenues over the previous six-month period, a Cash Box Tokyo survey revealed.

Known as the world's second-largest record market, total Japanese sales revenues for the period reached 104.7 billion yen ($253.3 million), an average of 7 billion yen ($34.5 million) for each of the 15 companies, compared with the 92.1 billion yen ($466.7 million) earned from April 1-Sept. 31, 1978.

However, when compared to figures from no more than two or three years ago, the rate of revenue growth in the industry has clearly slowed. Among the most frequently mentioned causes of this slowdown, Cash Box Japan discovered, are the generally severe economic conditions in and around Japan, and the lack of hit product.

In terms of sheer volume of business, four companies — Victor Musical Industries, CBS-Sony, Toshiba-EMI and Nippon Columbia — dominated the market, garnering over 52% of the total revenues for the period.

Victor, with revenues totaling 15.1 billion yen ($37.5 million), led the way, followed by CBS-Sony, with 13.8 billion yen ($37.8 million); Toshiba-EMI, with 12.9 billion yen ($35.9 million); and Nippon Columbia, with 12.7 billion yen ($63.3 million).

A second group of companies, with revenue figures near the average figure of 7 billion yen, included Polydor of Japan, with sales of 8.7 billion yen ($43.4 million); King Records, with 6.7 billion yen ($34.5 million); and Warner-Pioneer, with 6.3 billion yen ($31.5 million).

Smallest companies in terms of sales were Crown Records, with 5.2 billion yen ($25.9 million); Canyon Records, with 4.7 billion yen ($21.5 million); Nippon Phonogram, with 3.9 billion yen ($19.4 million); RVC, with 3.8 billion yen ($18.8 million); Tokuma Musical Industries, with 2.6 billion yen (13.1 million); the record division of Trio, with 650 million yen ($3.3 million); and Sounds Marketing System, with 600 million yen ($3 million).

Largest individual gains percentage-wise over the previous period were accomplished by RVC, up 36%; Nippon Columbia and Warner-Pioneer, both up 25%; Tokuma Musical Industries, up 20%; Toshiba-EMI and Canyon Records, both up 16%; and Techiku, up 15%.

Two of the largest experienced decreases in business from the previous period — CBS-Sony dropping 5% and the record division of Trio slipping by 19%.
INTERNATIONAL DATALINE

(continued from page 46)

"Aftol" has told Cash Box that it has been a great year for him since he has formed his own company. He has acquired "Jonathan" as his label and RCA for his distribution in Europe. His own first three LPs, "Queen of the Samantha Albums," has already been a great success.

Cash Box Festival's famous Palm d'Or Award has been given to Charles Aznavour. Another award recently found its owner — Eddie Barclay of Barclay, France. It was the "L'Excellence" award, given to the company created by Serge Vassiliou.

United Kingdom

LONDON — EMI held a lunchtime bash last week for a few hundred various media and business personnel at Abbey Road studios to celebrate the launch of the new Wings LP, "Back To The Egg." The temporarily converted studio space was modeled to represent a giant frying pan containing several well-fired eggs in the form of lible shades. Paul and Linda McCartney were busy on form, meeting and greeting and sorting out records from the heads.

Before the release of the latest Wings LP, McCartney was unsure whether or not to include the USA and UK Top Ten hit single "Goodnight Tonight" on the album, "Shake It and LP". "Stainless" Home.

Polydor has just signed a long-term worldwide deal, excluding parts of Europe, for Roxy. Roller, a team of mobile wonders on roller skates. The deal involves Polydor International man, Eugene Moule, for EMG. Recent executive subsidies include rookie Cottell becoming promotion director for Phonogram International at their head office in Bannock, Holland and Suzanne Thomas has just become international label co-ordinator for Infinity Records.

**nick underrid**

WHERE IN THE WORLD

Rolling Stone recording artist Peter Tosh is currently on a 27-city tour of Europe that will feature an appearance at the Montreux Jazz Festival, July 7.

RCA recording artist Robert Gordon is currently on a tour of Europe and the U.K. that will last until July 1. Also on the bill is PolyGram's Ian Dury, and A&M recording artists The Tubes and Squirtles are currently on a tour of Europe that includes dates in Sweden, Denmark, Germany, Norway, the Netherlands, Austria, Switzerland, France and Spain. The tour will conclude July 11.

Atlantic recording artists Energetics are currently on a Canadian tour that will run until July 7.

MCA recording artists Barbara Mandrell, Roy Clark and the Oak Ridge Boys will be featured in the first of "country music evenings" at the Montreux Jazz Festival, July 7.

Atlantic recording artists Streetheart are currently on a tour of Canada that will run until July 11.

RCA recording artist Dolly Parton will embark on an extensive tour of Asia scheduled for July 7-Aug. 1. Performances will include dates in Hawaii, New Zealand, Australia, Hong Kong and Japan.

A&M recording artists Supertramp are set to tour Canada from July 9-Aug. 11. The tour will begin in Winnipeg and end up in Vancouver.

Infinity recording artists Spyro Gyra will embark on a European tour that will run from July 16-25 and will include dates at the Munich Jazz Festival, the Montreux Jazz Festival and London's Venue and Alexander Palace.

George Duke (CBS Records International) is set to tour Brazil in August. Also slated for the tour are Brazilian artists Milton Nascimento and Simo.

INTERNATIONAL BESTSELLERS

Canada

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<th>TOP TEN 45s</th>
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<tbody>
<tr>
<td>1. Born To Be Alive — Patrick Hernandez — Teldec</td>
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<td>2. Some Girls — QL &amp; FM/EMI Electrola</td>
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<td>3. Heart Of Glass — Blondie — Chrysalis</td>
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<td>4. Save Me — Clont — DGG</td>
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<td>5. Heart Of Glass — Blondie — Chrysalis</td>
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<td>6. The Beat — LW — Phonogram</td>
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<td>7. Go (Tell Why) — Peter Maffay — Teldec</td>
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<td>8. One Way Ticket — Arista</td>
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<td>9. Hooyay! Hooyay! It's A Holliday — Boney M &amp; Hansa</td>
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<td>10. Joao Do Myther Mother — ABBA — DGG</td>
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Canada

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<th>TOP TEN LPs</th>
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<tr>
<td>1. Breakfast In America — Supertramp — A&amp;M</td>
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<td>2. Live At Budokan — Cheap Trick — CBS</td>
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Germany

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<td>1. Born To Be Alive — Patrick Hernandez — Teldec</td>
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<td>3. Heart Of Glass — Blondie — Chrysalis</td>
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<td>4. Save Me — Clont — DGG</td>
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<td>6. The Beat — LW — Phonogram</td>
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<td>7. Go (Tell Why) — Peter Maffay — Teldec</td>
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<td>8. One Way Ticket — Arista</td>
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<td>9. Hooyay! Hooyay! It's A Holliday — Boney M &amp; Hansa</td>
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<td>2. Live At Budokan — Cheap Trick — CBS</td>
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<td>3. Parallel Lines — Blondie — Chrysalis</td>
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<td>2. Pompuzik — M — EMI</td>
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<td>8. Does Your Mother Know — ABBA — Polydor</td>
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<td>10. Here Comes The Sun — ELO — EMI</td>
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CBS Canada Tries New 'Bag' Wrap To Fight Disc Warpage

by Kirk LaPointe

TORONTO — In an effort to curtail album warpage due to shrink wrap, estimated to cost CBS Records Canada $150,000 in the first half of 1979, CBS has reverted to a "bag-type" packaging method in Canada. Alex Martorino, director of quality control for CBS Records Canada Ltd., told Cash Box he expects the recent switch in modes of album packaging to dramatically reduce the number of warpages.

Martorino, whose efforts were instrumental in devising the "old, new" means of album warpage, said that his company's manufacturing plant in Toronto will use the bag-type system for all product by August 1.

CBS executives, however, are still concerned about the aesthetics of the (loose wrap) product. Cosmetically, the new bag is not very good to look at. It obscures the album art a little. But after we redesigned the package, and resubmitted it in January, our marketing staff decided it was a worthwhile gamble to take.

As a result, Martorino said he is already hearing positive feedback from retailers and consumers alike. While it's too early to tell, Martorino said the reduction in returns will be "substantial, right away. I agree, the albums may not look great on the racks. But we're not selling any more warped albums. He said almost all album warpage is caused by excessive shrink warping coupled with fluctuating temperatures in storage. "We were faced with the problem. We had to decide whether to air-condition all the trucks we use to ship product, or come up with a new package."

At present, one of CBS' four packaging machines are equipped to use bags. The company plans to revamp the other three machines shortly. "We started experimenting with the Aquitaine product (the company's Canadian classical label). We got such great initial response, we decided to try some pop product under the new process. There's no doubt other companies will follow. Very soon, it saves us thousands each year in warpage returns."

Capitol EMI, the other prime manufacturing outfit in Canada, recently bagged the second Kate Bush album, "Lionheart" (as yet unissued in the U.S.), because it was a double pocket disc with embossed cover lettering.

"For storage purposes and boxing purposes, the new system is better," Martorino said. "There isn't any air trapped in the album, and it is much easier to box. The records are also easier to handle. They aren't as slippery."

He also asserted that, aside from the cost of upgrading machinery, there is no added cost to bag-type processing.

"However, no doubt it will help us regain a reputation we once had. Later, there's been some adverse reaction to album pressings. Consumers feel they're being shortchanged. I think pretty much this shows we care about putting out qualitative materials in the marketplace. We stand to gain from it."
GTB Cancels Planned 1980 International Coin Olympics

NEW YORK — Games Tournament Board has cancelled its 1980 International Coin Olympics, which was originally scheduled to take place in New Orleans next February, according to an announcement from GTB president Millie McCarthy. The decision, she said, is based on an upcominng national pinball tournament being put on by a group of major manufacturers.

"There is no question in my mind that two national coin-op tournaments in 1980 will only take away from each other," Millie noted. "From calls I've been getting, I realize there is confusion already as to which is which.

"In the interests of all concerned, we (GTB) will work in harmony with the pingame manufacturers in their efforts," she continued, noting that the group is conducting a feasibility study to determine the best way to run the tournament. "Perhaps they will think of the GTB efforts as phase one of one of the study. Our program has been long in the planning, with industry-wide cooperation, and we were on our way to New Orleans when the manufacturers' plan was announced. Of course it is very timely to capture the excitement of the 1980 Olympic year in coin-operated sports as well.

"Tournament Chairman Jim Ferguson noted that monies that had been collected have already been refunded. "Those who still have tournament kits will please return them to Tournament Headquarters, Inc.," he said, stressing that groups like Selco Distributors who had special printings done should hold on to materials until contacted. "Instructions, manuals, and other undated materials can be salvaged for another time or for local tournaments," Ferguson noted.

Games Tournament Board will continue to act as a clearinghouse of information and ideas for those interested in promoting.

"Pinball Pool" Is The New 4-Player Solid State Fliper From Gottlieb

CHICAGO — "Pinball devotees who continually look for a new twist or variation in classical American flippers are going to experience a feeling of exhilaration the first time they try Gottlieb's 'Pinball Pool."' commented the company's marketing vice president Tom Herrick, in announcing the release of Gottlieb's new four-player solid-state game.

"This is a dyed-in-the-wool original new version of a theme that pinball enthusiasts never seem to tire of," he continued. "The game features no less than 14 separate drop targets, each representing one pool ball and bonus is built up by knocking down the targets."

"Pinball Pool has a unique new feature: two sets of parallel drop targets line each side of the game. In a three-ball mode, if a player knocks down one of the drop targets the corresponding target on the other side of the game also drops. Shooting for the kickout holes (one in each of the two far corners) is also a key to high scoring.

"Capture Ball" Feature is another focal point of the game, according to Herrick, is a "capture ball" drop which occupies center stage and offers the player the additional opportunity of accomplishing an interesting skill shot as well as building bonus. Also, two outside bottom rollovers give the player the additional opportunity to advance the bonus. Other variations in scoring include lighting the capture ball by making the A-B-C top rollovers which rewards the player with an extra ball.

"All in all," Herrick concluded. "Pinball Pool is the type of fast action, knock-em-down, light-em-up, skill ball that has characterized many memorable Gottlieb theme games based on pool and billiards. This one with its splatbox and unique backglass and classic arrangement of pinball elements will rank with the best — and early test reports are bearing this out."

The new model is available through Gottlieb's distributor network.

Cinematrionics Incorporated Buys Vectorbeam Plant And Patent Rights

LOS ANGELES — Cinematronics of El Cajon, California, recently purchased Vectorbeam Inc. of Union City, California for an undisclosed sum.

As new head of Vectorbeam's manufacturing plant, Cinematronics has acquired the complete patent rights to the Vectorbeam system. Even though Vectorbeam is now a subsidiary of Cinematronics, both facilities will continue to operate independently.

Tom Stroud Jr., formerly vice president of marketing for Cinematronics, will become president of Vectorbeam as the company's president, Paul Jacobs, resigned last month for the larger took place. Jill Levine will retain the position of general manager for the company. Additionally, Lenore Sayers, a former Atari employee, will become Vectorbeam's sales manager as well as head of Cinematronics its new chief operating officer.

New Appointment

As marketing, accounting, research and development and administrative positions will be separate at each facility, Jim Pierce and Dave Stroud will remain in their respective positions as vice president and sales manager at Cinematronics. In one new staff appointment at Cinematronics in El Cajon, Pat Adler, formerly in accounts receivable, has been upped to the position of marketing administrator.

Larry Rosenthal, the inventor of "Space Wars" and patent holder of the Vectorbeam system, will no longer be involved in the operation of either company.

Pizza Time Sets Expansion

LOS ANGELES — California-based Pizza Time Theatre, Inc. will expand its operations into Sacramento, Huntington Beach and Stockton this summer. Pizza Time Theatre incorporates coin operated games and amusements and a unique system of free promotional computerized contests, to appeal to the families with the popularity of a quality pizza restaurant.

"We have enough sufficient data from the prototypes to validate the strength of our concept," stated Nolan K. Bushnell, founder and executive officer of the rapidly expanding chain of family entertainment centers. "Based on the idea's workability and potential, we've made a decision to move quickly into the L.A. basin. I perceive this first Southern California store as the forerunner of dozens more to open in that area. Ultimately, we'll have a franchised company-owned ratio of ten to one."

Pizza Time Theatre, which is headquarter in Cupertino, Calif., is currently negotiating for space in San Diego, Sunnyvale, Santa Ana, Fremont, Milpitas, Santa Rosa, Redding and Fairfield.

THE JUKE BOX PROGRAMMER

1. GETTING CLOSER WINGS (Columbia-3-11029)
2. MAMA CAN'T BUY YOU LOVE (Tonk John/MCA-41042)
3. LAST OF THE SINGING COWBOYS MARSHALL TUCKER BAND (Warner Bros. WBS-8841)
4. THE MAIN EVENT/FIGHT BARBRA STREISAND (Columbia-3-11008)
5. GOOD TIMES (Atlantic 3866)
6. THE DEVIL WENT DOWN TO GEORGIA CHARLIE DANIELS BAND (Atlantic 3850)
7. MY SHARONA THE KNACK (Cpalo-4731)
8. LET'S GO THE CAR (Elektra E-4066)
9. DIFFERENT WORLDS (THEME FROM ANGIE) MAUREEN McGOVERN (Columbia-3-11146)
10. VENGEANCE CARLY SIMON (Elektra-469/51)

TOP NEW COUNTRY SINGLES

1. SUSPICIONS EDDIE RABBIT (Ekaatra-4653)
2. NO ONE ELSE IN THE WORLD TONY TILLET (Epic-50722)
3. PICK THE WILLOW FLOWER GENE WATSON (Capitol-4723)
4. COCA COLA COWBOY MELL TILLS (MCA-41011)
5. WHO WAS THE MAN WHO PUT THE LINE IN GASOLINE JERRY REED (Columbia-3-10038)
6. ALL AROUND COWBOY MARTY ROBBINS (Columbia-3-11016)
7. SLIP AWAY DOTTIE RICH (MCA-11810)
8. BASTROOL MOUNTAIN MOE BANDY (Columbia-3-10974)
9. SOMEDAY MY DAY WILL COME GEORGE JONES (Epic-50804)
10. LET'S TRY AGAIN JANIE FRICKIE (Columbia-3-11029)

TOP NEW R&B SINGLES

1. CRANK IT UP PETER BROWN (Direct-TX-6278)
2. DANCE 'N' SING 'N' LTD (A&M-2142)
3. THE ROSS DIANA ROSS (Motown-M14067)
4. H.A.P.P.Y. RADIO EDWIN STARR (20th Century Fox RCA TC42068)
5. CRYING INSTANT FUNK (Isotone/RCA ST-7068)
6. I JUST WANT TO BE ME ABBIE FREED (Columbia-20197)
7. WHERE DO WE GO FROM HERE ENCHANTMENT (Roads/RCA JBT-16032)
8. SORRY NATHALIE COLLE (Cpalo-47227)
9. DANCE SING ALONG FREEDOM (Malaco-TM-15075-A)
10. LOVE WILL BRING US BACK TOGETHER ROY AVERS (Polydor-PD-14573)

TOP NEW DISCO SINGLES

1. DO YOU WANNA GO PARTY K.C. AND THE SUNSHINE BAND (TJ-1033)
2. UNDERCOVER LOVER DEBBIE JACOBS (MCA-41039)
3. WE'VE GOT THE NEXT DISCO ATOMIC ROCKET (ARC-Columbia-3-10971)
4. THIS TIME BABY JACKIE MOORE (Columbia-3-10925)
5. WANT ADS ULLANDA (Oceane-Aria-7900)

www.americanradiohistory.com
Williams Electronics, Inc. hosted its first "accent on achievement" conference the weekend of June 9 at the Lincolnshire Marriott. The two-day event provided the opportunity for key personnel to get together on an informal basis to discuss company plans, present and future. In addition, there was time spent on social functions like the Saturday night banquet honoring those individuals who contributed most significantly to Williams' success; such recreational activities as golf, tennis and a Williams' Volley Ball Tournament which turned out to be one of the highlights of the weekend. As we learned from Ron Crouse, Jack Mitte's team really excelled in this category. A few days following the big event a new production record was set at the factory when "Flash" became the all-time best selling pin, surpassing the historic "Space Mission" by a considerable margin! Flash is still going strong, and is expected to continue at this fantastic pace for several more weeks.

MIDWAY'S DIRECTOR OF SALES Larry Berke announced that the factory will close for vacation the weeks of July 23 and July 30, with production resuming on Monday, August 6. Further vacation will still be needed to deliver Space Invaders up to vacation time—and who knows, even beyond that, at the rate this game just "keeps on going." Incidentally, the glowing reports also apply to the cockpit table version, which is racking up a lot of sales. Service manager Andy Dacy was enroute to South Dakota at press time to conduct a Midway service school for J-M Distributing Co. in Deadwood.

CURRENTLY IN DELIVERY at D. Gottlieb & Co. is the firm's latest model "Pinball Pool," which has tested out like a winner.

DATELINE MINNEAPOLIS, home of Hanson Dist. where, as noted by company exec Kirk McKenney, another customer service was recently initiated; namely, the installation of two watts lines 1 (800) 352-2709 for use in Minnesota only and the other 1-800-328-2964 for out of state. Might mention also that the distribs frequently published house organ, which we had an opportunity to leaf through, is very informative — especially the service hints.

FROM THE AMOA NEWSLETTER: Candidates for the AMOA board of directors must be submitted to the Nominating Committee for Directors by August 9. Each recommended candidate must be endorsed by five members in good standing and the association cautioned that recommendations received after August 9 will not be accepted. The term of a director is three years. Members may submit their choices to the committee in care of the Chicago office of AMOA (35 East Wacker Drive, Chicago 60601).

California Clippings

Jack Sutton of Rowe International in San Francisco is looking forward to a fantastic summer season, as his new test facility in the Fisherman's Wharf area is now open. The arcade is run in conjunction with the San Francisco Wax Museum. The Museum's walkway runs right in front of the facility, which features only video games—features that are going to feature videos that are either prototype or current," said Sutton. The facility will feature one pingame, Atari's gigantic "Hercules." After having been in renovation for the past eight months, the arcade is now ready for another season's tourist traffic.

OSCAR ROBINS OF PORTALE AUTOMATIC SALES says that although the distribs have been running behind in orders, it is starting to get more of a steady flow of product. Robins seemed excited about Gottlieb's new wide body, "Gene." "The machine plays extremely well and has a great pinball layout," mentioned Robins. "It also is unusual in that it has two sounds and five flippers." Robins added that since Portale has been distributing Tornado's football game it has become a big mover. Portale is the first company to distribute Tornado. In order to boost Portale sales action, Robins stated that Stern's "Hot Hand" and Atari's "Baseball" are fairly well.

EXIDY'S Lita Zinter said that the company is in the midst of getting out its first production of its new video, "Crash." The manufacturer is still taking orders and shipping "Starfire," but it will not move to its new headquarters for another two weeks. Exidy has tentatively scheduled an open house for its new Sunnyvale building in August.

C.A. ROBINSON'S GIGANTIC USED machine sale brought customers from all over California to the distribs, according to Hank Tronick. He offered that not only was old inventory reduced, but the sale also stimulated sales activity of new product. Tronick ended a brief conversation by saying that one of the favorite attractions at Knott's Berry Farm is Atari's "Hercules."

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□ PUBLISHER □ RECORD CO. □ DISC JOCKEY □ JUKEBOXES

□ REPRINTING □ AMUSEMENT GAMES □ VENDING MACHINES

□ OTHER ______

Meyer Gelfand

Gelfand To Serve As Chairman For Dinner Honoring ARA's Fishman

Field held in association with the Israel Bond Organization, will take place on the eve of the 1979 National Automatic Merchandising Association, at a nation-wide tribute committee, consisting of outstanding leaders in the industry, is being formed to plan and participate in the tribute, according to Gelfand.
WCI Posts Dividend
NEW YORK — Warner Communications Inc. last week declared the regular quarterly dividend of 25¢ per share on WCI Common Stock. The company also declared the regular quarterly dividend of 31⅔¢ per share on Series D Convertible Preferred Stock. All dividends are payable on August 15, 1979, to shareholders of record at the close of business on July 16, 1979.

Preferred 313/46 declared the regular quarterly dividend.

Gottlieb's FOUR PLAYER SOLID STATE

Stern Names Mountain Coin As New Distribute
CHICAGO — Stern Electronics, Inc. has appointed Mountain Coin Machine Distributors of Denver, Colorado as its full line distributor in the Rocky Mountain states area, according to Larry Siegel, Stern's vice president of sales.

“We expect the addition of Mountain Coin to our distributor network and the attendant expansion of our service facilities in that area will be a real asset to the continued rapid growth of Stern Electronics,” Siegel stated.

The new association is effective with the introduction of “Hot Hand.” Stern's newest pinball machine. Reported response to prototypes of the new model indicate the large number of special features, such as ten rollover pockets with a sweeping arm at the top of the playfield and the several memory intense features, will result in added play and increased profits for the operator, as Siegel pointed out.

Mountain Coin Machine Distributors is headquartered at 50 Río Grande Blvd. in Denver, Colorado. There are two other divisions of the firm headquartered at 3752 South State Street in Salt Lake City, Utah and at 29100 Fourth Street N.W. in Albuquerque, New Mexico. The distributorship is owned by Eldon Kingston, Marty Cerrin is the general manager.

Gelfand To Serve As Chairman For Fishman Dinner
NEW YORK — Meyer Gelfand, chairman and chief executive officer of the Mack Company of Cheverly, Maryland, will serve as the general chairman of the national dinner honoring William S. Fishman, chairman and chief executive officer of ARA Services, at the dinner, slated for October 24 at Chicago's Hyatt Regency, Fishman will receive the Israel Prime Minister's Medal. Serving as executive co-chairmen of the dinner committee are Marvin Heaps, president of ARA Services and William M. Siegel, president of ARA Food Services Co.

The industry-wide tribute, which is being

Sega To Make ‘Starhawks’ Video Game In Japan
LOS ANGELES — Cinematronics Inc. of El Cajon, Calif. and Sega Enterprises of Japan have completed an agreement under which Sega will manufacture Cinematronics' “Starhawks” game in Japan. The Japanese company will begin manufacturing the game on July 1.

Sega Enterprises manufactures and distributes coin-operated amusement games, large screen television projection systems and other entertainment products. The company, which also operates amusement centers in the United States and Japan, is 95 percent subsidiary of Gulf & Western Industries, Inc.

BREAKFAST AT JACQUES — Thomas V. King, general manager of the Merchandise Mart and president of United Cerebral Palsy/Chicago, and Peter Salchow, general manager of the Jacques Restaurant Corporation, were on hand at the recent kick-off breakfast at Jacques Restaurant in Chicago to launch the 1980 United Cerebral Palsy Telethon. Pictured (l-r) are: King and Salchow.
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Cash count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISEMENTS. Inquiries not checked within 48 hours. A 25% surcharge will be held for four consecutive weeks on all unpaid accounts. No postcard receipt of your check or cash. NOTICE — $156 Classified Advertisers (Outside USA & 70% or to your pre- sent address if not received by the 15th of the month). Advertisements will be billed at the rate per word per issue for one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All advertising is subject to the approval of the Classified Department. You are assured of publication if you verify your Classified is sent to Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY
product and $4.62 for $8.98 list. For retailers, the base price (for volume under 262) will be $4.92 for $7.98 list retail and $5.08 for $8.98, with discounts up to 7% for dealers handling more than $250,000, or $1.50 to $4.20 for $7.98 and $4.72 for $8.98.

Merchandiser Reaction

"I don't like it," says Chris Stewart, vice president/executive president of the southwestern Record Bar chain in reaction to the WEA announcement. "We've got increased costs for everyone and the margins are going to suffer. We want WEA to know we're not pleased.

"We haven't decided what to do, because this is a two-way street. We're going to look at changing our policy of sticking with $5.99 or $6.99 or $7.99 prices and maybe go to $7.19 or $8.19.

"What really bothers us," continues Stewart, "is that they've already broken the barrier of selling to us at $50 of list and now they've kind of moved with this move. We've got to have a profit margin to work with."

A number of accounts also noted that the new WEA policy may force them to abandon the $9.99 ending on prices, but some saw a silver lining to the dark cloud.

"We've been stuck to sell to a lot of people over barriers like the $6 barrier," says Bruce Chisolm, vice president of Downpour Distributing, a Portland-based one stop serving the Pacific northwest up to Alaska. "But if the economy can bear it, it may help retailers by enabling them to go to $6.29 or $8 or whatever they feel will sell."

"But it does seem strange that WEA needs to make this move," adds Chisolm. "The retailers aren't charged that much more, they are already spending less money on promotion than the other majors. But who can stop them? I certainly can't survive without their product."

To Terry Worrell, owner of the Dallas-based Sound Warehouse wholesalers/retail operation, the fact that WEA is the first to raise prices this year comes as no surprise.

"In my six years in the business, every price increase has been instituted by WEA first," notes Worrell. "The first $6.98 list LP was 'Not At The Opera' and the first $9.98 was 'A Wild And Crazy Guy.' And it's been the same with wholesale price increases.

"They had a great first quarter, so maybe this means they don't operate their business any different than the others. They are going to get this increase then raise everything to $8.98 in a couple of months anyway. My guess is that we'll see $8.98 across the board this year, so I'd rather see them raise $8.98 now than have them hurt our margins this way. This kind of price hike wreaks havoc with our pricing structure."

New York

Disc-O-Mat, the record store chain that operates five stores in New York City, now prices $7.98 list LPs at $4.49 and $9.88 at $4.99. According to Allen Bailey, Disc-O-Mat general manager, the chain was considering raising prices before "They're taking the other majors to the cleaners," he says. "And with the record business seemingly getting softer, this is going to mean fewer new releases until Christmas."

Jim Bunk, executive vice president of Stark Records and Tape Service, the midwestern-based wholesaler/retailer operation, says, "As cost pressures increase on the manufacturers, we are likely to see more and more other manufacturers to follow WEA's lead.

"I don't know how much our album prices will be. It may be $5.99 up if the other companies raise prices too," says Bunk, "but the price hike will probably start the end of WEA's 99 cent campaign.

Bunk also suggests that perhaps the time has come for labels to "take a hard look at these high priced contracts they give artists."

Sports Analysis

"We seem to be getting into the same trap that major league sports are in," Okinow comments. "With such crazy bidding for the superstars, consumers are going to a theater or not going to the ballpark if they can get the entertainment. At a certain point, the consumer will be forced to make a decision on whether he can buy records or not."

Scott noted that it is becoming increasingly expensive for a record company to break a new act. Costs are rising for advertising, merchandising, promotion and tour support. But, without making a large investment beyond the production stage, he said, a label can use the JEM FARM Team to generate a buzz on a record.

Scott stressed that "every single FARM Team contract is unique, because it fills a different role for that artist." "We've never done a basic standard form to the FARM Team. It's geared to allow everything from a manager to a major label to utilize it, without feeling threatened or intimidated."

"The FARM Team is set up in a way that a major does not feel that they have to go to a JEM to get something accomplished, like it's downgrading to the act. The idea is that the FARM Team will be so strong in what it does that an act will feel secure, knowing that it's going to the FARM Team, that it will get a better boost from day one than if we weren't involved.

"Of course, Scott emphasized, the contract-holding label will still have to take over after JEM has laid the groundwork for the album's success. "At that level, the record has sold enough copies to be generating advertising dollars that can be put back into the album to increase the much wider scale."

"How does Scott feel about losing an album to a label?" "It depends on the level, but it's beginning to break?" "I'm going to feel very good because that is going to solidify our position in the record. We have that already."

"And it becomes very, very apparent that JEM Records performs a service that is both unique, and that's totally beneficial and that has to be sustained. Because, with every act we break, we're saving somebody a hell of a lot of money."

At the same time, Scott added, JEM will not be left out of the success of any record they work on. "We feel we should participate in the sales of whatever our act is, but if we help break it," he stated. That "participation," he added, will probably take the form of some kind of override on future albums."

De-Emphasis On Promotion

Scott doesn't believe that JEM's lack of local promotion men will hurt its FARM Team. "We've never had a large promotion staff," he explained. "What we have is credibility on the street, we're a part of the industry, etc... Our release sheet is almost like a trade. People look at it and say, 'Hey, JEM gets better deals because of what it sounds like.' We don't really have to promote records locally because of the name value we're doing."

At least for the balance of this year, JEM intends to be very selective about the projects they take on for the FARM Team. After that, Scott said, they hope to expand the operation more quickly.

One consideration slowing down development of the FARM Team is the fact that JEM is undergoing a process of physical expansion. The company's west coast warehouse has just been moved to a new space in Reseda, California, and the east coast offices and warehouse are being moved to major leasable space.

Of course, Scott emphasized, data processing facilities on both coasts are being updated to accommodate new tracking requirements.

At present, Scott said, JEM has the capability to track, not only its complex import shipments, but sales of independent distributors on a collective basis. "FARM Team and PVC product will be tracked geographically in 25 different areas of the country. We will be "a readout of approximately 200 stores on a selected title as to what they are selling."

In conclusion, Scott stressed the fact that JEM can't afford to "hype" a new act with the same vigor it did in the past. "We're not going to have that same sort of marketing blitz that a major label will typically launch. "But what we can do is lend our credibility and our status in terms of the past eight years (as an importer). When we find something that we feel is important, we can make it happen."
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Release Date</th>
<th>Chart Position</th>
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<tr>
<td>134 FATE FOR BREAKFAST</td>
<td>Art Garfunkel</td>
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<td>135 NEW KIND OF FEELING</td>
<td>Dion &amp; Paul Cherry</td>
<td>1978</td>
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<td>136 ROCK 'N ROLL HIGH SCHOOL</td>
<td>Robert Plant</td>
<td>1978</td>
<td>137</td>
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<td>137 WHERE THERE'S SMOKE...</td>
<td>The Who</td>
<td>1978</td>
<td>141</td>
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<td>138 WITHIN YOU, WITHIN ME?</td>
<td>Wet Willie</td>
<td>1978</td>
<td>145</td>
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<td>139 TALES OF THE UNEXPECTED</td>
<td>Janis Joplin</td>
<td>1978</td>
<td>144</td>
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<td>140 TRB TWO</td>
<td>Tom Robinson Band</td>
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<td>141 REAL TO REAL</td>
<td>Martin Block Band</td>
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<td>142 STRAIGHT TO THE POINT</td>
<td>The Ohio Players</td>
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<td>143 SKY</td>
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<td>Z.Z. Top</td>
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<td>145 IF YOU KNEW SUZI...</td>
<td>The Doobie Brothers</td>
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<td>146 BARBRA STREISAND'S GREATEST HITS Vol. 2</td>
<td>Barbra Streisand</td>
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<td>147 VIOLANCE OF LOVE</td>
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<td>148 SLEEPLESS IN BANGKOK</td>
<td>Black Sabbath</td>
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<td>149 WHAT THE HELL IS THIS</td>
<td>Johny 'Guitar' Watson</td>
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<td>150 IN THE PUREST FORM</td>
<td>Massi &amp; Judy Bledsoe</td>
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<td>151 TEN YEARS OF GOLD</td>
<td>Kenny Rogers</td>
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<td>152 HEAD FIRST</td>
<td>Little Feat</td>
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<td>153 IMAGES</td>
<td>Sugar Hill</td>
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<td>154 IN DANCENDAN</td>
<td>The Tonight Show</td>
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<td>155 INSTANT FUNK</td>
<td>The Dimension Brothers &amp; the Fugs</td>
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<td>156 IN THE MOOD WITH TYRENE</td>
<td>Tyrone Davis</td>
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<td>157 KEEP THE FORTRESS OF DESPERATE VILLAGE</td>
<td>Michael Franks</td>
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<td>158 CUT ABOVE THE REST</td>
<td>Fleetwood Mac</td>
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### Alpha-Listed Top 200 Albums (by Artist)

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<td>Duane Allman, Gregg Allman</td>
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<td>Arizona</td>
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<td>Atlantic Starr</td>
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<td>Blackfoot</td>
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<td>Boz Scaggs</td>
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<td>British Indiaanse</td>
<td>British Indiaanse</td>
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<td>Collins, Arlo</td>
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<td>Crosby, Stills &amp; Nash</td>
<td>Crosby, Stills &amp; Nash</td>
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<td>Eagles, The</td>
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<td>Emerson, Lake &amp; Palmer</td>
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<td>Family</td>
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<td>Fats Domino</td>
<td>Fats Domino</td>
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<td>Fats Domino</td>
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<td>Funk Bros</td>
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<td>Gershwin, George</td>
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<td>Glass, Philip</td>
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<td>Gregg Allman</td>
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**Note:** The chart positions are approximate and may vary.
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<td>BOMBES AWAY DREAM BABIES</td>
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<td>SONGS OF LOVE</td>
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<td>MINUTE BY MINUTE</td>
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<td>KISS (Casablanca BLK-7157)</td>
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<td>BACK TO THE EGG</td>
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<td>WHAT CHA GONNA DO WITH MY LOVIN'</td>
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There's a party tonight and everybody's comin'.

Do You Wanna Go Party?
The dynamite new album from the group that triggered a dance explosion.

LP TK611 45-1033R 12" SSD207

KC AND THE SUNSHINE BAND
On FC Records and Tapes.
Produced by Casey Finch for Sunshine Sound Ent. Inc.
In any language ABBA
means GOLD.

From the largest selling group in the world,
the new album from Abba. “Voulez-Vous.”
The new single, “Does Your Mother Know.”

On Atlantic Records and Tapes.