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EDITORIAL

Guilty By Association

The tentative decision by the Federal Communications Commission that RKO General, Inc. is not qualified to hold the license for WJAC-TV in Pittsburgh, PA, threatens the new station's renewal because of the parent's admitted domestic and foreign payoffs in the earlier 1970s. The FCC also ruled that granting RKO 30 days to present "mitigating evidence" before the Commission makes its final decision.

The four-to-two decision also temporarily stalled a proposed sale of WNAC-TV to Community Broadcasting Inc. and Dudley Station Corp. for over $50 million. While we cannot and will not justify General Tire's illegal actions, we feel that the parent company's activities taint the qualifications of the RKO chain by association only. Proof of wrongdoing at a particular station should be the primary criteria in reviewing license renewals, not indiscriminate rules committed by the parent.

In this era of conglomerates where most employees do not know of half of their related companies, the outcome of this decision could not only affect RKO's $15 radio and television licenses, but also several other broadcast networks that are owned by large conglomerates that too may have been involved in illegal maneuvers.

The RKO attorneys contend that an adverse decision could wipe out $300 million to $400 million of the company's assets. But what is really at stake is the very foundation of the broadcast industry.

NEWS HIGHLIGHTS

- Many recent albums among flood of cutouts and overruns (page 7).
- Performance rights bill introduced in U.S. Senate (page 7).
- General Tire's transgressions threaten RKO channel licenses (page 7).
- Bookings for country music acts hold steady despite energy crunch (page 29).
- "Don't Bring Me Down" by ELO and "Ain't That A Shame" by Cheap Trick are the leading Cash Box Singles Picks (page 13).
- "Midnight Magic" by the Commodores and Columbia's "Havana Jam" are the leading Cash Box Album Picks (page 15).

TOP POP DEBUTS

SINGLES

#2 WHAT CHA GONNA DO WITH MY LOVIN' — Steppenwolf — 20th Century-Fox/RCA

ALBUMS

#1 NINE LIVES — Red Speedwagon — Epic

POP SINGLE

BAD GIRLS
Donna Summer
Casablanca

R&B SINGLE

GOOD TIMES
Chic
Atlantic

COUNTRY SINGLE

(GHOST) RIDERS IN THE SKY
Johnny Cash
Columbia

JAZZ

STREET LIFE
Crusaders
MCA

NUMBER ONES

BAD GIRLS
Donna Summer
Casablanca

GREAT HITS
Waylon Jennings
RCA

DISCO

I'VE GOT THE NEXT DANCE
Deniece Williams
ARC/Columbia
**ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEE)**

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<th>Rank</th>
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<th>Publisher/Licensee</th>
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<th>Peak Position</th>
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<td>1</td>
<td>DANCE THE NIGHT AWAY</td>
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<td>STATUS QUO</td>
<td>WBS (6894)</td>
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<td>5</td>
<td>WHERE WERE YOU WHEN I WAS FALLING IN LOVE</td>
<td>JOHN DENVER</td>
<td>MCA (41065)</td>
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<td>BEATLES</td>
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<td>LADY WRITER</td>
<td>JIMMY DURANTE</td>
<td>WBS (8886)</td>
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<td>RISE*</td>
<td>HERB ALPERT</td>
<td>A&amp;M (2151)</td>
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<td>HEY, ST. PETER</td>
<td>JIMMY DURANTE</td>
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<td>GONE, GONE, GONE</td>
<td>BAD COMPANY</td>
<td>WBS (6888)</td>
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<td>11</td>
<td>TOTALITY HOT</td>
<td>OLEK NYWOLI</td>
<td>MCA (41031)</td>
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<td>12</td>
<td>WHAT CHA GONNA DO WITH MY LOVIN'</td>
<td>STEPHANIE MILLS</td>
<td>Gemini (20th Century Fox; BGO/Polydor)</td>
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<td>13</td>
<td>JUST WHEN I NEEDED YOU</td>
<td>RANDY VAN WARMER</td>
<td>BBS (0334)</td>
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<td>THIS NIGHT WON'T LAST FOREVER</td>
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<td>NANCY SINATRA</td>
<td>MCA (41031)</td>
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<td>CHASE ME</td>
<td>MELISSA &amp; THE MIGHTY THREE</td>
<td>WBS (6888)</td>
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<td>BROTHERS LOUIS</td>
<td>RPM (4215)</td>
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<td>25</td>
<td>KEEP ON RUNNING AWAY</td>
<td>DONNY &amp; MARC</td>
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<td>MINUTE BY MINUTE</td>
<td>BOBBIE BROWN</td>
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<td>27</td>
<td>YOU TAKE MY BREATH AWAY</td>
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<td>WBS (6888)</td>
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<td>28</td>
<td>LET ME BE GOOD TO YOU</td>
<td>WINSLOW &amp; THREE TOPS</td>
<td>WBS (6888)</td>
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</tr>
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*Exceptionally heavy radio activity this week

**12* Available For Sale

- Exceptionally heavy sales activity this week
THE THREE SECRETS TO BARRY WHITE’S SUCCESS ARE ON THIS ALBUM.

1. A voice as sensual as the rustle of satin sheets.
2. An ability to take the words right out of your heart.
3. A gift for orchestration second to none.

"I Love To Sing The Songs I Sing," the brand new album from the one and only Barry White. Includes the single, "I Love To Sing The Songs I Sing"
CASH BOX PRESENTS:

THE BEST OF

TUNE INTO PAGES 20/21
Overruns, Cutouts Flooding Marketplace; Recent Items Are Available At Low Prices

by Leo Sacks, Aaron Fuchs & Ken Terry

NEW YORK — Apparently as a result of last minute catalog changes, the second half of a plethora of overruns and cutout merchandise has been flooding the marketplace in recent months. According to one major cutter, approximately 10 million record and tape units have been dumped by major labels since the beginning of the year.

From the evidence of overstock lists, the amount of time that lapses between an album's release and its appearance on the cutout bins is getting progressively shorter. And the stature of some of the artists whose albums have been recently dumped is greater than ever before.

Among the more noteworthy-charts examples of reportedly overstocked LPs are Emerson, Lake and Palmer's "Love Beach" (recording by Columbia, June 17, 1978), Lou Reed's "Street Hassle" (June 10, 1978), Patti Smith's "Easter" (Sept. 16, 1978), 10cc's "Bloodies Tourists" (Jan. 27, "101 Dalmatians Life" (July 15, 1978), The Beach Boys' "M.I.U. Album" (Nov. 18, 1978), Harry Chapin's "Dance Band on the Beach" (Dec. 12, 1977), and "Then There Were Three" (Sept. 30, 1978).


A number of importers have also introduced colored vinyl LPs to the overstock marketplace. Among these import titles are several best-selling albums as "Rumours" by Fleetwood Mac, "Band on the Run" by Paul McCartney and Wings, "The Eagles' Greatest Hits," "Stranger in Town" by Bob Seger, "Living in the U.S.A." by Linda Ronstadt, "Aja" by Steely, "Harvest," "Vanilla Sky," "Atlantic Crossing" by Rod Stewart, "The Best Of Styx" "Stealin' Home" by Ian Matthews, "Goodbye Yellow Brick Road" by Elton John, and "A Night At The Opera" by Queen.

We have been offered every album short of the Beatles on colored vinyl," said one cutout buyer.

In addition, there are many choice cutouts that are currently being offered to overrun distributors, such as Sister Sledge's "Together," "Stiffs Live" which features performances by Todd Rundgren, Nick Lowe, and Ian Dury. Jefferson Airplane's "Berk," "Best Of" albums by Charles Mingus, Ornette Coleman, Brian Rappan Roland Kirk, Sea Level's "The Edge," John Coltrane's "A Alvarez Garde" and "Alternate Takes," Thin Lizzy's: "Johnny the Fox," the Eagles' "On the Border," and the Beach Boys' "Overdrive's Four Wheel Drive" and "Head On." LPs.

Identification of these overruns and cutouts were made from the latest available record company catalogs and cutout lists, as well as cutout dealers.

High Mark Up

While cutouts have always offered a good gross margin for the retailer, the markup today is better than ever. Prices for overstocked LPs are ranging from $1.75 to $2.25, and in many cases are being sold for $2.50 to $2.99 and $3.99. Some of the more mentioned LPs are even being sold at full line prices of up to $6.99.

Many of those titles, retailers freely admit, are being sold as both full-line and overstocked LPs at the same time in the same stores. While this practice may not hurt the dealer, who can sell the same LP at both prices and make money on it either way, it has naturally reduced their catalog reordering. One retail chain buyer put this view: "Why should we order catalog product when the title will eventually appear as an overstock or even a cutout for less than half the price?"

A number of reasons have been offered for the huge numbers of cutouts and overruns glutting the wholesale pipeline. One is the increased advertising expenses of the major labels, which has resulted in increased payola payments that the record companies have been forced to meet in order to secure their product on radio.

One year ago, the average run on an overrun was 50,000. Now it's more like 250,000 to 300,000. Of course, the retailers aren't free from blame either. We all knew that the market was soft in September, yet were overly optimistic, and we went for all the deals.

More indirectly, the brisk overrun business can be attributed to recent list price increases that cut into the amount of money the consumer was able to spend on front line product. For example, while the $8.98 to $9.98 list price proved that it does not deter the sale of hit product, it has prompted a noticeable decline in the area of multiples for top selling titles. (See page 8)

RKO Licenses In Jeopardy Due To Parent's Violations

WASHINGTON -- RKO General's 12 radio stations and four TV stations are in danger of losing their licenses as a result of parent company General Tire and Rubber's admitted bribery of foreign officials, illegal political contributions in the U.S. and inadequate records keeping.

The FCC, which was considering a license revocation last December, has tentatively ruled, for a 4-2 vote, that RKO is not qualified to hold the license of WHAG TV in Boston due to General Tire's "outrageous wrongdoing. The Commission later decided to reopen the record on the 10-year-old Warner Communications license for "AC special report" to be filed by the General Tire.

If RKO's license renewal for WNAC is denied on the basis of the character qualification issue, the same issue could be raised against all of RKO's stations at

Carter Exits RCA; Feed To Be Upgraded

NEW YORK -- Dick Carter has left RCA Records where he was division vice president and president of marketing. It has been learned that Bob Fead, division vice president of sales and distribution for RCA, will be coming to New York to head the RCA Records domestic commercial operation.

An official announcement from the company is expected shortly.

Sinatra Back With 3-Record Salute To Past And Future

by George Albert

LOS ANGELES — After a five year absence, Frank Sinatra will return to the recording studio to do a three-record set. All three of the LPs include accompaniment by the prestigious 100-member Los Angeles Philharmonic and the 50 voices of the Master Chorale.

This momentous event will crown a triumphant year which marks the master's 40th anniversary. Some of the most significant events include: accompanied by the prestigious 100-member Los Angeles Philharmonic and the 50 voices of the Master Chorale.

The section will be arranged in the style of the big band era. The LP will showcase songs which became hits during Sinatra's tenure as one of the most伟大的 performers and contributors to the music. From the big band era to the Beatles and beyond will highlight this stellar offering from an artist who is possibly the greatest entertainer of all time.

Famed composer/conductors Billy May, Don Costa and Gordon Jenkins will each conduct and perform on a separate segment of the record set.

"Trilogy" will be divided into three distinct sections: "Music of a Bygone Era," "The Power of Words," and "Things Past." arranged and conducted by Billy May. will survey the astounding longevity of early Sinatra, accompanied by a member orchestra and 20-voice chorus.

RDK MCGREW SECOND ANNUAL SCHOLARSHIP FUND DINNER -- The Rod McGrew Communications Company will hold its second annual Scholarship Fund Dinner on Monday, October 16, at the Hotel #4 in Los Angeles at The Hollywood Bowl. Proceeds from the event, which this year honored women in the field of communications, will go to college students seeking a career in the field. Pictures are picture: McGrew, Jim Tyrrell, president of T.Electric Records: 6-year-old May Rudolph, accepting award for her mother, the late Marga Rudolph, and Dick Rudolph. Riperton's husband.
Roller Discos: An Untapped Record Promotion Reservoir

by Frank Sanello

LOS ANGELES — With the disco roller skating phenomenon currently sweeping the nation, New York is the only major city where record companies are aggressively trying to capitalize on the trend, according to a Cash Box survey.

A sampling of disco and roller rink operators found that label promotion reps in other large cities such as Chicago and Los Angeles have yet to tap the rinks' potential for exposing new product.

Promotion reps from various labels frequently stop by with new product at Brooklyn's Empire Roller Rink, according to rink manager Ed Rice, whose DJ is a member of a New York pool and receives the same product as DJs at discotheques.

The Utica is a 650 capacity rink, also located in Brooklyn. DJ John Dodd is a member of the Inter-Metro Record Pool and like the rest of the pool's DJs, he fills out a weekly feedback form which the pool turns over to the labels.

Dodd feels that the Utica is a good place to promote product because of skater interest. "When I play a new record, dancers will skive up to the DJ booth and ask me the name of the record and even where they can buy it."

Although promotion people from MCA frequently drop in with new product at Valley Skating in Greenwich Village, rink DJ Julio Estien has been unable to join any area record pool. Estien buys the rest of his records, mostly 12" discs, at retail outlets and at retail prices.

Chicago roller rink DJs and owners buy all their product at retail outlets. Rollarama, a predominantly black, 1,000 capacity, roller rink on Chicago's southside, has yet to receive a visit from any area (continued on page 4b)

Atlantic/Cotillion Merge Efforts

by Cookie Amerson

LOS ANGELES — In a move to streamline productivity in the black division, Atlantic and Cotillion Records have consolidated forces with Cotillion President Henry Allen heading the realigned department.

Commenting on the change, Jerry Greenberg, president of Atlantic Records, said: "We have been discussing this move for quite some time. With the impact that the Cotillion staff has made, we decided to stop all duplication of efforts, and simply consolidate."

In 1976, the Cotillion label was taken over by Henry Allen, a 28-year veteran of Atlantic Records. The label maintains such acts as Stanley Jordan, Cosmos Production, Cerrone and The ABCD Band.

Acknowledging that there have been some staff re-arrangements, Greenberg also said: "Eddie Holland, who was the vice president of the black division, and Don Exon, who was the national promotion director, have resigned from the company because of the consolidation, but we are not all ensnared in any cutbacks."

"More Direct Approach"

Expanding on Greenberg's comments, Allen noted: "With this consolidation, we will be better able to serve our artists on both labels with a much more direct approach. There will be some reorganization within the ranks of the division, but I don't anticipate any other people leaving the company."

The Atlantic/Cotillion Records black division staff presently consists of Everett Smith, national promotion director; Renee E. King Jr., east coast; Louis Harper, west coast; Robert Williams, midwest and Dewey DuBarry in the south.

In addition to Cotillion artists, Allen will also be responsible for Chic, Aretha Franklin, Roberta Flack, The Temptations, Kleeer and several other Atlantic black contemporary acts.

CRI Creates New Publishing Arm, CBS Songs Int'l

by Charles Palikert

NEW YORK — CBS Records International has restructured its music publishing arm under the aegis of the company's newly created publishing entity, CBS Songs International.

Harvey Shapiro, who was most recently director of music publishing operations for CBS Records International, was named vice president of CBS Songs International. Effective August 1, all subsidiary music publishing operations in Canada and Australia will report to Shapiro.

Arising from Shapiro will be Jeremy Pearce, who has been appointed to the newly created position of regional vice president, CBS Songs Europe, and George Tatevors, who was named regional director CBS Songs Latin America. Pearce joined CBS in 1977 and was previously director of business affairs. Tatevors joined CBS in 1976 and served most recently as associate director, business affairs, Latin American Operations for CRI.

Shapiro described the establishment of CBS Songs International as an effort to establish the independence of CRI's publishing division. "We want to develop an identity as a music publisher on an international scale." Shapiro said that with the internal change, each manager will be able to focus on the needs of the artist.

"American Graffiti:"

The original MCA Records soundtrack from the film has generated net sales of close to 2.5 million units since its release in August 1973. Stan Layton, vice president of MCA Records, said the campaign has been a top priority for both the motion picture and record divisions since last fall.

"Team Effort"

"Our campaign to capitalize on what we feel is a very special success feature film," he said. "Interrelation is the key word in the marketing that to me is a success. The films and the music and movies will be working together as one."

Layton pointed out that marketing a soundtrack is basically a "reactorionary" process. "Since we cannot depend on radio airplay to help promote a hit single because of the nature of this package (60s'ishes)" he said, "much of our activity will be triggered by box office sales.

Therefore, he added, it will be critical to: 1) follow Universal's local advertising schedule and inform the consumer that a soundtrack is available; 2) monitor local box office success and react with additional advertising to alert the consumer who has seen the film that a soundtrack is available; and 3) create maximum consumer awareness and attention towards the soundtrack package in the markets chosen for the special radio contests.

Two-Move Push

According to recording manager Sam Passamano Jr., MCA's campaign will be implemented in two stages. The first phase was a focus on the two-record package as a soundtrack with major emphasis on the movie. As box office sales patterns develop, MCA will move in with radio time buys, local print ads, in-store displays and various promotions such as tie-ins with radio stations to private screenings of the movie.

The second phase of the campaign will promote the album as a collection of 'Greatest Hits of the '60s,' with emphasis

Music Industry Index

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"The Jukes;" the long-awaited album from Southside Johnny and the Asbury Jukes, is here!

Produced by Barry Beckett
Management: Amundo Enterprises, Inc.

www.americanradiohistory.com
NEW FACES TO WATCH

Blackjack

Things have happened fast for blackjack. Just a month after their self-titled debut album was released, the group has a bulleted single, "Love Me Tonight," rising up the charts, and an LP that is about to be covered Cash Box Top 100 Albums chart.

Although the seeds for the group were planted in Connecticut-based lead singer Michael Bolotin and Brooklyn-born lead guitarist Bruce Kulick first got together later in 1976. Blackjack as a unit has only existed since 1978. The group has recorded several albums for the label and is known for their high energy and attention to detail.

Bolotin built up such a considerable following on the Connecticut-Long Island club circuit that RCA Records signed him to a solo contract. In 1979, two albums were released for the label, although strong national sales never materialized.

In 1977, Kulick went on the road again with the promotional tour. "I think the songs of that experience convinced me that it was time to put together my own band," he said. "I started writing during that tour. Kulick recalls, "and I knew I wanted to get involved with a permanent situation. As it turned out, I got to work on a line and enjoyed the same thing." But blackjack was a self-taught musician and often co-wrote music with long-time friends.

Gregg Sutton

A promising new artist on the Columbia label, native New Yorker Gregg Sutton is already making a name for himself with his own brand of music. Hailing from the German and Italian neighborhoods of Manhattan's East Side, Sutton and his music reflect tastes and attitudes forged in an environment where "at least one Sunday every month, George Lincoln Rockwell and American Nazi Party would march through it."

Calling his music "urban rock 'n' roll," Sutton says that "right now, I'm in a state of excitement. I'm basically in an angry and dissatisfied state most of the time, but now attention and energy are focused on the tour." Travelling with a band that includes a 25-piece musical and sometimes co-writer Vince Melamed on keyboards, Johnny Weider on guitar, David Cochran on the bass and Blair Cunningham on drums, Sutton is pleased with the result. "This is a much more aggressive band than the one we used for the album," he maintains. "They were studio musicians on the album, but this band is more suitable for club play. I'm trying to energize the musicians on the album, but for club play, the band we've got now is dynamic." Sutton, who is committed to continuing his career as a solo artist, looking back on his early days as a member of various groups. Sutton recalls the days of music "not much democracy," where he and the others subordinated their creative directions to the overall needs of the band. "Being in those bands was a good learning experience," he says, "but I needed more room for my own progress. Then Elliot Roberts, my manager, suggested going solo. Now, I don't think I could ever be a band anymore. Going solo has helped me focus on the music more." Illustrating his point, Sutton says that he incorporates from 3-5 new songs in his shows, depending on how much time is available. In fact, he's already recorded a whole album, but I really only want to go on one tour before I go back into the studio to record again."

Basiclly a self-taught musician with formal training limited to piano lessons as a child and mostly self-taught music theory schooling at UCL.A, Sutton has set few goals, although he does admit to "some things in the future" plans to write a book, possibly produce other acts and "write and perform a concert album."

Summing up Gregg Sutton at the moment, adds, "About once a year, I find I have a change in attitude."
Pickwick — Midwest
KITTEN HALL ORCHESTRA
MICHAEL JOHNSON
NICK CHEESE
OLIVIA NEWTON-JOHN
ROBERT PALMER
BONNIE POWTER
Sound Warehouse — San Antonio
NICK GILDER
PATRICK HERNANDEZ
BARBRA STREISAND
BRAH TCHAKOVSKY
Peaches — Kansas City
DANNY BROWN
LOUISE GITTIN
DANNI HAMILTON
LITTLE PERSIAN
BILLY THORPE
TASTE
DAN
BONNIE POINTER
CRYSTAL GAYLE
CONCERT
NICK LOWE
JONI KNOTT
KNACK
JOHN COUGER
KINKS
MORE AMERICAN GRAFFITI
ROBERT PALMER
LITTLE RIVER BAND
TASTE

ALBUM BREAKOUTS
Handelman — National
A NIGHT AT STUDIO 54
STANLEY CLARK
CONCERT FOR UNICEF
CYS: AL GAYL
KING
JIMMY HALL
KING
AL GAYL
MANIE HERTON
BILLY YEAH
PAT THAVERS
WHO
ROBERT WILLIAMS
RUBIE RHYTHM
Disc Records — Texas
CHARLIE DANIELS BAND
DAVE MANN
IAN GOMM
BILLY HOLLAND
LITTLE RIVER BAND
MARTIN KLEIN
WHO

Peaches — Pittsburgh
A TASTE OF HONEY
ROBERT PALMER
RUBIE RHYTHM
THIRD WORLD
Tower — Los Angeles
JIM JONES
MORE AMERICAN GRAFFITI
BRIAN TCHAKOVSKY
MARIO POWER
Waxie Maxie — Washington
CHARLIE DANIELS BAND
SUPERFOOD
HENRY PAUL BAND
MARTIN KLEIN
THEE TRAFFIC
SNFF' N THE TWEARS
Western Merch. — Amarillo
BLACKFOOT
CARY SIMON
BRAD TCHAKOVSKY

Radio Doctors — Milwaukee
A NIGHT AT STUDIO 54
TAME
SHAWN CASSIDY
LITTLE RIVER BAND
PEACE
POINT BLANK
BONNIE HYNTER
NEO SPANISH MEXICAN
MARTIN KLEIN
POWER OF POWER
BARRY WHITE
Circus — Phoenix
GATX BARRIN
MARTIN KLEIN
JOHN GUIGER
LOVE DELIC

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GATX BARRIN
MARTIN KLEIN
JOHN GUIGER
LOVE DELIC

TOP SINGLE BREAKOUT OF THE WEEK
LONESOME LOSER — LITTLE RIVER BAND — HARVEST

TOP ALBUM BREAKOUT OF THE WEEK
REALITY ... WHAT A CONCEPT — ROBIN WILLIAMS

SINGLES BREAKOUTS
Tape City — New Orleans
HOT LITTLE RIVER BAND
SHINN' N THE TWEARS
WINGS

1812 Overture — Milwaukee
JAMES BROWN
CARL
EARTH WIND & FIRE
ELECTRIC LIGHT ORCHESTRA
G.O.
G.T.
HOT LITTLE RIVER BAND
SNFF' N THE TWEARS
JOHN STEWART

Poplar Tunes — Memphis
MICHAEL JACOB
RICK NORTON
ROBERT PALMER
BONNIE POWTER

Fathers & Sons
INDIANS
ASHFIELD & SIMPSON
JAG
JIMMY HALL
ROBERT PALMER
HUNTS

Western Merch. — Amarillo
BLACKFOOT
ROBERT PALMER
JOHN HANCOCK
THE KINKS
EARTH, WIND & FIRE
THE TEARS

What's in Store
Cartunes — Members of Epic recording group Wet Willie oblige fans at San Francisco's Top of the Worlds Record Store by autographing copies of their latest LP. "Which One's Willie?" asks a fan. The group's latest, "One Night Stand," has been a top seller. (Record) Revolution of Pennsylvania/Delaware recently sponsored the "#1 charted Boston Symphony Band in China with Ozawa conducting. Latest promotions from Fathers & Sons include a Fandango "One Night Stand" for two with dinner and accommodations at New York International Artists (Houston) Lebanon Records has purchased the company from which he resigned ten years ago and will revise its label format to include all music as the first move for the corporation. International was the pioneer progressive label who gave exposure to artists six Floor Eiskids. Lightroom. Hawkins. Others in Texas who were playing music other than country in the 60's. The lonesome product still available from the original company is a 12 record limited edition set of international material for the Texas artist. It will be available for 50.00 at the music and poetry D.K. Hughes ranch. The new company will have a new logo, personnel and outlet in "recording" and promoting outstanding quality artists. They are located at 16200 Ventura Blvd. Suite 400. Encino, California 91316. (213) 981-6466

WHO IS NEW — Raymond Foggatt (Jet) — A bit of a puzzle and an English legend of sorts. A veteran of the Merseybeat sound who has had songs recorded by The Dave Clark Five, Cliff Richard and other stars.

Clout (Epic) — Award-winning and the top band in homeland of South Africa. Abba influences abound with four women and two men making up the outfit. "Substitute," the band's first single, got to number one in a few countries. The LP just released here is actually a collection package of their best material.

Zon (Epic) Canadian visual/rock outfit who actually has just released their second album but first America.

REGIONAL ACTION — Pink Lady on the west coast...Ruth Rabb single #1 in Seattle.

The B-52's are Top Five in Atlanta. Maxine Nightingale, Meatball, and Disco Circus break into L.A. Sweet Thunder LP at all local stores in and around Oklahoma. The latest Epic Tubby break is San Francisco. Mike Piner, George McG Carr and Freddie James single breaking in Miami. And "Man Of La Mancha" has been Top Twenty in Philadelphia ever since the show came to town.

SPECIAL SUMMER CUSTOMER QUOTE OF THE WEEK — "I had the chicken for the car a little while."
Atlantic Appoints Wortman Head Of New Pub. Division

NEW YORK — Linda Wortman has been named as the newly created position of vice president/general manager of Coleman and Walden Music, Atlantic Records’ music publishing division.

In her new position, Wortman will supervise all of Atlantic’s publishing activities, including seeking out talented songwriter and quality catalogs, administering the catalogs and working closely with developing writers.

Prior to her Atlantic appointment, Wortman was executive director and general manager of Fourth Floor Music Inc. She also served as director of Open End Music and as executive director of administration for Kama Sutra/Buddha Music Group.

Polydor Names Collins, Jaffe, Goldrod As VPs

NEW YORK — Jim Collins, Marty Goldrod and Jerry Jaffe have been appointed to the positions of vice president for Polydor Records. The announcement was made by Fred Haagen, president of Polydor Records at the company’s Midsummer Music convention and promotion convention in Bermuda.

Collins, named vice president of promotion, will be responsible for the position of national singles promotion manager and national pop promotion director for Polydor. He will report to Dick Kline, executive vice president of promotion for Polydor. Collins joined Polydor in 1977, leaving the position of program director for WPWG in Washington, D.C.

Goldrod was named vice president and general manager, west coast, for Polydor Records. Working out of the label’s Los Angeles office, he will be responsible for all of Polydor’s operations west of the Rockies.

Jaffe, appointed vice president of artist development, will be responsible for each Polydor artist’s overall career direction. Previously, Jaffe served as director of artist development, national album promotion director, and director of publicity for Polydor Records. He will report to Harry Anger, senior vice president of marketing for Polydor.

Jaffe joined Polydor in 1976. In 1972, Jaffe received a Ph.D. in nuclear chemistry from Columbia University.

Varnell Johnson

Johnson To Head New R&B Division At EMI-A/UA

LOS ANGELES — Varnell Johnson has been named general manager of EMI America/United Artists Records’ newly formed R&B division. In this position, Johnson will oversee talent acquisition and promotion for the division.

Develop Catalogs

Johnson will also supervise the development and exploitation of the Blue Note and Pacific Jazz catalogs. In addition, he will be involved in the career development of Earl Klugh, Ronnie Laws, Noel Pointer, Vivian Reed and Shirley Bassey.

Before his appointment, Johnson had been east coast promotional manager for the record company during the past four years. Prior to that, he was national promotion director for Philly Grove Records.

Jack Shields, national R&B promotion manager, will report directly to Johnson, who in turn will report to company president Jim Maenza.

Commenting on the new EMI-A/UA’s commitment to the new division, Maenza said: “Varnell brings to his position the necessary expertise with which to unite the various EMI America/United Artists sales, merchandising, promotion and publicity departments to best serve what we feel is a vitally important market.”

Contest Mounted For Record Print Ads

NEW YORK — The Newspaper Advertising Bureau (NAB) and NARM will sponsor an annual “Record Print Award” competition to determine the best newspaper ads for recorded music. Advertising published nationwide from Oct. 1, 1977 and November 30, 1979 in daily or Sunday newspapers of the U.S. and Canada may win prizes in this year’s competition.

Winners in categories for retailers and rack jobbers will be announced at the NARM convention in Las Vegas on March 25. The NAB will design the appropriate awards and certificates for first, second and third place winners, and present them to the winners. Entries should be mailed before Jan. 10, 1980, to NARM/Newspaper Contest, 1600 Kings Highway North, Cherry Hill, N.J. 08034.

EXECUTIVES ON THE MOVE

Sayres

Stollman Appointed At CBS — CBS Records International has announced the appointment of Norman S. Stollman to vice president, administration, CBS Records International. Prior to his new appointment, Stollman, who has been vice president, CBS Records, U.K., joined CBS in 1970. He held positions in both the CBS records unit and the CBS law department.

Sayres To WEA — WEA International announced the appointment of Julie Sayres to director of A&R west coast for WEA International. She was most recently director of A&R for CBS International Latin American operations.

Changes At Capitol — The promotion of Mike Kelly to national promotion manager and appointment of Irving Trencher as eastern regional sales manager of Capitol Records has been announced. Prior to associating with Capitol as regional promotion manager, Kelly was affiliated with record companies such as Amherst, London, Fontana and Starday-King, along with sales and promotion capacities. Trencher joins Capitol Records, which he served as eastern district manager. Previously, he was associated with Chappell Music, as director of sales.

Jackson Joins Rocket — Jeana Jackson has been appointed director of R&B promotion and administrative assistant to the president for the Rocket Record Company. Prior to joining Rocket, she was assistant and executive secretary to the president of Suttle Productions. Previously, she was assistant to the vice president and general manager of Capitol Records R&B division.

Perov Appointed At CBS — CBS Records has announced the promotion of Nancy Perov to associate director, marketing services, west coast. CBS Records. She began her career with CBS in the Broadcast Group in 1971. Prior to 1977, she has been manager, west coast packaging coordination, CBS Records.

Imgene Appointed At Columbia — Columbia Records has announced the appointment of Imgene Prior to serve as associate director, marketing manager, northeast, Columbia Records. She joined Columbia Records in 1958 and has held various sales and promotion positions in the northeast region.

Changes At Schwartz — Schwartz Bros. Record Distributors has announced the appointment of Gene Horn as sales manager. Before joining Schwartz Bros., as a sales representative in 1977, he was in sales for RCA Records for 2½ years in the Baltimore and Washington area. Linda Bass becomes marketing co-ordinator for the Warner Bros./Reprise/Vanessa Records, and Don Cates joins RCA Records. He will coordinate Retail Door Productions where she deal with artist relations. Madeline Pleasants has been named marketing co-ordinator for the Richmond and Norfolk, Virginia area. She was previously associated with Warner Bros. in Richmond.

Three Added At Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of three local promotion managers for the firm: Steve George for Cleveland, Barry Ballenger for Cincinnati and Berger for Philadelphia. George will cover the Cleveland, Pittsburgh, and Buffalo markets. Most recently, he worked with WEA Distributing Corp. as promotion marketing manager and field merchandising manager. Berger will be covering the eastern Pennsylvania and southwestern New Jersey territory for Phonogram/Mercury. Prior to Phonogram, he was eastern regional promotion manager for Janus Records.

Two Added At Mushroom — Two additions to the Mushroom Records promotion staff have been announced. Debbie Paul, who comes to Mushroom from RSO Records and Jan York, who previously was promotion coordinator for Phonogram in Chicago. Both will be acting as promotion coordinators and phoning secondary stations.

Pepe Named At RCA — Barbara Pepe has been appointed manager, publicity/PR marketing for RCA Records. She joined RCA after two years with the public relations firm of Sutters and Roskin where she was head of the music division. Previously she was director of publicity for London Records.

POLYDOR APPOINTS NEW VPS — Pictured from left to right are Jerry Jaffe, Marty Goldrod, and Jim Collins.

Falcon Appointed — Edun/Porter/Associated Labels has announced the appointment of Jessica Falcon to manage, to cover the eastern U.S., sales for the company’s new label, Edun/Porter/Associated Labels. She joined E/P/A in 1978 as east coast tour publicist. Prior to that she was with Columbia Records, where she was east coast publicist for three years.

Wilson Appointed At MCA — MCA Distributing Corporation has announced the appointment of James Wilson to field salesmen, New York branch, MCA Distributing Corporation. He joins MCA Distributing from eight years at CBS Records where he was a salesman. Previously he held similar positions with Phonodisc and CTI in New York.

Makris Named Intersong — Tina Makris has been named as Intersong-International regional promotion manager. She comes to Intersong-International from her position as administrative assistant to attorney Michael Suki in where she handled publishing catalog.

She has also worked at Screen Gems-Columbia Music.

Petnov-Sherman To Millennium — Millennium Records has appointed Stnell Petnov-Sherman to promotion and sales administration. Prior to joining Millennium, she had worked in various capacities at Elektra/Axylum/Nonsuch Records, WABC Radio and at Lifesigns Records.
THE DOOBIE BROTHERS (Warner Bros. WBS 49029)
Dependin' On You (3:18) (Isolation Songs - ASCAP/Snug Music - BMI) (P. Simmons, M. McDonald)
The Doobies turn to the rocker side with this third single from "Minute By Minute." P. Simmons leads the way vocally with backup from Michael McDonald and group. Brass flourishes lend a nice flavor to the chorus, with an infectious piano and bass boogie beat. Hitbound.

WALTER EGAN (Columbia 1-11045)
You're The One (3:12) (April Music Inc./Melody Deluxe Music/Swell Sounds Music/Seldak Music Corp. - ASCAP) (W. Egan)
Egan scored big on his last waxing, "Magnet And Steel" and another Egan composition, "Hot Summer Nights." is turning out to be a successful number for Egan's Night. Now, this single from Egan's new LP, "Hi, Fi." should further establish him as a writer and performer to be reckoned with. Some gum, vocalists are just right.

CURTIS MAYFIELD & LINDA CLIFFORD (Curtom RSO RS 9411)
Between You Baby And Me (3:39) (Mayfield Music - BMI) (C. Mayfield)
If "Reunited" was any indication romantic duet ballads are still as popular as ever and maybe more so. This cut certainly qualifies as one of the best to come around in awhile, both Mayfield and Clifford are in the vocal form.

BARBARA MANDRELL (MCA MCA 41077)
Fooled By A Feeling (3:01) (Pti.-Gem Music Inc. - BMI) (R. Feiring, D.W. Morgan)
Mayfield, but this single may prove herself to be one of the top contemporary C&W artists. She is equally capable of making pleasing pop, as she shows here. Her resonant voice is backed by sweet, slick pop instrument. Right for pop.

GRACE JONES (Island IS 49002)
Jones is an established disco artist who has carved an image for herself as a class, aggressive singer with a reputation built in the clubs. This tune should further enhance that image and the title should be a good indication of her dominant style.

BAMA (Free Flight FS 11629)
Touch Me When We're Dancing (3:26) (Hall-Clement Publications - BMI) (T. Skinner, J.L. Wallace, K. Bell)
Tender lush instrumentation focusing on clicking woodblock, acoustic guitar and sweeping strings. Back soft yet full lead vocals. Bama has turned in a very promising debut here that will find a home on several formats. Especially A/C and pop.

CARRIE LUCAS (Solar YB-11684)
Lucas has had most of her success in disco up to this point and one can change all that. An airy pop outing with Lucas' sensual vocals out front and a shimmery combo of strings and acoustic guitar. this is a solid pop or A/C choice.

DEVO (Warner Bros. WBS 49028)
Secret Agent Man (3:32) (Duccush Music Corp. - BMI) (P.F. Sloan, S. Barry)
Any relationship between Johnny Rivers' hit version of this track and Devo's is purely coincidental. Devo are secret agents of a different sort, but their playfully quirky rendering is captivating nonetheless. An upbeat A/C choice and perhaps some pop potential.

FRANKIE MILLER (Chrysals CHS 2351)
Stomping' About You (2:58) (Jobete Music Co. Inc. - ASCAP) (B. Holland, L. Dozier, E. Holland)
Miller is a much underrated exponent of rock-edged blue-eyed soul as he adeptly proves here with this Holland/Dozier/Holland cut. Gruff lead vocals mix nicely with female backup singing and a pounding beat that will suit pop and AOR lists.

MICHAEL NESMITH (Pacific Arts PAC45-106)
Magic (This Night Is Magic) (3:43) (Peaceful Music Co./Warner-Tamerlane Pub Corp. - BMI) (M. Nesmith)
Ex-Monkee Nesmith has expanded his direction as a solo artist and although he has gained a good following overseas, he has yet to break in the U.S. This track shows his depth as a singer/songwriter, with a nice airy falsetto vocal.

ADC BAND (Columbia 45003)
Talk That Stuff (3:30) (Woodsong's & A Bus Music - BMI) (J.M. Matthews, A. Matthews, Jr.)
The little track from the ADC Band's current album brightens with sharp punchy horns and snapping bass behind ihey spoken-song rap vocals. Nice inter-play between male and female vocals. adding up to a humorous tune that's right for B/C.

STEVE KIPNER (Elektra E-45604)
The title track from Kipner's Elektra debut LP moves to a funky guitar line and strutting bass beat. Lush arrangements add a nice counterpoint, especially on the chorus and hook. Kipner's vocals have an ingenious style that will neatly fit pop lists.

RACHEL SWEET (Stiff/Columbia 1-11052)
I Go To Pieces (2:42) (I Hope Hole Music/Belinda Music - BMI) (D. Shannon)
Young Rachel Sweet is truly a new artist to watch, here one listen to this cut will show you why. A versatile performer who is right at home with a number of different styles, she handles this DeL Hagen number with ease, adding a neat country reading that could score on C/W lists as well as pop.

RALPH MACDONALD (Mars 3337)
The first single from reknowned jazz vocalist Macdonald's "Counterparts." He lends a funky percussive groove, bolstered by swelling horns and synths. The vocals easily match the power of the instrumental, making this an ideal B/C pick.

THE SHAGG (Isotile P-4750)
Can't Cry Anymore (2:43) (The Hudson Bay Music Co./Shirts Music Inc./OMFUC Music Inc. - BMI) (A. Lomando)
New York's own Shirts Mince the area between power pop. 50s girl-group rock and new wave while managing to sound very original. Annie Golden's yearning vocals are prominently featured on both lead and harmony. AOR should love this, as well pop.

CHROMIUM (Infinity 50 0023)
Nice opening effects, simulating rocket jets, introduces this airy pop-R&B ballad for Chromium. Lifting female singing, both on lead and harmonies, is the focal point here. With synthetic strings and mellotron adding a soft texture.

BRENDA RUSSELL (Horizon HZ-1231)
So Good. So Right (3:20) (Ruttand Road Music - ASCAP/B. Russell)
Simple yet effective piano introduces Russell's silky tones over a点评,-toned piano ballad. This cut has a universal appeal that will stand up in Top 40 territory as well as R/B Pop. A/C and B/C programmers, check this out.

PLEASURE (Fantasy F-864)
The title track from Pleasure's new LP is a sharp, clicking combination of hard-edged rock guitar, swirling synthesizer, smart bass and funky R&B vocals. Space-aged lyrics will appeal to a number of different audiences, but this fine for B/C lists.
Injunction Lifted, Rounder Can Sell Thorogood LPs

LOS ANGELES — A Massachusetts Appeals Court has overturned a lower court ruling and dissolved an injunction preventing Rounder Records from selling its two George Thorogood and the Destroyers albums.

Meanwhile, MCA Records has shipped "Better Than The Rest," a Thorogood album made from tapes acquired from Thorogood's former producer Dan Lipman. The album will bear a sticker informing consumers when the material was recorded.

Apparent there is nothing we can do to stop MCA from releasing the album," says Bill Nowlin, a partner in Rounder Records. "We appreciate MCA's sticker, but we still hope to fight what we believe is an copyright infringement. We believe George owns the tapes the album was made from."

A hearing is set for Sept. 17 in U.S. District Court in Los Angeles to look into jurisdictional questions raised two weeks ago by Judge Malcolm Lucas when he denied Thorogood's request for a preliminary injunction to halt release of MCA's album. Thorogood's attorney hopes to have the Massachusetts case in which Lipman contends he owns songs on both the Rounder Albums dismissed or consolidated with the California case.

Thorogood will make no public appearances until his next authorized album comes out, according to Nowlin.

Khmoini Bans Pay Music in Iran For Ramadan Month

LOS ANGELES — Beginning July 26, and continuing through the holy month of Ramadan, all music has been banned in Iran by the Ayatollah Ruhollah Khominian. The ban was made in a religious and cultural letter. Listening music to opium, the religious leader has stated in the past that listening to music is not only a sin, but also it makes the brain inactive and frivolous.

The American company affected most by the ban is CBS, which opened a tape duplicating plant in Tehran in March 1978. The only plant of its type in the region, the CBS operation has licensees from most major American and European record companies. In addition to its own product and once had a volume of 35 million cassettes annually.

The plant closed when the Islamic revolution overthrew the Shah earlier this year and it is not known if or when it will open. Most of the uncertainty stems from the question of whether or not the Ayatollah will lift the ban on music upon the completion of Ramadan.

NARM Supports Bill To Help Small Music Firms Obtain Loans

NEW YORK — NARM has announced its support for legislation that would reverse a long-standing policy of the Small Business Administration (SBA) that denies small business loans to producers, distributors, and retailers who specialize in certain kinds of sound recordings.

Current SBA regulations prohibit financial assistance to producers, distributors, and retailers of sound recordings on the grounds that loans cannot be made to businesses engaged in molding public opinion. A bill introduced by Rep. Asadbbo (O-N) to the Small Business Act to preclude an interpretation of the act that permits the SBA to deny financial assistance to small businesses involved in the communication of ideas. The SBA provided approximately $50 million in 1978 to Small Business Investment Companies engaged in the support of independent film productions, according to Joe Cohen, executive vice president of NARM. He added that the SBA also reviewed its regulations last year to permit loans to applicants who wish to purchase construct, modernize, or expand radio stations TV stations or cable TV operations.

NARAS Extends Grammy Deadline

LOS ANGELES — The deadline date for entry forms from record companies, covering product released during the first half of the year (Oct. 1, 1978 through March 31, 1979), for the 22nd Annual Grammy Awards has been extended from July 27 to August 10. Entry forms for the first half-year were mailed in early July and a second set of entry forms, covering product released between April 1 and Sept. 30, will be mailed in early September with an early October deadline date. In order to qualify for this year's awards, the date of release for product must be on or before Sept. 30, 1979 and the date of release is determined by the date of the first shipment from the manufacturer to the distributor.

Mercer Named To New EMI Film Post

LOS ANGELES — Bob Mercer managing director of EMI Records Orange, has been named to a newly created post as head of music operation. EMI Films will begin its duties in September and will coordinate the world-wide music interests of EMI Films.

Mercer will also remain on the board of EMI Records UK Limited.

LED ZEP, DYLAN: GREAT EXPECTATIONS — Both Led Zeppelin and Bob Dylan should have their new albums in the stores by early September, and insiders at the record companies involved are optimistic that the careers of Led Zep and Dylan will profit from the two LPs. Zeppelin's "Houses Of The Holy," the group's first album title will be "Hot Dog." "All My Love" -- "South Bound Suarez" and "Foot In The Door," will be Led Zeppelin's second album. The band of Dylan's new album "Slow Train Coming" will be judged as a popular point in his career that they plan to release a single. "You Gotta Serve Somebody," two weeks before the album's release. The Black Rock Boys are determined to get a hit single for Bob, who hasn't enjoyed success on that chart in quite a long time. The album itself is laced with references to Dylan's newfound interest in Christianity, but it's doubtful that anyone will confuse it with a "Christian rock album." Also prominently featured are the guitar work of Mark Knopfler of Dire Straits and the embellishments of the Muscle Shoals Horn Section. Production, of course, was handled by Jerry Wexler and Barry Beckett.

RFC INKS MIDNEY — RFC Records has signed Boris Midney, who is a member of the band T. "Caress," is scheduled for release in August. The Russian-born composer (left) is pictured with Ray Caviano, president of RFC. Midney is a three-quarter Iranian, and has been unhappy with what happened to him in the music business because it is "no different from opium" (see Points West). People are wonder- ing what triggered the Ayatollah's wrath. Speculation is that listening to music was a result of an unfortunate incident during his exile when the aging religious leader was trapped for several days in the broadcast studio of a "beautiful music" radio station, and never over: he had an addiction to drugs. His music joins liquor, Western movies, and the practice of men and women sun-bathing and swimming together as artifacts of the old "satanic" regime that have been banned by the new religious/revolutionary government in Iran. The leadoff single, "You Gotta Serve Somebody," will be released, and there is a very special bill. "All My Love," is the headliner and opening up is Ottis Blackwell, the Brooklynite who wrote "Greatest Balls of Fire." "Don't Be Cruel," and "Ain't Shook Up," among others. Although it's hard to believe, this is the happening "stadium" show of the year. Paul Williams plans to write a musical based on the history of humorist Dorothy Parker. "The Best Thing That Happened to Broadway next spring, with Williams in a starring role, comes into the Palladium Auditorium." In addition, Todd will be producing a simulcast TV rock show set for 1980 on cable TV. HBO will offer a 60-minute weekly show on a simulcast for broadcast on "Buddakan Hall in Tokyo. "Cowboy Disco?, that's what Aurum Records calls the debut album by the Silver Spur Orchestra. The Spurz have given a pulsating disco backbeat to such favorites as "Happy Tramp" and "Tunin' Tumbleweed." Steve Saporta, who has worked with Herb Goldberg, has formed a new company called Sassy Entertainments Inc. This company is incorporated at 855 Madison Avenue, N.Y. N.Y. 10022. The phone is (212) 688-4581. Billy Smith and Bob Paiva have left London Records. They can be reached at (212) 787-8111 and (212) 242-6894 respectively.

APPICHE TO LOURIE-MILLER MGMT.

Carmine Appice (center), co-author of "Da Ya Think I'm Starin' At You?" with Allen Zep, has been signed by Mark DiNinno of Lourie-Miller Mgmt. as well as serving as Stewart's drummer. Recently inked an management pact with Lourie- Miller MGMT. is Mark DiNinno, who is currently in the studio working on the latest Lourie-Appice Band, pictured here with Miles Lourie (r) and Alan Miller (l).

ARIA PACTS WITH PHONOGRAPH/MERCURY — Aria Productions recently signed a worldwide recording agreement with Phonogram, Inc/Mercury Records. The first release under the agreement is the debut album by singer Robin Beck. Shown at the signing (l-r) are: David Wenzler, senior VP of EMI Records Orange, Brian Beck, label owner, Steve Katz, vice president of east coast A&R for Phonogram/Mercury. Kenny Lehman, who produced Beck's LP and will record a solo album for the label under the new pact with Aria later this year. Beck and Bob Sherwood, president of Phonogram/Mercury.
**HAVANA JAM — Various Artists — Columbia PC2 35053 — Producers: Bert deCoteaux and Mike Berniker — List: 13.98**

This album documents nine of the historic concerts held in April of 1965 at the Kari Mara Theater in Havana, Cuba. The three day affair helped heal American/Cuban cold war scars, and featured some of the finest acts in contemporary music. Superb performances are turned in by Weather Report, Ironerie, the CBS Jazz All-Stars, Stephen Stills and Kris Kristofferson. The two record set is ample proof that music is the best medicine.

**BUCKEYE — Polydor PD-1 6213 — Producers: Ronn Price, Thom Fowler, Beaver Parker and Larry Brown — List: 7.98**

Judging from this brilliant debut effort, Buckeye has a bright and rewarding future ahead. The bright spirited rock 'n roll album is trimmed with catchy hook lines and ringing harmonies. Ronn Price's commanding vocals power the band's lead singer and drummer. Buckeye is the band's bright sound. "Where Will Your Heart Take You" and "Poor Cheater" are two of the gems on this fully realized first LP.

**THE RECORDS — The Records — Virgin VA 13130 — Producers: Various — List: 7.98**

It's all been done before, but never as insistently finely-honed and polished as the Records do it. Every cut is sonically different. There's an incredibly astute pop-savvy album here, the likes of which many aspire to but few pull off with such devil-may-care fearlessness and contagious listenability. Pop and AOR formats should wholeheartedly embrace these newcomers with open arms and ears.

**NOCTURNA — Various Artists — MCA2-4121 — Producers: Reid Whitlaw and Norman Bergen — List: 8.98**

This is one of the finest disco soundtracks yet. "Love Is Just A Heartbeat Away" by Gloria Gavorn and "Nighttime Fantasy" by Vickie Sue Robinson are the album's most stylizing performances. Strong musical appearances are also turned in by the Heaven N' Hell Orchestra. Moment Of Truth and Jay Siegel. While the instruments aren't as intriguing as the vocal numbers, the album has a nice dancing flow.

**DRAcula — John Williams — MCA 3166 — Producers: John Williams — List: 7.98**

Don't expect the usual things that go bite in the night music on this unique soundtrack album. Thunderclaps and ghoulish vowels are nowhere to be found on John Williams' score to "Draulca." The music is haunting and hypnotic, and rendered brilliantly by the London Symphony Orchestra. The score is a worthy successor to other Williams' triumphs like "Close Encounters Of The Third Kind," "Star Wars," and "Jaws.

**HIGH GEAR — Neil Larsen — Horizon SP-738 — Producer: Tommy Li Puma — List: 7.98 — Bar Coded**

Neil Larsen, currently on tour with his new band Lee Jones, makes an incredibly successful jazz crossover with his "High Gear" LP. Larsen's alluring electric piano sound is augmented by the torrid sax runs of Michael Brecker and some soothing flute solos by Joe Farrell. The sound is intently finely crafted and composed appealing, will do well to pick up his other crossover offering. "Jungle Fever" Prophoramas who are looking for a good jazz fusion add should pick this one up.

**THE WANDERERS — Warner Bros. BSK 3359 — Producer: Martin Ransohoff — List: 7.98**

This LP is the original soundtrack to the upcoming "The Wanderers." Film, and is filled with '60s chestnuts. Classics such as the Angels' "My Boyfriends Back," the Isley Brothers' "Shout" and Dion's "The Wanderer" sound as refreshing as they did back in the days of the D.A. Those programmers looking to spice up their Top 40 playlist with some timeless rock 'n roll will find this soundtrack to be the perfect add.

**FUTURE NOW — Pleasure — Fantasy F-9578 — Producers: Pleasure, Marlon McClain and Phil Kallif — List: 7.98**

ThisLP is the unique line configuration from the San Francisco Bay Area improves on every new outing, and "Future Now" is its best waxing to date. The band infuses its melodic R&B sound with soft rock and jazz features this time around, and there are a lot of surprising shifts in mood and rhythm. The soothing "Space On The Laugh" and the upbeat "The Real Thing" are LP highlights.

**SILVER SPURZ ORCHESTRA — Aurum Records AU0001 — Producer: John Clausi — List: 7.98**

The career of David Kershbaum at this point in time is nearly analogous to George Martin's circa 63-65. Whereas Martin was instrumental in producing retroactively noteworthy Mersey Beat talent, Kershbaum seems to become the same for new-wavers. The Reds are the man's latest offerin, and if his midas touch holds true, these boys from Philadelphia should take an immediate place in the forefront of near-music ranks at the onset of their ambitions.
RCA has announced the appointment of Ivan de C.V. as its new director of marketing for RCA Records' Latin American market. Ivan de C.V. will be responsible for representing RCA Records in Central and South America. He will advise RCA corporate staff and manage business developments and opportunities in the area.

Ivan de C.V. joined RCA in 1964 as director of operations in Mexico. A year later he was named president and director general of RCA-Columbia Records' Mexican company. Ivan de C.V. has been widely credited with developing RCA Records' Latin American market.

**A&M, U.K. Independents Sign Distribution Deal**

LOS ANGELES — A&M Records and the International Record Syndicate Inc. (IRS) of the UK have signed a distribution pact for the USA. Under the terms of the pact, IRS product will be distributed in the USA by the RCA And A&M And Associated Labels Distribution System.

The IRS is a multi-label umbrella company representing a number of British punk and New Wave record companies whose product until now has been available in the USA on an import-only basis. Labels whose product will be affected are: Illegal Records, Rough Trade Records, Industrial Records, Step Forward Records, Deborah Records, Fun City Records, Fashion Music and the American-based Spy Records.

First releases under the new agreement are scheduled for early-August, and will include singles, maxi-singles and EPs in picture sleeves by The Buzzcocks, Monochrome Sint, Brian James, Fashion, The Necessaries, Throbbing Gristle, Chelsea Warrington and The Cramps.

Initial LP releases, scheduled for August and September, will be "The Singles" by The Buzzcocks, "Product Perfect" by The Buzzcocks, "Things Aren't Right" (Warwick, Nanz/Zoom) by Rottboym and The SexCHANGE Band. "Best of TVY" by Alternate TV and "Live" by John Cale's Saborale 1979.

American headquarters for IRS will be at New York at 250 W. 57th St. Suite 603, with the phone number (212) 245-5587. Los Angeles offices will be located at 1416 N. La Brea with the phone number (213) 469-2411, extension 474.

**RCA Gives Couttolenc More Int'l Duties**

NEW YORK — Louis Couttolenc, former president of RCA Records and currently president and director general of RCA S.A. de C.V. (Mexico), has assumed additional duties as vice president of RCA International Limited in Bermuda.

In his new capacity, Couttolenc will be responsible for representing RCA in corporate and international relations matters in Central and South America. He will advise RCA corporate staff and manage business developments and opportunities in the area.

Couttolenc joined RCA in 1964 as director of operations in Mexico. A year later he was named president and director general of RCA-Columbia Records' Mexican company. Couttolenc has been widely credited with developing RCA Records' Latin American market.

**Paul Opens Music Business Institute**

NEW YORK — Mert Paul, former vice president of marketing, southeastern region for CBS Records, has opened the Music Business Institute in Atlanta, Georgia.

The institute plans to offer intensive three-month instruction programs in various aspects of the music industry, including studio production, promotion, retailing, artist representation and copyright law. Classes are scheduled to begin in September.

The Institute's Board of Advisors, still being formed, currently includes Joe Cohen, executive vice president of NARM, promoter Alex Cooke, Tony Daley, president of MS Distribution Company, Vic Faraci, executive vice president of WEA, Silverman, president of United Record and Tape Industries, Inc., Stan Syn, vice president of Cleveland International Records, Fred Traub, vice president of purchasing for Record Bar, Scott Young, vice president of marketing for Pickwick International and Frank Mooney, vice president of marketing branch distribution for CBS Records.

The Music Business Institute is located at 279 Peachtree Road, N.W., Buckhead Towers, Suite 400, Atlanta, Georgia. The phone number is 404-231-3303.

**Johnson Elected To MSMA Presidency**

LOS ANGELES — Muscle Shoals Sound Studios president Jimmy Johnson has been elected president of the Muscle Shoals Sound Music Association for 1979-80. The election took place at the 18-member board's July meeting. Rich Hal of Fame Studios had been president for the past three years. MSMA conducts monthly songwriter workshops produces annual songwriter showcases and sponsors an international producers seminar every year.

**Carr Starts Own Firm**

LOS ANGELES — Budd Carr has formed a management firm to represent recording artists Kansas, Heatwave, Henry Gross and Ray Goni. Carr had been with BNB Associates prior to this. He will be assisted by Michael T. Flynn and Valerie Taylor. The firm's address is 9200 Sunset Boulevard in West Hollywood.

**Points West**

**IS THIS GUY FOR REAL?** — The 79-year-old Ayatollah Khomaiini, spiritual leader of Iran who has already banned nightclubs, cabarets, liquor and most Western movies, has now demanded that music be banned from Iranian TV and radio. "A youth who spends all day listening to music can no longer appreciate realities, just as a drug addict cannot," said Khomaiini in his latest edict. Music also has the effect of making people listening to it and makes their brains inactive and frivolous. Music is something that everybody is attracted to naturally, but it takes them out of reality to a futile and lowly livelihood. The ban would also apply to the state radio station later said music could be banned only during the upcoming holy month, and music was still being broadcast the day after the Ayatollah's comments.

**Bam! Bam! Bam! At Home** — The musical blacklist in Burbank is not about to be erased as in Iran, but it has led to the cancellation of a series of concerts at the Starlight Bowl in response to Councilman James Richmond's description of rock music fans as "an in- credible combination of the lowest types." Pitt Smith has issued a statement condemning the action. Citing the pledge of allegiance to the flag, Pitt commented that he believes that in America the use of a public facility for a performance can be denied on the grounds of the personal prejudices of a few city councillors. He will now be the next to be blacklisted! Sonny Bono, mayor of the state capital and chief of the West Coast music scene, said such moves would "break our hearts and divide our groups? Who will determine? This is a dangerous precedent and contrary to the very essence of this country. I do not wish to be labeled as anything except as an American and allowed to present my work to whoever wishes to come and experience it. I am saddened that because of the bigotry and prejudice of a few, I will be denied the right of access to the public for the people of the Burbank. Instead, Pitt's fans saw her perform last weekend at the Hollywood Palladium.

**POLICE (OVER?) PROTECTION** — Nick Gilder was playing in San Francisco's Union Square recently when a policemen stopped the show. gilder's plug and replied, "I sure would like a sum for disrupting the peace." But Gilder was unimpressed by this show of authority. He waved for the cop to leave, turned the equipment back on and performed an enthusiastic set. Another over-zealous policeman had the bad luck of being on hand in the middle of a "national tour" which was scheduled to wrap up tonight. In the meantime, it seems that a inspector in New York thought that a new speech book, " Emerging from the East," written by Buddhist monk, was about to be published by an agent, and was holding it for review. After viewing it, the inspector was quickly forwarded to a relieved jail.

**ADVENTURES OF ALICE** — Though Alice Cooper's latest LP, 'From the Inside Out,' was received by the critics with mixed reviews, the record has been a huge hit with fans. The video was lost, customs was holding it for review. After viewing it, the inspector was quickly forwarded to a relieved jail.

**MESSAGES FROM MOON, BLIPS FROM FRIPP** — Captain Euan Moon visited the west coast office of Cash Box recently to chat about his latest disc, "Escape From Domination." The easy-going Moon, who produced the band's "Procol Harum" debut album, "A Whiter Shade of Pale," was given a tour of the west coast office by Mink DeVille and "Bad Case Of Loving You," a very hot single for singer-trotter Gene Pitney. DeVille, speaking admiringly of the artists and their treatments of his songs, said he had "thought those tunes sounded like hits when I recorded them." As for the cryptic title to his new LP, Moon said that it could signify "an allusion to the types of music you might normally hear on the radio, but the interpretation is open to just about anything." The erudite Robert Fripp, frontman of British Prog-rockers King Crimson and currently in the midst of a three-week U.S. tour, said that the original purpose of his LP, "Exposure," and tour of such unlikely venues as church and hospital rooms was to "produce ambient music to support (producer/artist/Brian Eno)'s venture and give the team a chance for exposure." Fripp added that his spon- sorship included "Music for Palaces. Music for Sports and Music for Kitchens" based on tapes generated from live performances at "The Kitchen in New York and other stops on his mini-tour. Fripp added that his spon-

**ON THE ROAD** — It'll be 10 years since her last non-benefit concert, but Barbara Streisand is planning a world tour for 1980. Streisand began her first national tour last week in Sacramento and will be on the road through Sept. She is currently at the Los Angeles LGBT Center. The tour will be called "Fearless." 100% of the proceeds from the tour will go to the planned L.A. LGBT Center. The tour will kick off in Los Angeles on Aug. 4. The tour will also stop in Miami, New York, Chicago, and other cities.

**PAUL ANKA SCORED A RECORD** — Paul Anka scored a record 320,000 during the eight shows at the Pantages in Hollywood Aug 25. The show, "Paul Anka," was a huge success, with fans of all ages turning out to see the legendary artist perform.

**CASH BOX - AUGUST 4, 1979**
Cash Box/August 4, 1979

JAZZ ON JAZZ

THE JAM IS ON — Columbia this week release the first LP in a series of three "Havana Jam" albums, culled from a trio of concerts presented last March 2, 3 and 4 at the Karl Marx Theatre in Havana, Cuba. The first album — a two-pocket set featuring Weather Report, Irakere, the Fania All-Stars, Trio of Doom (John McLaughlin, Tony Williams, Jaco Pastorius), CBS Jazz All-Stars, and Ralph MacDonald with Percussion Ensemble. Among others — captures all the emotion and excitement of this history-making event while providing a live sampling of contemporary American jazz and Afro-Cuban Latin music.

LIVE JAZZ & JAZZFEST — Sonny Fortune picks up lots of play with his new Atlantic album, "With Sound Reason," and appears this week at The Cellar Door in Washington D.C. . Lionel Hampton, back from a typically triumphant European tour, is taking an eleven-piece band with him for one nights through Catskills and Poconos through August. The Friday night. Hampton's mid-size ensemplum which has been very well with jazz acts, jumps up a notch as haves such as Stan Getz, Ron Carter and Woody Shaw enter during August. KCShn, the National Public Radio affiliate in Northridge. Calif., has announced its Jazz Live concerts for August. Ron Carter. Qui features Eddie Gomez.

ARTIST PROFILE — "George is like a big brother to me," says keyboardist Ronnie Foster of his former boss, George Benson. "In addition to teaching me a lot about music, he showed me what it takes to be successful in this business." As a member of Benson's band since 1974. Foster, 29, is heard on four of the best selling jazz albums of all time — "Breezin'," "In Flight," "Weekend In L.A." and "Limb Inside Your Love." Currently putting together a band for an upcoming tour in support of his second Columbia LP. "Delight," Foster stopped by the Cash Box west coast office to discuss his music and his favorite hobby — road racing. An honor graduate from the Bob Bondentaur School of High Performance Driving with a competition cars-goes-first-at-110 mph when he isn't looking around town in his turbo-charged BMW ("It eats up Porsche 911's"). According to Foster, "Delight" represents a further refinement of the musical direction that initiated "On This LP," he says. "At the same time, I was trying to establish a musical identity of my own that is different from George Benson's." Foster wrote and arranged all the material on his LP (which stands at #7 bullet on the Top 40 Jazz chart), in addition to handling the lead vocals on such tunes as "You're The One," "Let Me In Your Life," and "When Will I Write You A Song?" and "I've Got Your Love." He is candid about his ability as a singer: "It's the most immature part of my music," he confesses. "But I'm working on my vocals, and I notice an improvement on each album." New Product — The Muse heavyweight jumps out front this month with new releases from six solid senders. "Home Free" by Red Rodney with Richie Cole, Dave Schnitter and Barry Harris. "If You Could See Me Now" by Etta Jones with Houston Person, Sonny Phillips and Iris Muhammad. "Keep Of The Flame" by Richie Cole and Vic Juris. "Give Me Love" by Brown with a new MCA LP, and "Gracefully" by The Audax Jazz Festival. Clark is a well-known country performer, and Brown is a veteran bluesman (guitar and violin) who can do anything. Inner City keeps rolling with the latest album, a trio outing for Tosiko Akiyoshi. On this LP titled "Dedication," The Japanese pianist pays tribute to some of his favorites, such as Miles Davis, Oscar Pettiford, Bud Powell, Dizzy Gillespie and JJ Johnson. buspeter & alan sutton

JAZZ ALBUM PICKS

Fast paced yet airy tunes all of which are composed, arranged, conducted and produced by jazz wizard Bob James. A lot of "electricity" in guitar, piano and enthusiasm of backup band. Bass polished and wisely deployed. Near symphonic use of violas, cellos and woodwinds nicely counterpoints contemporary sounds.

GET DIRECTLY DOWN — Dwayne Smith — Casitas ANV 1013 — Producer: Ron Kramer — List: 7/98
Flawless keyboards by Smith, who plays piano as well as synthesizer on this pop-flavored outing. Songs made popular by Leo Sayer. Boz Scaggs and Fleetwood Mac ("Rhiannon") get a jazzed-up twist here. Track title does that, with no detours. Recorded live at the Baked Potato in Southern California. Smith's performance has the freshness and immediacy which only an audience can elicit from an artist.

TOO HEAVY FOR WORDS — James Moody/Al Cohn — Pausa 7029 — Producer: Don Schlitten — List: 7/98
An enthusiastic meeting between two players not generally thought of in the same breath. Both leaders seek to tenor here and their exchanges are stimulating without being over-aggressive. Barry Harris adds a touch of class on piano. Some good jazz tunes here, as well as originals from each man. Encore.

TOP 40 A L B U M S

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21 INVITATION NORMAN CONNORS (Affina AB 4271) 7/28 |
22 DEPTHP1 CAMPUS USA (Polydor PD-1-6208) 7/28 |
23 TASTE OF PASSION HEEBNER LAMPS (Columbia CJ 3708) 7/28 |
24 AZULIA JOHN KLEMMER (MCA 9715) 7/28 |
25 PARADE RON CARTER (Milestone M-908) 7/28 |
26 GROOVIN' YOU HOCUS POCUS (Affina AB 4277) 7/28 |
27 DELIGHT ROBIN WIDER (Columbia CJ 36019) 7/28 |
28 BROWNE SUGAR ROBIN SUGAR (Toro GRP 5002) 7/28 |
29 DREAMER JAZZ JOHN (Atlantic SD 19222) 7/28 |
30 TIGER IN THE RAIN MICHAEL FRANKS (Atlantic 83394) 7/28 |
31 BETCH STRAND DUNKER (Elektra 6E-217) 7/28 |
32 NIGHTS OF FANTASY CHARLOTTE HARRIS (Atlantic SD 3350) 7/28 |
33 FOLLOW THE FOLLOWING GEORGE DUKE (Eve 7 JE 3701) 7/28 |
34 CONCEPTION: THE GIFT OF LOVE BOBBY HUTCHERSON (Milestone M-8033) 7/28 |
35 AWAKENING NARRA MICHAEL WILSON (Atlantic SD 19232) 7/28 |
36 THE JOY OF FLYING TONY WILLIAMS (Columbia CJ 3705) 7/28 |
37 ONE FREE TURN MARK COLES (Island Zee/Columbia CJ 3725) 7/28 |
38 THREE WOODY SHAW (Columbia CJ 37097) 7/28 |
39 IN MOTION HEALTH BROS (Columbia CJ 37014) 7/28 |

HOT — Maynard Ferguson — Columbia 36124 — Producer: Maynard Ferguson — List: 7/18
The LP title says it all. Disco, jazz and Hollywood all come together on the "Rocky II Disco" track, which features circus背景 punch-phunching and trumping vocals by special guest Sylvester Stallone. Gospel and funk join forces on "Gabriel," an effervescent trumpet salute to the angel of the same name. Fans, "Tell Me Why," and "The Theme." Tony "Stax" Todd takes over with galactic energy and warp drive, a perfect vehicle for stering horn work, both as originally conceived for TV and as reinterpreted here.

An extended session featuring the leader's trumpet in tandem with reedmen Charlie Rouse and Frank Weiss. A three-man rhythm team keeps everything moving, and recently blues holds up quite well. McGhee is superb on "When Your Lover Has Gone," and the entire album is his best in many years.

FRENCH FESTIVAL 1974 — Classic Jazz 133 — List: 7/98
A three-man rhythm team keeps everything moving, and recently blues holds up quite well. McGhee is superb on "When Your Lover Has Gone," and the entire album is his best in many years.
MUSEXPO '79
Expecting More European Firms
by Ken Terry
NEW YORK — Over 1,000 executives from 450 overseas companies, primarily based in Europe, have confirmed that they will attend MUSEXPO '79. The conference will convene November 4-8 at the Fontainebleau Hotel in Miami Beach. According to MUSEXPO President Roddy S. Shashoua, the marked increase in participation by overseas companies, one-third of whom will be attending MUSEXPO for the first time, is largely the result of the disco boom and the recession in Europe, which is worse than it is here.
Among the firms who will be attending MUSEXPO for the first time are: RCA/Cyclus (Germany), Records (Canada), Splash Records, Bellaphon Records (Germany), Mitch Murray (France), Music (France), Acrobat Records, Emergency Records, MUSEXPO album which
David M. Anthony (I.), vice president of BMG and Al Gallico (R.) Alto Music Co., Daltion is completing her first LP for CBS Records in Nashville, with Billy Sherrill production.

MCA, Universal, Lucas Team Up

(continued from page 5)

on the music. In contrast to the first part of the campaign, which is targeted at the teen audience, this phase is aimed at the 24-35 demos.

The initial thrust of MCA's advertising program centers around a national radio contest. The promotion will involve key stations in about 35 markets around the country. Also, a cross-merchandising program is planned involving local fast food chains and clothing stores.

Promotional give-away items include T-shirts and beach towels incorporating the popular Gary Graffiti theme. In addition, the stations will be awarding coupons good for soundtrack LPs to be redeemed at local record retail outlets.

Radio Spots

MCA has prepared two 60-second radio spots: one for Top 40 radio, the other for AOR formats. According to Larry King, the label's vice president of promotion the Top 40 spot will use a music bed comprised of such 60s pop hits as Martha and the Van

The music for the AOR spot will include Cream's "Strange Brew," Dylan's "Like A Rolling Stone" and Donovan's "Season Of The Witch.

Other artists represented on the "More American Graffiti" soundtrack include Andy Williams ("Moon River"), The Byrds ("Mr. Tambourine Man"), Simon & Gar
tinkel ("Sounds Of Silence"), The Supremes ("Stop In The Name Of Love"), Aretha Franklin ("Respect"), The Zombies ("She's Not There"), The Chantays ("Pipeline"), Lenny Welch ("Since I Fell For You"), The Marvelettes ("Beechwood 4-7789"), Bobby Vinton ("Mister Lonely"), The Castillos ("Cool Jerk"), Country Joe & The Fish ("I Feel Like I'm Fixin' To Die Rag"), Barry Sadler ("Ballad Of The Green Berets"), Mary Wells ("My Guy"), Dusty Springfield ("I'm A Woman"), The McCays ("Hang On Sloopy"), and Percy Sledge ("When A Man Loves A Woman").

All in-store displays will be keyed to the LP cover art, according to Patannamo. He noted that the cover illustration was done by the 60s premier graphic designers, Mouse/Kelly Studios.

Point-of-purchase materials include four-color display cubes incorporating cover art from both the original and the new soundtrack, four-color standups featuring fan clips and book cover art in addition to the LP artwork, four-color 2X2 posters and four-color 24-inch by 35-inch posters.

Overruns, Cutouts Flooding Market With Recent LPs

(continued from page 7)

unit purchases (Cash Box, May 12, 1979). As a result, catalog returns have risen, and overrun lists have grown, several retail owners acknowledged.

Label Switches

Another reason for the pipeline glut is the dumps that result when an artist switches labels, or when a label switches distribu
tors. A group whose history encompasses both situations is the Tangerine Band. The widespread availability on the cutout and overrun marketplace of this group's albums is entirely the result of two cutout sales. "The Tucker catalog first became available when their label, Capricorn, switched distribution from Warner Bros. to Popygram," explained one retailer. "Warner Bros. had them only so much time to sell the product before they got stuck with it, so they dumped it. The second dump came when the group themselves switched labels, from Capricorn to Warner Bros., Now Capricorn has cooled off on them and they chose to dump. And when you do that you have to steepen up the pot with the new stuff. We've got 20-plus albums by the Marshall Tucker records are on the cutout lists again.

According to the aforementioned Marshall Tucker catalog situation, Jonathan Edward's career was ostensibly hurt because his record company, A
crobat Records, which handled the album, did not promote it. "Someone at the label that contained the last song, "Steam," and subsequent releases for the label were for the most part cutout albums that were cheaper and contained a proven hit, according to one cutout buyer. "The best stuff you've got, but I'm not going to get into the business of dumping that album," commented Dennis. "The only promo that comes with the record is obviously the singles, but we sell it (as an overruns) for $9.98, $11.98, $12.98, or whatever.

Regarding import overruns, Dennis said, 'Those drive us berserk, because we try to protect them (artists). But the problem is when we get these things, they sell them to other people, and it's pretty hard to have control over all of the people. Just like I'm sure that some of our records end up in the foreign countries, and it drives them berserk.

Noting that Warner's catalog is still sell-

very well. Dennis said, 'We have an enormous catalog that we sell month after month, and probably will forever. I mean, Jimmy Hendrix's first album is 15 years old. Then there are best of albums by Peter, Paul and Mary, The Association and the Beach Boys. I doubt that any of those are being cut in cutouts, certainly not in the U.S.'

Dennis said he wasn't sure that sales of overruns cut into catalog sales. "You've got to remember that if it's something that's showing up in the store as a cutout or an overrun, the reason for that is that it's no longer selling at the regular price. Why would anyone want to sell it (as an overrun)?"

CRI Forms Publishing Wing

(continued from page 8)

to run his own publishing business and develop a new profit center for the corpora

Previously, Shapiro stated, the CBS publishing subsidiaries "didn't have the in
dependence they needed. Now, while we will continue strong creative ties with CRI, we can give the companies the support and capabilities that they need as publishers, without being dominated by record men.

Although the publishing subsidiaries will keep the "April Music" name, according to those noted, they will also add the legend "an af
filiate of CBS Songs International." As part of the new structure, Shapiro will

report to Norman Stollman, vice president of administration for CBS. Stollman reports to Dick Asher, president of CBS Records International.

Oits Named

In addition, Tim Oits has been appointed director of administration for CBS Songs International and Nancy Brennan was named associate director of music copyright and record relations for CBS Songs International.

Oits joined CBS in 1972 and previously was with the company's publishing ad
dministration for CRI, Brennan joined CBS in 1971 and has served as manager of music publisher relations for CRI.
AIR PLAY

CONFERENCE REPORT — The third annual Anti-Musculo Central States Secondary Radio Conference was recently held in Kansas City, MO July 20-21. Topical discussions ranged from the correlation of record sales and varying degrees of airplay and rotation, credibility and importance of being a reporting station to the trade, and of special concern to many of the programmers is the question of what can be done to improve it. The session concluded that a return to personalities on the air, which would give a station more spontaneity. The adult contemporary panel brought to light the fact that KATT is not the MOR format as it was once known, but rather an open format playing whatever appeals to adults in a given market. The next Anti-Musculo conference will be held in Providence, RI Aug. 24-25.

STUCK LIKE GLUE — A unique promotional item sponsored by KBEQ/Kansas City and Australia’s ABC Network was presented at the Anti-Musculo Conference. Keying off the title of Raydio’s current single “You Can’t Change That,” Radio Shack transistor radios were fixed at KBEQ’s frequency and as hard as people tried, the dial could not be tuned.

JUKEBOX JOKES — A recent article from the L. A. Times Calender Section reported on the “Great Cash Box Top 100 Jukebox Survey” that was conducted for Radio & Phonogram, Johnny (Magic 95)/Detroit Jukes Aug. 4. The survey was expanded from 14 one-hour long shows to 19 hours and consists of music and interviews with artists conducted by Morgan. Some of the artists already scheduled are Willie Nelson, Alice Cooper, Melissa Manchester, Al Stewart, Heart, Todd Rundgren, Dr. Hook.

STATION TO STATION — WPLJ, New York offered two listeners a roundtrip flight to London, hotel accommodations, expenses and ticket to the Knebworth Music Festival August 4. The winners were selected from thousands in a contest.

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RKO Licenses In Jeopardy Due To Parent's Violations

FRAMPTON AT KWS — A&R recording artist Peter Frampton took time out of his national tour in support of his current LP, "Where I Should Be," to give an on the air interview at radio station KWS in Los Angeles. Pictured at the station are (l-r) Phil Hendrie, Steve Downes, KWS program director, Frampton and Pam May, KWS music director.

LOST & FOUND — R&B songwriter Big Joe Lee Williams was recently the subject of an extensive, nationwide search by the ASCII, and the Federal Communications Commission as they tried to locate the missing man.

GANNETT, COMBINED MERGER OKAYED BY FCC DESPITE SEC COMPLAINT

LOS ANGELES — After reviewing the proposed merger between Gannett Co. and Combined Communication Corp., the Federal Communications Commission has decided to let stand its earlier ruling in favor of the merger.

The FCC last week heard the Securities & Exchange Commission complaint against American Financial Corp., principal stockholder in the newly formed company. Based on recommendations of a staff review, the FCC rejected the SEC charges.

After being charged with fraud by the SEC, American Financial agreed to a consent decree in order to settle the dispute. The SEC filed charges against American Financial shortly after the FCC approved the merger July 3.

Metromedia Names 3 In Corporate Finance

NEW YORK — Metromedia recently made three appointments in the area of corporate finance. Stanley T. Landow has been named to the position of vice president of finance. Robert A. Maresca has been appointed to the post of controller and John P. Boileau has been appointed treasurer.
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<th>LW</th>
<th>WKS</th>
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<th>ARTIST</th>
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<td>A&amp;M</td>
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<td>Queen</td>
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**FM STATION REPORTS - NEW ADDS/HOT ROTATION**

**KRFM - ALBUQUERQUE**

1. **WABX - DETROIT**
2. **WMMS - COLUMBUS**
3. **KFBZ - PHOENIX**
4. **KMBD - DETROIT**
5. **KUOM - MINNEAPOLIS**
6. **WJFK - PHILADELPHIA**
7. **WMXO - BOSTON**
8. **KLOS - LOS ANGELES**
9. **WEZ - CHICAGO**
10. **WTRH - CINCINNATI**
11. **WOKQ - ORLANDO**
12. **WQCD - MIDDLETOWN**
13. **SWX - CINCINNATI**
14. **WAPL - MILWAUKEE**
15. **WIPX - TAMPA**
16. **WBBG - HAMILTON**
17. **KIX - CHICAGO**
18. **WQAM - MIAMI**
19. **WYCD - DETROIT**
20. **WABC - NEW YORK**

**FM STATION REPORTS - TOP 20**

1. **KRLD - DALLAS**
2. **KROQ - LOS ANGELES**
3. **KFRQ - HOUSTON**
4. **KHOL - MADISON**
5. **KZHK - LAS VEGAS**
6. **KSTP - MINNEAPOLIS**
7. **KCAL - LOS ANGELES**
8. **WQAM - MIAMI**
9. **KROQ - LOS ANGELES**
10. **KROQ - LOS ANGELES**

**FM STATION REPORTS - ADDS**

1. **KFRQ - HOUSTON**
2. **KCAL - LOS ANGELES**
3. **KSTP - MINNEAPOLIS**
4. **KCAL - LOS ANGELES**
5. **KFRQ - HOUSTON**
6. **KFRQ - HOUSTON**
7. **KFRQ - HOUSTON**
8. **KFRQ - HOUSTON**
9. **KFRQ - HOUSTON**
10. **KFRQ - HOUSTON**

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1. **KROQ - LOS ANGELES**
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10. **KFRQ - HOUSTON**
### FM Station Reports - New Adds/Hot Rotation

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<td>New York</td>
<td>WABC 103.7FM</td>
<td>Classic Rock</td>
<td>Southside Johnny &amp; the Asbury Jukes, REO Speedwagon, David Werner, Prism</td>
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<td>WHFS 98.7FM</td>
<td>New York</td>
<td>WABC 103.7FM</td>
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<td>Southside Johnny &amp; the Asbury Jukes, REO Speedwagon, David Werner, Prism</td>
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<td>WBAB 101.5FM</td>
<td>New York</td>
<td>WABC 103.7FM</td>
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<td>WJZV 100.3FM</td>
<td>New York</td>
<td>WABC 103.7FM</td>
<td>Classic Rock</td>
<td>Southside Johnny &amp; the Asbury Jukes, REO Speedwagon, David Werner, Prism</td>
</tr>
</tbody>
</table>

**Southside Johnny & the Asbury Jukes**
- First Under The Wire
- Harvest

**REO Speedwagon**
- Nine Lives
- Epic

**David Werner**
- David Werner
- Epic

**Prism**
- Armageddon
- Ariola

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### History To Date

**Most Added**
- **Southside Johnny & the Asbury Jukes**
- **REO Speedwagon**
- **David Werner**
- **Prism**

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- **Southside Johnny & the Asbury Jukes**
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- **REO Speedwagon**
- **David Werner**
- **Prism**

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**Genre**
- Classic Rock

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**Other Additions**
- **HOTS:**
  - **Blue Oyster Cult**
  - **David Bowie**
  - **Cars**
  - **Dave Edmunds**
  - **Flash**
  - **Jimi Hendrix**
  - **Kinks**
  - **Paul McCartney**

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**Radio Stations**
- **WABC 103.7FM**
- **WBAB 101.5FM**
- **WBLM 97.1FM**
- **WJZV 100.3FM**
- **WXRT 93.1FM**
- **WCCC 90.5FM**
- **WBCN 92.5FM**

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**Date/Location**
- **4-19-79**
- **New York**

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**References**
- American Radio History
- Other Online Resources
NORTHEAST

WRFC — ATHENS — GARY KIRK, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — B. Tchakovsky, 29 to 24 — Little River Band, 28 to 22 — D. Stewart, 21 to 18 — E. Lee, 17 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

Z93 — ATLANTA — DAVE O'BRIEN, MD
1-1. C. Daniels Band, Ex to 29 — J. Jackson, 26 to 22 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WXKQ — ATLANTA — J.J. JACKSON, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 29 to 24 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WRAL — BURLINGTON — BELL, MD
1-1. C. Daniels Band, Ex to 29 — Blackwood, 21 to 18 — E. Lee, 17 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WSGN — BIRMINGHAM — BEAU BRAXTON, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Pepper, 26 to 22 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WERC — BIRMINGHAM — COYOTE CALHOUN, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 29 to 24 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WXXF — DAYTONA BEACH — JOHN SCOTT, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 29 to 24 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WFBF — FAYETTEVILLE — MIKE MONDAY, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 29 to 24 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WSGY — GUNTHERSVILLE — TIM LOGAN, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Little River Band, 27 to 24 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WJXK — JACKSON — BOB CHEWES
4-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WVC7 — JACKSONVILLE — JEFF RYAN, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Supertramp, 26 to 23 — Warner, 22 to 19 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WFFM — MIAMI — ROBERT MURREY, PD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WHY — MONTGOMERY — RICHARD GRYMUS, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WWSK — NASHVILLE — STEVE DENTON, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WAWC — ATLANTA — GREG LOEHR, MD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WAGC — ATHENS — BRAD McGRAW, PD
1-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.

WBYC — ALBANY — DON PERRY, MD
2-1. C. Daniels Band, JUMPS, 30 to 27 — Warwick, 26 to 23 — E. Lee, 19 to 12 — H. Chisum, 16 to 11 — J. Jackson, 10 to 5 — R. Palmer, Ex to 29 — ELO, Ex to 29 — A. Oakes. N. Low.
REGIONAL PROGRAMMING GUIDE

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Ex

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Marshall Tucker Band,

33

Emerson, Lake

and

Peaches

16

Wind

15-

26

D.

Marshall Tucker Band,

33

Emerson, Lake

and

Peaches

16

Wind

15-

26

D.

Marshall Tucker Band,
1. DON'T BRING ME DOWN — ELECTRIC LIGHT ORCHESTRA — JET/CBS
KIOA, WAYS, WLAC, KEEL, WLS, KTAC, KPM, KBEO, KBKE, WBBQ, WKRG, WZRX, WYTR, Z96, WSEE, WTB, KFMD, WJUE, KINT, KROY, WBLI, WFM,

2. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — ROBERT PALMER — ISLAND/WB
WSGN, WSGA, WERC, WOKY, B2X, WSN, WNO, KERN, KINN, KJRB, WOKY, KTLF, F105, CLWL, Z96, WQXQ-FM, WQY, KSRP,

3. I'LL NEVER LOVE THIS WAY AGAIN — DIONNE WARWICK — ARISTA
WOW, WNCI, BJ105, BJ105, KQ99, Z93, WYDE, KLF, KOKO, WBBQ, WTRY, W97, VSGW, WAUG, KYDO, WJCE, KENO, KROY, WKKW,

4. I DO LOVE YOU — Q - Q — ARISTA
WESQ, WAG, KJ94, WCBQ, JKB, WOKY, ZB93, Z93, KJA, KRB, WIFE, WAGQ, WSUG, KYDO, WJCE, KENO, KROY, WKKW,

5. DRIVERS SEAT — SNIFF'N THE TEARS — ATLANTIC
WLCI, WJ98, WQG, WBB, KEEL, KINN, WGCL, WJFR, WBB, WJCE, KENO, WAGQ,

6. LONESOME LOSER — LITTLE RIVER BAND — CAPITOL
WKXQ-FM, WSGA, WOKY, B2X, KDN, KQ99, KALM, WQXQ-FM, WJ105, KQ99, KBE, KLTK, WQPC, WBB, WKKW,

7. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — ROBERT PALMER — ISLAND/WB
WJ105, WSGN, WSN, WNO, KEEL, KINN, KJRB, WOKY, KTLF, F105, CLWL, Z96, WQXQ-FM, WQY, KSRP,

8. ONE MAN GONE — KEEL, WBBQ, KB105, WDBR, WBBQ, WKRO, KHJ, WJCE, KENO, WAGQ,

9. CRUEL TO BE KIND — NICK LOWE — COLUMBIA
B100, KBEQ, KKO, WJFR, WPLB, WQXQ-FM, WAGO, WUKS, WBLI,

10. AFTER THE LOVE HAS GONE — EARTH, WIND & FIRE — ARC/COLUMBIA
WWW-AM, KFRC, KHJ, WJRL, WQXQ-FM, WAGO, WUKS, WBLI,

11. AFTER THE LOVE HAS GONE — EARTH, WIND & FIRE — ARC/COLUMBIA
WWW-AM, KFRC, KHJ, WJRL, WQXQ-FM, WAGO, WUKS, WBLI,

12. AFTER THE LOVE HAS GONE — EARTH, WIND & FIRE — ARC/COLUMBIA
WWW-AM, KFRC, KHJ, WJRL, WQXQ-FM, WAGO, WUKS, WBLI,
Marx Smith Keep Classic Jazz Alive On Discovery Label
by marc Cetner

LOS ANGELES — Discovery Records, an independent jazz label formed by Albert Marx in the late 1940s, is reactivated by Marx for the first time in 20 years with the release of "Replicas," a 25-track collection of 1940s and 1950s jazz LPs by artists such as Sarah Vaughan and Art Tatum. Two jazz vocal luminaries, Mel Torme and The Hi-Lo's, also recorded years before for the disc Trend label in ad- dition. Marx was an independent producer for Atlantic, Columbia and RCA and produced the Gerald Wilson Big Band in the 1950s.

Smith's background is in radio, he was a disc jockey for Jazz station KBCA-AM for a few years. In the past, Smith also produced the group Illid and singer Bill Henderson.

"Marx, who was leaning toward jazz," said Smith. "I feel best when I'm disseminating it in one form or another."

Overruns, Cutouts Flooding Marketplace With Recent LPs
(continued from page 18)

cutout if it's selling at the regular price? If I can get $7.98 for an album, why would I want to sell it for $12.00?"

Goldman, on the other hand, viewed the availability of cutouts and overruns as "the gold rush of a cutout line," which sells for $9.98 to $12.00 and up. "Sales overruns, and the overruns that sell as overruns, you've got to be telling yourself that you don't expect to sell it for that price," said Goldman.

"I've always been a retailer," summarized Smith. "And we hope to live a living at it."

Although the label is rooted in L.A.-based jazz artists, Discovery imported guitar-based albums from the late '70s for its first reissue album. The LP, which is set for a late July release, will be followed by another disc-oriented LP by Alan Chapman. Another upcoming albums on Discovery include releases by Bulgarian pianist Mislohe Leviev and a live disc from Bob and Bobbin toll at A.L.'s Concerts By The Sea.

Disco Subsidizes Bepop
"We're putting out a bit more commercial product in the next few months to make some money," offered Smith. "We're not a philanthropic organization, and you can't survive the business if it doesn't make sense. But we're trying to maintain our identity within that framework. The reason for the disco is that we're trying to pay some boppin' bills, so we can continue to record music that we feel is the most valid form of expression going.

Discovery is also planning to re-release two albums produced by Marx in the late 1950s: Clare Fischer's America The Beautiful and The Jazz Mass by Joe Masters.

The current Discovery roster consists of the Bob and Bobbin Combo, the Sniff 'N' Riff Band, the Sniff'N'Rafferty Band, the Sniff'N'Rafferty Band and the Sniff'N'Rafferty Band. The Sniff'N'Rafferty Band, The Sniff'N'Rafferty Band and the Sniff'N'Rafferty Band.

Our goals are to be able to put out quality line and make a living at it, which we both love dearly, all the exposure we can," summarized Smith. "And we hope to live a living at it."

Another assumption that retailers are making is that there will be a dump by CBS, a company not traditionally known for dumping. Said one retailer: "We're still looking for the day that CBS makes a dump. Said an executive for a large retail chain. "CBS is not exactly the kind of company that would jump into the pool."

"Production is going to be very much a management decision, and the question is what will the retailer make money on. Saturdays and Sundays you've got to be stepping in the pool."

"We're destroying some of the historic material," said one retailer. "And that will be a problem."

"Just one more, like "If I Can Have It My Way," said another retailer. "That's a risk."

"What we hope to do," said another retailer, "is to make a bigger impact with the product."
A New Album From The Commodores
More European Companies Plan To Attend MUSEXPO

(continued from page 18)


Discos Boom

Shashoua emphasized the importance of the disco phenomenon in the timing of his overseas attendees. Disco has proven its international appeal, and many of the top disco records have been produced in European studios. Since the U.S. is still the world's biggest market, European record companies naturally hope to sell their disco records here.

Shashoua admitted that, so far, not many European artists have scored successes here (except for British acts): "But they're getting more Americanized," he contended. "Soon you'll be seeing the crossover, not only of European-produced product, but also of European artists."

As examples of this trend, Shashoua pointed to such French artists as Cerrone, Patrick Juvet, and Patrick Hernandez, all of whom have had some U.S. success. Also, he noted that groups like ABBA, PFM and Focus have made inroads in the U.S. market.

Motivations

Other overseas companies have different motivations for coming here. Shashoua suggested. Studios, for instance, would like to sell their productions to American artists; Cinevox, an Italian soundtrack label, symbolizes the growing strength of European producers and film industries; and companies like Baby and Disques Carrere, who have made a lot of money abroad, may want to invest some of it in the U.S.

In Shashoua's view, the European recession is much worse than the American version, except West Germany, where the economy is still relatively sound. Therefore, European companies are looking for an outlet for their recorded product in America.

American View

Shashoua expects the participation of U.S. companies at MUSEXPO to increase this year, too. Already, he said, over 90% of last year's U.S. attendees have re-signed. Since it is mostly international record people who attend MIDEM, the European music trade fair. Shashoua believes that MUSEXPO offers a unique opportunity for other parts of the U.S. music industry to mingle with their counterparts from overseas. "Half the people who go to MUSEXPO do not go to MIDEM," he noted.

In this group, Shashoua continued, are three major categories. First, there are the U.S. A&R departments of major labels, including A&R marketing, promotion and creative services people. Second, there are independent production companies who are usually unfamiliar with the international record business. And third, there are radio program directors. MUSEXPO sends out some 24,000 invitations yearly to 8,000 North American radio stations. Attending MUSEXPO gives radio programmers an opportunity to exchange views with their overseas colleagues.

Industry Forum

Finally, Shashoua noted, MUSEXPO has become a sort of national music trade fair for America. Whereas only publishers attend the NARAS convention, and the annual NARM convention is attended mostly by retailers, wholesalers and manufacturers, MUSEXPO offers an outlet for all segments of the domestic industry.

Sinatra Ending 5-Year Hiatus, Recording New LP

(continued from page 7)

tion of the long-awaited Sinatra reunion release will bring up the greatest star in the musical future. Entitled "Reflections of the Future," this segment of the LP is a musical style which Sinatra commissioned. Gordon Jenkins to compose for the album, "Arranged and conducted by Jenkins as well," "Reflections of the Future" will ex-amine Sinatra's personal vision of the road contemporary music is taking. The Los Angeles Philharmonic will be a perfect backdrop for the perfection of Sinatra's phrasing and intonation.

Contributor Sonny Burke has worked with the Sinatra genius on such enduring albums as "A Man and His Music." "Sinatra at the Sands" and "September of My Years." The veteran record producer said of his involvement with this unprecedented project, "Having happily enjoyed a personal love affair with the music business for the past 35 years, my current involvement with Frank Sinatra, as producer of 'Trilogy,' will undoubtedly be the most exciting and challenging assignment of my career. It's a feather in the cap of all of us. The size and scope of 'Triology' is huge, comparing it as it does an eagerly awaited collection of songs by Frank. I'm proud to be associated with what promises to be his most important venture in records."

Composer of numerous hit tunes, in- cluding the monumental musical suite, "Manhattan Tower," Gordon Jenkins has worked with many of the musical giants of this era. He enthusiastically says of his current project, "To me, every encounter with Frank Sinatra presents a definite challenge. He has the highest standards of anyone I have ever worked with, and I always try to give a little extra when it's something for Frank to sing."

His taste is impeccable and un- questioned. I have never found him to be wrong. Maybe there are greater rewards than working with the greatest singer of our time, but I personally can't think of any."

Billy May, who began his association with the rat pack in the 1940's, said, "I am thrilled and flattered to have been chosen for this forthcoming project. I've always considered Frank to be the ultimate singer of my era. It's an honor for him to work with. His overall consummate musicianship makes our tasks so much easier."

At press time, no label had been selected for this monumental project.

Frank Sinatra

CBS To Release LP From 'Star Trek' Film

NEW YORK — CBS Records will release the original soundtrack album of Paramount Pictures' "Star Trek: The Motion Picture" on Columbia Records. The CBS LP, configured to coincide with the worldwide distribution of the soundtrack album and also involves the recording and distribution of a new, unlicensed product, including singles and albums by recording artists for the label. A complete list of artists is being held by the FBI for most of the past 35 years. The project was developed by Frank Sinatra, as producer of "Triology," will undoubtedly be the most exciting and challenging assignment of my career. It's a feather in the cap of all of us. The size and scope of 'Triology' is huge, comparing it as it does an eagerly awaited collection of songs by Frank. I'm proud to be associated with what promises to be his most important venture in records."

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Frank Sinatra

Equipment Used By Alleged Pirates Seized

NEW YORK — Judge Thomas C. Platt of the U.S. District Court for the Eastern District of New York has ordered the seizure of tape duplicating equipment allegedly used by John Wayne Gacy, known as the "Pig Pen" murderer, George Tucker, to produce pirated tape recordings. The equipment is presently being held by the FBI in a sealed container as part of a massive six-state raid of suspected pirate operations last December.

The massive seizure was brought by RCA, RS0, and Warner Bros. Records. A related action by Casablanca was consolidated with the action of the other three record companies.

Also named as a defendant in the suits is Rumour/Ripping Corp. of Central Islip, N.Y. and its principal, Frank Martino.

EDMUNDS AND LOVE IN THE PROMISED LAND — Swan Song recording artist Dave Edmunds and Columbia recording artist Nick Lowe recently performed selections from their current LPs at the Dr. Pepper Music Festival in New York City's Central Park. Edmunds' "Repeat When Necessary" and Lowe's "Labour of Lust" were recorded with the group Rockpile. Picture after the performance (r-l): Greg Geller, vice president of east coast A&R for Columbia; Lowe, Jack Craigo, senior vice president and general manager for Columbia; Edmunds; and Arminda Amon, vice president of artist development for Columbia.
Country Talent Bookings Are Generally Healthy Nationwide

by Bob Campbell

NASHVILLE — Despite the slowdown of the U.S. economy and the mounting gas shortage, country artists are out on the road in full force this summer according to a Cash Box survey of top country booking agencies.

However, a couple of agencies are not booking many dates as in a normal summer, and a rash of cancellations occurred during late May and July. Also, most agencies said promoters are looking for booking dates as far in advance as usual. But in general, the booking business is healthy.

Diana Push, vice president of The Jim Halsey Talent and Booking Agency in Tulsa, Okla., probably the largest booking agency in the business told the company’s booking schedule was tight on target.

We haven’t suffered a lot of cancellations,” Push said. “We also have a positive attitude about this fall, and bookings look very substantial. Now bookings aren’t coming in as fast for 1980 as normal, but the fall is stable. This is probably reflective of economic conditions.

Built-In Audience

One reason for the lack of cancellations Push noted was that many of the Halsey acts — including The Oak Ridge Boys, Ronny Cox, and Jimmy Wynn — have been playing at such venues as colleges, rodeos, fairs, and Las Vegas rooms which usually have a built-in audience.

According to Andrea Smith of Top Billing Talent and Booking Agency in Nashville, the company is having a banner summer. But she also said most of the bookings were scheduled before the gas shortage.

The bookings are heavier now than they were in the 10 years we have been here, Smith said. The fuel shortage hasn’t affected us at all. It will really be about another five days before we can judge that conclusively. Most of the dates we have set now were made last winter. We haven’t ticked in any dates for the fall yet, but that isn’t unusual. We don’t start booking fall and winter dates until after Labor Day.

In Top Billing books such acts as Jim Ed Brown and Helen Cornelius, Tom T. Hall, Jimmy Dean, The Kendalls, Porter Wagoner, Jerry Clower and Cal Smith, and most of these acts have filled the fall calendar, Smith said none of these artists have missed any dates due to the gas shortage.

Jamboree in the Hills


Country Talent Booking Store — MCA artist Conway Twitty recently took a few executives from MCA Records on a tour of his record store which is located near Music Row in Nashville. Shown in the store (n.f.r.) are: (Top row) Ron Doucette, vice president of MCA branch distribution; A. Berman, MCA Distribution Corp. president; Bob Smer. MCA Records president; (bottom row) Jim Scott of Scott Sales; Tommy and Jimmy Jav, general manager of United Talent Agency.

Jamboree in the Hills

Rock 'n' Roll Hall | takes back-stage following his evening performance at the recent Jamboree in the Hills Country Music Festival in Brush Run Park, Ohio. The Festival drew nearly 40,000 people this year. Pictured are (n.f.r.) Hall F. Glenn Reeves, executive producer of the festival, and Buddy Bell, WVLV Radio announcer.

Festival Honors Ronnie McDowell

PORTLAND, TN — More than 4,000 fans attended the 1st Ronnie McDowell "I Love You" Festival held in his hometown recently. The all-day festival consisted of accoutrements for McDowell, ribbon-cutting ceremonies for his new office and recording studio here, and a musical test at the Portland High School football field.

Following a morning dedication for his new studio and office building, McDowell was honored by having Portland's main thoroughfare re-named "The Ronnie McDowell Parkway.$$...
I can't wait...
three equipment trucks — and they all run on diesel fuel. Because of the uncertainty of fuel and the safety of drivers, we decided to re-schedule the dates for later on.

Jim Prater of Buddy Lee Attractions, which books Willie Nelson, John Conlee, Concho Cato and Del Reeves, said that the agency and the business was holding steady except for a few cancelled dates. “A few dates have been missed in areas like the east coast because acts just couldn’t make it, but only about four or five dates were involved. Some of our acts have been flying rather than taking their buses to dates and we have also learned that attendance is down about 20-25% at most fairs and parks this year.”

Outlook Good

“July was a very busy month, but August and September (are) stronger than ever,” Jay said. “We had trouble in Pennsylvania and Northern Ohio, the gas panic button is on there that and we have had two cancellations, and the owners canceled all the talent for the rest of the summer. But Con- way’s business is rebounding. We have broke our own record for attendance figures this month in Salem, Ohio. I feel very positive that the worst is over.

The Dick Blake Agency here represents The Statler Brothers, Barbara Mandrell, Don Williams, Stella Parton and Grandpa Jones, and the agency is experiencing no summer booking problems. But agent Dave Barton thinks there could be a slight slump because the average age of the audience has increased.

“Nearly 100% of our dates from June—September are fair and outdoor park dates, and have been going good,” Barton said. “But we book a lot of concert dates from September to November, and we will have to wait and see how everything works out there. We think it will be off somewhat.

Since the state fairs are state subsidized, the attendance problems because of the gas shortage will not affect them. But the fairs could kill the independent promoter. When artists start playing the larger auditoriums after the fair season, it will tell if there is any new interest. Between January and February will be the worst months we have ever had.”

Advance Bookings

Ken Ruling, booking agent for the Shorty Lavender Agency, emphasized that a lack of advance bookings is hurting artists. He also said that several major dates were can-

Country Bookings Healthy
celled in May.

We faced a transportation problem in May,” Ruling said. “Acts were afraid they wouldn’t be able to get fuel for their buses, and they were afraid of damage to their buses during the trucker’s strike. But now promoters are only booking a month ahead instead of the usual three. They are reluctant to book ahead because of the economy. This cut back is affecting the artist. He doesn’t know definitely if he will be working three months in advance like he has been in the past.

The economy is going to be the big test for all of us.

Ruling also said promoters were cutting back on packages because of the reluctance of fans to drive long distances to get to a show.

The Atlas Artist Bureau in Nashville, booking Ernest Tubb and the Texas Troubadours, among other acts, experienced a rash of cancellations in July, according to agent Hayes Jones.

“I have been in the business for 16½ years, and we have never had more cancellations this summer than I have ever seen,” Jones said. “Most of these came in a two-week period. Things have gone back to a normal keel again.

Singles to Watch

RAZZY BAILEY (RCA PB-11682)


JONNY WILLIS (MCA-6414)

Someone Really Loves You (Guess Who) (3:00) (Michele Pub. — BMI) (J. J. Belvin)

DORSEY BURNETTE (Elektra E-46513)

Here I Go Again (3:09) (Six Continents Music — ASCAP) (Dorsey Burnette/Johnny Cun-

ningham)

CHARLIE RICH (United Artists UA-X1307-Y)

Life Goes On (3:55) (Mama Millie Music — BMI) (Margaret Ann Rich)

BOBBY BOOD (Chute CR 0088)

Easy (3:28) (Blackwood Music/Fullness Music — BMI) (Jerry Fuller)

BOBBY BARE (RCA PB-11673)

Hurricane Shirley (3:59) (Rubfilm Music Corp. — BMI) (Bobby Bare)

O. B. MCCLINTON (Epic 5-07047)

Soup (3:29) (Cross Keys Pub. — ASCAP) (O. B. McClinton)

RAY FRUSHA (Western Oval) (Epic 5-07900)

I Got Western Pride (3:00) (Western Pride Music — BMI) (Jack Mack)

MICHAEL MURPHY (Epic 5-07057)

Backslider’s Wine (3:25) (Westery Music, Inc. — BMI) (M. Murphy)

MERRILL LANE (RDS 207)

I’ll Come Running Back To You (2:55) (Venice & Big Billy — BMI) (W. Cook)

DAWN CHASTAIN (SCR SC-178)

That’s You, That’s Me (2:12) (House Of Gold — BMI) (B. Springfield/V. Stephenson)

Song Festival Judges Announced

NASHVILLE — Dick Lee and Scott Sneaks, festival directors for the 1979 Music City Song Festival, have announced the final judges for the country competition. Final judges consist of 12 record industry judges, professionals and 10 members of the Federation of International Country Air Per-

SONALITIES (FICAP).

The music industry judges are George Chelima, executive director, FICAP; Vic-

cent Candrona, director of writer affiliations, SESAC, New York; Myron McDowell, assistant director, ASCAP; Nashville; Magpie Cavender, executive director of the Nashville Songwriters Association; John Ford, director of operations, United Artists Records, Nashville; Jim Duncan, country music director, Al Davis; Billy Fisher, vice president and general manager, Record/Records, Nashville; B. O. McClinton, director, Nashville; Bill Reed, BMI’s new director of country music, Nashville; Benjamin T. Tinsley, BMI’s new director of country music, Nashville; and Jack McDowell because of the line-up.

The ex-

KOE, Austin, Tex.; Jerry Adams, KFDI, Los Angeles, Calif.; and Ken Miles, WSLE, Roanoke, Va.; Dale Turner, WSAI, Cincinnati, Ohio; Max Gardner, KKKX, San An-

tonio, Tex.; Mike Burger, IPCAC, Seacon Hall, WHOS, Decatur, Ala.; and Tiny Hughes, WROZ, Evansville, Ind.

The Music City Song Festival is a com-

petitive event for country music songwriters, lyricists and vocalists which offers over $37,000 in cash prizes to winners. Entries will be accepted through Oct. 1, 1979.

Hall Of Fame Announces Two New Exhibits

NASHVILLE — The Country Music Hall of Fame and Museum has announced the opening of two major museum exhibits — “Songs and Songwriters,” which traces the path of a song from idea to tape, and “Stringed Instruments in Country Music,” which allows people to learn about musical instruments.

"Songs and Songwriters" is a 900-

square foot exhibit in three parts. The first section overviews the lives of the so-famous songwriters and producers on how they create music and the importance of the song in country music. The second part illustrates original manuscripts of well-known country hits such as “Rocky Top,” by Boudleaux and Felice Bryant, and “I Never Promised You A Rose Garden” by Joe South. These original manuscripts are a portion of the museum collections.

The third section of the song exhibit is a games section where the public can test its knowledge of songs as country "wagons".

The newly formed exhibition occupies 200 running feet, and is open to the public daily.

The exhibit includes custom-made replicas of the banjo, acoustic and electric guitar, fiddle, piano and steel guitar.
CMA Holds Third Board Meet

NASHVILLE — The Country Music Association’s board of directors held its third annual meeting July 10-12 at the Four Seasons Hotel in Calgary Alberta (Canada). Topics for discussion included CMA’s new satellite TV broadcast, Fan Fair, a new DJ radio membership campaign and the annual talent buyers seminar, Country Music Month and the CMA Awards Show.

Committees met on July 10 and reported to the CMA Board of Directors meeting July 12. After the meeting was called to order by President Ralph Peer, the treasurer’s report was given by hustler Black and an audit was presented by finance committee chairman Bill Denny.

Fair committee chairman Bud Wendell reported on this year’s festival, which was attended by 13,900 people from 12 countries. More than 200 artists appeared during 30-plus hours of live entertainment. Booths and displays totaled 246, and 22 teams participated in the Country Softball Tournament. The date for next year’s Fan Fair is set for June 9-11.

Membership Drive

Membership committee chairman Bill Lowery reported on the joint committee meeting of the membership, public relations and DJ committees, recommending that this year’s CMA radio membership campaign was discussed. The campaign is set to begin in October in conjunction with the convention in Nashville.

The PR firm of Hill and Knowlton, in New York, has been retained to represent CMA. The recommendation to hire the firm was made by the CMA executive committee, after hearing proposals earlier in Nashville submitted by several leading PR firms.

Radio committee chairman Dan McKinnon spoke to the board of plans for a 90-minute post-Awards Show live interview broadcast hosted by Bill Anderson and Ralph Emery, and a continuation of plans for the CMA Awards Show simulcast.

As for the Talent Buyers Seminar, Don Romeo, chairman to the committee, reported that this year’s seminar will be held at the Radisson Hotel in Nashville, Oct. 8-10.

Bruce Lundvall, president of the CBS records division, presented a joint report of the International Show, presented by the CMA during Fan Fair. The possibility of discontinuing the show had been discussed at CMA’s January board meeting, but due to the success of this year’s show it will be continued through next year.

RCA Launches Campaign For ‘Tonkin’, Milsap

NASHVILLE — RCA Records here has launched a promotional campaign in support of the multi-artist release, “Honky Tonkin’ and Ronnie Milsap’s latest LP, ‘Images’.

Featuring cuts by Waylon Jennings, Willie Nelson, Bobby Bare, Gary Stewart and Guy Clark, the “Tonkin’ LP‘s first single release will be a double-sided record with “Crazy Arms” by Nelson on one side and “Hurricane Shirley” by Bare on the other side. The album will be pressed on a gold-flecked, translucent vinyl to keyed the cover album shading.

Merchandising materials like beer mugs emblazoned with the artists’ names, LP title and crossed-pool cue tops are being manufactured. Record jackets are being pre-printed and print ads are scheduled at both trade and consumer levels to back up the album. A variety of point-of-purchase materials have also been designed for store retail use.

Charles Scully, reporting for the Country Music Monthly committee, announced that letters to the governors of all 50 states requesting proclamations for Country Music Month (October) were sent out with Willie Nelson’s endorsement.

Mike Hoyer, DJ committee chairman, reported that 10 names had been selected by the committee as judges for the DJ of the year awards. Five of these names will be chosen by an anonymous committee as final judges. Winners in the three sized markets will be announced on the CMA Awards Show Oct. 8.

In further reports, Joe Talbot presented the board with a list of nominees for the CMA board of directors for 1979-1980, as chosen by the nominating committee. Additional nominations were made from the floor. (Bylaws dictate that the board present to the membership a slate of no less than two nor more than four nominees per category for election of one director during the annual membership meeting in October.)
THE COUNTRY MIKE

WHK RADIO CELEBRATES TWELVE YEARS WITH THE CLEVELAND BROWNS - WHK/Cleveland has been the official voice of the Cleveland Browns for the past 12 years. The 1979 Browns Network included former Ohio and western Pennsylvania with WHK as the flagship station. Gib Stanley, veteran Cleveland broadcaster and WESW television sports director, will again team up with Jim Mueller, sports director of WJKW radio, for Browns broadcasts. The official voice of the club for 19 years, Mueller took over the duets as color commentator in 1975. He has over ten years of sports commenting experience, and played with the Baltimore Colts until his illness in 1967. In his 19 years of Browns football commentary, the Shantee-Mueller broadcast team had 54 Browns contests to their credit. In addition to WHK, both Stanley and Mueller have daily shows on WHK during the football season.

MUSIC DIRECTOR PROFILE - Tim Rowe. MD for WMNI/Columbus. began in radio during his college days at Bowling Green State University in Bowling Green, Ohio. After graduating from college with a degree in education in 1970. Tim went to WGBG/Greensboro, N.C. as the PD/MD of that station. He remained there until 1977 and left radio to pursue other interests for a year. In 1978. Tim started at WMNI and was recently promoted to the MD slot at the station.

Former KNOE/Monroe MD Charley Cook is the new MD for KKN (Corpus Christi). Charley takes calls anytime after 9 any day.

Ronda Scott is the new MD at KBBO/Venita replacing Mark Holte who has moved to the Los Angeles market as an air personality. Ronda is also handling afternoon drive at KBBO. He takes music calls from 2-4 any day.

WBHP/Huntsville recently had 30% of its oldies and 60% of its current product destroyed by water that seeped in during heavy flooding in that area. MD Ron Scott told Country Mike that he would appreciate any help that is needed to rebuild the oldies and current product libraries at the station.

The address is WBHP Radio, P. O. Box 547, Huntsville, Ala. 35804.

JAMBOREE IN THE HILLS BROADCAST LIVE ON WWVA - WWVA/Wheeling broadcast Jamboree in The Hills, a bluegrass festival held July 14-15 in Wheeling, West Virginia. WWVA PD Bill Berg, who was responsible for all live broadcasting at Jamboree in The Hills for the first time this year, said, “It is hard to describe what an emcee feels like when he walks on the stage to face an audience the size of Jamboree in The Hills.” Berg used all his full-time announcers, including Buddy Ray, MD Bud Forte, and Frank Karst to emceee the show. MD Bud Forte summarized his feelings about Jamboree in The Hills, saying, “It’s a big picnic with the best country music in the world and great friends from all over the country.”

Leon Everette, Vern Goodin, Chet Taylor and Reg Lindsay were among artists who performed on the 4th of July celebration sponsored by WPNX/Columbus, according to MD Ron Scott.

Eddie Rabbitfield To Host TV Special

NASHVILLE - Elektra/Asylum artist Eddie Rabbit will star in the upcoming CBS-TV Special, 'A Country Christmas,' which will be taped Sept. 17-19 in Tulsa, Okla.

Eddie’s wife, single, "Suspicion," is #5 buffet this week on the Cash Box Country Singles chart.

CMA Announces DJ Prize Finalists

NASHVILLE - Finalists for the Country Music Association’s annual DJ of the Year Awards have been announced for 1979. The finalists in three categories, selected by CMA members, must now submit an aircheck tape to the CMA with a panel of anonymous judges (past winners and people involved in country radio) to select the winner.

Over the five nominees in each of the three market categories, the winner will be chosen by the San Diego radio show. The nominations are:

1. FOOLS - JIM ED BROWN & HELEN CORNELIUS - RCA WKO (Cincinnati), WKM (Kalamazoo), WCL (Cleveland), WRH (Waukegan), WKO (Kalamazoo), WKL (Kalamazoo), WPL (Pittsburgh), WCL (Cleveland) 2. IT MUST BE LOVE - DON WILLIAMS - KKNX (Phoenix), WMC (Memphis), WPL (Pittsburgh), WKN (Kalamazoo), WKW (Kalamazoo), WSP (Cleveland), WKL (Kalamazoo) 3. GOODBYE - EDDY ARNOLD - RCA WSLC (Roanoke), WKO (Kalamazoo), WKL (Kalamazoo), WKM (Kalamazoo), WSP (Cleveland) 4. IF I FELL IN LOVE WITH YOU - REG ALLEN, JR. - WARNER BROTHERS WSLC (Roanoke), WKO (Kalamazoo), WKL (Kalamazoo), WKM (Kalamazoo) 5. THE DEVIL WENT DOWN TO GEORGIA - THE CARLTON BANDS WKNX (Nashville), WKL (Kalamazoo), WKM (Kalamazoo) 6. HEARTBREAK HOTEL - WILLIE NELSON & LINDA RUSSELL - COLUMBIA WSCF (Fort Worth), WSDS (Baton Rouge), WWP (Pittsburgh), WCM (Columbus), WLL (Columbus)
PRIME MOVER: WDAI.
ADD: KJLA.
PRIME MOVER: WKYS.
PRIME MOVER: WBOS.
ADD: WDIA.
PRIME MOVER: WOKB.
PRIME MOVER: KRLY.
PRIME MOVER: WDRQ.
PRIME MOVER: WBOS.

RENA SCOTT — Super Lover — Buddah DSC 133 — 12”

Bequiling flute and vocal intro segue into “little” Renna Scott’s big vocalizing. Ho-hum chorus break rescued by echo-chambered vocal work which immediately follows. This danceable offering from the “Come On Inside” LP deserves more disco and radio attention than it’s been getting. Times: (A) 6:00 and (B) 4:04.

BRUNO PAGAN — Just Bruni — Elektra 215 — 12”

Every track beautifully orchestrated. Deeper-voiced Pagan takes control at the very beginning and never lets up. “You Refuse To See” has got R&B and pop crossover potential. Songs wisely supplemented to complement one another. Dance ballads and ‘foot stamping dance numbers alternate. Look for several 12” breakaways from this LP in the near future.

Cash Box August 4, 1979

POSTHUMOUS ALBUM — Midsong is rush releasing Arthur Fiedler’s last LP, “Saturday Night, Fiedler,” which had been scheduled for October release. Side 1 features the Boston Pops interpretation of the Bee Gees’ music from Saturday Night Fever. For more economically, it is recommended that Bach’s Toccata and Fugue in D Minor and Air for the G String. The highlight of the album is Fiedler’s cover portrait, which shows the venerable conductor striking the classic John Travolta dance pose from Saturday Night Fever.

SPLIT EP IN THE POOL Stuart Kahn who spins nightly at Carol’s Speakeasy on Chicago’s near north side has left Dogs of War to work for a newly formed pool. He is being heard on WGN, at 8:30 PM daily.

The pool is unique in that DJ never does play records. The disc jockey finances the pool which in turn provides the labels with feedback cards that are much more detailed than usual. The pool is open three times a week, at least two of which open one day only during the week. Independent Record Services already boasts a 50-plus membership. Interested DJs can reach the pool at (312) 922-5151.

UNLIKELY CROSSOVERS — While Ocean Records rumor deal with Raquel Welch seems becoming, the energetic label has bounced back with a healthy dose of soul and pop material.

NOT ALL POP — Something is going on in the world of top 40 radio. Even though the turnover rate for hits is always high, the recent run of chart turns has been especially rapid.

As usual, the top 10 is a good place to look at just about anything that is happening in the pop field. For one thing, there isn’t a single record in the top 10 that has been there for more than two weeks, and the average length of stay is seven days. This means that a number of records are ending up in the top 10 that would never remain there a week or two ago.
BLACK CONTEMPORARY

THE RHYTHM SECTION

SOURCE RECORDS BIGGEST RELEASE SCHEDULE -- Source Records is reaping in for its latest release yet in the fall. Recently signed to the label are Halvin Melvin & The Bluesnotes, Lee Moore, Travis Biggs, Jerry Q and Sharon Paige. Chuck Brown & The Soul Searchers will also have a new album coming during this release. Product from the upcoming albums was previewed at a recent listening party in Los Angeles, where the overall presentation was very well received. The exclusive release schedule and marketing plan will be announced in a few weeks.

BENSON DONALD CONCERTS TO RIPERTON FUND -- George Benson has donated all T-shirt proceeds from his sold out Greek Theatre performance to The Minnie Riperton Cancer Foundation in honor of his late wife. Riperton and Benson have toured together, and were friends before both Fazt Management, PROGRAMMERS PROFILE -- Bob Long, program director at WCIN in Cincinnati, has been in broadcasting for 11 years, and has been at WCIN since his entire career at WCIN. Long has no lifetime ambition to become a market manager, but he's decided to fill in that experience, and has helped so much from Sonny Burns, who was then the sales manager. Long managed to become a full-time announcer at the station after a few months. He was promoted to Program Director. A&R director and program director in 1973. Long describes this market. I feel like I'm doing something here. There is a lot of talent in this market, and I depend on my keeping up with product. We were the first to play Bootsy Collins, even before he was signed to any label. So feel one of the strong points of this market is its new talent. "Noting that many times promotion people will approach him to get on new product because they trust his ear, he says he sometimes entertains ideas of perhaps getting into producing or going into A&R for one of the labels.

CORRECTION -- Correct spellings for July 21 issues of programmer profiles are WWMX, Grand Rapids, Mich. where Frank Grant is the PD.

RADIO ACTIVITY -- WAOK in Atlanta is seeking a morning drive personality with good production skills and no previous experience. Send tapes to Doug Harris, 75 Piedmont Ave. N.E. Atlanta 30303.

Lee Michaels will be the new officially opened air force distribution firm called Concept One. The firm will send out market airchecks to approximately 285 black-oriented radio station programmers on a bi-weekly basis. During the month of August, the Chicago market and the San Francisco market will be mailed to your local market. For further information, contact Lee Michaels (314) 367-0975. Sam Weaver, who was most recently at WDAI in Memphis, has been transferred to KDIA in Oakland, replacing B.B. Banana, who recently left to go to WPIC in Chicago. Hank Spann has left his morning slot at WAOK, to pursue a program director's slot at WBOK in New Orleans.

JACKIE WILSON TRIBUTE FOR L.A. -- The Black Ladies and the San Francisco market just announced the 5.0.0. (Arista). Martin Gaye's next LP is scheduled to be released in mid-August. The title of the album will be "Phasing Into Funk." Brass Construction, recently returned from their West German tour, is now in the studio working on Brass Five. The album will be produced by Jeff Lane and is scheduled to be released in September.

BRODMAN PLOPS

WOR/Orlando
Sing A Happy Song
-- J. J. -- Phila

WKBW/Atlanta
Hot Buttered Boogie
-- Tasha Thomas

WED/Radio Miami
I Can't Stop Dancing
-- Jean Wells

WUF/Chicago
Lost In Music
-- Sister Sledge

Alonso Miller
KACE/Los Angeles
When You're Number One

EDDIE JORDAN
WNKD/Hartford
Street Life
-- Crusaders

Doc Foster
WZOK/Savannah
Don't Stop Till You Get Enough

Jay Johnson
WYLD/New Orleans
Talk That Stuff

J.J. JEFFERIES
KOSL/San Francisco
Open Up Your Mind

BRODMAN PICKS

36

38 BUSTIN' OUT OF LEV GIRLS
(Frank Motley G-78467)
39 STAR WALK
(Bugs & the Wagon G-76182)
40 HOT PROPERTY
(Carlos Rights G-79570)
41 SKY
(Suntone G-68811)
42 WHERE THERE'S SMOKE
(Ryan Robinson)
43 IN THE MOOD
(Tyrone Davis Columbia G-73237)
44 LET'S DON'T FILL ME NOW
(Tony Taylor)
45 THE ORIGINAL DISCO MAN
(Rubert-PD 16321)
46 HEARTBREAK
(Curtis Mayfield G-79571)
47 I LOVE YOU SO
(Merle Haggard G-70893)
48 THE MUSIC BAND
(MCA 3075)
49 PARADISE
(Grover Washington Jr. MCA 3057)
50 MUSIC BOX
(Atlantic MCA 3005)
51 FIVE SPECIAL
(Capitol G-79571)
52 I WANNA PLAY FOR YOU
(Record MCA 3027)
53 LUVIN' MADE ME YOUR LOVE
(Record MCA 3035)
54 I LOVE TO SING THE SONG
(Betty Wright MCA 3085)
55 I LOVE TO DANCE
(Keeprer Atlantic G-79572)
56 FLOWEST
(Villagers MCA 3035)
57 IN THE PURPLEormsg
(Atlantic MCA 3021)
58 NOT NUMBERS
(DES MCA 3031)
59 LET ME BE YOUR WOMAN
(MCA 3055)
60 BACK ON THE STREETS
(Bob & Mike MCA 3060)
61 NITTY GRUMPY
(Sly & the Family Stone MCA 3043)
62 H.A.P.P.Y. RADIO
(Atlantic G-79572)
63 THE MESSAGE IS LOVE
(Betty White Atlantic MCA 3027)
64 STARS
(Radio City Music Hall MCA 3033)
65 JOURNEY TO THE LAND OF ENCHANTMENT
(English/ARL 1-3003)
66 THE ADVENTURES OF CAPTAIN SKY
(Daybreak R&B MCA 3064)
67 STONEHEARTH
(Back/CBS G-73225)
68 SMALL TOWN FEELING
(Arista G-79571)
69 THE KELL IS THIS?
(Philips Demo 2BM 74)
70 LOVE
(Mahattans Columbia G-73225)
71 WHAT THE HELL IS THIS?
(Arista G-79571)
72 C'EST CHIC
(Atlantic G-79572)
73 UNWRAPPED
(Leslie MCG 7325)
74 BAD GIRLS
(West Coast Records G-7325)
75 EVERYBODY UP
(Old Ohio Players MCA 3027)

Top 75 Albums

...
SING A HAPPY SONG — THE O'JAYS — PHILA. INTERNATIONAL
KDKA, WYLD, KATZ, WMJS, WDAS, KKSS, OK10, WSVN, WAVA, KDKO, WBXM, WBXY, KDAY, WWKE, WSEW, WOKL, WKKO, WDAI, WLOU, WGP-RF.

DON'T STOP TIL YOU BUILD — MICHAEL JACKSON — EPIC
KMJO, WILD, WKPD, WLRJ, WBJJ, WZGC, OK10, WOKL, WDAS, WVAZ, KDKO, WKRD, KWJJ.

RIGBY'S BABE ALB (EPIC)
KDKA, KATZ, KMJQ, WBMX, WBUO, WCN, WAWG, WMGM, WGP-RF.

LAWRENCE WILKINS — CRUSADERS — MCA
WENZ, WILD, WLCL, WJAY, WAFM, KDAY, WAMO.

MAKE MY DREAMS REALITY/DO YOU LOVE ME — G.Q. — ARISTA
KMJO, WILD, WMJS, WDAS, OK10, WOKL, WWKE.

JUMP IN THE AIR — THE O'JAYS — WBST.

LOST IN MUSIC — SISTER SLEDGE — COTILLION
WDAS, WDWM, WGH, KDAY, WWRF, WWGV, WGP-RF.

WORL'S GREATEST STREET — CRUSADERS — MCA
WENZ, WILD, WLCL, WJAY, WAFM, KDAY, WAMO.

WINN — BALTIMORE — DON BROOKS

HOT 'N' SWEET — CALVIN BOOKER — T-NECK
WJLC, WDJS, WMGM, WJSY, WQOK, WZGC, WFMS, WXAM, WMGN, WAWG, WBXY.

DAVAO — SANTA CRUZ BELL

GET YOUR DANCE ON — B.B. KING — R&B.

HOT 'N' SPICY — THE O'JAYS — WBST.

RIGBY'S BABE ALB (EPIC)
KDKA, KMJQ, WBMX, WBUO, WCN, WAWG, WMGM, WGP-RF.

WORL'S GREATEST STREET — CRUSADERS — MCA
WENZ, WILD, WLCL, WJAY, WAFM, KDAY, WAMO.

WINN — BALTIMORE — DON BROOKS

HOT 'N' SWEET — CALVIN BOOKER — T-NECK
WJLC, WDJS, WMGM, WJSY, WQOK, WZGC, WFMS, WXAM, WMGN, WAWG, WBXY.

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KDKA, KMJQ, WBMX, WBUO, WCN, WAWG, WMGM, WGP-RF.

WORL'S GREATEST STREET — CRUSADERS — MCA
WENZ, WILD, WLCL, WJAY, WAFM, KDAY, WAMO.

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WJLC, WDJS, WMGM, WJSY, WQOK, WZGC, WFMS, WXAM, WMGN, WAWG, WBXY.

DAVAO — SANTA CRUZ BELL

GET YOUR DANCE ON — B.B. KING — R&B.

HOT 'N' SPICY — THE O'JAYS — WBST.
Caviano Reflects On Growth, Changes In Disco Market

Disco artists have the capacity to develop images, too, and that's why it's crucial that labels utilize their every resound to promote an artist. It means involvement at every level.

Caviano believes that disco is more than a fad, but does he feel the industry is making a commitment to disco as fast as it could? "I see a higher awareness beginning to set in, and right now we're faced with the task of selling more than just records," he said. "We've got to concentrate on making responsible decisions, areas of support. But first we've got to expand these one-man disco departments, because later on it will be like putting your finger in a dixie, trying hard to catch up."

Disco Airwaves

In disco radio, he says, programmers must proceed with caution if they are to enjoy the success achieved by stations such as WPLJ. "It didn't just happen," he said. "You're somewhat hesitant about your marketing investment. In disco, it's possible to keep your costs in sync."

"Disco's greatest challenge in the '80s means striving to keep the music fresh," he concluded. "It means stimulating the retail community to a greater degree as well as maintaining your credibility at radio. Our promo team has a terrific understanding of the market that they're dealing with, which immediately enhances the chance for your product to succeed. Disco is not a dirty and losing business."

Peterson & Eldridge Form New ECS Label

LOS ANGELES - Eldridge & Peterson Associates, a talent management firm, has formed ECS Records, a Las Vegas-based label. "ECS stands for entertainment," said Peterson, who is the president of the label, which will include product from Bettye Swan and The Soul Connection, and Peppi Eldridge, vice president of Peterson & Eldridge, will head up the management firm.

Queen & Cars Get Gold

LOS ANGELES - Two Elektra/Aylum LPs, "Live Killers" by Queen and "Candy-" by the Cars, have been certified gold by the RIAA.
Flutist Prefers Solo Role
To Playing In An Orchestra
by Ken Terry

NEW YORK—Although flutist Ransom Wilson has to hunt for the living in out-of-the-way places like Nebraska, performing with European chamber orchestra and forming quartets and quintets with other young musicians—the 28-year-old Angel recording artist says he prefers being the younger artist secure concert appearances, recording contracts and interviews.

"But the most firm I firmly believe that you can't play solo if you're sitting in an orchestra because the way you have to think is so totally different that you can't be expected to give beautiful solo performances if you're sitting in an orchestra every day. You can't be expected to do, and it doesn't happen."

Rampal's Example

The inspiration for Wilson to become a concert flutist sprang from the example of Jean-Pierre Rampal. Wilson, who had long admired Rampal's playing, got a chance to perform for the French flutist in his last year at Juillard, and the two musicians immediately hit it off. While Wilson was attending Rampal's summer classes in Nice, their friendship deepened further. Rampal, he says, has been a more influential than anyone else to him.

French Technique

While Wilson defends elements of his technique from Rampal—especially his concept of how to project color—he has developed a definite style of his own. "Whereas Rampal's very French," he explains, "I use a French technique with an American sound."

Wilson points out that the American school of flute playing is really an extension of the French style. "The American sound is just bolder, broader and flatter. It's probably more influenced by recordings. I think we're beginning to affect the French sound. But they have much stronger technique."

Wilson has concertized widely in Europe, the U.S. and Japan, where he recently starred.

(continued on page 44)

### CLASSICAL ALBUM REVIEWS

**Tchaikovsky:** Symphony No. 2 in C minor ("Little Russian"). London Philharmonic, Mstislav Rostropovich, conductor. Angel SZ-37294. List: $8.98.

Rostropovich continues to grow as a conductor, and this album offers evidence of his talent on the podium. Tempos always seem just right, and the texture of his reading is light and crisp without ever sounding trivial. Listening to the gorgeous melodies in this symphony, one wonders why orchestras and record companies focus more on their performance of Tchaikovsky's works.

**Mozart:** Violin Concertos Nos. 2 and 5 ("Turkish"). Vladimir Spivakov, violinist; English Chamber Orchestra. Vladimir Spivakov, conductor. Angel SZ-37511. List: $8.98.

Spivakov, a 34-year-old Soviet violinist, has gained a considerable following both at home and abroad. The result is a more than typically vivid recording on this album. He possesses not only a consummate technique, but a thorough musicianship that is complete at home in the rarefied world of Mozart. Comparing his readings of these concertos with the same recording by Isaac Stern on a recent Columbia release, one can see that Spivakov has a distinguished future ahead of him.

**Mostly Fats:** The Canadian Brass Plays Fats Waller's Greatest Hits. RCA XRL-1-3212. List: $5.98.

All anyone has seen them in concert can attest, this classically-trained brass quintet can really swing. And they get plenty of opportunity to do just that on this LP. Which, in addition to several Fats Waller selections, includes tunes penned by the likes of Jelly Roll Morton and James P. Johnson. Especially for those who enjoyed the original cast recording of " Ain't Misbehavin'," this album should be a real treat.
Supertramp Highlights A&M's International Program In 1979

by Richard Imamura

LOS ANGELES — As exemplified by the success of Supertramp's "Breakfast In America," A&M Records continues its long and fruitful involvement in the international market. With sales totalling 2.5 million domestically and 3 million internationally, "Breakfast In America" ranks as one of the top international hits of 1979 — having sold more than 100,000 copies in Canada, France, Germany, the Netherlands, New Zealand, Norway, Portugal, Spain, and Switzerland, as well as the U.K.

"International sales are extremely important to A&M," acknowledges Jack Lossman, international manager. "We feel that our type of catalog and repertoire are very internationally oriented.

With representatives around the world, A&M is committed to an aggressive program of finding the right markets for its artists. "Although our main thrust is breaking the acts we sign here," Lossman explains, "it's far from a haphazard thing. Our marketing push is tailored to the artist and who he appeals to. We are careful to key in on specific territories for specific artists, matching their styles with what will be accepted in that particular market.

Located Successes

Thus, A&M's international programs can be measured not only by such across-the-board hits as Supertramps, but by localized successes like Herb Alpert (A&M vice chairman and co-founder) in Mexico, Gato Barbieri in Latin America, Rita Coolidge in Japan (where she recently won the grand prize at the Tokyo International Music Festival) and Milton Nascimento in Brazil.

In addition, while it is not stressed as heavily as exporting American product, A&M's international involvement also includes trying to break little-known foreign artists in the USA. "One example of this," Lossman points out, "is the 'Yellow Magic Orchestra from Japan. They record on A&M, our Japanese affiliate, and we have come to feel that they could break in a lot of territories.

Kiev to most of A&M's success overseas, as in the USA, lies in getting radio airplay. Although important in such places as the UK, Canada and Australia," Lossman explains, "but in other territories, where competition is high for a limited amount of airplay available, it sometimes means doing a little more.

Song Translations

One thing that has been done in the past to spark sales has been to have the artists sing their American hits in the language of the particular market the company is aiming for.

The international department ‘does not get involved in the selection of songs for artists,' Lossman adds, "but sometimes we do encourage them to cut their songs in the local language. One of the more recent examples of our efforts was "Fellini's 'Will You Keep Us Together,'" which was sung in Spanish. It charted in many Latin American countries.

The other main promotional tool of course is touring. However, recognizing the high costs of touring and the high visibility shown by some territories, A&M artists are marketed worldwide, but "tours are normally planned only for what we consider to be the key markets," says Lossman.

As an example, Lossman explains, "the [European] continent watches the UK closely. The UK is very independent in its musical tastes, and many people on the continent watch them for the new trends. Thus, the action and excitement created by a tour through such a key territory can often send the message to Europe and the rest of the world.

Around The World

Currently distributed through a variety of arrangements ranging from wholly owned subsidiaries in the UK and Canada to CBS distribution in continental Europe and West Africa to EMI in Latin America to PolyGram in the Far East and smaller operations like Aita in Japan, Festival in Australia and Grass in Brazil, the company's product reaches every market of consequence in the world.

It seems no particular order of significance A&M's largest international markets as the UK, Canada, Europe, Japan, Brazil and Australia. Lossman adds that those are also exploring all parts of the world, hoping to develop new markets.

Among those territories being looked at closely by A&M are India, China, the USSR and eastern Europe. "We see a lot of potential in Africa," Lossman explains, "especially considering the competition we have already in Europe. We are currently looking into the situation in those countries."

In addition, noting the fact that one out of every four people in the world is Chinese, Lossman adds, "we do have ours on China. That is one market we would love to break into. However, Lossman noted that the
country extended to exceed one billion dollars in

Among the product presentations were disc previews from Phonogram/Mercury, Casablanca, Polydor and RS.

Bob Sherwood, president of Phonogram U.S., reviewed the new Southern Johnny Winter LPs for 1979, plus product from new artists Bob Grill and Carolyn Mas, among others.

May discussed new product from Golden Earring and RSO told the convention that a double-live Bee Gees album and two new Bee Gees singles not yet available will be issued this year.

Priority System

The company also established a priority system for its salesmen in the country and listed four acts to begin with — Bram Tchaikovsky, the Cooper Brothers, Robert Frisco and Thin Lizzy.

Don Beaumont was the company's salesman of the year, while Monica Netukovsky received a similar award for her work. Max Sweering was awarded the outstanding achievement in record merchandising award. The central region received an award for their Golden Wheel Award for PolyGram's most successful international branch to Tim Harrold, president of PolyGram Canada.

Dr. Vogelsang then told the gathering that PolyGram was the first record company to exceed one billion dollars in

LPS Down, Singles Up

In U.K. In 1st Quarter

LONDON — Reflecting the current sales slump in the U.K., album sales for the first quarter of 1979 dropped 3.5% according to the British Phonographic Industry (BPI). Perhaps indicative of public resistance to increasing LP prices, singles sales were up 25% during the same period.

Album deliveries to the trade were reported at 17.1 million units down from the 17.7 million units shipped during the first quarter of 1978. Further, the 1978 figures had already registered a 9% drop from the 1977 figures for the same quarter.

The singles sales figures, bolstered by the strong showing of RS disco singles, showed an increase of 25% — from 18.6 million units for the first quarter of 1977 to 23.3 million units.

However, hedging against any overly optimistic conclusions that the U.K. industry has learned its lesson, John Deacon, general director of the BPI, said, "There seems to have been a dramatic increase in the amount of product coming into the country (imports).

NASHVILLE IN LONDON — Performing recently at the first-ever country music evening at the Montreux Jazz Festival, MCA recording artists Barbara Mandrell, Roy Clark and Ridge Riders were "Gatemouth" Brown. Jane, Lee and Buck Trent also stopped by London's Dominion Theatre for a performance before heading home. Pictured here are (l-r): Jim Fuglesong, head of MCA Nashville, Roy Featherstone, president of MCA International manager.

Jerome joins RCA

JEROME, a concept disco band featuring the singing of Larry Falco and the songwriting and keyboard playing of Jerome "Lerry" Plotkin recently signed a five-year production deal with RCA. Plotkin also signed a worldwide publishing agreement with United Artists Music. Picture are (l-r): Bill Kimber, A&M director, RCA London. Plotkin and Peter Kuys, Jerome manager.

PolyGram's Canadian Branch

Is Top Affiliated Operation

by Kirk LaPointe

MONTREAL — PolyGram Canada, which last year saw its revenues soar over 250%, has been named the top PolyGram international branch. In addition while company officials are hesitant to release figures, it is believed that business this year will be up 10-15% ahead of last year's pace, which saw the Canadian branch report a record $42 million in sales revenue.

The overall company growth, which has taken the PolyGram Group to the #1 position worldwide, has assuredly been felt within the Canadian operation. Upon successful break-throughs by artists like the Village People, Donna Summer and Dire Straits this year, PolyGram Canada's recent seven-day convention in Val Morin, Quebec was a happy affair.

The convention, split into Canadian and international segments, featured optimistic reports, product presentations and addressed the international label agents and licensors.

Successes Recognized

Emphasizing the success of the Canadian operation, Dr. Werner Vogelsang, vice president of PolyGram and president of Polydor in Canada, pointed to Canadian-owned subsidiaries in Canada and the United States as examples of the company's international segments. Featured optimistic reports, product presentations and addressed the international label agents and licensors.

Among the product presentations were disc previews from Phonogram/Mercury, Casablanca, Polydor and RS.

Bob Sherwood, president of Phonogram U.S., reviewed the new Southern Johnny Winter LPs for 1979, plus product from new artists Bob Grill and Carolyn Mas, among others.

May discussed new product from Golden Earring and RSO told the convention that a double-live Bee Gees album and two new Bee Gees singles not yet available will be issued this year.

Other artists, including the Village People, were featured in the international segments. John Handy, Don Pullen and Joe Farrell.

Kirk LaPointe, alliance manager, PolyGram Canada, on the third day of the convention, noted the uniqueness of the PolyGram label in the Canadian market and the successful promotion of its records.

Among the product presentations were disc previews from Phonogram/Mercury, Casablanca, Polydor and RS.

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Priority System

The company also established a priority system for its salesmen in the country and listed four acts to begin with — Bram Tchaikovsky, the Cooper Brothers, Robert Frisco and Thin Lizzy.

Don Beaumont was the company's salesman of the year, while Monica Netukovsky received a similar award for her work. Max Sweering was awarded the outstanding achievement in record merchandising award. The central region received an award for their Golden Wheel Award for PolyGram's most successful international branch to Tim Harrold, president of PolyGram Canada.

Dr. Vogelsang then told the gathering that PolyGram was the first record company to exceed one billion dollars in

LPS Down, Singles Up

In U.K. In 1st Quarter

LONDON — Reflecting the current sales slump in the U.K., album sales for the first quarter of 1979 dropped 3.5% according to the British Phonographic Industry (BPI). Perhaps indicative of public resistance to increasing LP prices, singles sales were up 25% during the same period.

Album deliveries to the trade were reported at 17.1 million units down from the 17.7 million units shipped during the first quarter of 1978. Further, the 1978 figures had already registered a 9% drop from the 1977 figures for the same quarter.

The singles sales figures, bolstered by the strong showing of RS disco singles, showed an increase of 25% — from 18.6 million units for the first quarter of 1977 to 23.3 million units.

However, hedging against any overly optimistic conclusions that the U.K. industry has learned its lesson, John Deacon, general director of the BPI, said, "There seems to have been a dramatic increase in the amount of product coming into the country (imports).
"CALIFORNIA DREAMIN'" IN LONDON

Records recently renewed their licensing deal with Phonogram UK and released the new Cyntha Woodard disco single "California Dreamin'" in the UK. Woodard is currently on the same bill with Tom Jones in Las Vegas. Pictured in the front row are Peretti, Creatore and Tony Powell. Phonogram singles marketing manager. Pictured standing is David Baker. Phonogram business affairs director.

Pupin New Promotion Head For A&M France

LOS ANGELES — Claude Pupin has been named to the position of promotion director France for A&M Records. Assigned to the offices of A&M's French licensee, CBS Dis-

oses, Pupin will be responsible for developing A&M artists and acts in France. Commenting on the appointment, Marcos Bicknell, A&M managing director Europe, said "At a time when A&M is ex- ploding in France with Supertramp's 'Bread in America' LP triple gold, we are proud to take this step forward with a person whose reputation and track record in specialist areas of the French market is second to none."

In another action, Anne Hammond was named to the position of promotion assis- tante France for the label, effective July 1.

P.M., Phonodisc Enter Canadian License Pact

LOS ANGELES — P.M. Records of New Jersey has entered into a Canadian licens- ing agreement with Phonodisc of Quebec. Initial releases under the agreement will be an LP by Canadian Kathryn Moses in August and a new LP by Tina Simone to follow. P.M.'s jazz catalog — including David Hiley, Don Thompson, Bernie Tormé, Ed Bicker, Pat Lafferty and Sunny Greenwhich — will also be available in Canada under the terms of the agreement.

Hugo Peretti and Luigi Creatore of H&L Records recently renewed their licensing deal with Phonogram UK and released the new Cyntha Woodard disco single "California Dreamin'" in the UK. Woodard is currently on the same bill with Tom Jones in Las Vegas. Pictured in the front row are Peretti, Creatore and Tony Powell. Phonogram singles marketing manager. Pictured standing is David Baker. Phonogram business affairs director.

Int'l Sales Show To Exhibit WEA Product

LOS ANGELES — Acts from the Warner Bros. Elektra/Asylum, Planet Atlantic and WEA international rosters will be show- cased to sales personnel around the world this fall as part of the WEA international roadshow. Scheduled to visit at least 11 coun- tries, the roadshow will feature video and still photography presentations of the acts at WEA sales markets and conventions in the participating countries.

Scheduled to run from late-August to mid-September the roadshow will visit the U.K., France, The Netherlands, Italy, Ger- many, Sweden, Norway, Japan, Hong Kong, New Zealand and Australia.

At this time, 29 acts on the Elektra/Asylum and Planet labels are scheduled to have their product showcased. Product from the Warner Bros. Atlantic and WEA International labels that will be showcased will be announced shortly.

Russell Named To New Post At CBS Australia

LOS ANGELES — Paul Russell, a CBS Records international vice president, has been named to the post of managing direc- tor for CBS Records Australia Russell who will retain his vice presidency with CBS, first moved the organization as director of business affairs for CBS Records UK in 1973.
**INTERNATIONAL DATELINE**

**Germany**

MUNICH — The respected German music trade publication *Musikmarkt* is celebrating its 20th anniversary. Con- quering the business is its editor and team, Michael Kunze, who has been selected to the post of vice president of Phonokademie, thus replacing Sigl Schmidt-Joos, who stepped down to spend time on the organization’s 1979 awards.

According to Musikmarkt, two companies joined the top two companies in 1979 are Deutsche Grammophon and EMI. The label with the top success in the singles category was WC3, while the top LP company was EMI.

Over at Teldec, good times are here as they occupy the #2 and #3 spots on the singles chart this week with the #1 spot on the LP chart. Meanwhile, Metronome Records scored their second #1 single this year with "The Pleasure Principle," which they scored with the Village People’s "YMCA," which occupied the #1 singles spot for 13 weeks earlier. Gaby Roslin, managing director of the Universal Music Publishing, is reviving the "Hair" copyright rights, promoting it aggressively.

The successful Munich Deck Co., managed by Rudi Gasser, is looking more and more like the next giant. They already distribute ABBA, Chess, Polydor, EMI, RCA, and Columbia. The key is LAX/Far Out, Nature and Brain labels, as well as their own. The latest addition to the Metronome stable is Peter Kirsten’s Global/GMG label. Top groups on the label, which also started Donna Summer a few years back, are Miki Jackson, the late Jose Carrera, Wishful Thinking and Hiroshima.

Promoter Fritz Rau, who recently moved his business to Frankfurt’s New Era, has joined forces with Munich entrepreneur Ruether Hoffmann, merging their companies Lipman and Rau with一个星期的2000。

**United Kingdom**

LONDON — WEA’s Gary Numan, the lead force in current chart tab Duwayne Army, is on tour to get on tour in his own right in the fall. The show will be billed simply "Gary Numan," as will his follow-up single and LP titled "The Pleasure Principle." Set for September release... George Harrison has recorded a song that was inscribed on the label of Formula One race drivers Jackie Stewart and Niki Lauda. The song carries a dedication to the Formula One challenger. Ms. Hanson has been released in fond memory of Gunnar Nilsson, one of Sweden’s finest racing drivers who died of cancer one year ago. During his last weeks in the hospital, Nilsson started the Gunnar Nilsson Charity Fund, and it is to this cause that all Harrison’s royalties for the single will go to.

The Tom Robinson Band, formed in 1977 by Dave Newhouse, guitarist Danny Kustow, disbanded last week after two final appearances at the Troubadour in Los Angeles. Robinson’s response, however, is working on material for a third album and he does have plans for a new TRB line-up next year. Commented Robinson, "We have been on the road since January and I want to spend some time concentrating on new things and just catching up on things here. The band was originally a quite challenging and risky venture, but now after two-and-a-half years, it’s become a bit tamed down..."

The Roy Headorack, president of RCA International Operations and managing director of MCA International, National Distribution Co., has appointed Anne Hall as business affairs manager. Hall takes up his new position in September, joining from EMJ as press officer for her for the past nine years. While Infinity Records continues its U.K. expansion with two new appointments in the promotion and press department. Ray Still joins the company as London promotion manager with responsibility for national TV and radio, as well as London-based local radio. Still was previously promotion manager at Anchor Records. And Anne Benson joins the company as assistant editor at MM for the label. She was previously at Aristar Records.

Steve Stevenson has been appointed general manager of the MCA International, National Distribution Co., as the former head of the American regional promotion and sales of the "B" division for EMI. Stevenson was previously responsible for A&M/marketing director of the A&M/RCA/EMI/RCA GRD division. Prominent music journalist Chris Welch is leaving the English consumer music paper Melody Maker after 15 years to join a new weekly newspaper being launched in September titled Musician. Only Welch has been feature editor at MM for the past nine years. He joins the new publication as associate editor.

**WHERE IN THE WORLD**

Atlantic recording artists the Henry Paul Band will play Toronto, July 30-31. George Duke (CBS/EMI International) is set to tour Brazil in August. Also slated for the tour are Brazil-based Wellington Coqueiro and Washington’s Simone, both on EMI/Odeo.

RCA recording artist Dolly Parton is currently on a tour of Asia that will last until Aug. 1. Among the stops are Hawaii, Australia, New Zealand, Hong Kong and Japan.

A&M recording artist Chuck Berry is currently on a tour of the U.K. and France that will run until Aug. 3. A&M recording artists Supertramp are currently touring Canada. The tour will wind up in Vancouver on Aug. 14.

Atlantic recording artists led Zeppelin will return to the stage after an absence of four years at the Knebworth Festival, Aug. 4, in the U.K. The band will also perform Aug. 11 due to popular demand.

Cheap Trick (A&M) will embark on a European tour scheduled for Aug. 25-Sept. 2. The group will play the U.K., the Netherlands and Germany, and will appear in Nuremberg with the Who (MCA), Stanley Clarke (Columbia) and Jeff Beck (Columbia).

Mushroom recording artist Paul Horn has been invited to perform as the special guest at the ORB Foundation’s “Trade and Technology In Orbit” conference-exhibition scheduled for Aug. 27-Sept. 2 at the Wembley Conference in the U.K. The Crusaders (MCA) have confirmed a European tour for Sept. 7-27. The group will play the U.K., Norway, the Netherlands, Germany and France.

A&M recording artist Joan Armatrading will embark on a tour of the Australia-New Zealand area Sept. 8. The 20-concert tour will conclude Oct. 4 in Christchurch.

**INTERNATIONAL BESTSELLERS**

**Italy**

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**Japan**

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<tr>
<td>1. &quot;I Love You&quot; - Masayoshi Takanaka</td>
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<tr>
<td>2. &quot;There Goes My Baby&quot; - Yuki Kawauchi</td>
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<tr>
<td>3. &quot;Wheel of Fortune&quot; - Tetsuya Komuro</td>
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<tr>
<td>4. &quot;Love in the Heart&quot; - Issey Miyake</td>
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<td>5. &quot;One More Time&quot; - Akio Nihonmatsu</td>
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<td>6. &quot;Merry Christmas&quot; - ABBA</td>
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<tr>
<td>7. &quot;I Love You&quot; - Masayoshi Takanaka</td>
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<td>8. &quot;Wheel of Fortune&quot; - Tetsuya Komuro</td>
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**United Kingdom**

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<th>TOP TEN 45s</th>
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<tr>
<td>1. &quot;I Believe&quot; - Bob Dylan</td>
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<td>2. &quot;Don’t Look Back&quot; - The Who</td>
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<td>5. &quot;The Moon&quot; - The Animals</td>
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<tr>
<td>6. &quot;I Can’t Help Myself&quot; - Four Tops</td>
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<tr>
<td>10. &quot;The Moon&quot; - The Animals</td>
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EXECUTIVES ON THE MOVE

Sharp Named at E/A — Martha Sharp has been named assistant to Jimmy Bowen, vice president/general manager of Elektra/Asylum's Nashville operations. She had previously been assistant to Larry Butler at Tree Publishing Co. and United Artists Records.

Doyle Joins Infinity — Sheryl Doyle has been named manager, administration/west coast, Infinity's New York office. She was previously with Securit Bank in accounting, comptroller and personnel administration and will be responsible for setting and maintaining office procedures and coordinating employee relations.

DeGourd — Paula Dorf has been appointed a vice president at Sanford Ross Management. She comes from Sanford Ross Management from Atlantic Records, where she was manager of artist relations.

Oswaski Joins PIKS — PIKS Corp. has announced the appointment of Dennis Oswaski as the new workshop manager. Before joining PIKS, he served as promotion manager for Arista and United Artists.

Changes At Capitol Magnetics — Capitol Magnetic Products and MusiCen have announced the appointment of George Lamont as senior vice president for sales in the U.S. and Canada. Bud Jackson is appointed divisional vice president for sales out of the U.S. and Canada. John Archibald is appointed divisional vice president — marketing administration for CMP and MusiCen.

Bramberg To Electric Lady — Electric Lady Studios has announced the appointment of Steve Bramberg as marketing staff member. He was previously with a major east coast label.

Pacifica Video Industries — Pacific Video Industries has announced the appointment of Bud Murphy to manage director, sales and marketing. He comes from Pacific Video industries from Mobile Video where he held the post of vice president, sales. Previously, he was a founder and partner of Trans American Video (TAV) where he also served as executive vice president.

Changes At Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Mark Lamaze as local promotion manager of Phonogram/Mercury in Florida. In another recent move, Gary Troizio has been switched from Florida to Georgia as local promotion manager. Prior to joining Phonogram, Lamaze was promotion coordinator for the Miami branch. Prior to Phonogram/Mercury, Troizio worked in sales and merchandising for the Miami Polygram branch.

Changes At WEA Chicago — WEA Chicago's former sales branch for Warner/Elektra/Atlantic Records has announced the following four new additions to the branch's management staff: James Mantri, sales representative/Milwaukee; Jane Clark, advertising manager-Chicago regional market; Richard Sudakoff, promotion person representing Atlantic product/Chicago; and Michael Schaefer, promotion person representing Elektra/Asylum product/St. Louis.

Schick Joins Sugarhill — Schick, Inc., has announced that Joseph Schick has joined the architectural design firm as managing partner. His association with Sugarhill! View began in 1969 when he retained the firm to design Blue Rock Studio. Most recently, Schick, a graduate of the University of Chicago, has worked on the renovation of the Beaverton Studio complex and he is currently involved in the renovation of the Miami, Ariz., and New York office of Sugarhill! View.

Queen Village Names Campbell — Queen Village Recording Studios has named Joe Campbell, general manager for the studio. He recently handled sales, marketing and merchandise for the studios, which is owned by American Video Industries.

Berkowitz To Leeds — Steve Leeds Promotions has announced the appointment of Ariene Berkowitz to promotion coordinator for the company. Prior to this she was promotion coordinator for Golden Lion Ent.

Infinity Records — New name: Infinity Records Canada has announced the appointment of Sylvie Brunetta to regional promotion manager (east coast). She most recently held the position of secondary promotion/CBS east coast.

William Opens At MCA — The MCA Distribution Corporation has announced the appointment of LeMar Williams, as field sales, Houston branch. MCA Houston branch manager.

Queen Village Names Triozzi — In a move to beef up the sales force, Queen Village has named Richard Triozzi as a consultant/adjunct for the sales effort. Also recently hired was Phil Rapa, as a consultant/adjunct.

Apsitis Joins — John Klammer Music Publishing has announced the appointment of Diane Clark, regional market manager; Michael Triozzi, promotion person; and Michael Grunfeld, promotion person.

Transcontinent Opens Baltimore One-Stop

NEW YORK — Transcontinent Record Sales has opened a new one-stop, Transcontinent of Maryland, located at 1200 West Baltimore, Md. 21207.电话 (301)944-6911. It is the company's ninth one-stop operation.

In a related announcement, George Zaremba has been appointed regional vice president for Transcontinent.

Borman Inks Kittyhawk

LOS ANGELES — Gary Borman Management, which handles such artists as MCA's Buddy Guy, Elektra's Black Country/Wire, Elektra's Rob Ford, has signed piano/vocal/guitar music group Kittyhawk to a long-term personal management agreement. The group is composed of Paul Eisler, lead vocals; Burt, both of whom play the Chapman Stick; a ten-stringed electric instrument. The group hails from New York's 1058 Clearwater Court in Los Angeles.

Power at the Line — ARC/Columbia recording artist John Hall recently played the Bottom Line in New York. Hall's set featured tunes from his latest LP, "Power." Showed after the performance was Robin Hunter, director of planning and administration for Columbia.

Bruce Lundvall, president of CBS Records Division, Hall, Joanna Hall, Jack Daigo, senior vice president and general manager for Columbia. Barbara Nagle of ARC, and Bill Freston, executive assistant to the president of Columbia.

FLUTIST PREFERENCES SOLO CAREER

WAILON SIGNS INT'L PACTS FOR SEABIRD

LOS ANGELES — Wailon Records, subsidiary of Times Management Corp., has entered into a licensing agreement with Trio Records of Japan for the release of the Seabird Band's "WR 2000" LP and "Shine -The Light-" single. Release dates are July 25 for the single and Aug. 25 for the LP.

In addition, Wailon's affiliated publishing company, Summit Duck Publishing, has entered into a sub-publishing agreement for the Seabird Band's music with Pumpkins Music, Ltd. of Tokyo.

Additional pacts were signed for the Seabird Band's music with One Record Co. Ltd. for New Zealand and Australia; and the Benelux Music Ind. for Belgium, The Netherlands and Luxembourg.

TRANSCONTINENT OPENS BALTIMORE ONE-STOP

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In a related announcement, George Zaremba has been appointed regional vice president for Transcontinent.
Williams Electronics Holds Its First 'Accent On Achievement Conference'

CHICAGO — Williams Electronics, Inc. recently held its first annual Accent on Achievement Conference at Marriott’s Lincolnshire Resort near Chicago.

"This conference," stated Michael Stroll, president of Williams, "was an opportunity for all the various disciplines at Williams to get together in a relaxed, informal atmosphere to discuss where Williams has been and where we are going." All the departments at Williams, including engineering, marketing, game design, technical game design, manufacturing, and finance made presentations on the theme of this year’s conference: "Pinball in the ‘90s," which focused on Williams’ role in the coin machine industry in the coming decade. The conference concluded with the Accent on Achievement Award Dinner, the highlight of which was the presentation of awards to key employees of the company in five areas: technical game design, manufacturing, production, operations/support, and special achievement.

Michael Stroll presented an award to Stevie Kordak for his many contributions to the pinball industry spanning 40 years. Kordak is an avid golfer, presented a complete set of golf clubs and a suede golf bag. The Accent on Achievement Conference was an outstanding success, concluded Michael Stroll. "Everyone came away from the conference with a better understanding of our goals and plans and we all renewed our pledge to continue to make Williams' products the most innovative, highest quality and highest earning games in the industry."

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. LONESOME LOSER LITTLE RIVER BAND (Capitol #4746)
2. ON WELL THE ROCKETS ROY ORBISON (590)
3. CRUEL TO BE KIND NICK LOWE (Columbia #11058)
4. SWEETS FOR MY SWEET TONY ORLANDO (Cassatt/NCN #9891)
5. BAD CASE OF LOVING YOU DOCTOR, DOCTOR ROBERT PALMER (Island/W.B. #51179)
6. AIN'T THAT A SHAME CHEAP TRICK (Epic #50742)
7. D.J. DAVID BOWIE (RCA #11615)
8. TIP TOE TO THE GAS PUMPS TINY TIM (Clouds/TK #1-17)
9. HOLD ON TRUTH (RCA #11625)
10. LOVIN TOUCHIN' SQUEEZE/IN JOURNEY (Columbia #11036)

TOP NEW COUNTRY SINGLES

1. YOU'RE MY JAMAICA CHARLEY PRIDE (RCA #11655)
2. A GOLLY IS HARD TO FIND HANK SNOW (RCA #11627)
3. TOWER OF STRAW MELFORD HOWARD (Bearcat/NCN #9860)
4. JUST GOOD OL' BOYS MOE BANDY & JOE STAMPLE (Columbia #11027)
5. GUESS WHO LOVES YOU MARY K MILLER (RCA #11666)
6. GOODBYE EDDY ARNOLD (RCA #11699)
7. EVERYTHING I'VE ALWAYS WANTED PORTER WAGONER (RCA #11571)
8. DADDY DONNA FARGO (Waverly Bros./WBS #887)
9. IT MUST BE DON WILLIAMS (Columbia #11009)
10. LORELEI SONNY JAMES (Monument #45 288)

TOP NEW R&B SINGLES

1. BETTER NOT LOOK DOWN II (B.B. KING (Columbia #11082)
2. AIN'T NOTHING (TYRONE DVY) (Columbia #11035)
3. STREET LIFE (OAKLAND) (RCA #4 1054)
4. RISE HERB ALPERT (A&M #2151)
5. WE'VE GOT LOVE PEACHES & HERB (Polydor-PH 14377)
6. I GOT THE HOTS FOR YA DOUBLE EXPOSURE (Salsoul/RCA #72991)
7. LOST IN MUSIC SISTERS LEAGUE (Columbia/Atlantic #40091)
8. GOODBYE HEARTACHE LATIMORE (Gladys/TK KL-17554)
9. YOU CAN DO IT AL HUDSON & THE PARTNERS (RCA-KB-11399)
10. CATCH ME/PATCH ME (Jay Walker & the Bridge #4034)

TOP NEW DISCO SINGLES

1. OPEN UP FOR LOVE SIREN (Malden International M #1165)
2. GROOVE ME FERN KINNEY (Mgalco-T K #1056)
3. THE REAL THING DADDY DEWROP (Inception/RP #7203)
4. DON'T YOU FEEL MY LOVE GEORGE MCLAREN (Sunshine Sound #1034)
5. THE MAIN EVENT/FIGHT BARBRA STREISAND (Columbia #11008)

PERSONALITY PROFILE

Atari's Osborne Sees Coin Biz As Open Entrepreneurship

LOS ANGELES — "The interesting thing about this business is that it is a high risk, high reward frac- turer to distributor to operator you have en- trepreneurship at its finest all along the way."

Don Osborne, national sales manager for Sunnyvale, Calif.-based Atari, Inc. was offering his thoughts on the uniqueness of the coin machine industry. He stressed the fact that it is made up primarily of indepen- dent business people.

"Most businesses aren't like ours. Usually they sell to some distribution network and are run by a nationally organized corporation," said Osborne. "However, the video games business was founded pretty much by no one, and Atari, in particular, is a prime example of entrepre- neurship today in the United States. Distributors and operators are by and large independent businessmen. They are where they are today not because they want to work for somebody, but because they are independent people that have their own ideas about the way things should be done."

Osborne also pointed out that the coin business is unique in that it is probably the most competitive. Consequently, he feels that a lot of barnstorming goes on. One of the things that he tries to relate to people is that "no one in the business can afford the luxury of his own opinion on a game. There is only one criterion, and that is the coin box." Osborne came into the coin machine business after spending 11 years in the educational technology field. He owned an educational technology distributing and consulting company, and represented a number of large manufacturers and publishers in the field over that period of time. He was named Atari's western regional sales manager in 1977, and was most recently appointed to the position of national sales manager. "I had sold out my interest in a company that I had formed with other partners, and

Chicago Vocational School Offering Training Course For Coin Mechanics

CHICAGO — Where are the new music and games technicians coming from? If director Ray Neubert, assistant vocational counselor for the Chicago Board of Education, is to be believed, the answer will be Washburne Trade School of Chicago. Washburne sponsored the Chicago Board of Education, has a 55-year history as a vocational school and, in that tradition, last March it instituted a program to train amusement machine repairmen. The school has the active support of the coin machine community, including manufacturers such as Bally, Stern and Williams; distributors such as Empire Distributing and World Wide, and local operators. The course is open to everyone 17 years of age or older. Chicago residents can enroll tuition free; out of town students pay a $200 fee, and all students receive a free tool kit and lab materials. The classes run for 47 weeks on a Monday through Friday basis and the hours are for, generally, from 9 a.m. to 2:30 p.m. At the close of the year, students receive a certificate of completion. The content of the course is repair, trouble shooting and maintenance of solid state pinballs, video games, jukeboxes and electromechanical games. The approach is practical, students work on machines in class and the faculty is small but experienced. Frank Cahnit, an electronics engineer, handles solid state instruction and James Rhodes, a union electrician, teaches electromechanics.


Cash Box/August 4, 1979
Atari's Osborne Sees Coin Biz As Entrepreneurship

(continued from page 49)

the coin industry's profitability over the last few years. 'Think of the number of great games out there now - Flash, Superman, Basketball,' said Andy. 'Paragon,' he added, 'is about as strong as Starfire.' It's incredible, and it shows that people are willing to put their money into the games for return people. There's revealed the concept that there is always room for high quality games.

Although the amusement games business is an attractive field, Osborne cautioned against novice investors. He said that he constantly gets calls from lawyers and doctors who think the coin-operated business is a coin operated laundry - just having someone around to clean out the coins each week. Osborne went on to say that their sales business are quite sophisticated, highly technical and have to be sold, and it's not an easy task. 'Coin operators are a function of the entertainment industry and as a result they must promote and do things that will bring in players,' he said. 

And, games are like movies after they've run in a location they've got to be moved on.

In his new position, Osborne is responsible for marketing Atari's sales department in Canada and the United States. Along with sales representative Tom Pettit, Osborne aids in developing distributors' awareness of Atari, and learns how the manufacturer might better serve their needs. "We try to continually upgrade the overall nature of our distributor network," he said.

Osborne also suggested that distributors bring their coin operators to current levels of understanding of our product in use technology, and to teach them how to efficiently order parts.

In addition to the recent success of Superman, "Football" and "Basketball," Osborne seems genuinely excited over the upcoming release of Atari's new XY monitor game, "Lunar Lander," and the manufacturer's amusement game line up for the AMOA convention in November.

Winning Record

"Our batting average is second to none as far as video games are concerned," noted Osborne. "We make a large commitment to research and development and a large commitment to engineering, and over the long haul we are able to produce more win-ners than most manufacturers.

Vectorbeam Signs Savers, Speaks To Marketing Staff

UNION CITY - Vectorbeam Inc. division of Cinematronics Inc., recently appointed Lenore Savers to the position of marketing vice president and Debra Spear to the position of customer service manager. Joanne Anderson, formerly customer service man-ager at Vectorbeam has been appointed to the credit department.

New Games

Savers comes to Vectorbeam from Atari, where she was an eastern regional sales representative. In her new position, Savers will be responsible for coordinating all sales and marketing activities, and providing input for new game development.

Spear joins Vectorbeam after working in the service department at Atari. Prior to working at Atari, she worked as a sales and service department employee at Namco America.

Todaro pointed out that the distributors' are responsible for the success of their products. "Our batting average is second to none as far as video games are concerned," noted Osborne. "We make a large commitment to research and development and a large commitment to engineering, and over the long haul we are able to produce more win-ners than most manufacturers.

CALIFORNIA CLIPPINGS

Oscar Rogers of Portale Automatic Sales reports that the San Diego showing of the Rock-Ola photograph was an overwhelming success. While the event usually draws 50-60 people, the Portale showing was filled to capacity with 115 people. Cinematronics' Jim Pierce, Tom Stroud and Tom Stroud Jr., were on hand to display "Barrie," the game by the showing Gremlin's Bernie Shapiro, Jack Jarocki and Frank Fogelman and Steve Margolin also appeared at the show. Rogers mentioned that the distributor has seen a pick-up in sales on the Tornado's soccer game, which was displayed in San Diego also.

Oscar Robinson's Mark Tronick said that local operators are reporting higher collections on Bally's new "Paragon" than any pinball since solid state was introduced. C.A. Robinson has been appointed as exclusive distributor of Cinematronics-Vectorbeam's "Banana," game. Tronick mentioned should be a great successor to the factory's "Space Wars," "Star Hawk" and "Speed Freak." In addition to Speeds, the "Hot Hand" and Atari's "Basketball" and "Baseball" are selling well at the distributor. There has been a renewed interest in Atari's "Football" since the start of professional football's summer exhibition season. Warrant California greetings to Leah Bettelman's brother, Buddy, who is in London with his wife and children. Mike Tronick, Hank Tronick's no. 2 son, is currently in New York editing music for the latest Bob Fosse film, and we wish him all the best.

Apologies to C.C. Robinson for listing the wrong address of the distributor in last week's magazine. Everyone knows, C.A. is located at 2301 W. Pico Blvd Los Angeles, Calif. 90066. C.A. Robinson will be holding an Atari service school on Aug. 2-3. Tronick added that pool halls are selling tremendously during the summer season. "Valley Pool Hall" is moving out as fast as they are coming in." offered Tronick. He was referring to the new Valley's "39" pool table. Of course, Tronick also pointed out that operators are delighted with the model's 50 cent coin chute.

INDUSTRY CALENDAR


Oct. 14, Deutsche Wurlitzer Distributors Meeting Hotel Croatia Dubrovnik Yugoslavia.

Oct. 25-28, NAMA national conv., McCormick Place, Chicago.

Nov. 9-11, AMOA international exhibition Conrad Hilton Hotel, Chicago.

Nov. 17-19, IAAPA national convention Rivergate, New Orleans, La.
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**Labels Look At Roller Discos**

**DISCO BREAK**

**WATERS BACK HOME IN PHILLY** — Motown recording artist Mist Waters entertained Sammy Davis, Jr. at her mother's home back in Philadelphia, while the veteran record producer was there for a recent engagement. Waters was in town to promote her latest album, "You Have Inspired Me." Pictured are: (l-r) Richard Cooper, Chips Distributing; Lee Hamilton, WZDD; Sammy Davis, Jr.; Harry Johnson, WDAS-FM; Waters; Chappie Johnson.

**NEW HOT ACT** — In a stunning, SRO week of performances at Studio One's Backlot in West Hollywood, disco trio Hodges, James & Smith revealed their heretofore hidden credentials as the world's greatest rhythm & blues vocal trio. The group displayed their remarkable vocal abilities and bluesy harmonies in a set that included "Tell Me," "I'm So Glad," and "Whole Lotta Love." The group's energy was infectious, and they left the audience wanting more.

**Labels Look At Roller Discos**

**DISCO BREAK**
Bee Gees

DON'T LET YOUR HEART GET AWAY

DODGER STADIUM, L.A. — If anyone wonders how Bee Gees got to be the #1 group in the world today, a visit to Dodger Stadium July 7 would have cleared things up for this writer. Andy Gibb, Maurice and Barry — melded no less than 16 hit singles into a 90-minute celebration that clearly demonstrated the group's top brilliance.

Opening with a powerhouse rendition of "Tragedy," a hit off the family trio's latest LP, " Spirits Having Flowed," the Bee Gees balanced their set with a mix of Top 40 classics that spanned their long career. But even sticking to a hits-only show, it's a commentary on the Bee Gees' success that they had to cram nine songs into a medley to avoid leaving anyone's favorite.

Overcoming an expected problem at stadium concerts, the Bee Gees' sound system was one of the clearest and richest heard in a 5,000+ venue. With the group's sound dependent on crisp vocal harmonies and fabled fassetos, the surrip- tintively effective sound system helped make the evening one of the most memorable musical stadium events in re- cent memory.

Throughout the show the Bee Gees impressed with the range of their material, from ballads to rockers to midtempo to disco. The group kept things close with two favorites off both their turn- naround album "Main Course" and the landmark soundtrack LP "Saturday Night Fever." "Jive Talkin'" and "You Should Be Dancing." Joining by younger brothers for their encore, the Bee Gees topped off their Olympian reputation before a sell-out house and proved that the Dodgers had not completely cut their 来源: Berlin.

Devo

SANTA MONICA CIVIC AUDITORIUM — In Biff Ryan of Roxie Music is the represent- ative for rock's Perrier crow, then Devo must have been sparkling from the Fizzies set. The group of space-aged spud boys from Akron, Ohio made their triumphant return to the Santa Monica Civic recently, and proved why they are regarded as one of rock's most engaging live bands.

The self-designed, rock 'n' roll mutant im- agine that the band executives pull all of the band's music and are involved with the record company's decision to release the album as a single. The theme that concerned the majority of the cellmold renditions was the band, the better you are, the better they are.

The band makes more of a case for the alien in society in songs like "Smart Patrol/ 'Mr. D.N.A." and "Monoxide." However the group also knows the recipe for rock 'n' roll excitement, as the band concept is extremely raucous and rockin'. The evening's versions of "Come Back Jonee" and "Un- controllable Urge." Late in the evening's performance, the band took a visit by Devo's mutant mascot, Booji Boy. Booji Boy (Devo lead singer Mark Mothersbaugh in costume) has the body of an aged hunchback and the head of a wrinkled baby. He counseled the audience on what to expect at future Devo concerts, what he perceives as a lot of sexuality, scaring and at the same time great new wave rock.

Perhaps the most intriguing aspect of Devo's show is its video sequences. The group showed off video pieces that included the cute and each was more entertaining than the next. The theme that concerned the majority of the cellmold renditions was the band, the better you are, the better they are.

While the show was clearly on target, the crowd was almost as entertaining as the five piece band itself. The video pieces that included "a Wiggly World," as many concert goers sported yellow Devo di- stressed jumpsuits and "Doo Boy buttons." One could only concl- ude that these were not people but true Devotees.

Marc Cohn

SUZY QUATRO

THE CAPRI BALLROOM ATLAN- TA — Suzy Quatro's got a lot in common with her fellow female rocker, Suzi Quatro. Both are known as a rock star with the thanks of the world. But the most important difference is that Quatro has already - a classic debut album and the Bee Gees are still working on the fact that the she was the only member of her band not decked out in black leather, an ironic fact that made her a target of those in the crowd who felt the bass guitar with the best of them and her onstage manner is as forceful and aggressive as it is in 1976. A cover of Tom Petty's "Breakdown." Quatro proved that the storied spirit of her earlier days is intact as well as a hard rockin' sensibility, even if the bite isn't exactly as sharp. Few fans remember tunes such as "Skin And Bones" so I suppose it seemed reasonable to sidestep much of the old material in favor of new songs. It's almost as if she termed her new rock 'n' roll album "Stadium."

Columbia recording artist Gregg Sutton opened the show with his tight four piece band and a handful of cuts from his debut LP, "Soft As A Sidewalk." This is the begin- ning of his first tour and one of the first dates of his career. But the opening act was ex- ceeding for seeming a bit awkward on stage. After a somewhat halting opening, the band gathered for the first time, the band gathered a bit of steam before closing with three powerful songs. Perhaps on the second evening around, she can pull a considerably more impressive perform- ance.

Mike Gunn

Prove that the The Knack is a group that definitely belongs alongside bands such as the Cars and 3-D Devo... the enfant terrible of rock bands. The Knack is another young band that is quickly rising to the top of the charts. How the Bee Gees define the term, Mania.

The Knack

ROYCE HALL, UCLA — A dislodged decade of musical simplicity soared into Los Angeles as The Knack, a local band, opened for Zella Quatro and Red. The group performed close with two favorites off both their turn- naround album "Main Course" and the landmark soundtrack LP "Saturday Night Fever." "Jive Talkin'" and "You Should Be Dancing." Joining by younger brothers for their encore, the Bee Gees lived up to their Olympian reputation before a sell-out house and proved that the Dodgers had not completely cut their stadium act.

The next phase of the concert spotlighted Anderson's dastardly songs. Joined by Susan Meredith, a member of the Po Folks, the song "You Can't Fool God For You" and "Dissatisfied" was a successful number for Anderson who found success when he recorded them with Jan Howard in the late 1950's. The Knack

Bill Anderson & Po Folks

STAGE DOOR LOUNGE, OPLAND HOTEL — in a rare Nashville appearance, Bill Anderson and his group, the Po Folks, performed for a 10-minute introductory act with each of the six members performing a brief solo. Extensively and effectively utilizing a slide player and the RCA stable for several minutes each, member was introduced by the slide player via their photograph and name printed on their notes. Afterwards, the group went straight into a medley of Anderson's past hits once again utilizing the slide player to in- troduce each number. Then Anderson ap- peared on stage, front and center. Some of the more notable renditions included Po Folks' "Still I Love You Drops" and "Wild Weekend."
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